



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>



LSA MEMBER OF THE MONTH — ARNIE GOLDMAN



Since 1993 Arnie Goldman has been President of IDN-Hardware Sales, following in the footsteps of his father, Milt. The history of IDN goes back to 1925, the year Joe Falk started Hardware Sales and Supply Co. which became the pioneer in locksmith distribution. Milt, a long time employee of Joe's, worked his way to General Manager and in 1977 he became the President. Arnie began his career with IDN when he was three years old, compiling the company catalog which consisted of 250 pages. That was before sorting machines and computers, but there was a machine that did the collating.

Arnie worked part-time as a high school student in various departments. After graduating from Wayne State University in 1978, he was now working full-time at IDN. He moved into the position of Vice President of Operations and in 1993 became President. During his presidency the company opened branches in Ohio, New York and Connecticut.

"In three decades of locksmith distributing business I have seen extra ordinary changes" stated Arnie. "I remember the old warehouse on Grand River Blvd. next to the Wonder Bread Co. which is now Motor City Casino! IDN is now committed to serving customers in ten eastern states, which include Michigan and Ohio.

Arnie and Judy have been married 26 years and have three grown children who work in different States at different jobs and none related to the Locksmith Industry.

LSA members have a long history of being the recipients of the quality service IDN provides. This includes the Warren branch as well as the Headquarters in Livonia.

We thank you, Arnie!!

-by Al Moebus



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 [**Tentative**]

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 **tentative** sitting, LSA must secure a minimum number of participants. Please let John Hubel, CML at (586) 254-7233 know your intentions ASAP!*

*The Registration Form will be posted on the LSA Web site as soon as it arrives from ALOA. Submission deadline to ALOA is 15 days prior to sitting, or by: **Friday, November 4, 2011.***

NEXT MONTH'S LSA MEETING

THURSDAY,
NOV. 10TH, 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

GGMK—abb. great grand master key

magnetically positioned pin—n. a pin tumbler requiring magnetic energy to position it, rather than springs or gravity

one column progression—n. a process wherein key bittings are obtained by using the cut possibilities in one column of the key bitting array

reload trigger—n. the part of a safe reloading device which causes the mechanism to activate

zero bitted—adj. of or pertaining to a cylinder which is or is to be combined to



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



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

2011—Dinner at 7:00 pm

October LSA Meeting: 7:00 p.m., Thursday, 10/13/11

SFIC Class: Sat. 10/15/11—Roseville Holiday Inn Express, 9-4 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



“Qwik-Qwiz”

In a 3-movement S&G time lock, the escapement contains the ____.

- A) mainspring
- B) snubber bar
- C) balance wheel
- D) 3rd wheel gear
- E) 4th wheel gear

[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)

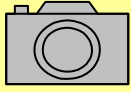
www.LsaMichigan.org

[Marx Locksmith](http://www.MarxLocksmith.com)

www.MarxLocksmith.com

[JLM Wholesale](http://www.JLMwholesale.com)

www.JLMwholesale.com



ROGUE'S ROW— SEPTEMBER 2011 LSA MEETING

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



RAY'S WAYS— “LET'S TALK TOOLS”

-BY RAY SINAI, CPL, VICE PRESIDENT, LSA



One of the first things I remember about starting my own business and creating my first service vehicle was the cost of the tools. Was I going to go cheap or was I going to plunge in and purchase the right tools for the job? In retrospect, I probably didn't know exactly what tools I needed. I was a real novice. Yes, I knew that I needed the basic hand tools and a key machine. My fledgling business, at that time, was all about the key machine and duplicating keys.

How was I going to power that key machine on the road? I believe that my first power source was a little Tripp-Lite inverter. It ran the “miniature” mighty mite key machine I had received with my Locksmithing correspondence course. That was good for a short while.

It wasn't long until I realized that I sometimes needed to provide power for lights in my van, my “corded” drill motor (at that time cordless was in its infancy) and a Code machine. All the locksmiths that I knew in business had the Redi-Line generator. Wow, that was a big investment for a new comer like me. I managed to purchase a used Redi-Line generator for my first service truck. I seem to remember paying about \$500.00 for that used generator. Hey, this was more like it. I could power my code machine, lights and a ½ inch drill motor (No, not all at the same time). That Redi-Line generator was great. A bit loud, but great!

Fast forward about 10 years and here we are with better machinery and now CELL PHONES. I could answer my phone from the road. Wow, this was a new world. My problem, I couldn't operate the generator while I was on the phone. That thing was really loud! If the cell phone rang, I had to turn off the generator which sometimes meant sitting in the back of my van in the dark (or near dark).

An inverter was the answer! The power inverter started showing up with more wattage availability. My original Tripp-Lite inverter could barely push the motor of a tiny key machine and now they are offered with 3000 (and more) watts of power. I was skeptical of course, of a small “box” that could offer the same or more power than my faithful Redi-Line generator. My first new unit was \$199.00. Well, this was the solution. All the power I needed, basically silent, and inexpensive. No special wiring, it is wired directly to the positive and negative terminals of the battery. If you are not sure how to wire it, check with your auto mechanic. If I am going to cut numerous keys or have the power running for an extensive period of time, I will start the vehicle. Otherwise, the vehicle does not need to be running.

If you are in the business and do not own a power inverter for your service vehicle, you are missing out. The prices have come down to the \$100.00 range for an inverter that will do most jobs. Many jobs we encounter are without power or under construction and the power is turned off. Lights in the van are a necessity in the winter months. The units can now be purchased at most Auto parts stores and come with a warranty. Make sure that you buy a unit that will operate your particular machinery. Some machines draw more power than others. SEE YOU NEXT MONTH.... Ray

Ray Sinai, CPL—Vice President, LSA

LSA OF MICHIGAN

PRESENTS A CLASS ON SMALL FORMAT INTERCHANGEABLE CORE

SATURDAY, OCTOBER 15, 2011
9:00 A.M.—4:00 P.M.

Instructor: William M. Lynk, CPL

“Mr. Lynk is an expert in SFIC and very much a professional. You will have fun learning as he guides you through this class.” - Marc Dearing, CRL

- This class will be hands on training and will cover these topics:**
- Small Format IC Fundamentals
 - Hands-On Product Analysis
 - SFIC Keys & Keyways (*Open & Restricted*)
 - Pinning I-Cores with Confidence
 - Master Keying the SFIC
 - Decoding the SFIC (*TMK & CTRL*)
 - Tools of the Trade & Troubleshooting

Small Format Interchangeable Cores (SFICs) seem to be a mystery to many locksmiths, however they are quite simple. Join us for an in-depth look at SFIC and start servicing I-Cores. For those new to the industry or for an experienced locksmith, this class is a *must*. Learning even one thing from this class could make you or save you a lot of money. After this class you will have enough knowledge to offer a new service to your customers putting more \$\$\$\$ in your pocket.



SATURDAY, OCTOBER 15, 2011
9:00 A.M.—4:00 P.M.
Location: Holiday Inn Express
11500 11 Mile Road, Warren, MI 48089 (586) 754-9700
(I-696 Exit off Hoover Road exit)



Call NOW to register :
(586) 254-7233
Class size is limited to 20 students

“SFIC: Advanced” can be purchased from:
TNL: (630) 837-2044 in Chicago, IL
ALOA: (800) 532-2562 in Dallas, TX

Cost: \$125.00
(\$45.00 for LSA Members)
Includes: Morning Bagels & Lunch
“SFIC: Advanced” book by William Lynk is recommended
A limited quantity will be available in class - \$95.00
This class has been approved for 1 point
towards the ALOA PRP Recertification requirements

Pre-Meeting Dinner Sponsors:

- September:**
- October:**
- November:**
- December**
- January:**
- February:**
- 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



JOHNSTON SALES
Security Solutions at Work!

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



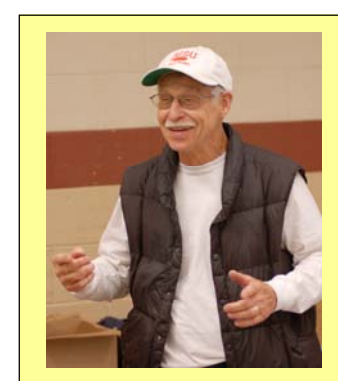
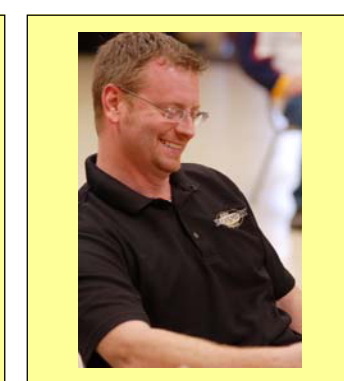
◆John Hubel, CML
◆(586) 254-7233



Professional Business Products

The Key To All Your Printed And Promotional Needs!

800-355-6322/248-360-3979
www.pbp2000.com
sales@pbp2000.com
4417 S. Commerce Rd • Commerce, MI 48382





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