



LSA REPORTER

EDITORS: William M. Lynk, CRL * Alvin Moebus

Publication Deadline: Submit items Two (2) Weeks (14 calendar days) by 5:00 p.m. **AFTER** the last LSA meeting.

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



LSA MEMBER OF THE MONTH — ROB RITTNER



The Rittner/French Corporation had its beginnings in 1972 when Rob Rittner's dad, Ronald, became part-owner of a company owned by Ed French. Ed originated his company in the 1940's in Rochester, Michigan where it is still located.

Ron served in the U.S. Navy as an electrician. His first endeavor, after the war, was a partnership with Vicon Supply in Toledo, Ohio. After a short time with the Eison Group he partnered with Ed French in Rochester, Michigan.

While listening to the Detroit Tigers on the radio, 14 year old Rob would make model parts for various devices. His talent and ambition prompted him to earn two degrees from West-

ern Michigan University - one degree in Engineering and one in Business. Then, in 1994, Rob joined Rittner/French. It was there he put his remarkable talent to use building access control systems. He now manages this division.

Rittner/French employs architects and access control specialists to design and manufacture their products which are sold only to distributors. At this time, Rob and his brother Roland are the sole owners of Rittner/French as their father and Ed French have retired.

Rob's wife, Wendy, is also a graduate of WMU with a teaching degree. They have two children – a daughter Corinn and a son Cameron. For more info, go to: www.RittnerFrench.com.

Article by: Al Moebus



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 Larry Walker, CRL; Robert Noble, CML, CPS;
 Larry Williams, RL, CPP

→Please Volunteer and be part of our Group!

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

LSA Information.....

May 12th LSA Meeting businessKillers® Workshop

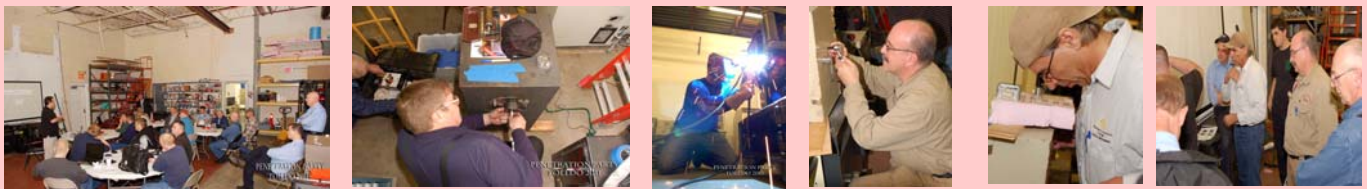
Business owners are focused on running their business. Each day brings new challenges, opportunities and decisions. But there are six mistakes that consistently cause a business to fail. The businessKillers workshop helps you identify and avoid these 6 mistakes. The format is video based and highly interactive with opportunities to learn from the mistakes of others. It consists of six modules: “I know what my business is worth.”; “I’m too busy running the company.”; “That’ll never happen to me.”; “There’s plenty of time for that.”; “My business is my retirement.”; “You can’t beat Uncle Sam.” Join us on May 12th to learn more about what these 6 common mistakes are and how to avoid them.

Your Facilitators

Gary W. Nustad is the Executive Director of Strategic Development at Michigan Financial Companies and has been in the financial services industry for over 27 years. He is certified as a Family Business Specialist and is licensed to present businessKillers®.

David P. Rutt is an Investment Advisor Representative at Michigan Financial Companies. He works with individuals, families and business owners in creating plans that protect and create wealth.

Some Penetration Party (Toledo) Pix—by Rob Rovinsky, CPL



**NEXT
MONTH’S
LSA
MEETING**
THURSDAY,
JUNE 9TH, 2011 AT
7:00 P.M.

TECH TIPS— Cost vs. Sales...beware!



“Before you sell the older keys from your keyboard at the older prices, check your replacement cost. You will discover prices are very different from the time of original purchase and the price to replace the blank. We have experienced price increases, at the distributor level, from multiple companies, multiple times, within the same year. Be sure to charge your customers accordingly.”

-Contributed by Ray Stefancin, IDN-Hardware Sales

Locksmith Security Association meets at 7:00 p.m., the second Thursday of the month (Sept. to June) in the Metro Detroit Area in southeast Michigan:

1640 Stephenson Hwy., just north of Maple (15 Mile Rd.), on the east side of street.

PRP GLOSSARY—LIST COUNCIL TERMINOLOGY

gate -n. a notch cut into the edge of a tumbler to accept a fence or sidebar

timing -n. the engagement or positioning of an assembly of internal parts so as to produce the desired sequence of engagement during operation



PRESIDENTIAL PENNINGS—*JOHN HUBEL, CML*



Time passes so quickly when you are having fun. I can't begin to review all that has past these last nine months. We have had guests from every facet of locksmith concern and interest. The **LSA** has made a clear path for any attendee to advance his business. Thousands of dollars in gifts, samples and the latest, most up to date literature is afforded to our attendees.

Information from our manufacturer representatives has been first-handedly introduced, shown and explained, often before being introduced to the public. And since the **LSA** calendar has not yet ended for the season, neither will the Locksmith Security Association (**LSA**) promise. We have this month and June to go to complete this cycle of meetings. The **LSA** will be hosting some very special guests. Note May 12th and June 9th in your calendar now and plan to attend. Our goal is to keep our **LSA** members ahead of the curve. You will NEVER be disappointed.

LSA Class opportunities are abundant. Saturday, May 14th presents an opportunity of a lifetime. This class for Small Format Interchangeable Core (SFIC) is one of those "you can't afford to miss" classes. On June 11th, the **LSA** breaks the barriers of learning and hosts a nationally broadcasted virtual classroom for Safe Locks. For **LSA** members, the actual dollar tuition for these classes is only a fraction of taking these exact classes elsewhere. Do not pass up these opportunities. You will never see a better return on your dues dollar. See elsewhere in this newsletter for further details.

John Hubel, CML—LSA President

Some LSA April Meeting Pix—by Rob Rovinsky, CPL—Find the Others in this Issue!



Caesar and Marcus
LSA Mascots

WEB LINKS

- [ALOA](http://www.aloa.org)
www.aloa.org
- [IDN-Hardware Sales, Inc.](http://www.IDNhardware.com)
www.IDNhardware.com
- [LynkWeb](http://www.LynkWeb.com)
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- [LAB](http://www.labpins.com)
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- [JLM Wholesale](http://www.JLMwholesale.com)
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CALENDAR OF LSA EVENTS—SEE [WEBSITE](#) FOR COMPREHENSIVE LIST

2011—Dinner at 7:00 pm

May Meeting: 7:00 p.m., Thursday, 05/12/11

→ **May Class: Sat. 5/14/11—Small Format Interchangeable Core**

June Meeting: 7:00 p.m., Thursday, 06/09/11

"Education, Knowledge & Cooperation—LSA"

→ **Proposed change to The LSA Bylaws. First Reading, April 14, 2011, at the regular membership meeting.**

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Publication in the May 2011 issue of the LSA Newsletter
Vote scheduled on the agenda for the May 12, 2011 meeting.

ARTICLE III

SECTION 2 Eligibility for Membership

No person shall be eligible for membership if he or she has been convicted of any crime involving fraud, dishonesty or breach of trust; for using professional skills, training, or expertise in a manner that compromises the safety or security of customers or the general public; for deceptive or false advertising; for conducting business in a deceptive manner; failure to be licensed or registered in a municipality with such requirement; or for any violation of these Bylaws, the Association’s Code of Ethics (Article II, Section 2) or any rule of the Association.

For all classes of membership, Applicants shall only be admitted to membership:

- Upon the full and accurate completion of a membership application, Shall meet the qualifications of the class of membership applied for,
- Upon the approval of a majority of the Active Members present at the meeting at which the vote is taken,
- Certification by the applicant that he, she or it meets the relevant membership criteria and
- Payment of applicable dues.

If the application is not approved, the Secretary shall notify the applicant that there must be a six-month lapse of time before a new application can be made.

An applicant shall meet the following qualifications to be considered for Membership:

1. The applicant shall not fall within the terms that would automatically disqualify for membership.
2. The applicant shall be in one or more of the following categories:
 - a. Individual registered as a Locksmith in his state of business,
 - b. Full or part time employed as a locksmith,
 - c. Retired locksmith,
 - d. Student attending a recognized locksmith school
 - e. Employee of a Locksmith,
 - f. Employee of an LSA Associate Member, or
 - g. Individual working in direct connection with another LSA member.

Membership may be terminated if any act by the member shall violate any requirement for membership, or they no longer hold a position in the qualifying category of membership.

Termination by action of the Board of Directors shall be by at least a two-thirds vote at a meeting of the Board of Directors; provided, however, that prior to any such action, the member involved shall be given due notice and shall be entitled to a hearing before the Board of Directors. Any member who is terminated by the Board has the right to appeal the decision to the membership.

RAY'S WAYS— "RAY'S ON THE ROAD TRAVELS TO RICHMOND, INDIANA"
-BY RAY SINAI, CPL, VICE PRESIDENT, LSA



For those of you that are old enough to remember, last week brought back my memories of Charles Kuralt and his television series of "On the Road with Charles Kuralt". Well Charles (Ray Sinai) went on the road to Richmond, Indiana. The reason for the trip had nothing to do with locks or locksmithing, it was a college visit for my younger daughter Claire. Claire was accepted to a small college in Richmond, Indiana and was invited to spend the night and attend some classes before making her final decision. So, back to Ray (or Mr.Kuralt).

What does Ray do when he has a free day to discover Richmond, Indiana? He seeks out the local Locksmith shop, of course! I found Wilson Lock and Key Service on Main Street in Richmond. I went in and had a nice conversation with the guys. I met Jarrell the owner, Sean, his son, and Mitch one of the Service Techs. The store is located in a strip mall on the "main drag" of town. They had a good number of "walk -in" customers while I was there and seem to be doing well in this small town. It is interesting that they are in Wayne County, Indiana while Detroit is in Wayne County, Michigan. They have two fully equipped service vehicles and they service residential, commercial and automotive accounts. Oh yes, they service Earlham College, the College my daughter was visiting. They assured me that it was a safe town if my daughter decided to attend there.

I asked for some advice on opening up a storefront and what were some of the products that were "good movers" in the shop. Jarrell mentioned that he sold a lot of used safes and although they didn't sell rapidly, they had a good profit margin. Their customer area was small but the space was put to good use with displays on the walls and on shelves. I asked about scammers in their area and they were unaware of any of these predators. It may be just a "big city" problem that we have in the Detroit Metro area. Richmond, Indiana is a relatively small town in East Central Indiana.

I questioned them about any local locksmith associations and I was told that it was approximately 1 ½ hours to the nearest locksmith association meeting in Indianapolis. It is difficult to drive that distance on a weekday after work. Our Association can relate to that problem. Well the visit was fun, I will add that it was 69 degrees in Richmond that day and it had snowed in Detroit. I promised to visit again if my daughter chose to attend Earlham. If you ever are passing by Richmond, Indiana, you must visit the guys at Wilson Lock & Key Service.

Ray Sinai, CPL—Vice President, LSA



The Locksmith Security Association of Michigan (LSA) Presents

SFIC

SMALL FORMAT INTERCHANGEABLE CORE

Instructor: William M. Lynk, CRL

Saturday

May 14, 2011

9:00 a.m. – 4:00 p.m.



Holiday Inn - Express

11500 E. Eleven Mile Road

(I-898 & Hoover, Exit 24)

Warren, Michigan 48089

\$ 150.00*

\$ 75.00* for LSA Members

***LUNCH INCLUDED**

Bonus: Everyone will receive other FREE surprises

About The Class: This class covers the principles and techniques applying to all Small Format Interchangeable Cores including Arrow Flexcore & CHOicE, various BEST products, Falcon, Kaba Peaks, KSP, Lori L-10, InstaKey, KeyMark, Schlage Everest, ULTRA, Scorpion and Sargent XC. Product characteristics related to construction, operation and keying are discussed, and shown by exploded views and sample cores. These are important products for commercial and institutional applications.

Students will learn to select TMK's and control keys, calculate pinning for A2, A3 and A4 systems, write and apply system specific pinning charts, and measure keys to determine which increment system has been used. Students will examine the cores mentioned above, as well as construct an A2 system pinning chart and pin a core according to that chart. Students will execute exercises in decoding cores, combining cores and manipulating cores. Manufacturer-specific details and handouts will be presented, including hotel function cores, as well as discontinued cores such as Lockwood and DOM. Information on SFIC-specific tools and troubleshooting will also be addressed.

TEXT: It would be helpful (though not mandatory) if you acquire the book: "*SFIC: Advanced*" by William M. Lynk, CRL for use in class and as a valuable future reference source. It is available via *The National Locksmith Magazine* and through the *ALOA Bookstore*.

William M. Lynk, CRL, has been a locksmith since 1975 and is the owner of www.ICLSglobal.com. Bill is an IC Specialist, an industry author, the subject matter expert on IC for ALOA, and an ALOA ACE Instructor, teaching classes on interchangeable cores and master keying across the country. He has originated SFIC Technical Manuals for both national and international lock manufacturers, and maintains a working relationship with the major lock and security manufacturers throughout the world.

If you have questions or wish to register, contact: Aron Boag (248) 321-2244

Pre-Meeting Dinner Sponsors:

September: Matt Scott, IEI Rep.

October: Fellowship of Christian Locksmiths—FCL

November: John Hubel, CML—LSA President & Ray Sinai, CPL—LSA VP

December Dinner: LpLocks, Mike Wisniewski, Gene Simon and Bockert & Associates

January: John Hubel, CML—LSA President

February: Security Equipment Supply (S.E.S.) - Madison Heights, Michigan

March: LSA

April: Marx Locksmith—Marc Dearing, CRL

May: Gary W. Nustad & David P. Rutt of Michigan Financial Companies

June: Your Sponsorship is Appreciated.

Thanks to all of our Pre-Meeting Dinner Sponsors. If you would like to participate for the 2010-2011 Season, contact: John Hubel, CML or Ray Sinai, CPL



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Newsletter Submissions: 2 weeks PRIOR to next meeting
Submit in Word.doc to: icls@ICLSglobal.com
Contact: William M. Lynk, CRL

Download Membership Application
 [Click above or on our site!]

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