



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 MEMBERS OF THE MONTH — PHIL AGIUS



Phil Agius is one of three siblings who own Framon Manufacturing Company and Frank's Locksmith. Both businesses were started by their father, Frank Agius. He opened the locksmith shop in the back of his residence in Alpena, Michigan in the early 1960s. Frank successfully designed, built and marketed a key cutting machine. In 1967, he started Framon Manufacturing and moved both of the operations to the present location in Alpena.

Along with Phil, his brother Michael and sister Ann came along side of their father to help run the businesses. Phil earned an Associates Degree from Alpena Community College and then attended Michigan Tech. After three years of engineering classes and working summers at the family shops, he decided to work full time in the locksmith portion. Eventually he began doing tech support for Framon, still continuing in the locksmith company.

Framon makes all the parts for the 12 models of their key cutting machines at the Alpena site - nothing is out-sourced. All products are sold through distributors and the tech support is mainly done at the Alpena location. Phil and his wife Pam have two children Taylor 9 and Rachael 7.

Article by: Al Moebus



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 Larry Walker, CRL; 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 or manufacturer. ◆

LSA Information.....

April 14th LSA Meeting

Ingersoll Rand will be discussing all the exciting changes in the electronic portfolio, including power supplies, mag-locks, standalone and offline locks, presented by **Ken Andridge** and **Bill McElheney, CML**.

Kenneth Andridge - Started in the door and hardware industry with the Eisen Group in 1986. 20 years with Ingersoll Rand products. Responsibilities have included, sales, service, product launches and demonstrations, teaching classes for mechanical and electrified products and solutions.

Bill McElheney, CML - Started in the door and hardware industry as a locksmith in the Toledo, 35 years working with all manufactures of door hard including Ingersoll Rand products. I started with Ingersoll Rand in 2007, my responsibilities have been sales, service, product launches and demonstrations as well as training and software setups.

New Raffle Item

LSA is raffling an illustrated manual covering opening details and methods for over 40 Sentry models. This print version of Elmer Howard's "Sentry Safe Opening Manual" is bound to be one the more useful tools in your arsenal. (A CD version is available on his web site.)

*Tickets are \$5.00 each or three for \$10.00 for the manual valued at \$89.00!!!

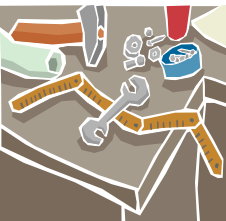
*The Drawing will be held at the May 2011 meeting.

*You need not be present to win.

(The information in this manual is highly confidential and copyrighted)

**NEXT
MONTH'S
LSA
MEETING**
THURSDAY,
MAY 12TH, 2011
AT 7:00 P.M.

TECH TIPS— Add-On Sales



The use of a couple of small 2-way radios can be act as a temporary vehicle security system. Set one unit on voice activation with the receiving volume at zero. Place that radio in the vehicle and monitor with the other. You will be notified if anyone is wrenching out a door lock or breaking a window. In the slight chance the theft is faster than the tech, you will have a voice trail, for a little bit anyhow.

-Contributed by Barry Campbell

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.

PRP GLOSSARY—LIST COUNCIL TERMINOLOGY

carriage—n. 1. the movable assembly of a key machine which supports the key vise(s), 2. a changeable part of a clipper that holds the key blank

pick—n. 1. a tool or instrument, other than the specifically designed key, made for the purpose of manipulating tumblers in a lock or cylinder into the locked or unlocked position through the keyway, without obvious damage. 2. v. to manipulate tumblers in a keyed lock mechanism through the keyway, without obvious damage, by means other than the specifically designed key



PRESIDENTIAL PENNINGS—*JOHN HUBEL, CML*



In the past my comments have always seemed to be about “us”. That is okay, in itself, since each **LSA** member has that distinct advantage for which to be very proud. But this time, let me remind you about “them”. The “them” are the ones who support the “us”. I am not talking about your customers and clients. I am talking about those who made and make it possible for you to successfully practice your profession. I started to list the names of these special persons but every time I took a break I thought of another name or two. How embarrassing it would be to leave someone out. So with sincerity, I must forgo the list of individuals. But consider the categories from where these individuals come. One would have to agree that distributors, manufacturers, product representatives, class instructors, other **LSA** members are no doubt to be mentioned in each of your success stories. A quality locksmith will have benefited from each of these support professionals during his career.

In addition to the traditional locksmith related professionals, who have had an impact in our success, consider those who have led you in the direction of your profession. My mind immediately went back to two teachers I had in junior high school. Ironically, they were husband and wife, yet representing two totally separate subjects: Mr. (Harold) and Mrs. (Jill) Westcott. I contend these two teachers were the special individuals who were responsible for establishing the foundation of my career path. During my career I utilized the specific skill sets these two individuals introduced to me way back then.

Life gets very busy for each of us. But consider the efforts the above individuals have sacrificed for or extended to you. We need to say thank you. Build in some time to write, call, or visit some of those whom you deem worthy of this recognition. The value of this will go well beyond your satisfaction. It will equally encourage those to whom you recognize.

I am closing with an old cliché as a friendly reminder: “**U**” is a part of “**US**”.

John Hubel, CML— LSA President



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

2011—Dinner at 7:00 pm

May Meeting: 7:00 p.m., Thursday, 05/12/11

→ May Class: Sat. 5/14/11—*Small Format Interchangeable Core*

June Meeting: 7:00 p.m., Thursday, 06/09/11



“Qwik-Qwiz”

The Medeco Biaxial “center aft” bottom pin is designated as:

- 1) K
- 2) B
- 3) Q
- 4) M
- 5) D
- 6) S

Answer on bottom of Last Page of this Newsletter



Caesar and Marcus LSA Mascots



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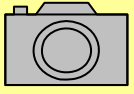
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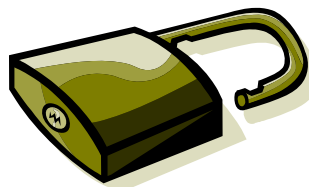
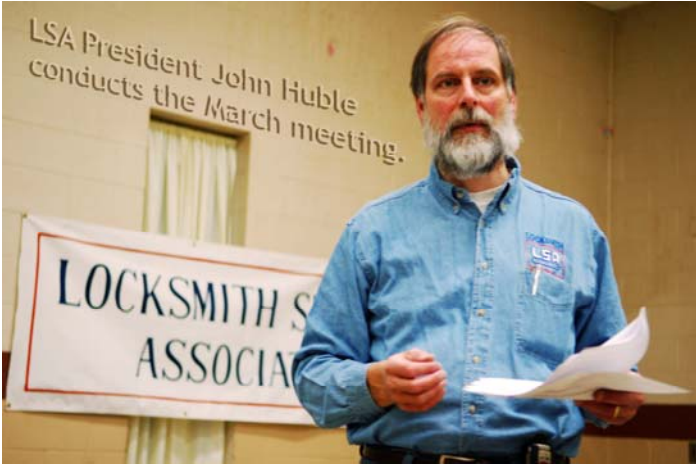
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ROGUE'S ROW— MARCH 2011 LSA MEETING

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



**RAY'S WAYS— “RAY SINAI’S NINETEEN BEST WAYS TO GET
YOUR PHONE TO RING – A SATIRE”
-BY RAY SINAI, CPL, VICE PRESIDENT, LSA**



Having been fully influenced by *Mad Magazine* as a child, I came up with this list of methods to get your phone to ring. In these times of troubled business and the ongoing recession, our goal is to get the “Phone to Ring”.

#1 - Your phone will always ring (call waiting) when you are on an extended call with your best client. You can't hang up on your best client to take another call.

#2- You are working on an office building on the conference room door while a conference is in session and your phone rings incessantly.

#3 – You just barely made it back to your shop in time and are seated “on the throne”. The phone rings and you only have one brand of paper to write on.

#4- Your cell phone rings when you are “on the throne” at a customer’s location and during the conversation flushes can be heard loud and clear.

#5- You have your hands full of a disassembled exit device.

#6- You are installing a large amount of door hardware and your hands are full as you are carrying it into the building.

#7- You just rang the doorbell on the customers home, they open the door and before you can open your mouth

#8- You are famished, you don't normally eat drive thru but you must! Your turn at the speaker and ...

#9- You have just left the drive thru, famished and salivating took a generous bite out of that burger and ...

#10- The sun has shined on you today and your day is completely full with service calls. For sure your phone will be non-stop, mostly emergencies.

#11- The battery on your cell phone is low because you fell into bed after the tough day you had yesterday. You are 25 miles away from “home base” and you forgot your phone charger that plugs into the cigarette lighter.

#12- You forgot to call forward to your cell phone and you are 25 miles away from your shop on a service call when you remember: “How will all the telemarketers reach you?”

#13- Your truck is down (at the service garage) for the day. Well, the mechanic told you one day!

#14- You have a service call in the basement of that building that you have always had a problem with poor cell phone service.

#15- You have a planned (and well deserved) day off or vacation.

#16- You are in the ceiling of a commercial job running wire for an access control system.

#17- You are at the top of a ladder hanging a door closer or a camera.

#18- You happen to be watching the clock and it is 3 minutes before closing time.

#19- Last but not least; you are sitting in the dentist’s chair getting a 1 ½ hour root canal.

Ray Sinai, CPL—Vice President, LSA

The Locksmith Security Association of Michigan (LSA) Presents

SFIC

SMALL FORMAT INTERCHANGEABLE CORE

Instructor: William M. Lynk, CRL

Saturday

May 14, 2011

9:00 a.m. – 4:00 p.m.



Holiday Inn - Express

11500 E. Eleven Mile Road

(I-696 & Hoover, Exit 24)

Warren, Michigan 48089

\$ 150.00*

\$ 75.00* for LSA Members

***LUNCH INCLUDED**

Bonus: Everyone will receive other FREE surprises

About The Class: This class covers the principles and techniques applying to all Small Format Interchangeable Cores including Arrow Flexcore & CHOicE, various BEST products, Falcon, Kaba Peaks, KSP, Lori L-10, InstaKey, KeyMark, Schlage Everest, ULTRA, Scorpion and Sargent XC. Product characteristics related to construction, operation and keying are discussed, and shown by exploded views and sample cores. These are important products for commercial and institutional applications.

Students will learn to select TMK's and control keys, calculate pinning for A2, A3 and A4 systems, write and apply system specific pinning charts, and measure keys to determine which increment system has been used. Students will examine the cores mentioned above, as well as construct an A2 system pinning chart and pin a core according to that chart. Students will execute exercises in decoding cores, combining cores and manipulating cores. Manufacturer-specific details and handouts will be presented, including hotel function cores, as well as discontinued cores such as Lockwood and DOM. Information on SFIC-specific tools and troubleshooting will also be addressed.

TEXT: It would be helpful (though not mandatory) if you acquire the book: "*SFIC: Advanced*" by William M. Lynk, CRL for use in class and as a valuable future reference source. It is available via **The National Locksmith Magazine** and through the **ALOA Bookstore**.

William M. Lynk, CRL, has been a locksmith since 1975 and is the owner of www.ICLSglobal.com. Bill is an IC Specialist, an industry author, the subject matter expert on IC for ALOA, and an ALOA ACE Instructor, teaching classes on interchangeable cores and master keying across the country. He has originated SFIC Technical Manuals for both national and international lock manufacturers, and maintains a working relationship with the major lock and security manufacturers throughout the world.

If you have questions or wish to register, contact: Aron Boag (248) 321-2244

Pre-Meeting Dinner Sponsors:

- September:** Matt Scott, IEI Rep.
- October:** Fellowship of Christian Locksmiths—FCL
- November:** John Hubel, CML—LSA President & Ray Sinai, CPL—LSA VP
- December Dinner:** LpLocks, Mike Wisniewski, Gene Simon and Bockert & Associates
- January:** John Hubel, CML—LSA President
- February:** Security Equipment Supply (S.E.S.) - Madison Heights, Michigan
- March:** The Windy Month...Make your Windy Waves here!
- April:** Shower US with Your Company
- May:** Looking forward to YOUR Sponsoring!
- June:** Your Sponsorship is Appreciated.

Thanks to all of our Pre-Meeting Dinner Sponsors. If you would like to participate for the 2010-2011 Season, contact: John Hubel, CML or Ray Sinai, CPL

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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

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