

# LSA REPORTER

**EDITORS: William M. Lynk, CRL \* Alvin Moebus**

**Publication Deadline:** Submit items Two (2) Weeks (14 calendar days) prior to the LSA meeting date.

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



## PRESIDENT'S MESSAGE—ROB ROVINSKY, CPL

The thirty or so locksmiths that attended our January meeting learned a new trick or two, then heard about some disturbing industry related issues and trends from our guest speaker **Gale Johnson**.

After telling us a bit about his extensive background, the Editor in Chief of *The Locksmith Ledger International* magazine explained the theory of bump keys and handily demonstrated this controversial yet effective by-pass method. A practice session followed the demonstration and after a few light taps, cylinders clicked open left and right as many eagerly tried their hand with these specially prepared keys.

When everyone had taken their turn, **Mr. Johnson** returned to the podium to continue his presentation. He expressed concern that information about bump keys spread across the internet represents another threat to the security of the public and that we should take serious notice. The fact is, when the market demands high security, manufacturers and locksmiths supply it. The Master "Night Watch" dead bolt lock was sited as an example of what manufacturers are doing to address the problem and of course, upgrading to high security type locks remains an obvious and effective option.

**Mr. Johnson** also cited the loss of subscribers to his magazine as a sign of attrition diminishing the ranks of active locksmiths. He pointed out that his competitor, *The National Locksmith*, is also losing subscribers. Do you think the loss of subscribers represent a shrinking base of people pursuing the locksmith profession?

The February meeting is your last chance to sign up for LSA's Life Safety Code with ADA class scheduled for the 10<sup>th</sup>. Judging by the success of the I.C. Fundamentals class, LSA members are serious about their professional development! Great job **Bill Lynk** and **Bob Noble**!

The code class will be every bit as good. **Mark Blum CML, CPS** is a captivating ALOA instructor expert in life safety and ADA codes. Special guest speaker **Bill Lukianoff** is a sales rep for Great Lakes Automatic Door Co. who learned the practical side of handicap access while recovering from hip replacement surgery. It's the real world meets theory brought to you by the LSA.

Invention and innovation are terms associated with people like Linus Yale, Walter Schlage, Russell and Erwin, Alexander Alarm-lockstein and others. Joining that list and joining us at our regular meeting is Ben Heath inventor of the BENJIM line of under-door opening tools. I hope to see you there.

*Rob Rovinsky, CPL—President*



## ELECTED & APPOINTED LSA OFFICERS

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John Hubel, CML ; Larry Williams, RL, CPP



## EDUCATION & PRP NEWS—ROBERT NOBLE, CML, CPS

### From the desk of the Education Chairman:

BBBBRRRRR! It's cold outside. After thoroughly enjoying the "Mild Michigan Winter" I find this cold snap to be rather uncomfortable.

Even though it is cold outside, The LSA and education are still hot. The latest class, IC Fundamentals, taught by our own **William Lynk, CRL**, filled the room. It was an intense day of learning. Bill brought his extensive IC knowledge and much more to share with every student. We have to also thank the various lock manufacturers that provided educational materials, literature, and sample cores and keys. Special thanks to **Jerry Roraback**, Executive Vice-President for Sales, LAB manufacturing, for their VERY GENEROUS DONATION OF MANY DOOR PRIZES! Visit the LAB website [www.labpins.com](http://www.labpins.com) or email Jerry at [jerryr@labpins.com](mailto:jerryr@labpins.com) if you wish to contact LAB.

The next LSA sponsored ALOA class is Life Safety Codes with ADA. Mark your calendars for February 10. **Mark Blum, CML, CPS** is coming in from Lansing to teach this very important and detailed class. The fee for the class includes the cost of the Codes manual that ALOA has put together. This book is being updated for our class and will be a ready reference you can carry in your vehicle. If you every have a question about what is allowed or required by code, this ready reference will answer most of your questions. Don't forget, LSA is also providing a light lunch that day. Now here's the fun part! The L-07 PRP Elective test is available after the class.

**MARC DEARING**, LSA member, has graciously agreed to be the chairperson for an additional IC Class. **Small Format Interchangeable Core** is scheduled for May 5, 2007. More information will be forth coming. This SFIC class is eight hours of study and hands on work exploring the principles and techniques, construction, pinning, decoding and other details pertaining to SFIC. Sharpen your SFIC skills, attend this class. By the way, the L-39 PRP Elective test will be available after class.

There was an expressed interest in some automotive classes. I am looking for a volunteer to be the chairperson for an automotive class. You get to attend the class for free and the duties are light: pick a class, schedule the class, book the meeting room, make up a flyer and take reservations for the students. Contact me if you are interested in earning a free class. Stay warm and

prosper!  
*-Robert Noble, CML, CPS—Education Chairman*

### NEXT LSA MEETING

THURSDAY,  
MARCH 8TH AT  
7:30 P.M.



### TECH TIPS—THE CLASS PAID FOR ITSELF!



We often hear locksmiths remark about "*that one thing*" they heard during an LSA class that can be used immediately, and "*that one thing*" will either save them the cost of the class or earn them that much more \$\$\$ because of the class. These remarks can apply to you, too, when you sign up and take any of the **LSA** classes quickly approaching.



### PRP GLOSSARY—KEEPING YOU "IN THE KNOW"

*adjustable ball hinge*-n. a pivot with adjustable height for narrow stile doors  
*fixed rise (pin)*-adj. of or pertaining to a pin tumbler which is designed to operate properly only when its rotation capabilities are limited or precluded

**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.



## LSA MEMBER OF THE MONTH—MARC DEARING



It isn't often that someone has the opportunity to open their own business as a result of working for a company that did not survive. One of our newest members, **Marc Dearing**, is that someone. After high school graduation, Marc worked in a retail sales store that folded. In 1994, he was employed by a friend who owned a lock shop. Within a year, Marc was doing mobile service for the Flint shop. Four years later he had his own mobile service.

Marc was "schooled" by his parents' family owned business. This experience gave him the knowledge to envision a better way to manage a lock shop more efficiently than the one he was already doing. On July 4, 1999, Marc and his wife Kathy became independent as they started their own mobile locksmith service.

Six years later in July of 2005, this young couple, now with two children, purchased a 28 year old lock business. They consolidated with the existing one and named it Marx Locksmith Service. Besides Marc and Kathy, there are two employees. At this time it is still a mobile venture. But wait, there is more! Marc is now considering a move to have a retail store.

Marx Locksmith includes commercial, residential, and automobiles. Out of all this, Marc personally enjoys doing work on safes. But he really gets the most out of helping others. A finished job is secondary to the help he can give to that person or persons. The following incident proves my point. After completing a call to unlock an auto, Marc saw two young boys wrestling and punching each other. The younger managed to free himself and ran to the nearest rail tracks. Marc pursued him and was then was able to talk the boy away from the oncoming danger and returned to the home where he had just opened the car. Now *that's* service!

—  —  
-by Al Moebus

**MEMBERSHIP NOTE:** In addition to Marc Dearing welcome our other 2006-2007 members: **Phillip Donati, Michael Hubbard, Robert Love, Randy Montpas, Todd Phillips, Jim Pion, Theodore Schultz, John Thomson and Robert Williamson** (yes the son of John). We now have 84 paid members and 16 Associates. - *Al Moebus*



## 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 2007.





**PUBLIC RELATIONS—JOHN HUBEL, CML**

**IMAGE.....it's what you SAY**

Do your customers know you are an **LSA** member? If not, why not? In the wake of recent negative news regarding locksmiths, wouldn't it behoove you to educate your customer that they made a great choice to select you, and you subscribe to the ethics of recognized locksmiths through your professional organizations? **LSA** will remain diligent in its effort to monitor and report "bad apples" should they appear. Let us know if you find any rotting trees.



**"Qwik-Qwiz"**

A door which is factory prepared with a "160 prep" would use a:

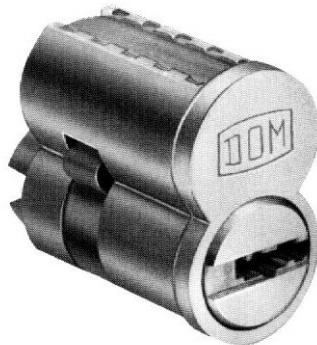
- A) standard duty cylindrical lockset.
- B) unit lockset, classroom function.
- C) Sargent 8-Line.
- D) Pocket door lock.

[answers on the next page]



**IC CORNER—WILLIAM M. LYNK, CRL**

**DOM Small Format IC**—DOM of Europe once offered a small format IC. It used up to 10 profile control pins at various levels to match the dimple structure of the key. The dimples were placed both on the top of the key blade (and bottom) as well as on the sides of the key blade, as it was reversible. The control ring was located in positions #5 and #6. The downside of this core was that both throw pins within the non-DOM SFIC housings [retrofitting for U.S. SFIC housings] needed to be sheared in order for it to fit. Even though its construction protected it well from manipulation, it was discontinued in the 1990s.



**Caesar and Marcus**

*LSA Mascots*



**CALENDAR OF LSA EVENTS—SEE WEBSITE FOR COMPREHENSIVE LIST**

**February 8, 2007 – LSA meeting** 7:30 pm; New product from BENJIM Corporation, The BENJIM under the door Leverlock and Knoblock emergency door opening tools.

**February 10, 2007 - Life Safety Codes with L-07 PRP after class option;** Mark Blum, CML, CPS, Instructor, 8:00 am – 5:00 pm, PRP Elective after class

**March 8, 2007 – LSA meeting** 7:30 pm;

**April 12, 2007 – LSA meeting** 7:30 pm;

**May 5, 2007 – Small Format Interchangeable Core;** ALOA class, William M. Lynk, CRL, Instructor, 8:00 am – 5:00 pm, HI Express, Roseville, MI, PRP Elective after class; Marc Dearing, Class Chairperson, 810-244-4038

**May 10, 2007 – LSA meeting** 7:30 pm;

**June 14, 2007 – LSA meeting** 7:30 pm; Next meeting September; Enjoy your Summer



**WEB LINKS**

**ALOA**  
www.aloa.org

**IDN-Hardware Sales, Inc.**  
www.idnhardware.com

**ClearStar Security Network**  
www.clearstar.com

**LAB**  
www.labpins.com

**LSA**  
www.LsaMichigan.org

 **Rogue's Row**— IC FUNDAMENTALS. *A.C.E.* CLASS & JAN. LSA MEETING



*“Education, Knowledge & Cooperation—LSA”*

## ITEMS FOR SALE—FROM LSA MEMBERS

### **Offered by: Samuel Nickels (248) 755-6647**

- 1) New Pro-Lock COMPLETE Car entry tool set (40+ pieces). This is a new set in which most tools are still in the sealed package. I am asking \$200 for this and \$100 for the complete "Best Damn Car Opening Book in The World" book they publish. I have all updates purchased in addition to the book to 2006. I am asking \$100 for this book (\$250 for the set)
- 2) DeWalt cordless 12V drill... 2 batteries... charger... steel bits... I've only used this once to drill a lock. \$40 OBO
- 3) Key copying machine- Ilco 115V with brush. This is the least expensive version they have \$50.
- 4) Full set of automotive 'professional' rockers for all makes and Japanese \$50
- 5) HPC Master Keying CD. I paid \$300 for this and used it once. I have not registered it yet. \$100 OBO
- 6) 2 Medeco deadbolts for sale (keyed alike with plastic card authorization)- This is the new "M3"
- 7) 2 ASSA deadbolts keyed alike (V-10s?)- the newest generation, with 2 sets of keys. All of the above are the brass finish... \$50 each... or \$150 for all 4

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### **Offered by: Bob Rovinsky, CPL (248) 514-3096**

**Van Shelving:** Quietflex brand shelving for full size vans.. Brand new. Three 37" wide units; one with drawers and dividers, and a 14" wide unit. \$350.00 for the unit with drawers; \$250.00 without drawers; \$150.00 for the 14" unit. \$850.00 for all.




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YOUR ITEMS FOR SALE COULD  
APPEAR HERE!

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LOCKSMITH SECURITY ASSOCIATION  
OF MICHIGAN

533 Fisher Road  
Grosse Pointe, MI 48230

Phone: (313) 885-9365

Email:

[amoebus@LsaMichigan.org](mailto:amoebus@LsaMichigan.org)

Bookmark the **NEW** LSA Website.  
[www.LsaMichigan.org](http://www.LsaMichigan.org)

**CLASSIFIED ADS**—SEE LSA WEBSITE FOR UPDATES

**See Additional Page for FOR  
SALE Items**

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

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

Qwik-Qwiz:

Answer: A

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# CODES-CODES-CODES-

What's the difference between satisfying a customer's security needs and spending the rest of your life paying off a lawsuit?

Answer: Life Safety Codes

## Life Safety Codes with ADA

Instructor: Mark Blum, CML, CPS  
An ALOA ACE Class sponsored by LSA

YOU ARE A PROFESSIONAL LOCKSMITH OF THE 21ST. CENTURY! Here's an excellent opportunity to be updated on the latest codes! Learn how you can satisfy your customer's security needs and avoid spending the rest of your life paying off a lawsuit. Know "the Code". Sign up for this highly informative and necessary class. Areas to be covered include:

- IBC Chapters 3, 4, and 10
- NFPA 80-1999
- NFPA 101-2003
- And much, much more!

SATURDAY, February 10, 2007  
8:00 am—5:00 pm

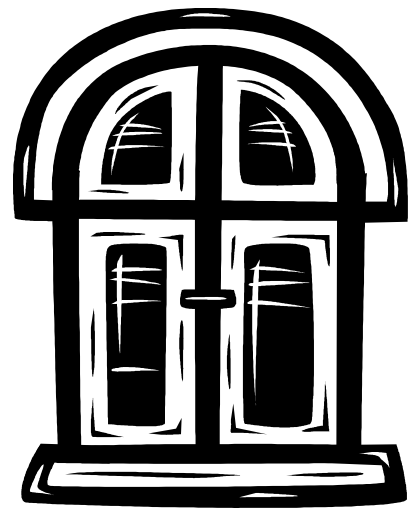
**Full day class \$135.00**  
**Includes class materials and lunch!**

*ALOA Members Only:  
PRP L-07 available after class  
Additional Fee \$15.00*

**\*\*CALL 810-385-9329 to register NOW!\*\***

Class size is limited! Class will be held at the:

**Holiday Inn Express**  
I-94 Exit 232 at Little Mack  
31900 Little Mack, Roseville, MI 48066



CODES-CODES-CODES-CODES-CODES-CODES-CODES-CODES-CODES-CODES

"This class has been approved for 1 point towards the ALOA PRP Recertification requirements"