



LSA REPORTER

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

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 — ROCKY MACK



Rocky Mack, at the age of 21, was the manager of a construction company. Unfortunately, two decades later, the company went out of business. For six months, Rocky had to work odd jobs to sustain himself.

While working out at a fitness center he met a friend from his past. This fellow had some lock knowledge and was seeking an employee in his not-so-thriving business. Rocky signed on and gradually began doing most of the work. Eager to learn more about the trade he bought many books and read literature to increase his knowledge to meet the challenges of locksmithing. Soon his friend exited the business and for 10 years, Rocky has been on his own. During this time he met Don Moonen, also a LSA

member, who was instrumental in mentoring Rocky.

Rocky has numerous stories to tell about comical happenings while on the job. He relates: *"I was called at 11 p.m. by a lady who was locked out of her house. Upon my arrival, she told me that "they" locked her out! I picked the lock, opened the door and expected to meet them. Instead, the lady walked across the room, opened a closet door and produced a gun! She told me to walk to her to get my money, but stoop under the window as "they" might shoot me! I did as told, stooping to get the money and return to exit the house! As I stepped out into the dark, I realized I was staring down the barrel of a pistol! Fortunately, it was the Police responding to a call from the neighbors! The Police Officer quietly said that he was suspicious seeing me bob up and down. He further stated that he knew this lady and did not want her to know that he was on the scene. He then left. The next night I got the same call, opened the same lock but without the police! I still don't know who they are, but I have a hunch."*

Rocky is a native of Birmingham, Michigan where he has lived all his life. He is currently increasing his education through LSA.

— *by Al Moebus, CRL*



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→Please Volunteer and be part of our Group!

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

LSA Charter Member, Leonard Miller Dies at 87

A Tribute to One of Our Charter Membersby Ray Sinai



I am saddened to report that Mr. Leonard Miller has passed away recently. He had been ill for quite some time. He was 87. Funeral Services are set for Sunday, March 4th. Mr. Miller was a veteran of World War II. He owned and ran Millers Pro Hardware on Seven Mile Road in Detroit for over 30 years. Mr. Miller would close the hardware store one day a week and perform locksmith “road service” on that day. He was amazingly well versed in key blank identification, residential hardware and automotive locksmithing.

When I met him one day at a restaurant shortly after he sold his hardware store, I asked if he was interested in a part-time job. Mr. Miller worked for me part-time for approximately 12 years. He taught me a lot about locksmithing and about business. He will be greatly missed by my staff and I. He leaves behind his life partner, Maxine and four adult children, nine grandchildren and three great grandchildren.

He loved to bring in jokes to the shop whenever someone e-mailed him some new material. He loved to tinker with old as well as odd locks that customers brought into the shop. He loved the challenge. Another one of his passions was tools. He loved tools and was fascinated by them. He could not possibly own enough tools and gadgets.

I could go on and on about this man, he will be missed by all who knew him.



NEXT MONTH'S LSA MEETING
THURSDAY,
APRIL 12TH, 2012
AT 7:00 P.M.

PRP GLOSSARY—LIST COUNCIL TERMINOLOGY

sectional trim—n. a design that uses two or more escutcheons on the same side of a door for a single lock

theoretical key changes—n. pl. the total possible number of different combinations available for a specific cylinder or lock mechanism

uncombined—adj. 1. of or pertaining to a cylinder which is or is to be supplied without keys, tumblers and springs, 2. of or pertaining to a lock, cylinder or key in which the combination has not been set

VATS—abb. Vehicle Anti-Theft System

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.



PRESIDENTIAL PENNINGS—*JOHN HUBEL, CML*



The **LSA** is particularly privileged to have Robb Rittner present on several locksmith product lines. The lines represented include BEST, CorbinRusswin, Markar, Stanley, LCN, Norton, VonDuprin, Securitech, and the list goes on. One of the product lines we have asked Robb to specifically speak regarding is the brand newest CCL Sesamee® hockey puck style concealed shackle combination lock. CCL has donated nine locks (one at each table) to be given away. This is a presentation not to miss. www.RittnerFrench.com

Jimmy Mowry, CML has dedicated much time evaluating the scammer issue and how it has had its effects on our industry. He has also worked diligently with ALOA and others creating viable solutions to this on-going problem. Come to the March **LSA** meeting to hear the current status and where his findings have lead. Learn firsthand what you can do to combat this issue.

www.LSAMichigan.org

When the **LSA** announced its special one-time safe lock purchase it was discovered that a couple of distributors were also promoting the same products at the same time which made our offering, although a great deal, a little less appealing. When *LpLOCKS* learned what had happened, they wanted **LSA** to stand out above the rest, so they reduced our cost even more to show their commitment to the **LSA**. This alone reflects one of the many reasons for **LSA** membership. We will continue to seek these types of purchases. If you were one of the safe lock purchasers having already bought your safe lock, you will be receiving a rebate. If you really like the lock, it would be nice to send *LpLOCKS* an email thanking them for their involvement with the **LSA**. www.LpLocks.com

If you haven't already signed up for the ALOA PRP, don't let another day go by. The deadline is 15 days prior (March 10th) to the testing date (March 25th). This PRP sitting is sponsored by IDN-Hardware Sales following their 2012 Trade Show. It will be exciting to have more certified locksmiths among us. You can download the PRP form from any of the following sites: www.ALOA.org www.IDNhardware.com www.LSAMichigan.org

Is your shop or warehouse getting cluttered with locksmith STUFF? One locksmith tells us he just wants to pass on his old tools, old inventory, and toys he no longer uses. Instead of tossing or scrapping them, he would prefer to give them to someone who might want to make use of them. So with that in mind, what might the **LSA** membership say about having a "Spring Cleaning Meeting Night"? Details to be discussed. We will be soliciting a membership confirmation on this topic at the March meeting. Distributors are WELCOME to participate as well. There has got to be items no longer carried on your inventory list that you would love to liquidate. The **LSA** will gladly participate as recipients! www.LSAMichigan.org

As mentioned last month and the month before, (and next month), leaders should not be randomly elected. The **LSA** Board takes its leadership and the direction in which it travels very seriously. The Board recognizes the fact that we have a wealth of leadership gifted individuals within our membership. Consider your leadership abilities and be willing to give back to the **LSA**. Begin now to consider the challenge in your preparation for an elected position with the **LSA**. Our organization deserves the best in leadership. Perhaps we can include you. www.LSAMichigan.org

John Hubel, CML—President, LSA



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

2011-2012—Dinner at 7:00 pm

March LSA Meeting: 7:00 p.m., Thursday, 03/08/12

March-IDN Show/PRP Sitting: 03/23-03/25, Novi, Michigan

April LSA Meeting: 7:00 p.m., Thursday, 04/12/12

May LSA Meeting: 7:00 p.m., Thursday, 05/10/12

June LSA Meeting: 7:00 p.m., Thursday, 06/14/12

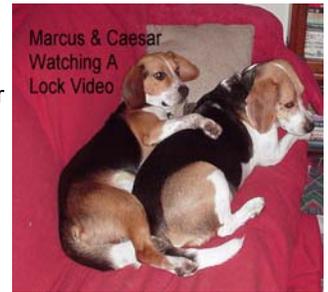


“Qwik-Qwiz”

How many tumbler pins will there be in any one chamber of a master pinned BiLock cylinder?

- A) One
- B) Two
- C) Three
- D) Four

[answer on bottom of Last Page of this Newsletter]



Caesar and Marcus
LSA Mascots



WEB LINKS

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www.aloa.org

[IDN-Hardware Sales, Inc.](http://www.IDNhardware.com)

www.IDNhardware.com

[LynkWeb](http://www.LynkWeb.com)

www.LynkWeb.com

[LAB](http://www.labpins.com)

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[LSA](http://www.LsaMichigan.org)

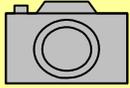
www.LsaMichigan.org

[Marx Locksmith](http://www.MarxLocksmith.com)

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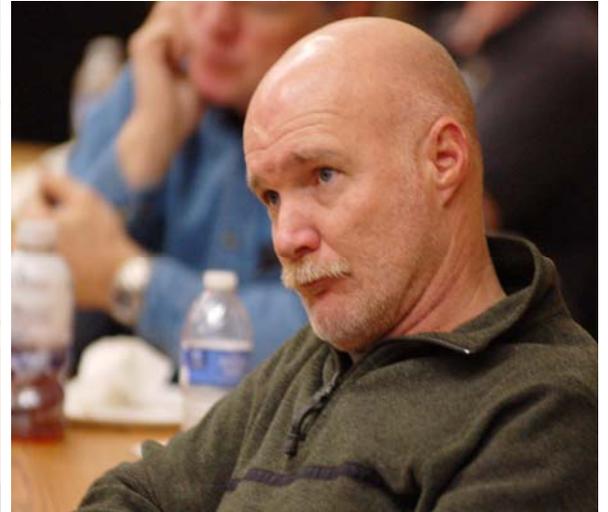
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ROGUE'S ROW— FEBRUARY 2012 LSA MEETING

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



RAY'S WAYS—"WHAT A WONDERFUL TIME THIS IS TO BE IN THE SERVICE INDUSTRY" **-BY RAY SINAI, CPL, VICE PRESIDENT, LSA**

Have you noticed it, in this new economy, the Service Industry has been evolving. I don't mean the products, what I am speaking of is Service.

With Home Depot, Lowes and Menards in every community, the residential market for Locksmiths has been cut drastically. Oh yes, we still help out the homeowners but that percentage of our overall business has diminished greatly in the last 15 to 20 years. The positive side of that is the Automotive, Commercial and Industrial work.

What I am referring to in this article is our business dealings with commercial office space and Industrial buildings. With all the cutbacks in spending and employee layoffs we are seeing more of a need for our services. Let me explain what I mean. There are many cases that we have seen recently where a building or group of buildings will only have one (1) maintenance man on staff. This maintenance man or building engineer can't possibly cover all the maintenance requests by themselves.

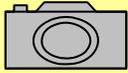
From my perspective, the building engineer/maintenance man (or woman) is now developing into a sort of building concierge. Mind you, not the usual definition of the word concierge. This person knows who to call for specific building needs. The building engineer of course, can handle some of the building needs but the expertise is in knowing who to call for service. It is all due to their time constraints. In the case of commercial office space, the tenant is King. Providing quick and reliable service to the tenants is of utmost importance to the Property Manager.

We have been called out to install mailbox locks, door closers, even duplicate standard keys being fully aware that the building engineer has all of the materials and machines as well as the knowledge to perform these tasks. Simply put, they are just too busy. The building engineer has a call list on their phone and your company should be on it.

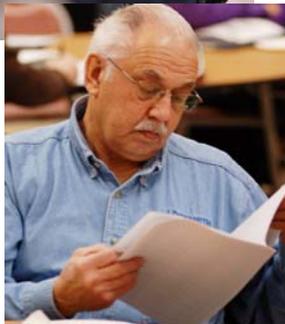
I am not suggesting that price has been removed from the equation but if your prices are reasonable and you can provide the service, you are in! I am only speculating but I am of the opinion that it may be a smarter business decision for the building owners to lay off a full time employee / engineer and "farm out" the occasional building maintenance project.

This has been my observations over the last two to three years. Yes, it is different but it's all GOOD!





...MORE COOL FEBRUARY LSA MEETING PIX!
 ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



A QUICK TIP.....

I was recently speaking to another locksmith on the telephone and he mentioned that he had some Yale sectional key blanks for sale. If I needed any, he might have some in stock. I replied that yes, I could use some Yale ZB 6 pin blanks for a building that I service. I never thought that he would say “Yes, got those”. Well he did and in the conversation he said “*you will have to clean them up a bit*”. “*You know the secret to cleaning key blanks, right?*” I told him that I had tried a number of methods and some of the chemicals were toxic and caused cancer. I had decided long ago not to risk my health over polishing a few key blanks. His suggestion was toilet bowl cleaner. Purchase the dollar store container of toilet bowl cleaner. He sent me the blanks as he had said and they were indeed a bit discolored. They were the blanks that I wanted but they looked like they had gotten wet. I soaked them in the toilet bowl cleaner for a bit, wiped them off and WOW! Toilet Bowl cleaner is not as toxic as some of the chemicals that I had been afraid to use but still USE CAUTION. I would recommend gloves and goggles when handling the wet blanks. We are soaking brass padlocks now to see how that works out!

-By Ray Sinai

PRE-MEETING DINNER SPONSORS:

February: **ADI-Warren, Tony Black**
 March:
 April:
 May:
 June:

Thanks to all of our Pre-Meeting Dinner Sponsors.
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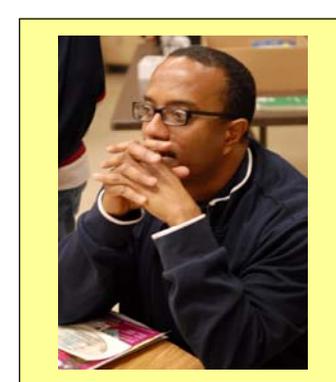
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Newsletter Submissions: 2 weeks PRIOR to next meeting
Submit in Word.doc to: icls@ICLSglobal.com
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