



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 — TERRY & REBECCA MEISTER



Terry and Rebecca Meister are the second husband – wife couple to join L.S.A. They joined our association last March upon the recommendation of John Hubel. John met them at an I.D.N. class. I am ahead of my story, so let us go back eleven years.

The **Meisters**, before their marriage, were working at different jobs. **Rebecca** started as an office manager at a finance company. **Terry** began a career as an electrical design engineer for a local company. Most of his work is done for automotive manufacturers. They got married at the beginning of their fledgling careers and saw a need to help others. So they started a L.L.C. under the name of **Camelot Complete Services**. After nine years they had a need to have a flexible schedule for their Bible education work.

After much research, they decided to pursue a career as locksmiths. So they took a Foley-Belsaw course and received certification. **Terry** and **Rebecca** also took a few classes at I.D.N which brings us up to the present. They have continued their education through classes given by L.S.A. and look forward to the time when they can do locksmith work full time.

Before we finished the interview, Terry related a story about an incident working at the electrical design company. *“As I go to tighten a screw on a 480VAC motor connection, my arm hits a metal tool box and I get a nice (?) jolt. I made the mistake of taking someone else’s word that the power was off. I hope that locksmith work is safer.”*

-Interview & Story by Al Moebus

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→Please Volunteer and be part of our Group!



PUBLIC RELATIONS—*JOHN HUBEL, CML*

LSA November Speaker

Mike Trueba, President of **MPT Industries**, will be speaking to LSA about his company 's products. The company, based in Dover, New Jersey, manufactures non-aerosol lubricants. Mike' s talk will be "to the point " with time for questions.



A LOT TO THINK ABOUT

Tim McMullen, the ALOA Legislative Manager came to the **LSA** meeting from Dallas Texas. His invitation was to inform Michigan locksmiths what is in store should we attempt to head off scammers through legislation. Tim shed much light on the subject, which we will not rehash in this forum. This is one of those "You had to be there" items. If you were NOT there, there should be little to come out of ones mouth if Lansing does it their way, without your knowledge and constructive assistance. We all know how politics can help and hurt us, all in the same breath. **LSA's** objective is to keep you informed and offer a method to channel the change, when change takes place. www.ALOA.org

LSA CLASS FOR DECEMBER

Photography for the Security Professional is scheduled for December 12th. This class will be taught by Tony Fiorini, CRL and is promised to be beneficial and fun at the same time. Reserve the date. Details will be on the flyer in your email, at www.LsaMichigan.org and on your distributor's counters.

EDITOR'S NOTE: Just another THANK YOU to **Rob Rovinsky** for the most excellent and beautifully clear LSA photos he submits each & every month. I hope my cropping & sizing does justice to his phenomenal work (see page 3). Please keep it up, Mr. Rovinsky!!!! -*EDITOR*

**NEXT
LSA
MEETING**
THURSDAY,
DECEMBER 10TH,
2009 AT 7:30
P.M.



TECH TIPS—ADDED SALES \$\$\$



"When you work on a door lock, look around for other mechanical security problems that you could correct (i.e., leaking closer, bad hinges, astragal, etc.)."

-Contributed by Kenneth A Griffin, CML

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:



PRP GLOSSARY—KEEPING YOU "IN THE KNOW"

hold open cylinder n. a cylinder provided with a special cam which will hold a latch bolt in the retracted position when so set by the key

tri spoke handle n. a safe handle that has 3 extensions off the main hub



ROGUE'S ROW— OCT. LSA MEETING & SAFE CLASS!

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER





RAY'S WAYS—BE NICE!!!

There are many things that astound me, being in business, and I would like to tell you about one of them. I must first tell you that not only am I the owner of the business, I am also a Service Technician as many of you are. Upon completion of a job, I find it necessary to ask a new customer how they found us and chose us to do the work. Of course, we have a lot of “regular” repeat customers but hopefully through advertising and referrals we broaden our customer base. Getting back to the point, when I ask new clients how and why they chose us, the response is often: “*You were the nicest on the phone*”! The first time I heard that response, I was left speechless. After I recovered, I asked, “Do you mean that the other locksmiths you spoke to on the phone were NOT NICE?” Their reply was: “*yes, you are right, they were NOT NICE!*”. Over the years I have heard many responses; “Abrasive Tone”, “Condescending”, “Didn’t sound like they were interested”, “Didn’t sound like they knew what they were talking about”, etc. “You”, they continued, “were interested in what I had to say and the nicest on the initial call”. Am I writing this article to tell you what a great guy and great businessman Ray Sinai is? The answer is no. I have many flaws in my business practices, but I am still learning (Heck, I just started 28 years ago, give me a break!).

If you want to call this a business secret, here it is; BE NICE. You must realize that these people who call you don’t know locks and they don’t know you. If their initial call is a negative experience, they don’t want you or your lock!

I am now going to take a quote from one of my favorite books How to Win Friends and Influence People by Dale Carnegie. I have said this before, if you are in business, this is a “must read”, even if you aren’t a big reader. Over three hundred years ago Galileo said, “*You cannot teach a man anything; you can only help him to find it within himself.*” Find it within yourself to be nice, even if you are having a rough day. People can easily pick up a “bad vibe” on the phone. On those days, pick up the phone, take a deep breath and BE NICE !

Ray Sinai—LSA Program Director



Sponsors for the LSA Pre-Meeting Dinner

September: PBP, Professional Business Products

October: Andrew White, Manuf. Rep for HES & Securitron

November: MPT Industries, Mike Trueba

December: Full Catered Holiday Dinner

(confirmations being made presently)

January - June: Would you like to be an LSA Sponsor?

Contact John Hubel, CML or Ray Sinai for Sponsorship.

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Newsletter Submissions: 2 weeks AFTER the last meeting
Submit in Word.doc to: wmlynk@ICLSglobal.com
Contact: William M. Lynk, CRL

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

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The Locksmith Security Association of Michigan (LSA) Presents

Photography

For the Security Professional



Instructor: Tony Fiorini CRL

Saturday

December 12, 2009

9:00 – 5:00



Residence Inn - Livonia

17250 Fox Drive

(I-275 & 8 Mile Rd – Hotel Ph 734-482-4201)

Livonia, Michigan 48152

\$ 99.00

\$ 75.00 for LSA Members

Plus: Everyone will receive a FREE camera accessory

This class will allow students to become more effective using their camera on job sites and in shop environments. Design and capabilities of the camera are briefly covered. Function and how to make the camera work for you are the main aspects of the class. Fun learning low light shooting, macro photos, and the means of accomplishing these while in the field are included. Students will be exposed to entry level photo handling and processing. What to do with the photos after they are captured, resizing and enhancements, and processing for web and printing are covered. The student is expected to bring a camera (digital highly preferred) with a fully charged battery & media card, a laptop with image processing software, an extension cord, and a willingness to learn. We will be leaving the classroom to shoot photos.

(Let us know if you need any of the expected items.)

Tony Fiorini CRL is a Certified Registered Locksmith. He is the President of the Larsnat Syndicate responsible for custom interior safe fabrication, research and development of patented locks of his own design, and many photography related endeavors. Tony owns and operates Larsnat Safe & Lock, located in the South Central Pennsylvania region. Tony is a certified continuing education instructor for the state of New Jersey. He is a Contributing Editor for Locksmith Ledger, and has written several articles for the SAVTA magazine. He has provided instruction for the automotive field, and taught for ALOA, including teaching Photography For The Security Professional. Tony has completed the ALOA instructor training course and is excited to share his experiences and techniques with the Locksmith Security Association of Michigan (LSA). For a taste of Tony's work click http://www.larsnat.com/Larsnat_photo_page.htm

If you have questions or wish to Register -- John Hubel, CML -- John.Hubel@yahoo.com