



# 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>**



## PRESIDENTIAL PENNINGS—*JOHN HUBEL, CML*



I used to think that a good monthly locksmith meeting could not be complete without a couple of outside guest speakers. The **LSA** has done this for years, and with great success. The January meeting, however, proved this criterion for a good meeting to be a fallacy. Now, that does not mean to suggest that our super great manufacturer representatives and professional business partners have not been necessary in making **LSA** what it is today. It simply implies that the knowledge amongst our own membership is second to none. At our January meeting our own members were able to discuss everything from safe locks to camera system components. Included with that were methods to maximize our business presence amid the threat of unscrupulous advertisers. It would be difficult to assess the amount of learning each person left with that night. But bluntly speaking, everyone left with much!

Your President made a blunder. He forgot to bring the HL Flake Christmas gifts for the January meeting, as he promised. Notice I am writing in the third person? It's tough to admit what I did. But as those, one-third my age would say: "Whatever!" I promise I will bring them for February. There will still be plenty of winter left to use these gifts. In addition to these gifts, we have a very nice looking, locksmith appropriate wall clock.

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

**LpLOCKS** has delivered the **LSA** one-time special purchase deal. At the February meeting only, we will have these safe locks, while supplies last. A demonstration will also be given for the **LpLOCKS** electronic straight bolt. I have a sneaky suspicion there will be a very lucky person who will be taking the demonstration lock back to his shop to make some money the very next day. We will continue to work deals with distributors if there continues to be member interest. [www.LpLocks.com](http://www.LpLocks.com)

A question has surfaced as to why the **LSA** has not recently held classes each month. The answer is simple: We know everything and there is no more learning to be had. Fortunately that line was used regarding terminating the need for patents many years ago. As like then, there is clearly learning continually taking place at the **LSA** today. We have just expressed it recently in slightly different forms. Sharing of ideas with a focus is what the **LSA** membership has asked for and is getting. A recent interest in a variety of subjects has been our focus. We are not wavering or losing sight. Because we are a member driven organization, we are delivering exactly what the members are requesting. All are welcome to join in on this learning opportunity. The February meeting will promise no less. [www.LSAmichigan.org](http://www.LSAmichigan.org)

The entire Board of Directors congratulates our newest **LSA** achievers. Mark Bickman, CRL, Jim Whidden, CPL, Marc Dearing, CPL, and Bill Lynk, CML practiced their skills and studied hard to .....

**(.....continued on page 3, top...)**

### LSA Officers



- President—**John Hubel, CML** (586) 254-7233
- Vice President—**Ray Sinai, CPL** (248) 543-5397
- Secretary—**Randy Montpas, CRL** (810) 694-4469
- Treasurer—**Curtis Parks** (248) 594-1552
- Sargent-At-Arms—**Alvin Moebus, CRL** (313) 885-9365
- Newsletter—**William M. Lynk, CML** (313) 884-9800
- Newsletter—**Alvin Moebus, CRL** (313) 885-9365
- Webmaster—**William M. Lynk, CML** (313) 884-9800
- Photographer—**Rob Rovinsky, CPL** (248) 644-7939
- Refreshments—**Mike Smolarek** (586) 337-7041
- Education Chairman—**Aron Boag** (248) 321-2244
- Membership Secretary—**Alvin Moebus, CRL** (313) 885-9365
- Public Relations—**John Hubel, CML** (586) 254-7233
- Librarian—**Larry Williams, RL, CPP** (248) 917-2323
- Program Director—**Ray Sinai, CPL** (248) 543-5397
- Technical Operations Director—**William Trout** (248) 350-0027
- Board of Directors:** Rob Rovinsky, CPL; Maurice Horne, CML; 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. ◆

## ALOA PRP Sitings—Results

### Results from the November and January Sitings:

---

Mark Bickman, CRL  
 David Knuckles, CRL  
 John Lightner, CRL  
 Al Moebus, CRL

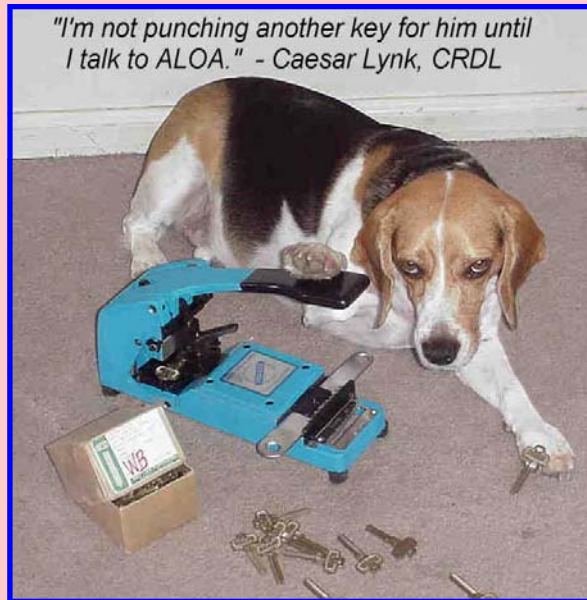
---

Marc Dearing, CPL  
 James Whidden, CPL

---

William Lynk, CML

---



*"I'm not punching another key for him until I talk to ALOA." - Caesar Lynk, CRDL*

*Maybe he's overworked & underappreciated?*

**NEXT  
 MONTH'S  
 LSA  
 MEETING**  
 THURSDAY,  
 MARCH 8<sup>TH</sup>, 2012  
 AT 7:00 P.M.

**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**

- narrow stile**—adj. pertaining to aluminum doors with stiles generally between 1-3/4 and 2-3/4 inches wide
- one bitted**—adj. of or pertaining to a cylinder which is or is to be combined to keys cut to the manufacturer's reference number one biting
- paddle handle**—n. a type of actuator which is relatively flat and operates the mechanism when pivoted on an axis near one end
- Quadrant**—n. a Dutch door lock with a bolt that is ¼ of a circle
- rake (rake & hang)** - n. a picking technique that attempts to use quick withdrawal of the pick to set the tumblers



**PRESIDENTIAL PENNINGS—*JOHN HUBEL, CML***

*(...continued from page 1....)*

.....reach this monumental step in locksmithing. Be sure to congratulate them when you see them. This is by no means and end. Among the 76 Certified Michigan locksmiths, only 15 have reached CPL, and only 14 have reached CML. There is room for you. The next PRP sitting will be at the IDN-Hardware Sales trade show this coming March. If you wish to participate in this credentialing opportunity, be sure to sign up at least 15 day in advance by directly contacting ALOA. The form is available on the **LSA** website as well. The **LSA** has supported ALOA's Proficiency Registration Program (PRP) and is doing everything possible to assist you to success by providing many of the resources necessary. It may just be that one more arrow in your quiver that will set you apart from the others, giving you that leading edge. [www.ALOA.org](http://www.ALOA.org) [www.IDNhardware.com](http://www.IDNhardware.com) [www.LSAmichigan.org](http://www.LSAmichigan.org)

One of our **LSA** business partners, Marie Jakubiak, has offered those of us who use Quick Books, or the QB variations, free tips, written in her monthly newsletters. Marie shared with the **LSA**, in person last year, business building tips and returned to specifically discuss Quick Books. If you are interested in receiving this free newsletter, send Marie an email and simply write "QB newsletter please". She will know what to do with it from there. Your email address will be guarded and not be spread. [Jakubian1@aol.com](mailto:Jakubian1@aol.com)

Speaking of emails, if you wish to update your **LSA** email information, send me an email to indicate your intentions. For some we have two email addresses. For some we do not have any email address. It is difficult to keep everyone properly informed if the information cannot get properly disseminated. Your email address with the **LSA** is not given to others. [President@LSAmichigan.org](mailto:President@LSAmichigan.org)

As mentioned last month, leaders should not be randomly elected. The **LSA** Board takes this very seriously. The Board recognizes the fact that we have a wealth of leadership gifted individuals within our own membership. Consider your leadership abilities and be willing to give back to the **LSA**. Begin now to ask questions and prepare yourself for an elected position with the **LSA**. Our organization deserves the best. You can be part of that best.

*John Hubel, CML—President, LSA*



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

**2011-2012—Dinner at 7:00 pm**

**February LSA Meeting: 7:00 p.m., Thursday, 02/09/12**

**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**



**“Owik-Owiz”**

The ‘duress’ feature on a S&G 6730 series safe combination lock is effected by \_\_\_\_\_.

- A) 2 wheel gates on the duress wheel
- B) A micro-switch behind the dial
- C) Adding 10 to each number of the combination
- D) A micro-switch wired to each wheel

*[answer on bottom of Last Page of this Newsletter]*

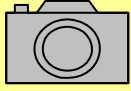


Caesar and Marcus  
LSA Mascots



**WEB LINKS**

- [ALOA](http://www.aloa.org)  
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)  
www.labpins.com
- [LSA](http://www.LsaMichigan.org)  
www.LsaMichigan.org
- [Marx Locksmith](http://www.MarxLocksmith.com)  
www.MarxLocksmith.com
- [JLM Wholesale](http://www.JLMwholesahe.com)  
www.JLMwholesahe.com

 **ROGUE'S ROW— JANUARY 2012 LSA MEETING**  
ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



## RAY'S WAYS—THE VALUE OF RECORD KEEPING -BY RAY SINAI, CPL, VICE PRESIDENT, LSA

Twice in the last month I have been asked to visit buildings that I used to work on years ago. As property management companies come and go, these buildings seem to come full circle. I had the opportunity to work on a building yesterday that I had worked on in the 90's. How do I know that? I still had the charts.

Yes, I keep a box of "dead files" and sometimes they come back alive. If the building hasn't been torn down or turned into a Starbucks, I keep the charts. Of course, the charts may be useless, but you never know. Buildings don't normally get rekeyed unless there is some tragic event. It just costs too much money!

My real point of this article is to impress upon you to keep good records. They don't take up much space and they can be a real benefit when you need them. All my master key systems are in file folders and in fireproof cabinets. I had a customer call and ask when we had master keyed two spaces in his high rise building. He wasn't sure if they needed to be keyed again since he had tenants moving in. In a matter of minutes, I could tell him the exact date we were there and how many keys were made for the suite.

Customers requesting duplicate suite keys and master keys for their buildings are easy to supply when you have good records. Without accurate records.....

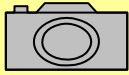
One of my favorite stories is the lady who forgot that we gave her keys to the suite. This, by the way, is a true story. My technician seemed to notice that the young lady in the suite seemed to be a bit pre-occupied. Possibly it was with something on her computer of great importance, like Facebook. She was, of course, the only occupant in the suite at the time. My technician had an uncomfortable feeling about handing the keys over to this young lady. My technician wisely had her sign a piece of paper that stated she had received the keys. I had no knowledge of this happening, of course. About a month later, yes, a month later we got a call from the building engineer telling us that this suite never received their keys. We had done the job, but never gave anyone the keys. I questioned my employee who promptly displayed this piece of paper with the signature on it. We faxed it to the young lady and got no response. No "I'm sorry, my mistake". We never got a response from her but the building engineer told us the problem was solved. Thank goodness for good record keeping! I am still scratching my head over the one month wait!

Off subject a bit, we have seen a lot of optimism in the economy here. The number of evictions has gone way down and the number of build-outs (suites undergoing remodeling) has gone way up. We have seen a lot of formerly vacant buildings with new tenants moving in. All these changes in the last six months. I realize that there are still many without work, still many empty buildings, but I truly believe that the economy is turning. Turning for the better.

Correction from last month's article: The Keedex K-22 under the door tool I recently purchased was under \$25.00, NOT under \$40.00 as I stated in my article. Sorry Keedex, my error.

*Ray Sinai, CPL*  
*—Vice President, LSA*





## ...MORE COOL JANUARY LSA MEETING PIX!

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



### Free Codes and Code books available for the [members of LSA](#)

Ray Sinai has a plethora of codes and code books for the taking. Some Reed books, HPC books, even a working microfiche reader and the codes that accompany it. A list can be made available or call and let me know if you want me to bring to the next meeting. This is the offer of a lifetime, but if no one calls, I am not going to lug these to the meeting. One condition, you must be a bona fide locksmith. I can be reached at [rayslockworks@ameritech.net](mailto:rayslockworks@ameritech.net) or at (248) 543 5397.

### ADI to visit Locksmith Security Association in February

ADI of Warren, Michigan, the local electronics supply wholesaler is going to present at the February 9<sup>th</sup> Locksmith Security Association Meeting.

**Tony Black**, the manager at the Warren ADI branch has also offered to sponsor the monthly pizza dinner. ADI is a nationwide electronics supplier and Tony will speak to us about what his company can do for us beyond supplies. They also offer telephone support for all the products they represent as well as helping put together quotes for camera systems and access control projects. This will be a meeting you won't want to miss. Don't forget to Thank **Tony** for his generosity. See you there!

**PRE-MEETING DINNER SPONSORS:**

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

**Thanks to all of our Pre-Meeting Dinner Sponsors.**  
**If you would like to participate for the 2011-2012 Season, contact:**  
**John Hubel, CML or Ray Sinai, CPL**

**Associate Members/Sponsors of LSA**



**The 1st Choice  
of Professional  
Locksmiths &  
Safe-Techs  
On-line**



**Steve Johnston**  
 625 N Main St., #200, Clawson, MI 48017  
 Office: 248.655.0393 Cell 248.515.1169


Representing:  
**Kaba Access** (E-Plex, Simplex, Peaks)  
**MMF** (Key Control Products)  
**Designed Security—a Detex Company**  
**CCTV** (GE, Hunt, Videotec)  
**Access Control** (GE, Isonas, Kaba)  
**Security Lighting** (Illuminar)  
**Transmission** (FiberOptions, KBC Networks)



**CLARK  
SECURITY PRODUCTS**  
**CHICAGO BRANCH**

1420 Chase Ave.  
 Elk Grove Village, IL 60007

800.755.5625 • PHONE  
 888.410.7329 • FAX  
 WWW.CLARKSECURITY.COM



**AERON HARDWARE**

1100 Killian Road  
 Akron, OH 44312

**1-(800) 321-9602**



**BREAK-IN BLOCKER**  
 By Sovilok  
 Toll free: 888-SOVILOK  
 www.breakinblocker.com  
 Jon Hohausler-Mfg. Rep  
 (248) 650-7824



**Safety Technology  
International, Inc.**  
**Tim Zale, Inside Sales**  
 tzale@sti-usa.com  
 www.sti-usa.com  
 (248) 673-9898



**Securitech Group**  
 54-45 44th Street  
 Maspeth, NY 11378  
 (800) 622-5625  
 www.securitech.com



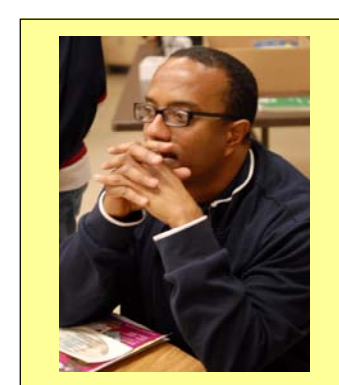
**◆John Hubel, CML**  
**◆(586) 254-7233**



**The Key To All Your Printed  
And Promotional Needs!**

800-355-6322/248-360-3979  
 www.pbp2000.com  
 sales@pbp2000.com

P.O. Box 610 Mackinaw City, MI 49701  
 Kristy McFarland, Managing Director





**Newsletter Submissions:** 2 weeks PRIOR to next meeting  
**Submit in Word.doc to:** [icls@ICLSglobal.com](mailto:icls@ICLSglobal.com)  
**Contact:** William M. Lynk, CRL

[Download Membership Application](#)  
[ Click above or on our site! ]

## Associate Members/Sponsors of LSA

**IDN-Hardware Sales, Inc.**  
35950 Industrial Road  
P.O. Box 510624  
Livonia, MI 48150

**Livonia: (800) 521-0955**  
**FAX: (800) 272-4409**  
<http://www.idnhardware.com>

**Warren: (800) 468-7490**  
**FAX: (586) 755-5145**  
*Your Key to Security Hardware*

**ICLS**  
*Interchangeable Core Lock Systems*

**William M. Lynk, CML**  
IC Specialist / IC Author

◆ IC Products ◆ IC Tools  
◆ Key Retainer Devices

**Phone: (313) 884-9800**

E-mail: [icls@ICLSglobal.com](mailto:icls@ICLSglobal.com)  
Website: [www.ICLSglobal.com](http://www.ICLSglobal.com)

**LAB**

THE CHOICE OF  
\*Professional Locksmiths  
\*Finest Lock Companies

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

700 Emmett St.  
Bristol, CT 06010

**(800) 243-8242**  
**FAX: (860) 583-7838**

Local Distributor:  
**IDN Hardware**

**Bockert & Associates**  
18 Fort Monroe Industrial Parkway  
Monroeville, OH 44847

**(800) 321-7550**  
**FAX: (419) 465-4216**

**Manufacturer Reps for:**  
ABUS, SSA, DON JO, DETEX,  
ACSI, MARKS USA, RCI,  
CANSEC, ABH, ADA-EZ  
MERIT, TAKEX

**LynkWeb.com**  
*-An Affordable Lynk to the World*

◆ Websites Under \$12.00  
◆ Customer Support 24/7  
◆ 500 E-mail Accounts  
◆ Free Software

◆ William Lynk, CML-Owner

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

**JLM Wholesale, Inc.**  
3095 Mullins Ct.  
Oxford, MI 48371  
[www.jlmwholesale.com](http://www.jlmwholesale.com)

**(800) 522-2940**  
**FAX: (800) 782-1160**  
*Wholesale Hardware*

**RITTNER/FRENCH ASSOCIATES**

150 S. Elizabeth  
Rochester, MI 48307

**(800) 732-4773**  
**1-800-RFA-4-SPEC**  
**FAX: (248) 651-2650**

**Gene Simon**

**HARDWARE SPECIALIST**

Phone: (708) 799-8783  
FAX: (708) 799-4322

P.O. Box 51  
Flossmoor, IL 60422

**Representing:**  
Jet Hardware Mfg. Corp.  
LAB Security Products  
Major Manufacturing, Inc.

  
**Kustom Key, Inc.**  
Call us today... **1-800-537-5397**  
*Since 1952*

**1010 Aviation Drive**  
**Lake Havasu, AZ 86404**

**800-537-5397**

  
**Safe Door Systems Inc.**  
631 Kingston Rd.  
Toronto ON M4E 1R3  
**Toll Free: 1-866-627-7560**

  
**Framon Manufacturing Company, Inc.**  
909 Washington Ave  
Alpena, MI 49707  
Phone: 989-354-5623  
Fax: 989-354-4238  
Web: [www.framon.com](http://www.framon.com)

**MPT INDUSTRIES**

*MPT Twelve Lock Lubricant is the longest lasting lubricant and penetrant available.*

**MPT Industries**  
6-B Hamilton Business Park  
85 Franklin Road  
Dover, NJ 07801  
Phone: 973-989-9220  
**Toll Free: 800-351-0605**



9950 Freeland Avenue  
Detroit, MI 48227  
**Phone: (313) 931-7720**  
**FAX: (313) 931-7758**  
*Michael Wiener*

---

Fine Quality Key Machines,  
Key Blanks, Locks, Hardware