



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 — MICHAEL WEINER



Key Sales & Supply, owned by **Michael Wiener**, has been in business since 1968. The roots of the company go back to when Michael's grandfather started a company called *Detroit Hinge Manufacturing*.

Michael was born and raised in Southfield, Michigan. His father, Sheldon, began his career in the Hinge factory and when that phased out he started manufacturing safes for UPS. This evolved into the present company which is still located in Detroit.

Michael shadowed his father in the business. Like father - like son! When Sheldon died in 2000, Michael inherited *Key Sales*. He expanded the business with the addition of security hardware and commercial doors and frames to the already full line of locks and accessories.

Key Sales & Supply is a distribution company with three employees. They have been an Associate Member of LSA for many years, meeting the needs of locksmiths to their greatest satisfaction.

Article by: Al Moebus



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Board of Directors: Rob Rovinsky, CPL; Maurice Home, 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. ◆

LSA Information.....

IDN TRADE SHOW

This year IDN will host their annual trade show in Pittsburgh. The IDN locations, that service our area, are Livonia and Warren. But IDN also realizes many of us would like to attend in PA. A bus will be made available for your no worries travel to the show. Reserve the dates March 17-19th for this event. Classes will be offered for all to attend. **LSA** will not be competing with classes during March. IDN also welcomes Bob Tingley, as their electronics expert.

TOYS ARE US & MORE

The difference between men and boys is the . . . You know the rest. There is a difference as well, between toys and *useful* toys. Intermountain Lock & Security gave each January **LSA** attendees two Schlage "Blue Keys" to assist in our next SecureKey rekey. Everyone also received a welder's triangle magnet to assist on those one-man jobs where you wish you had two. Ten members (Sam, Len, Kelly, Ray, Greg, Rocky, Curtis, William, John, and Al) also left the meeting with additional toys which were donated by Bob Noble, Steve Johnston, Kwikset, IDN-Hardware Sales, LpLOCKS, and Kustom Key. The February meeting promises to be just as good.

www.imalss.com www.LpLOCKS.com www.JohnstonSales.net www.idn-hardware.com www.kwikset.com www.KustomKey.com

DON'T FORGET

The business portion of the **LSA** meeting begins at 7:00. So does the pizza dinner. As in the past, our guests begin their presentations at 7:30. Much technical information will be shared following. All will be on their way home while there is still time to get a good night's sleep. Come, join us and learn.

**NEXT
LSA
MEETING**
THURSDAY,
APRIL 14TH, 2011
AT 7:00 P.M.

TECH TIPS— Add-On Sales



When you are called out to work on a door, look around for other mechanical or security problems that you could correct (i.e., leaking closer, bad hinges, astragal, etc.)

-Contributed by Kenneth A. Griffith, CML

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

- ball bearing hinge**—n. a hinge which uses ball bearings between its knuckles to reduce friction
- operating key**—n. any key which will properly operate a lock or cylinder to lock or unlock the lock mechanism and is not a control key or reset key, see also "change key"



PRESIDENTIAL PENNINGS—*JOHN HUBEL, CML*



We continue to hear stories of locksmiths experiencing the exciting trend of growth, or at the very least, a full plate of work for each day. We would like to think, in part, it is due to the opportunities the **LSA** has made available to its membership. Classes, in-services, technical discussions, product presentations, and the vast sharing of information between members clearly set a stage for this upswing. This trend will continue as the members of **LSA** stay focused on the association’s mission, that including educating its members.

The **LSA** has embarked into the 21st century. It’s still new to many of us, but at least we proved our meetings go beyond the four walls of a building in Troy, Michigan. At the February meeting we were able to “Skype” with a virtual meeting from New Jersey clear to California. Our discussion was about the Society of Professional Locksmiths (SOPL). As time moves forward virtual portions of the meeting may have more presence at the **LSA**. Education no longer has any boundaries for our members. The LSA leadership is excited about our advancing into the 21st century. Keep tuned as the **LSA** moves forward.

We are constantly being reminded why “There is always another reason for being a member of the **LSA**.” Come experience it for yourself.

John Hubel, CML— LSA President



“Qwik-Qwiz”

The formula for determining the Buildup Pin in an ASSA Interchangeable Core is _____.

- A) CTRL cut—TP
- B) TP—CTRL Cut
- C) 20—{TP + [10—(BP-MP)]}
- D) TP+(BP—CTRL Cut +10)
- E) None of the above
- F)

[answer on bottom of Last Page of this Newsletter]



Caesar and Marcus
LSA Mascots



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

2011—Dinner at 7:00 pm

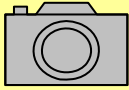
- March Meeting: 7:00 p.m., Thursday, 03/10/11**
- April Meeting: 7:00 p.m., Thursday, 04/14/11**
- May Meeting: 7:00 p.m., Thursday, 05/12/11**
- May Class: Sat. 5/14/11—Small Format Interchangeable Core**
- June Meeting: 7:00 p.m., Thursday, 06/09/11**



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)
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“Education, Knowledge & Cooperation—LSA”



ROGUE'S ROW— FEBRUARY'S LSA MEETING

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



Brian from IDN's Wauren branch talks up the upcoming trade show.



John Bockart demonstrates Detox's removable-pullton.



Aron Boag reports.



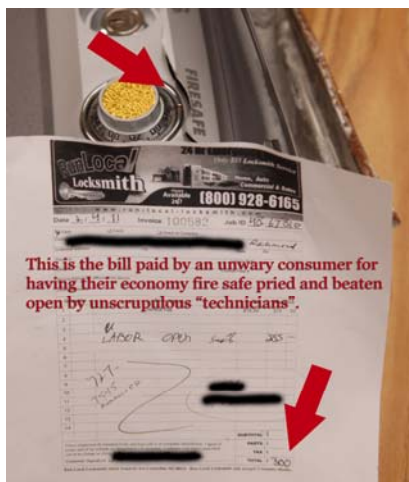
Bob Noble shows off the handy work of some erstwhile locksmiths.



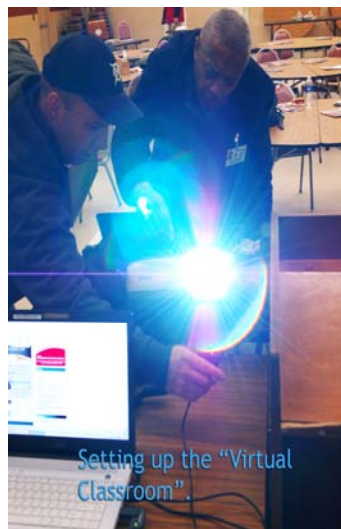
William Trout demonstrates the "Virtual Classroom".



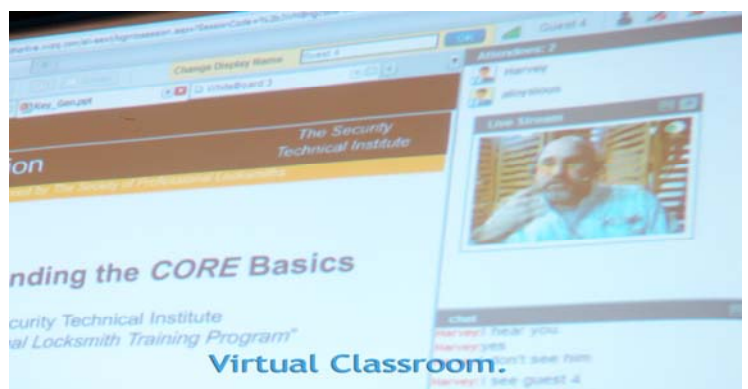
William Trout demonstrates the "Virtual Classroom".



This is the bill paid by an unwary consumer for having their economy fire safe pried and beaten open by unscrupulous "technicians".



Setting up the "Virtual Classroom".





RAY'S WAYS— *“THE POWER OF THINKING BIG”* -BY RAY SINAI, CPL, VICE PRESIDENT, LSA



LET'S TALK BUSINESS *(a reprint from April 2010)*

Attitudes, positive thinking and acting on your creative ideas separate the successful businessman from the average business owner. The book I have chosen to discuss in this month's article is entitled “The Magic of Thinking Big” by David J. Schwartz, Ph.D.. It happens to be a great book that remains timely although written more than 50 years ago.

Here are six key points *(no pun intended)*

- 1) “Believe it can be done. When you believe something can be done, your mind will find the ways to do it. Believing a solution paves the way to a solution”. Share your concerns or ideas with others and let them help you eliminate the impossible. Eliminate the excuses and the nay-Sayers. I recall an article that I wrote a few months ago regarding runners “breaking the 4 minute mile”. For years it was said to be scientifically impossible. As soon as the first person “broke it”, it was easily attained by others.
- 2) “Don't let tradition paralyze your mind. Be receptive to new ideas. Be experimental. Try new approaches. Be progressive in everything you do.” Truthfully, if you are doing the same thing the same way for more than 10 years, you are probably a candidate for an “upgrade”.
- 3) “Ask yourself daily, “How can I do it better?” There is no limit to self –improvement. When you ask yourself, “How can I do better?” sound answers will appear. Try it and see.”
- 4) “Ask yourself, “How can I do more?” Capacity is a state of mind. Asking yourself this question puts your mind to work to find intelligent short-cuts. The success combination in business is: Do what you do better (improve the quality of your output), and: Do more of what you do (increase the quantity of your output.)
- 5) “Practice asking and listening. Ask and listen and you'll obtain raw material for reaching sound decisions. Remember: Big people monopolize the listening; small people monopolize the talking.” Also remember the unsuccessful will always tell you “why it can't be done”.
- 6) “Stretch your mind. Get stimulated. Associate with people who can help you to think of new ideas, new ways of doing things. Mix with people of different occupational and social interests.” Join a local association or neighborhood group, men's club, social or volunteer organization. Get some “fresh ideas”

I enjoyed the concept that positive thinking brings about positive actions. The Magic of Thinking Big will cause you to grow your business and personal life in a positive direction.

Ray Sinai, CPL—Vice President, LSA

McElheney Locksmiths, an L.S.A. member, is hosting a "penetration party" for Dave McOmie on April 16th and 17th. The location is Toledo, Ohio. For details and registration go to www.davemcomie.com.



Now accepting PayPal!

**A Veteran Partyer is one who has attended a previous Penetration Party hosted by Dave McOmie.*

PLEASE reserve a place for me at a **Penetration Party!**

I wish to attend this year's Party in (write in city): _____

- I am a Veteran Partyer. Enclosed is my check for \$275. I attended a previous party at: _____
- I am an NSO Member. Enclosed is my check for \$325. My NSO # is: _____
- I am not an NSO Member. Enclosed is my check for \$375.

Your Name _____ Shop Name _____

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City, State and Zip _____

Home Phone _____ Shop Phone _____ Fax _____

Your experience level (circle one) novice advanced novice journeyman expert

Do you need hotel, flight info, or driving directions to the Party? (circle one) yes no

Send application and check to: Dave McOmie • 4549 NW Aspen St. • Camas, WA 98607

Note: payment can also be made via PayPal, to davemcomie@mac.com

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

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

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