



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>

First Meeting: *September 10, 2009*



LSA MEMBER OF THE MONTH— RICK SOCHA



Rick Socha, through the fine teaching of Maurice Horne, CML has honed a variety of locksmithing skills. Picking locks is his favorite! Recently, a condo association called him to open a supposedly empty unit. Upon entry he saw furniture and called out “ *anybody home?!*” There was no reply, so the worker did his inspection. As they turned to leave, the owner appeared and said he was sleeping so soundly he didn’ t hear Rick call out! After apologies, Rick left, but said: “ *I will never open a door again that has furniture on display inside!*”

Rick graduated from Cheboygan HS and enlisted in the U.S. Navy in the Submarine Unit in 1962. When his enlistment ended he attended Ferris State in Big Rapids, MI. After earning an Associate ’ s Degree in Industrial Electronics, he landed a job with Eastman-Kodak in Rochester NY, but because a big contract did not come through, the job lasted only 25 days! He returned to Ferris State to continue his education and received a Bachelor of Science Degree. For a short time, he worked at the Michigan Specialty Alarm Co. (now out of business).

Rick then applied at GM to be an.....continued on Page 9)

**LSA
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- President—**Kevin Thompson, CRL** (586) 716-1177
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- Secretary—**Aron Boag** (248) 321-2244
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- Newsletter—**Alvin Moebus** (313) 885-9365
- Webmaster—**William M. Lynk, CRL** (313) 884-9800
- Photographer —**Rob Rovinsky, CPL** (248) 644-7939
- Refreshments—**Mike Smolerek** (586) 337-7041

- Education Chairman—**Marc Dearing, CRL** (810) 577-6659
- Membership Secretary—**Alvin Moebus** (313) 885-9365
- Public Relations—**John Hubel, CML** (586) 615-3969
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- Program Director—**Ray Sinai** (248) 543-5397
- Technical Operations Director—**William Trout**
- Board of Directors:** Rob Rovinsky, CPL; Maurice Horne, CML; Larry Walker, CRL; John Hubel, CML; 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, and/or manufacturer. ◆

Industry Updates—by Kelvin Heath

A LEGISLATIVE UPDATE: FROM MICHIGAN

Number: MI HB 5095 - Updated (*Status* 06/24/2009)

Sponsor: Jimmy Womack

Title: [Law enforcement; colleges and universities; private college security forces; provide for. Amends secs. 2, 3, 4, 7, 8, 9, 17 & 29 of 1968 PA 330 \(MCL 338.1052 et seq. \) & adds secs. 6a, 37, 38, 39, 40, 41, 42 & 43.](#)

[TIE BAR WITH: HB 5094'09](#)

Abstract: To amend 1968 PA 330, entitled "Private security business and security alarm act," by amending sections 2, 3, 4, 7, 8, 9, 17, and 29 (MCL 338.1052, 338.1053, 338.1054, 338.1057, 338.1058, 338.1059, 338.1067, and 338.1079), sections 2, 3, 7, 17, and 29 as amended by 2002 PA 473, sections 4 and 8 as amended by 2000 PA 411, and section 9 as amended by 2004 PA 270, and by adding sections 6a, 37, 38, 39, 40, 41, 42, and 43.

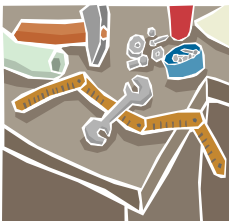
Status: [referred to second reading - 06/23/2009](#)

Notes: timmcmullen 07/30/09 Adds the word "alarm" to security system law.



**NEXT
LSA
MEETING**
THURSDAY,
OCTOBER 8TH,
2009 AT 7:30
P.M.

TECH TIPS—STORM DOOR LATCH



“Sometimes it's difficult to adjust the door closer just right so that the door does not close too fast, but still latches. Spray a small amount of silicone on the strike plate. It allows the door to latch much easier.”

-Contributed by Tom Szynski

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”

NCK sym. symbol for "no change key", primarily used in hardware schedules

keyhole plate n. an escutcheon for a keyhole



PUBLIC RELATIONS—JOHN HUBEL, CML



Michigan Was Well Represented at ALOA Convention

Michigan had a good showing of attendees and vendors for this year 's ALOA Convention. About twenty representatives attended, many from the LSA. Much information was gained through the hours of instruction offered by ALOA, including our own member, William (Bill) Lynk, CRL. Attendees seemed to return to Michigan with massive amounts of materials to widen their technical horizons. Next year ALOA will be holding their 54th Convention and Security Expo, August 1-8th, in Orlando, Florida. If you start putting aside a few dollars each week, you will have this trip paid for even before next August..

Attention LSA Associate Members and Interested Guests

LSA is gearing up for another exciting and valuable year for its members. The slots are going to be filled for a variety of opportunities. We would love for you to join us, filling in the slots. Among these**(continued on page 11)**



“ Qwik-Qwiz

Fit a key to a Ford Aspire door lock and finish it by progressing the _ _ .

- a) last 2 cuts in the hatch
- b) first 2 cuts in the glove box
- c) first 2 cuts in the ignition

[answer on bottom of Last Page of Newsletter]

MEMO FROM THE MEMBERSHIP CHAIRMAN

Attention LSA members!!!!!! We are beginning a new fiscal year. It would very helpful for our treasury and the membership chairman to be able to collect as many 2009-2010 dues as possible during the September meeting. If you cannot make the meeting, please send your dues to LSA, 533 Fisher Rd., Grosse Pointe, MI 48230. Make checks payable to LSA in the amount of \$45 for one year. You may pay multiple years at the same rate. (\$45 per year). THANK YOU, THANK YOU, THANK YOU!!!!!!!!!!!!!!

- Al Moebus



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



WEB LINKS

September 10, 2009 – LSA General Meeting; 7:30 pm

October 8, 2009 – LSA General Meeting; 7:30 pm

November 12, 2009 – LSA General Meeting; 7:30 pm

December 10, 2009 – LSA General Meeting; 7:30 pm

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PRESIDENT'S MESSAGE—*KEVIN THOMPSON, CRL*



Greetings! Welcome to our new season of LSA. For our September meeting we have the following speakers: John Bockert, Bockert & Associates presenting a new electric release from RCI. Jim Dunlap with ADT is presenting a method for locksmiths to "cash in" on referrals on Alarm Sales. Last and not least, there will be a representative from PBP, Professional Business Products, discussing their Locksmith Scam brochure and a brief overview of what their company does for the locksmith industry. See you there--

—*Kevin M. Thompson, CRL*— **President, LSA**



EDUCATION & PRP NEWS—*MARC DEARING, CRL*



Welcome back to another year of LSA. Our classes will start back up in January 2010 and the class schedule will be out in the next few issues of the newsletters.

LSA recognition

LSA Members who have achieved the CRL designation through ALOA:

1. Jeremy Ameen Fenton Lock & Safe of Grand Blanc, MI
2. John Shamass of Warren, MI
3. Manual "Manny" Ramos Rays Lock Works of Huntington Woods, MI

New Members to ALOA

Terry Meister Camelot Locksmith Flint, MI

Congratulations on your accomplishments.

—*Marc A. Dearing, CRL*— **Education Director**



ROGUE'S ROW— JUNE LSA MEETING



THANK YOU

A big thank you goes to Bob Rovinsky for extending a heart-felt invitation to his fellow locksmiths to join him in a front row seat at the nationally observed Woodward Cruise weekend last month. Although August 15th competed with the ALOA convention in Las Vegas, several locksmiths were still able to enjoy the Classics on Woodward Avenue from Bob 's Birmingham Locksmith shop.

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RAY'S WAYS—ROLE PLAYING

LET 'S TALK BUSINESS



Around the time I started my locksmithing career, specifically, my own business, I also took a night school class on clowning. Yes, I did say clowning! The Southfield Public schools offered a class. It sounded like fun, something I had always thought about doing. You are not interested, I 'm sure, in the details of clown garb and the application of makeup on my face, but I must fill you in on some of the details. We spent numerous class hours on learning the fundamentals of correct makeup application. We found out where we could go to purchase the basic necessities: makeup, clown outfits, shoes and props. It was fun. The class later formed its own group called a clown alley. We were Klassy Klowns, membership about 20. We did some gigs, however, I was more interested in Locksmithing as a source of income.

I mainly worked on the volunteer projects that became available through the clown group. At the time, my mother remarked that she couldn' t believe how much time I spent preparing myself to do volunteer work. It was about 1 ½ hours to apply the makeup and another ½ hour to put on the outfit, shoes, wig, nose, etc. She then saw me at an event and immediately understood why I was willing to do all this prep work in order to volunteer for a few hours. The interaction between a clown and the kids (and adults) at an event is incredible. I assure you that my clown character was less than incredible, but the reactions are amazing!

So I pose this question to you. Do you think I would receive the same response had I just glued on a red nose, thrown on an old T- shirt and a pair of jeans? Of course not! I had to play the part and that part is played head to toe. So what about other occupations? Do Dentists, Lawyers, Bankers and other professionals play their parts? Of course they do!!!

I was recently called by attorney Geoffrey Fieger to do a small job for him. It was his day off. He was in jeans and a polo shirt. He remarked that his suit a tie was his work uniform. He doesn 't show up in court in jeans and a Polo shirt. Locksmithing is an occupation where wearing a suit and tie is unrealistic. However, you can play the part, look professional, act professionally and charge likewise.

Ray Sinai—LSA Program Director

USA Key Club Attendance Awards

Membership Year: 2008-2009

Stainless Steel

Ron Howell
John Hubel
Rob Rovinsky
Ted Schultz
Mike Smolarek
Kevin Thompson
William Trout
Mike Wisniewski



Nickel Silver

Marc Dearing
Chuck Falvo
Greg Fear
Rob Gervais
Ken Griffin
Kelvin Heath
Andrew Hester
Walter Hicks
William Lynk
Rocky Mack
Dan Meggison
Al Moebus
Don Moonen
John Paull
Aaron Rogers
John Shamass
Ray Sinai
Rick Socha

Polished Brass

Aron Boag
Joe Corsetti
John Glass
Jackie Meggison
Len Miller
Randy Montpas
Bob Noble
Curtis Parks
Manny Ramos
Jason Snyder
Tom Szynski
Robert Thompson
Jim Whidden
Nolan Whitker



*78% of the members
attended one or
more meetings*



*81% of our membership
attended one or more
meetings this fiscal year.*

**We had 57 guests
for the year**

Member of the Month—*continued*

Continued from page one.....electrician. They hired him as “ e employee in training ” on the presses. He then received his journeyman ’ s card and was an electrician for the next 26 years at GM. During his tenure he became impressed with the dexterity of the company locksmith, watching him opening locked cars of employees when needed. Nearing his retirement, Rick took the Locksmith course that Maurice was teaching and is now enjoying every challenge that comes along in his new field of endeavor. He is also enjoying being with his two grown children and four grandchildren!

— *by Al Moebus*



Sponsors for the LSA Pre-Meeting Dinner

September: PBP, Professional Business Products

October:

November:

December: *Full Catered Holiday Dinner*

January - June:

Contact John Hubel, CML or Ray Sinai for Sponsorship.

Zeiss and Zeitgeist
By Robert Rovinsky CPL

Mrs. Brown (not her real name); is an independent little old lady; ninety two years old, frail looking with her translucent skin, and a little deaf. "The problem is with the lock" she insisted in a loud impatient whine that made the bone in my nose rattle. She proudly proclaimed that she has been using this door for some thirty two years but now this long-dependable door was acting up. "I can't take my key out when I lock the door" she repeated for the fifteenth time apparently uncertain whether I understood the problem. " Yes ma ' a m ", I replied.

This particular door is a sliding narrow stile aluminum patio door utilizing a Zeiss brand lock with a quad bladed key. The lock was in many ways similar to many patio door locks. It was small, mounted in the stile, and extended a hook bolt to engage a keeper attached to the jamb. Where the typical lock would feature a small thumb turn to flip the bolt in or out, and possibly a wafer tumbler cylinder in the exterior handle, this lock was independent of the handle and had a key hole on both sides of the door. A full rotation of the cruciform key would either extend or retract the hook bolt. I tested the lock with the door open. It worked perfectly. Mrs. Brown watched intently from a chair at the near by dinning room table stacked with several weeks ' accumulation of the New York Times. I closed the door and tested again. The door would seem to lock but the key would not come out. I tried again but this time lifted up on the door. The lock worked perfectly. I looked to see if there was a way to reposition the keeper or the lock. Both were riveted in place. Now what, I thought.

I began to look over the door and frame to see if everything was square. When I knelt down to look at the track and rollers, Mrs. Brown, seemingly annoyed at my failure to fully grasp where the problem was, asked " Why are you looking down there? " " The problem is with the lock! " I rubbed my nose. " Because ", I answered, " the problem is that settling has caused a misalignment between the lock bolt and keeper. " " What? " Mrs. Brown said, cocking her head and bringing a hand toward her ear, " I ' m hard of hearing ". I repeated my answer at a volume usually reserved for commands to dogs and small children. She got it and I went back to my inspection. I remembered that some rollers had a built in height adjustment and noticed a hole in the edge of the stile. There was a screw head visible beneath. I turned the screw, and sure enough, the door began to rise up. After a little trial and error I found the sweet spot where the bolt and keeper were aligned.

It ' s funny how some customers can get on your nerves; hovering, asking questions when you haven' t figured out the problem yet, and telling you what they think is wrong. When they' r e impatient, distrustful, and need you to shout and repeat yourself, some folks can be even more irritating. I don ' t suffer people like this gladly but I try to maintain a professional demeanor. I crank up my patience and remember that I ' m there to solve a problem. As it was, the problem wasn ' t really with a defective lock. Instead the problem was the impact this malfunctioning lock had on this vital old women ' s life. She couldn ' t lock her house and that caused her considerable anxiety. I had Mrs. Brown try the lock.

" I was so worried you would have to replace the lock " Mrs. Brown shouted and smiled gratefully; her sense of independence restored. " I ' m glad I could fix it " I shouted back, quietly grateful that I didn ' t have to hunt down a replacement for a thirty plus year old foreign specialty lock. I wrote up an invoice.



PUBLIC RELATIONS—JOHN HUBEL, CML CONTINUED FROM PAGE 3

..... opportunities include:

General Associate Membership Status, Meeting Presentations for Products, Meeting Presentations for Technical Information, Meeting Presentations for Business Information, Pre-Meeting Dinner Sponsorships, Meeting Product Items for Raffle, Class Meeting Location Sponsorships, Class Lunch Sponsorships, Class Attendee Scholarships, Newsletter Printing/Postage Sponsorship.

If you, or the company you represent, would like to participate in any one or more of these areas, please contact any Board member. Your name (and/or company name) will appear in the globally read newsletter www.LSAmichigan.org until it rotates out after about one year. LSA can give you more information regarding the readership of the newsletter when we speak to you personally. We always look forward to our Associate Members participation and support.

LSA is proud to operate on a very sound financial shoestring and relies on Associate Membership to subsidize our expenses to ensure the locksmith membership dues remains very low and the benefit remains very high.

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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](#)
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