


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>



LAB Appreciation

I just wanted to take the time to thank you for your generosity in the donation of LAB products for door prizes at the ALOA Interchangeable Core class I attended recently.

Hosted by the Locksmith Security Association here in Michigan, they put on a great class in a great environment. Your product was well displayed and all of the Locksmiths there were excited to hear all would walk away with something from the LAB table. I was fortunate enough to answer one of the prize questions early on and was able to pick out a small format mini pinning kit.

Your Company is one of the greatest assets in the locksmith industry and the relationship you create through your welcome and giving spirit is well appreciated. We take the tumbler pin for granted as locksmiths at times, but LAB always comes through with some new innovation that turns the light bulb back on in our heads to go "Hey that's cool."

About six years ago I had the pleasure of getting a personal tour of your company and all of the machines and product. I was just a Locksmith that showed up on your doorstep after a class down the street at Locknetics and was welcomed in and given the one on one grand tour. You guys are the best!

While I've got your ear to bend, I want to give Kudos to an older gentleman salesman of yours. I'm not sure of his name but he was always present at the locksmith shows in our area with his wife helping him. I think he may be from the Chicago area. I just want to let you know he does well in representing your product. He is a salesman, yes, but he is a salesman that believes in and gets excited about the product he represents. If you know who it is, let him know we appreciate him.

Thanks again for all you do!
Sincerely,
Todd A. Phillips, CRL
Michigan

Technitips Winner

First of all I wish to thank Southern Lock and A Able Locksmiths for the outstanding prizes I received for my Technitip.

I feel honored that I have received prizes on two different occasions.

I will continue to submit as I think of something that might be useful.


Nick Falkos
Illinois

Deer Hunting Season, Locksmith Style

Neither rain, sleet, snow, nor a deer will keep a locksmith from his call for service.

The enclosed picture shows the damage done when my service vehicle, a 1993 Toyota Extra Cab Pickup, hit a deer that ran in front of the vehicle while responding to a home lock out call.

After the impact, the deer was able to run off and my son Robby was able to continue on to the service call.



This is the second deer that my son has hit in the past 10 months. I told him that when deer season opens, leave his deer rifle at home, and just take a vehicle on the hunt.

I had an Uncle, a WWII navy veteran who lost an arm off the coast of Italy when his ship was torpedoed, never went deer hunting in his life, but managed to bag two bucks with the front bumper of his Ford Ranger Pickup truck.

Robert M. LeMaster
Missouri

E-mail Your Views:
editor@TheNationalLocksmith.com
Please include your first and last name.

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Streamwood, IL 60107
Attn: Editor

The National Locksmith is interested in your views. We do reserve the right to edit for clarity and length.
8 • Visit www.TheNationalLocksmith.com

LSA in TNL—A Member Writes In Positive News Is Always Great to Read!

Good for LSA....Good for the Education Department...Good for LAB....Good for Everyone!!

The National Locksmith Magazine

page 8 under "Letters"

Titled: "LAB Appreciation"

April 2007—Volume 78, No. 4

Letter by: Todd A. Phillips, CRL

ELECTED & APPOINTED LSA OFFICERS

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Newsletter—**William M. Lynk, CRL** (313) 884-9800

Newsletter—**Alvin Moebus** (313) 885-9365

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



EDUCATION & PRP NEWS—ROBERT NOBLE, CML, CPS

From the desk of the Education Chairman:

WOW! I can't believe it is already time to start the plans for the Dream Cruise/ LSA Picnic that our President started last year. This year has just flown by. I was not able to attend the Dream Cruise last year but I can appreciate the hard work the committee did to make it an enjoyable day. I am sure this year's picnic will be even better. Go for it guys!

Education: we have a couple classes coming up soon: **Small Format IC 5th** and a special presentation of **"WHAT IS MY TIME WORTH?"** June 9th will round out this year's schedule. William Lynk, CRL will be showing you how to do IC and Mark Blum, CML, CPS will present you ideas how to calculate how much you should charge for doing the work. The only thing you have to figure out for yourself is how to spend your profits.

The LSA is very fortunate to have two ALOA A.C.E. *Certified Instructors* as members and who are willing to share substantial amounts of their personal time by giving the locksmith trade these classes. Please show your appreciation to both instructors.

Mark Dearing, CRL has been working hard for weeks to bring you the May 5th, SFIC class by William Lynk, CRL. Additionally, he has coordinated with Mark Blum, CML, CPS to present the profitability class. *Great job Mark, keep up the good work!* Mark tells me the classes are filling fast: call him at **810-244-4038** to get your name on the list. Take advantage of these fine classes: Call NOW!

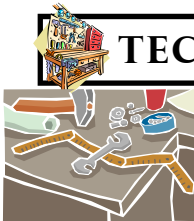
The LSA takes a break from meetings for the summer but will be back in force in September. John Paull, CRL, has an intermediate automotive class set up for fall. He will have more information available soon but the class description shows it will be very informative and beneficial to those of us doing auto work.

I have to repeat my comments from last month: *If you want to earn a free class, pick a subject and contact me: we will help you set up the class. Free tuition is just an extra benefit to the education you can gain from being open to acquiring new skills and knowledge.*

See you in class... *-Robert Noble, CML, CPS—Education Chairman*

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

**NEXT
LSA
MEETING**
THURSDAY,
JUNE 14TH AT
7:30 P.M.



TECH TIPS—WHAT YOU SEE...IS WHAT YOU GET!



When selling your services, be **honest**. How often have we sensed insincerity from the sales person who was representing a product? What did you do then? You probably kept shopping. That is what your customer is doing to you, now. Know your product well. Be certain how you intend to present it to your customer. Let your customer know what to expect. Deliver the goods in good faith. By keeping these basic standards, you can expect the majority of your customers to return when needed. — J.H.

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.



PRP GLOSSARY—KEEPING YOU "IN THE KNOW"

active case (n) - the exit device case mounted on the stile of the door on which the lock is located

KBA (abbr.) key biting array

We're On the World Wide Web! www.LsaMichigan.org



LSA MEMBER OF THE MONTH—



Mike Smolerek, who has been our faithful refreshment chairman the past 5-6 years, started with a career in carpentry. He attended The Detroit Institute of Technology then honed his skills for eight years. Through this training, **Mike** was hired by the federal government to work at the Veterans Hospital in Allen Park. In addition to carpentry, **Mike's** duties expanded to include security which led him to an interest in how locksets function. At that time his only job was making keys and handing them out. Sargent was the lock of choice at the Hospital, so on his own time and expense **Mike** took classes and workshops to learn the new trade. Part of the training was through C.J. Richey. Eventually, he single handedly installed a BEST system. **Mike** also did some lock work in the evenings. One evening, after a job, he had a heart attack which led to a serious operation that removed part of his heart.

John Hubel sent a letter to the V.A, Hospital stating he was willing to train vets in locksmithing. **Mike**, being a Vietnam veteran, saw the letter and contacted John for further training. **Mike** credits John for much of the valuable help and information he attained. It was in 1991 that **Mike** joined L.S.A. through Ken Herron.

The government opened a new facility in Detroit, moved **Mike** there, and had him create a new system. This time it was a Yale contract. Of course there was new training and again, it was all on his own time and expense. (Remember he was the lone locksmith.) **Mike** stated it took him a year and a half to install the Yale!

In 2005, **Mike** retired from the government job but continues to locksmith out of his basement. "I miss my job and handed it over to a man who only does the key cutting and handing them out", says **Mike**. (What goes around comes around.)

Mike has a son who lives with his former wife, a daughter who has a set of twins and adopted twin boys who have families of their own. For recreation, **Mike** shoots pool (8 and 9 ball) in four different leagues.

The most memorable moments: He was the only employee at the facilities that could unlock and lock doors for visiting dignitaries - President Clinton and Representative Dingall. Also, when there were thefts, who was called first?

Our MIKE!

-by 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*

What are you wearing?

If you are proudly displaying the recent tour of your favorite rock group on the back of your shirt you are not only missing out of an opportunity, but alienating a portion of your existing customer base.

Regardless of what you think of that wonderful group, there will be some of your customers who do not share your thoughts. Is it worth the loss to your company for whatever dollar you spent on the shirt???



They also say when you remove something, physics says it must be replaced with something. How about your company name on that shirt. It's a small price to pay not to lose a customer.



“Qwik-Qwiz”

Q) The technique of combining several alarm signals over a single transmission medium is known as:

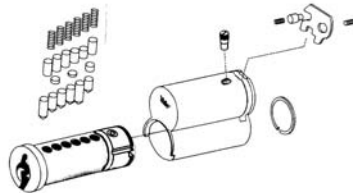
- A) direct wire.
- B) line security.
- C) multiplexing.
- D) digital dialer.

[answers on page 8]



IC CORNER—*WILLIAM M. LYNK, CRL*

Yale Hotel Function IC—Hotel function is still used today, especially to allow emergency access to restroom facilities in schools and colleges. The functionality is in the core (not in the housing) and is accomplished by a blocking screw in the 7h position. The EMK (Emergency Key) will be able to bypass the blocking pin via an undercut. This will allow for 360 degree rotation and permit dead latch retraction in emergency situations.



Caesar and Marcus

Loyal LSA Mascots

—Experts at
Exit Device Dogging



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

May 5, 2007 – CLASS: Small Format Interchangeable Core; ALOA class, *William M. Lynk, CRL*, Instructor, 8:00 am – 5:00 pm, HI Express, Roseville, MI, PRP Elective L-38 after class; *Mark Dearing, CRL*, Class Chairperson, 810-244-4038

May 10, 2007 – LSA meeting 7:30 pm

June 9, 2007 – CLASS: What is my time worth? *Mark Blum, CML, CPS* Instructor, 8:00 am – 5:00 pm, HI Express, Roseville, MI, *Mark Dearing, CRL* Class Chairperson, 810-244-4038

June 14, 2007 – LSA meeting 7:30 pm; *Joey Dalessio*, Introducing Marks USA Hi-Security products; Next meeting September; Enjoy your summer

September, 2007 – CLASS: Intermediate Automotive, *John Paull, CRL*, Class Chairperson



WEB LINKS

[ALOA](#)
www.aloa.org

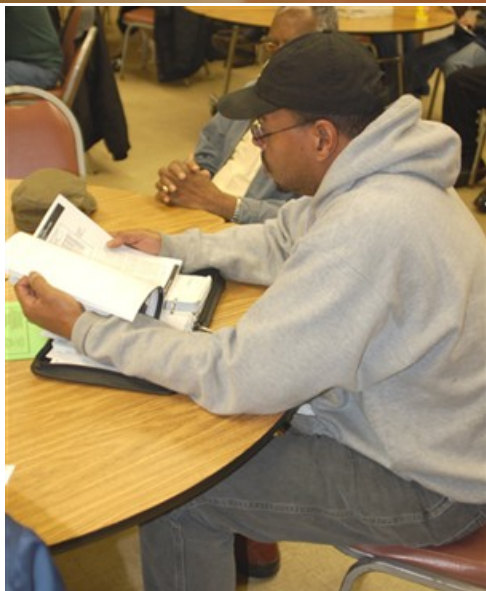
[IDN-Hardware Sales, Inc.](#)
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[ClearStar Security Network](#)
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[LAB](#)
www.labpins.com

[LSA](#)
www.LsaMichigan.org

 **Rogue's Row**— APRIL LSA MEETING—MULTITOPIC PRESENTATIONS



"Education, Knowledge & Cooperation—LSA"



“SAFE”-TY ZONE—JIM WHIDDEN, CRL

Safe Combination Changing

When changing the combination of a safe lock, if your numbers are for example: 10 – 50 – 30 test the combination by dialing 9 ½ - 49 ½ - 29 ½ , then try 10 ½ - 50 ½- 30 ½ . The safe lock should open ½ number either way, if not, reset and try again. If there still is a problem, check for a tight lock case, spline key or loose dial ring.

Last LSA Class of the Season!!!!



WHAT IS MY TIME WORTH?

(In other words:)

“Is this a business or do I only have a job??”

Taught By: Mark Blum, CML, CPS – Certified ALOA A.C.E. Instructor



Are you bringing home enough revenue to pay for health/medical insurances, retirement benefits and walking-around-money in addition to your paycheck? Do you need to be available 24/7? Which is better: a refund of an overpayment to my supplier or a credit to my next order? Check our sample company’s operation enabling you to pay yourself first, second and last. From this presentation you will:

► Learn how much to charge to cover all your needs

- Learn to do this in 40 hours per week
- Overtime when and only if you want it
- Not care what the other guy(s) charge
- Recognize the per-hour cost to provide your perquisites
- Know your profits for the coming year by haltime of the Rose Bowl
- Know when to change selling prices and how much
- Devise a strategy ensuring you continued cost-free attendance at the annual ALOA Educational Conference/Security Exposition (or any other desire of your heart)

If you’re tired of working too long for too little, you must check this out. No one else cares if you sink or swim in this business. The sooner your company makes some serious money, the sooner you will retire. Then again, maybe not!!!

→Bring a calculator, pencil and eraser, and a willingness to make money!

WHEN: June 9, 2007

WHERE: Roseville Holiday Inn

BY: LSA Sponsored

More Information: Forthcoming

Contact: Marc Dearing, CRL – (810) 244-4038



Editor's Note

To help avoid the September rush to pay the next fiscal years dues, the membership committee and treasurer will welcome 2007-2008 dues at the **June Meeting**. There will be a drawing at that meeting if enough people pay on June 14th (it is also Flag Day for our nation). As we did last year, you may pay for **two years**.

-Al Moebus



ITEMS FOR SALE—FROM LSA MEMBERS

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.





**LOCKSMITH SECURITY ASSOCIATION
OF MICHIGAN**

533 Fisher Road,
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Phone: (313) 885-9365

Email: amoebus@LsaMichigan.org

[Download Membership Application](#)

Click above or from our site!

Bookmark the [NEW LSA Website](#).
www.LsaMichigan.org

CLASSIFIED ADS—SEE LSA WEBSITE FOR UPDATES

For Sale – A.L.O.A. magazines from January 1990 to December 2006. Best offer: Call Nick Palise for details at 313-561-7615.

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

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

Qwik-Qwiz:

Answer: C

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