



LSA REPORTER

EDITORS: William M. Lynk, CPL * 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>



PRESIDENTIAL PENNINGS—*JOHN HUBEL, CML*



As I speak to locksmiths the results tend to fall into one of two distinct categories. The first comeback is a disparaging response, one of doom and gloom. It is often sprinkled with blame and a litany of self pity reasoning. The other reply is that of excitement due to growth and vision for the future. Because of these two distant extremes, the **LSA** has taken definitive direction to prove that the glass can be full. It was just one year ago there was an abundance of information disseminated at the **LSA** meetings. Classes and other resources were offered for anyone in the first camp, to get their act together and put the transmission in drive. The second half of the year was devoted to growing our businesses. We brought in specialists who have dealt with the economy trends from the past and those who soundly know how to navigate the unpredictable economy. The success stories and strategies of these established locksmiths and other professionals in related industries were shared. Many took advantage of these opportunities and benefited. As harsh as it may sound, it is unfortunate that some did not and are still out there saying “*Oh, woe is me*”. My heart goes out to the locksmith who meets obstacles in the growth of his business, but it solidifies my contempt for those who say they want to succeed but refuse to do what is necessary to achieve those goals.

In this third quarter of our two year cycle, the **LSA** is committed to making good on its promises. We have made it clear that in order to grow each of us has to look beyond the rekeying of locks and the cutting of keys. The technology of even ten years ago is no longer good enough for our survival. We must take it to the next level. Bigger, better, and smarter is the avenue for the “today’s” locksmith. We brought to the **LSA** membership details of fascinating diversities including automotive tools that allow results in minimum time and examples of jobs that may have gone beyond the typical comfort zone. We showed how to accomplish these jobs without the fear of failing. We brought in examples of how portions of your business can be handled as not to force you, the main asset of your business, into needless diversions.

So what are we really saying? Simply stop talking and start doing! The requested classes the **LSA** provides should be completely filled up with a waiting list. The PRP sitting room should be filled with raring to go locksmiths. “PRP” you say? Absolutely! **LSA** is not the only association on this earth. ALOA, who developed the PRP is just as vitally important, as it addresses locksmiths on the national level. Each of these entities are just pieces of your proverbial puzzle. Every successful locksmith gains knowledge and wisdom from these pieces and other locksmiths, other professional organizations, complimented by many other resources. If you have not plugged into these areas, you are only experiencing a portion of your potential. Finally, the only response accepted for your not attending the many **LSA** opportunities will be due to the fact you are already too busy making money.

As always, we invite any locksmith to join the **LSA**. See www.LSAmichigan.org for additional details.

John Hubel, CML—President, LSA

LSA Officers



President—**John Hubel, CML** (586) 254-7233
 Vice President—**Ray Sinai, CPL** (248) 543-5397
 Secretary—**Randy Montpas** (810) 694-4469
 Treasurer—**Curtis Parks** (248) 594-1552
 Sargent-At-Arms—**Alvin Moebus** (313) 885-9365
 Newsletter—**William M. Lynk, CPL** (313) 884-9800
 Newsletter—**Alvin Moebus** (313) 885-9365
 Webmaster—**William M. Lynk, CPL** (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** (313) 885-9365
 Public Relations—**John Hubel, CML** (586) 254-7233
 Librarian—**Larry Williams, RL, CPP** (248) 917-2323
 Program Director—**Ray Sinai** (248) 543-5397
 Technical Operations Director—**William Trout** (248) 350-0027
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. ◆

ALOA PRP Sitting—Saturday, November 19, 2011

WHAT: Next ALOA PRP Sitting

WHO: Sponsored by LSA of Michigan

WHEN: Saturday, November 19, 2011 at 9:00 a.m.

WHERE: Woodside Bible Church,
27300 Hoover Rd., Warren, MI 48093

COST: ALOA Members, Locksmith PRP = \$65.00

*In order to host this PRP sitting, LSA must secure a minimum number of participants. Please let William Lynk, CPL know your intentions at: wmlynk@iclsglobal.com or at (313) 884-9800 ASAP! The Registration Form is now posted on the LSA web site. Submission deadline to ALOA is 15 days prior to sitting, or by: **Friday, November 4, 2011.***

Newly Earned ALOA Designations—by LSA Members:

RL—Mark Bickman

RL—David Knuckles

CPL—William Lynk

NEXT MONTH'S LSA MEETING

THURSDAY,
DEC. 8TH, 2011 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.



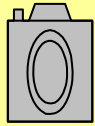
PRP GLOSSARY—LIST COUNCIL TERMINOLOGY

angularly bitted key—n. a key which has cuts made into the blade at various degrees of rotation from the perpendicular

ball bearing hinge—n. a hinge which uses ball bearings between its knuckles to reduce friction

capping block—n. a holding fixture for certain interchangeable cores which aids in the installation of the caps

disc tumbler—n. 1. a flat tumbler which must be drawn into the cylinder plug by the proper key so that none of its extremities extends into the shell 2. a flat, usually rectangular tumbler with a gate which must be aligned with a sidebar by the proper key



OCTOBER 2011 SFIC CLASS

INSTRUCTOR; WILLIAM M. LYNK, CPL

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER
JOHN HUBEL, CML, ASSISTANT PHOTOGRAPHER

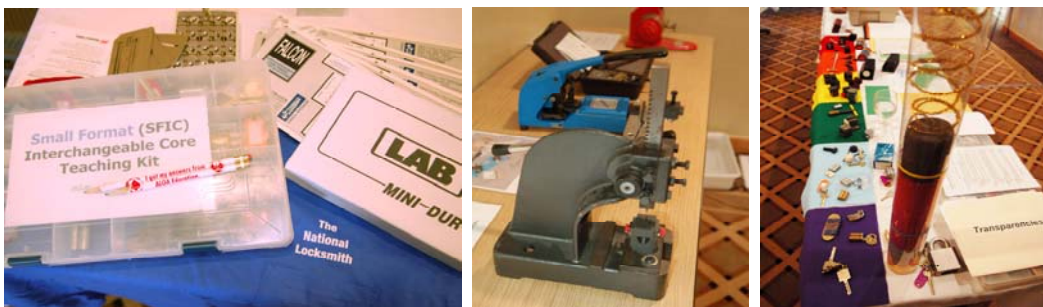


“Qwik-Qwiz”

The Medeco term: “3M” refers to ____.

- A) BP depth/orientation
- B) a new product with sidebar slide pin
- C) a sticky surface behind the slider pin
- D) part of the combo. to a Medeco combination lock

[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

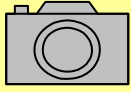
- November LSA Meeting: 7:00 p.m., Thursday, 11/10/11
- Adams Rite Class: Sat. 11/12/11 —IDN Hardware Sales; 8:30-4:30 pm
- December Holiday Party: 7:00 p.m., Thursday, 12/08/11
- January LSA Meeting: 7:00 p.m., Thursday, 01/12/12



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.JLMwholesale.com)
www.JLMwholesale.com

“Education, Knowledge & Cooperation—LSA”



ROGUE'S ROW— OCTOBER 2011 LSA MEETING

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER

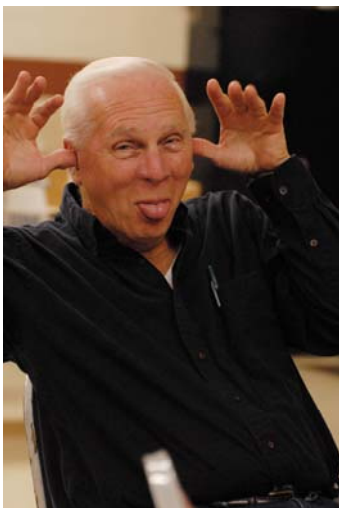


LSA SHIRT PROGRAM

Small - Large - \$25.00	Large Tall - \$25.00
XL - \$27.50	XL Tall - \$27.50
2XL - \$30.00	2XL Tall - \$30.00
3XL - \$32.50	3XL Tall - \$32.50
4XL - \$35.00	4XL Tall - \$35.00

Professional Business Products
 44778 Commerce Dr
 Commerce, GA 30526
 770-204-2474
 770-204-8422
 Fax: 204-268-1992
 www.actionlocksmith.com
 800-255-5888

Pre-payment Only
 Make checks payable to Professional Business Products
 Credit Card



RAY'S WAYS—LET'S TALK TOOLS: THE LAPTOP COMPUTER" -BY RAY SINAI, CPL, VICE PRESIDENT, LSA



What do you need a computer for? Isn't that what we said even as recently as ten years ago?

I purchased a laptop reluctantly about one year ago, the main goal was to lessen my night time "home work". What do I mean by that? I mean the amount of estimates /quotes was getting out of hand and my nights were often spent working on the computer getting quotes out to customers. So how did the laptop help in this regard?

I can now survey a job, input the information on a template on my laptop and email to the customer. This can all happen while I am on the job site/customer location. I purchased a phone card which can get me on the internet from wherever I am via my laptop. Let me tell you, the customers are impressed. I promise you that I did not make these changes to impress, it was done, as I said, to lessen my homework. I find that it has become quite a different environment out there in regards to our business.

Almost everyone, including long time clients, want an estimate before the work can begin. I honestly can't say I blame them. In these uncertain economic times, everyone is watching their expenses. It does add to my workload though! So what else can you do if you purchase a laptop for your business?

First of all it is a legitimate business write off. You can look up codes while you are on the job. You can lookup products and manufacturers. Our local supplier, IDN has their catalog on a disc that you can load on to your computer. You can show the customer the products (with no pricing) or match the picture on the computer with a piece of door hardware you are looking for. Our LSA member, William Trout has also mentioned that we can watch installation videos on the computer if we are uncertain how a particular product is installed.

Let me add a few more reasons to purchase a laptop; key blank conversion charts while on the road, customer contact information, inventory and accounts receivable information. In other words, should we do another job for this customer if they still owe us from the last job? *Mapquest* for directions is another great reason, unless of course you already have a navigation system. My list can go on and on for reasons to purchase a laptop, but maybe the real reason is the future. We must keep up with the times. In the next three to five years it will be unthinkable to not have a Smart phone. As the pace keeps getting faster, people want immediate answers and immediate responses. If you don't keep up, you will be left behind. Wishing you a wonderful holiday season with health and prosperity.

Ray Sinai, CPL—Vice President, LSA



Join the Locksmith Security Association of Michigan (LSA), IDN Hardware Sales, and ASSA/Abloy for—

The Adams Rite “Factory” Class

Saturday 12 November 2011 (Saturday following LSA); 8:30 am – 4:30 pm; Lunch provided

At IDN-Hardware Sales, 35950 Industrial Rd., Livonia, MI 48151

Mark McBroom, Adams Rite, HES, & Securitron, Analyst/Trainer from ASSA/Abloy

\$50.00



What's Included?

- ❖ You'll get the 4-hour hands-on class, “Going Beyond the Deadbolt, Aluminum Storefront,” a CEU class worth 0.4 Credits.
- ❖ A 2-hour class on the NEW Adams-Rite 2190 Dual Force Lockset, including more hands-on experience.
- ❖ Lots of electrified locks and access control integrated into both!
- ❖ A complete review of the Adams Rite product line with emphasis on new offerings—anything that fits an Adams Rite prep.
- ❖ Each student will also receive a \$25.00 certificate from IDN-Hardware Sales good toward purchase of Adams Rite products from IDN.
- ❖ NOTE: Class is limited to 15-students working in groups of three at Adams Rite Training stands.

“Going Beyond the Deadbolt, Aluminum Storefront”

This is a 4-hour hands-on class that takes the student from the manual deadbolt to what can fit into the Adams Rite prepped door for an access controlled opening. The student will install a mix of manual and electrified lock sets from Adams Rite on student training stands.

“2190 Dual Force” (a NEW course, not yet a certified course)

This is a 2-hour class which introduces the new Adams Rite 2190 Dual Force lockset. This course provides the student knowledge on the features and customer benefits of a mortise lock that incorporates a deadbolt along with a dead-latch. The course covers this new product. Students will install the lock on a student frame section, they then add on the electrification kit to show how it can be converted in the field for access control.

To Register or for additional information contact:

John W. Lightner at DoctorJohn@StarGate-Lock-and-Security.com

Or call: 517-231-4153

Pre-Meeting Dinner Sponsors:

September through 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



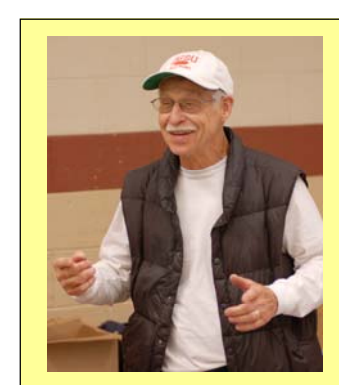
◆John Hubel, CML
◆(586) 254-7233



**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
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, CRL
IC Specialist / IC Author

◆ IC Products ◆ IC Tools
◆ Key Retainer Devices

Phone: (313) 884-9800

E-mail: icls@ICLSglobal.com
Website: www.ICLSglobal.com

LAB

THE CHOICE OF
*Professional Locksmiths
*Finest Lock Companies

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

www.LynkWeb.com

JLM Wholesale, Inc.
3095 Mullins Ct.
Oxford, MI 48371
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

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