



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— **RANDY MONTPAS**



Randy, a single man, grew up in Grand Blanc, MI. After graduation from the local High School he attended U of M Flint and Mott Community College. He couldn't decide what he wanted to do with his life, so he moved from cooking at a local restaurant to carpentry and other various odd jobs. Through a chain of events, Marc Dearing asked **Randy** to work for him as a part-time employee which soon turned into full time work! **Randy** has now found his niche and has been working alongside Marc for five years.

Coupled with the on-job training, **Randy** has sharpened his skills, attending many classes offered by LSA. (Thanks to the past and present Education Chairmen, John Hubel, Bob Noble and Marc) .

His favorite job category is.....**continued on Page 9)**

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 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

DON'T JUST SURVIVE.....THRIVE!

The leading economist are saying that the recession is over. Is it? If it is...for who? For what state? It still is a little rough in Michigan. While we are still waiting in Michigan, now is the time to educate yourself. Go to a seminar, take a class. What is the state of our industry? It depends on who you talk to. One thing that I have always believed is that nobody stays on top forever and nobody stays down forever. Get in the mindset of being prosperous. We as locksmiths are for the most part very independent. Now is the time to come together. Support each other and your local association. Keep up with the latest technology and subscribe to your industry magazines. Get organized. If our industry is strong we will not only survive.....but Thrive!



**NEXT
LSA
MEETING**
THURSDAY,
NOVEMBER 12TH,
2009 AT 7:30
P.M.

TECH TIPS—INTERPOLATIVE GAUGE READING



“This speeds pinning to uncommon or inaccurate keys. Use an original Schlage gauge, reading the key to 1/5 of a Schlage depth. These readings translate to the sizes in a LAB .003” pin kit. This works well for most standard-sized plugs.”

-Contributed by Theodore Schultz

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”

- cutter*** n. the part of a key machine which makes the cuts into the key blank
- exit alarm*** n. an annunciator that signals the opening of an exit door



PUBLIC RELATIONS—JOHN HUBEL, CML

A note to **LSA** Members, **LSA** Associate Members and Guest of **LSA**:

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. Amongst these opportunities include:

- General Associate Membership Status
- Meeting Presentations for New 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
- Beta Testing of Pre-Marketed Products



If you, or the company you represent, would like**continued on page 11**



“ Qwik-Qwiz

The coded distance in a SFIC A2 system between the control and operating shear lines is _ ?

- a) 23 b) 10
- c) 13 d) 14

[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 October 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!!!!!!!!!!!!!!

- Al Moebus - Membership Chairman



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



WEB LINKS

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 everyone. We have a great line up of speakers for the October meeting. **Tim McMullin** from ALOA will be here discussing the latest legislation news, and **Andrew White**, who reps for HES and Securitron will be showing off new products.

A note that I forgot to mention at the September meeting: One of our associate members, Professional Business Products, or PBP for short, was honored at the ALOA convention in Las Vegas this year. **Kristy** and **Denise** were given the ALOA Scholarship Funds, Stan Haney Award. (for more info., see the ALOA Scholarship Foundation website at:

<http://www.securityscholarship.org> . Since its inception, only two other companies have received this award, which include the Yale Group, and IR-Schlage. PBP caters to the locksmith industry and gives back by donating to the ALOA Scholarship Foundation. Any time that I have ordered anything, from shirts and hats to invoices and key tags, I have received awesome service. Kudos, ladies.

On a lighter note: I do thank everyone for their sympathies, and ribbings, now that my 40th birthday has come and gone. Thank you,

—*Kevin M. Thompson, CRL*— **President, LSA** (586)-716-1177



EDUCATION & PRP NEWS—*MARC DEARING, CRL*

Over the past few months I have received a ton of phone calls and emails from guys and girls interested in becoming a locksmith. Most of the calls were from people out of work or trying to get certified for a job position. I would always encourage them to pursue their dream or desire to become a locksmith.



So this month I am listing a few locksmith schools that offer basic locksmith courses:

- ◆ Locksmith Security Institute - www.lsieducation.com
- ◆ MBA USA, Inc - www.mbausa.com
- ◆ Associated Locksmiths of America - www.aloa.org

Each one of these schools offers 5 to 10 Day classes and certification. Also for the advanced locksmiths they offer additional courses.

LSA next class ALOA ACE Class is **Professional Impressioning Techniques** scheduled for February 13th located at the Holiday Inn Express Roseville, MI. Currently we have 15 seats left for the class and will go very fast, if you have any interest in attending the class please see **Marc Dearing** at the next LSA Meeting to register. The Class cost is \$60.00 registration is \$20.00 (due at the time of signing up).

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



ROGUE'S ROW— SEPT. LSA MEETING

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



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RAY'S WAYS—SELLING HIGH SECURITY



LET 'S TALK BUSINESS (a reprint from of January 2009)

I like to use the example of a watch salesman. Yes, I 'm talking about wristwatches! If you were a watch salesman making most of your money from commissions on sales which would you rather be selling, Timex watches or Rolex watches? I 've used this analogy before. If it takes the same amount of time (no pun intended) to sell a Timex or a Rolex, why not sell the Rolex? Yes, I agree, you can 't sell the higher ticket product to someone who simply can 't afford it! You must admit that you most certainly won 't sell it if your customer is unaware of its existence. I for one was very slow to get into high security cylinder sales. My feeling was that the only people that wanted high security cylinders were either: 1) Former residents of New York City, 2) Drug Dealers or 3) Paranoid homeowners who were getting their pajama bottoms stolen. All kidding aside, there are some viable reasons for selling high security cylinders.

Clients with businesses who have high security areas in there facility, business owners with a problem with employees duplicating keys, factories with government projects that require higher security are all potential customers. Of course, there are numerous other situations where high security cylinders can be implemented.

The point of this article (and you 'll notice that I didn 't mention any brands of high security hardware) is to make the attempt to sell up! If you 're not currently selling high security, it 's time to begin. Look at your options. How much will it cost to get started? Will I need special machines and pinning kits? Is there a contract involved? It sure can put a smile on your face when you turn a \$100.00 job of rekeying a few cylinders into a \$350.00 job selling high security with a better chance of getting this customer 's repeat business. Remember, they can' t go elsewhere to get keys or cylinders! At this stage you are no longer competing with the "big box " stores!

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
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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.....automotive. Randy states: *“I am not just learning this part of the trade, but I enjoy helping people in time of need. I always learn something new each time I am called. My admonition is if the auto is older than me I replace the parts instead of repairing!”*

Recently, **Randy** responded to a call where the keys of a Cadillac were locked in the back seat. With the help of his boss, he was able to “read” the key, cut it, and open the vehicle.

Besides learning locksmith techniques, **Randy** is learning how to efficiently manage a business. *“Every day is different and it is a daily learning experience,”* he emphasizes. He credits all of this to his employer.

Randy has two very interesting hobbies – Frisbee golf (there are actually amateur competitions locally) and Chess! Maybe he can conduct chess classes for LSA because chess is for those who want a challenge and that is what locksmiths face each day on the job!

– *by Al Moebus*



Sponsors for the LSA Pre-Meeting Dinner

September: PBP, Professional Business Products

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

November:

December: *Full Catered Holiday Dinner*

January - June:

Contact John Hubel, CML or Ray Sinai for Sponsorship.

LOOKING BACK INTO THE LOCKING PAST...RETRO #16

To follow is another page from the now defunct Locksmithing Institute of New Jersey Home Study Locksmithing Course, started by the late Leonard Singer (*Master Keying Expert*). The program went out of business in the early 1980s. This lesson excerpt on is circa 1973. **Some illustrious graduates who are LSA members include: Ray Sinai, Theo Schultz, Dan Meggison, Nick Palise, Tom Lewis and William Lynk.**

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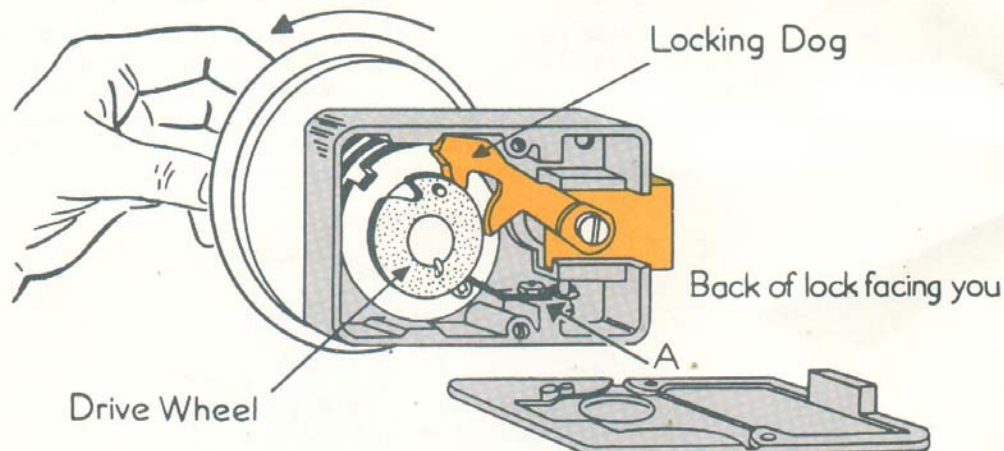
Of course, the above illustration is simplified to the extreme. A regular combination lock contains at least three tumblers, and the dial has at least 90 or 100 numbers. The locking bolt mechanism varies from lock to lock . . . and so do the positions of the drop-in points. But these variations will not cause any confusion in this lesson because we are concerned mainly with the tumblers and how to change their relationship to one another and thereby change the combination of the lock.

KEY CHANGE LOCKS

Your materials for this lesson include a specially designed change key that is used to set the combination of your lock. **DO NOT USE THIS KEY IN THE LOCK UNTIL YOU ARE INSTRUCTED TO DO SO.**

In Package No. 95 you will find a safe lock. Remove the two machine screws on the back of the case so that the insides are exposed. With the open side of the lock facing you (as in the illustration), turn the dial four or five times in the direction of the arrow.

Do not insert change key in hubs while cover is off the lock!



Now, turn the dial slowly in the opposite direction. Notice that only the smallest wheel moves at first. This is known as the DRIVE WHEEL. As you keep on turning, you will soon see the first tumbler begin to rotate. What has happened here is that a pin on the underside of the drive wheel has pushed up against a lug on the first tumbler and thus rotated it. As you keep on turning, you will soon see the second tumbler, and then the third tumbler rotate in the same manner. Keep turning the dial until all three tumblers are turning together along with the drive wheel. When the tumbler notches reach the top of the case (as shown in the illustration on the next page) stop turning the dial.



PUBLIC RELATIONS—JOHN HUBEL, CMLCONTINUED FROM PAGE 3

.....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 newsletters www.LsaMichigan.org.

LSA appreciates the continual support it receives from its sponsors in order to keep dues as one of the lowest in the nation while offering some of the best education in the nation.

—John Hubel, CML




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Newsletter Submissions: 2 weeks PRIOR to next meeting
Submit in Word.doc to: icls@ICLSglobal.com
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