



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 — JONATHAN HOHAUSER



Jonathan (Jon) Hohausser is not only a manufacturer's representative; he is a good instructor and a willing helper to locksmiths in the field. As evidenced by the class he conducted for LSA in January, Jon articulated well on the subject of alarm locks. It was just the tip of the iceberg and he is willing to conduct future classes with more in-depth training.

He graduated from Rochester-Adams High School in Michigan. After High School, he proceeded with his education by earning a BA degree in Political Science from Oakland University. He then studied Law to prepare for the entrance exam but put it aside to work in sales. I asked Jon how his degree helped him in product sales. He carefully explained: *"I really liked taking locks apart to see how they work. Couple that with my training on how to successfully work with people and it brought me to where I am today!"*. He went on to say that *"Passing the*

Law Entrance Exam was not necessary."

Jon started his career with Rittner/French. Three years later he joined Ken Oberting's company. His current status is Territorial Manager for Michigan and Northern Ohio. He now has his own representative agency and is pursuing an architectural hardware certification through the Door Hardware Institute.

One question I usually ask the "Members of the Month" is to relate a story that happened on the job. Jon's story is about working on a lock in a retirement home. He accidentally closed a door he was working on and the knob would not turn to open from the inside (this is still a mystery to him to this day!). Because of an alarm-wired window he had to wait until a nurse "rescued" him! The outside knob *did* work!

Jon and his wife, Mariana, have a ten-month old daughter – Angela Grace.

Article by: Al Moebus



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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 Information.....

June 9th LSA Meeting

Our June LSA Meeting will feature a presentation by Tim McMullen, JD, CAE, the Legislative Manager, for the Associated Locksmiths of America, Inc.. Be sure to be present!

Price Increases

HL Flake has noted a few manufacturer price increases. Buyers may want to note these dates as it might influence your company purchasing schedule.

MANUFACTURER PRICE INCREASE:

Bianchi, April 1

Hager, April 1

Detex, April 1

Cal-Royal, April 1

Kwikset, April 4

Weiser, April 18

Framon, May 1

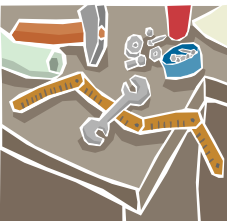
Wedgeco, June 1

NEXT MONTH'S LSA MEETING

THURSDAY,
JUNE 9TH, 2011 AT
7:00 P.M.



TECH TIPS— Consolidating E-mail



“If you have more than one e-mail (personal, business, etc.), combine them by forwarding one account’s mail to the other. Create a filter to sort your e-mail. Google Mail (gmail) is free and easy to use.”

-Contributed by Randy Montpas

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

wipe tool—n. 1. a device used to decode lever lock combinations by an arc contact with the configured lever/belly characteristic shape, 2. a tool for cleaning the hidden part of an automotive window to facilitate viewing of linkage

KA/2, KA/3, etc.—symbol used to indicate the quantity of locks or cylinders in keyed alike groups. These groups are usually formed from a larger quantity; e.g., 30 cylinders KA/2.



PRESIDENTIAL PENNINGS—*JOHN HUBEL, CML*



Did you ever wonder how your President chooses what he writes in the **LSA Reporter**? What do you mean, you never thought about it? I have to come up with something of interest and value every month. Fortunately, there is always something happening at the **LSA** and fortunately (or unfortunately for some), there is always an issue facing locksmiths. Adding to the available information, several outside organizations have played a large role in keeping the **LSA** on the cutting edge of knowledge. Often this information is shared at the meetings.

Coming this Thursday, the **LSA** is hosting Tim McMullen, JD, CAE, Associated Locksmiths of America's (ALOA) Legislative Manager. Tim will be addressing our membership in four basic areas: The direction of ALOA, details about the ALOA convention in Nashville, the ALOA job center, and issues related to scammers in our area. The scammer issue hits some of us very personally and is probably one of the most cautious areas of our industry. You will be astonished to learn about some of the long awaited areas toward which ALOA is heading.

Additionally, Berry Murphy, a battery expert from Batteries Plus, will be returning at our request to discuss some recent Lithium battery advancements and limitations. Many products are now in the market that uses this technology. It behooves us to be well informed to maximize the life of these investments. Berry will remind us of some of the unique services of Batteries Plus, which many of our **LSA** members regularly use and give high reviews. Remember, a dollar saved is, well . . . a dollar saved.

We break after the June **LSA** meeting to reconvene September 8th. Much will have taken place during this time in your life and business. Stay well and do well. We look forward to picking up where we left off and, with your help, take the next steps forward.

John Hubel, CML—LSA President



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

2011—Dinner at 7:00 pm

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



“Qwik-Qwiz”

One method of progression with Corbin master ring cylinders involves a periodic change of _____ in all but one column of the change key biting array

- A) sequence
- B) parity
- C) master pins
- D) Increment

[answer on bottom of Last Page of this Newsletter]

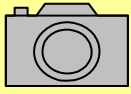


**Caesar and Marcus
LSA Mascots**



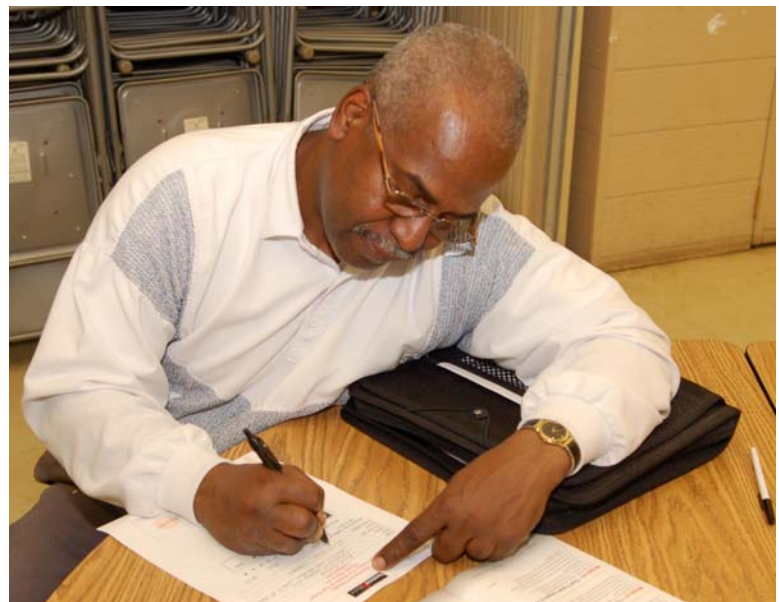
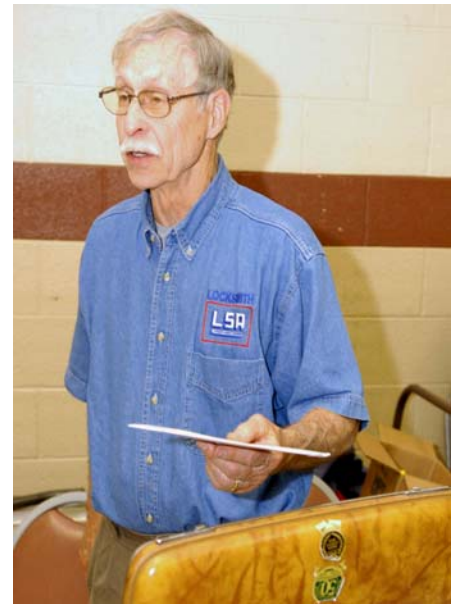
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ROGUE'S ROW— MAY 2011 LSA MEETING

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



RAY'S WAYS— “EFFORTLESS ENTREPRENEUR”

-BY RAY SINAI, CPL, VICE PRESIDENT, LSA



This is the story of two friends Nick and Omar who met in tenth grade. They were typical teenagers who liked to misbehave, chase girls, party and do a minimal amount of homework. Complete just enough schoolwork to pass the subjects. Hey, they just wanted to have fun. They didn't like to follow the rules and bent the rules as often as they thought they could get away with it. They were independent thinkers who didn't fit the mold of what most educators and parents expected.

They both finished High School, Nick went to College in Southern California and Omar attended College in Florida. Omar said that he was pursuing a PHD, partying, hollering at girls and drinking. Nick similarly would travel from College to Mexico or take a spur of the moment trip to Las Vegas. School was still not being taken seriously by either. Their priorities were still intact; to have as much fun as possible with the least amount of work.

This continued for three years until the summer prior to senior year. Their last “free summer” before entering the work force. Nick landed a summer internship, that he didn't enjoy, but he thought it would look good on a resume. Omar, however, had a different idea. Omar's mother had a furniture store and he remembered that her customers were always asking the delivery men to remove old furniture and empty boxes. Omar decided to start a junk removal business for the summer. With his mother's permission, he used her beat up cargo van to pick up junk. They printed up fliers, did some internet advertising and the business began. The calls did come in.

As Omar reflected, the business resembled the Three Stooges or possibly an episode from Sanford and Son. In the beginning, they had no idea what they were doing or how much to charge for their services. They found friends who were out of work (or out of jail) to help them. Nick kept his day job and helped on the weekends.

After two months, the fledgling business had netted Omar close to \$8000.00 and it was time to return to College. Omar quickly and mindlessly spent the money. That summer proved to the pair that there was much more to their friendship than having fun. They could work together and be very profitable. “We'd had a real taste of entrepreneurship, and it wouldn't go away”.

Who are these young men who wanted to “play by their own rules”, who wanted to have fun at work and who “thought out of the box”? They are risk takers, visionaries, leaders. Who are these junk hauling derelicts who have not only written a book but have created an immensely successful business with nationwide franchises. I assure you, they are far from derelicts.

These two young men, who by the way did finish college and started a multimillion dollar business at the age of 22. They started a business called College Hunks Hauling Junk. Nick Friedman and Omar Soliman have been named among the Top 30 under 30 Entrepreneurs in America by Inc., and in 2007 the International Franchise Association named them the youngest Franchisers in America.

I highly recommend their book “Effortless Entrepreneur”. Of ultimate interest was the chapter on the Ten Business Commandments. Whether you are a one-man operation or a multi-site operation, this book is a “must read”. Have a GREAT SUMMER!

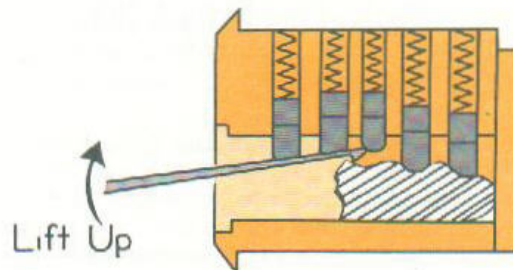
Ray Sinai, CPL—Vice President, LSA

LOOKING BACK INTO THE LOCKING PAST...RETRO #25

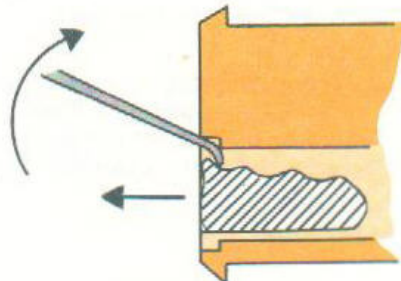
To follow is another page from the now defunct **Locksmithing Institute of New Jersey Home Study Locksmithing Course**, started by the late Leonard Singer (*Master Keying Expert*). The program went out of business in the early 1980s. This lesson excerpt is circa 1973 on "Extracting Broken Keys". **Some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

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Insert the hook type extractor all the way into the keyway until you can grasp the first cut in the key segment. Then, lift the forward pins up with the straight part of the extractor by raising the extractor until it is parallel with the top of the keyway. In this position, pull firmly on the extractor, and the key will come out.



Now, take the broken segment and shove it into the keyway again. But this time, insert it so that the broken edge of the key is flush with the face of the plug. Take one of your regular lock picks and use it to grasp the top corner of the key. The key will be extracted by the hooking motion of the pick.



The method that you have just used is employed when the key segment is **FLUSH** with the face of the plug. It can also be used when the key juts out a little further than the face of the plug... but not quite far enough to let you grip it with a pair of tweezers or pliers. A variation of this technique is shown in the following illustration. (Notice that a straight pick similar to a reader is used. The grip for this pick is obtained by inserting it in the small hollow in the face of the plug. It is put there to guide the tip of the key as it enters the keyway.) Just pry the key segment out. Try it yourself!

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: LSA

April: Marx Locksmith—Marc Dearing, CRL

May: Gary W. Nustad & David P. Rutt of Michigan Financial Companies

June:

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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