



# LSA REPORTER

**EDITORS: William M. Lynk, CML, CPS, M.Ed. \* Alvin Moebus, CPL**

**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—RAY SINAI, CML**



I would like to begin by saying thank you to all of the LSA members who assisted me last month by presenting on various topics. Thank you **Jeremy Ameen, CML** who did an interesting presentation on servicing Herculite doors. Another thanks to **Bob Noble, CML, CPS** for presenting an informative discussion on servicing Supra / GE lock boxes. Still another Thank you goes to **Duane Liquia** for standing in for our secretary who was ill and unable to attend.

Joining us again for the April 10<sup>th</sup> meeting is **Barry Murphy**, owner of Batteries Plus in Birmingham, Michigan. Barry promises us another of his informative sessions regarding the use of batteries in our everyday lives. Next month, in May, we are expecting the return of **Gene Simon** and **Jerry Roraback** presenting LAB products. In addition to Gene and Jerry, our own **Arnie Goldman**, president of IDN – Hardware Sales, Livonia, will be visiting us in May.

I hope that many of you attended the IDN- hardware Sales Trade show and classes that were held from March 19<sup>th</sup> to 22<sup>nd</sup>. I personally attended three classes and learned much. The Trade show, their 25<sup>th</sup>, was well attended, and as usual well done. Thank you Hardware Sales for another enjoyable and educational opportunity!

I want to mention a class that I attended that was taught by Joey Dalessio. The class was entitled “Learn the Blueprint of Successful Companies by Really selling security”. I really thought that Joey did a great job on this presentation. The class description even says “people hate to be sold, but they love to buy”. I understand that many locksmiths don’t really like to sell. They sometimes feel that they are selling something the customer really doesn’t need. Joey “D” explained to use your expertise as a locksmith and make suggestions to your customer. Suggest upgrades, from things as small as an armored collar on a mortise cylinder to something as large as an access control system. Remember, you are the expert. Take a look at the complete door and opening. Does it need a latch guard, a new closer, a new door perhaps? Does your customer know that the keys you just provided can be duplicated by their employees? What about providing high security cylinders? At this point are you selling or educating your customer to a heightened security level? Now, take your expertise and grow your earnings to a new level.

Coming up this month are nominations for officers. The officers hold their positions for a two year term. As President, I must admit, the time seemed to go by in a heartbeat. The nominations are open for all positions; President, Vice President, Treasurer and Secretary. In May we will have the elections and in June the officers are installed. If you would like to become an officer, please feel free to contact me or one of the board members.

*Ray Sinai, CML - LSA President*

## LSA Officers



President—**Ray Sinai, CML** (248) 543-5397  
 Vice President—**Kevin Smith** (734) 560-5576  
 Secretary—**Dillon Poprawa** (248) 808-8664  
 Treasurer—**Curtis Parks** (248) 594-1552  
 Sargent-At-Arms—**Alvin Moebus, CPL** (313) 885-9365  
 Newsletter—**William M. Lynk, CML, CPS** (313) 884-9800  
 Newsletter—**Alvin Moebus, CPL** (313) 885-9365  
 Webmaster—**William M. Lynk, CML, CPS** (313) 884-9800  
 Photographer—**Rob Rovinsky, CPL** (248) 644-7939  
 Refreshments—**Aron Boag, CRL** (248) 321-2244

Education Chairman—**Byron Lutes, ARL** (734) 751-0336  
 Membership Secretary—**Alvin Moebus, CPL** (313) 885-9365  
 Public Relations—**John Hubel, CML** (586) 254-7233  
 Librarian—**Larry Williams, RL, CPP** (248) 917-2323  
 Program Director—**Ray Sinai, CML** (248) 543-5397  
 Technical Operations Director—**William Trout** (248) 350-0027  
**Board of Directors:** *John Hubel, CML, 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 HEALTH TIP—BY DR. CHRISTOPHER SHAMASS [SON OF JOHN SHAMASS, CPL]

Of cancers affecting both men and women, colorectal cancer is the second leading cancer killer in the United States. Colorectal cancer is cancer that occurs in the colon or rectum. The colon is the large intestine. Colorectal cancer often can be prevented. A polyp is a growth that shouldn't be there. Over time, some polyps can turn into cancer. Screening tests can find polyps, so they can be removed *before* they turn into cancer. Your risk for colorectal cancer may be higher than average if you or a close relative have had colorectal polyps or colorectal cancer or if you have inflammatory bowel disease. Risk increases with age and everyone 50 or older should talk with their doctor about being screened.

-Christopher Shamass, DO, Emergency Medicine, PGY-2, Clinical Instructor MSUCOM

## Can You Identify These V.I.P. LSA Members?

(answers on last page of this issue)



#1



#2

### NEXT MONTH'S LSA MEETING

THURSDAY,  
MAY 8<sup>TH</sup>, 2014  
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—*KNOW IT & USE IT!*

**rabbeted door**—n. a door having an edge contoured with an offset creating two surfaces which form an overlap at the abutting edge

**rabbeted lock**—n. a lock with a face or front which is specially formed to use in a rabbeted door  
radio frequency identification—n. an identification technology using short range radio frequency transmission

**rail**—n. the horizontal construction member located on the top and bottom of a door  
random master keying—n. any undesirable process used to master key which uses unrelated keys to create a system

**randomized order**— n. 1. an arrangement of cut depths in a KBA without numerical order, 2. an arrangement or list, such as a biting list, in which the information is sorted in no easily discernible pattern

**rap**—v. 1. to unlock a plug from its shell by striking sharp blows to the spring side of the cylinder while applying tension to the plug, 2. to unlock a padlock shackle from its case by striking sharp blows to the sides in order to disengage the locking dogs

## PUBLIC RELATIONS—JOHN HUBEL, CML

I am saddened to report that a former LSA member, **Floyd Dines** has passed away. Floyd was the owner of Mr. Good Door and a long-time member of LSA. Floyd was always one who would be willing to share information with others at our meetings and his input was appreciated. Floyd was 74 years young, his funeral was held on Wednesday, March 26<sup>th</sup>. Floyd leaves a wife , three sons and two grandchildren.



### Ray Sinai Wins TV from Top Notch!



Ray received a call from Kevin Krol, one of the salesmen at Top Notch Distributors. He told Ray that he had been entered in a drawing and that he had won a 60" Television. If you know Ray, he is the type to joke with people so he thought that Kevin was kidding around. But, all kidding aside, Ray had actually won a Sharp HDTV and here it is. Thank you to Top Notch Distributors and Kevin Krol !

*-John Hubel, CML  
-LSA Immediate Past President*



## EDUCATION CHAIR NEWS—BYRON LUTES, ARL

The IDN show has come and gone, and I for one really enjoyed it. I got the chance to talk with all the vendors and all of them are very interested in being a part of our monthly meeting as well as our special day long training programs.

We are planning to have a daylong class "All About Doors" covering everything from measuring to install, wood and metal, latches and strikes of all kinds. IDN and several vendors are willing to be involved, I'll have an update and a date at our next meeting.

REMEMBER: We will do another round of photos for the ID cards for those who missed the first round. Also we have three members that have badges to pick up yet.

Looking forward to seeing all of you at the next meeting.

*-Byron Lutes, ARL  
-LSA Education Chairperson*



### “Owik-Qwiz”

The S&G 4440 safe deposit lock \_\_\_\_.

- A) is changeable
- B) is non-changeable
- C) contains 3 noses
- D) is obsolete
- E) is made from Metalon™

[Answer on Last Page of this Newsletter]



Marcus & Caesar  
LSA Mascots



### WEB LINKS

- [ALOA](http://www.aloa.org)  
www.aloa.org
- [IDN-Hardware Sales, Inc.](http://www.IDNhardware.com)  
www.IDNhardware.com
- [LynkWeb—Hosting & Domains](http://www.LynkWeb.com)  
www.LynkWeb.com
- [LAB-OEM Pins &Tools](http://www.labpins.com)  
www.labpins.com
- [LSA-Premiere Association](http://www.LsaMichigan.org)  
www.LsaMichigan.org
- [www.TheLockman.com](http://www.TheLockman.com)
- [ICLS—Key Retainers & Tools](http://www.ICLSglobal.com)  
www.ICLSglobal.com



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

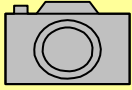
2013-2014—Dinner at 7:00 pm

April LSA Meeting: 7:00 p.m., Thursday, 04/10/14

May LSA Meeting: 7:00 p.m., Thursday, 05/08/14

June LSA Meeting: 7:00 p.m., Thursday, 06/12/14

September LSA Meeting: 7:00 p.m., Thursday, 09/11/ 14



# ROGUE'S ROW – MARCH LSA MEETING

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



*You are in our thoughts & prayers.*

# February's Auto Class with Ed Woods, CML, CPS, CAL

ROB ROVINSKY, CPL - LSA PHOTOGRAPHER



## Locksmith Security Association of Michigan



Special Event: **Thursday, May 8, 2014**  
7:00 p.m.

All Locksmiths Invited & Please Bring a Guest

Complementary Dinner at 7:00 PM - followed by special guest speakers

Featured Guest  
Executive Vice President of LAB Security Products: Jerry Roraback  
LAB Representative: Gene Simon



1640 Stephenson Hwy.  
Just north of Maple (15 Mile Rd) on the east side of street  
Troy, Michigan, 48083

### Agenda

- ◆ Understand the difference between pins
  - ◆ Industry standards update
- ◆ Keep abreast of cutting edge technology
  - ◆ Reduce call backs

We Look Forward to Seeing All of You!

Locksmith Security Association of Michigan

<http://www.LSAmichigan.org/>

LSA President: Raymond Sinai, CML (248) 543-5397

## LOOKING BACK INTO THE LOCKING PAST...RETRO #30

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. **Some illustrious graduates who are LSA members include: Ray Sinai, Theo Schultz, Dan Meggison, Nick Palise, Tom Lewis and William Lynk, as well as the notable Billy B. Edwards and inventor John Ulaszek.**

*LOCKSMITHING INSTITUTE • LITTLE FALLS, NEW JERSEY 07424*

Another problem with overly steep slopes is that the key could get trapped inside the plug because the pins could not be raised by the steep slopes after the key was inserted.

But, there is also a problem in making the angle of slope too large. Wide cuts may extend into the space provided for adjacent cuts. If this happens, the next pin would rest upon the slope of the previous cut (Figure 26).

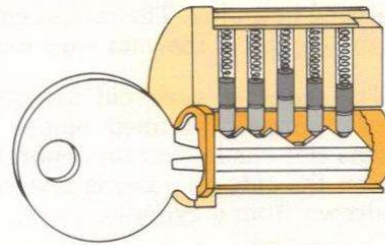


Fig. 26

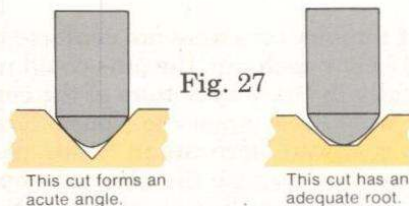


Fig. 27

Remember, the root of a cut must be wide enough to provide a resting place or "shelf" for the pin. Therefore a cut cannot result in a point that forms an acute angle. There must be space for the tapered end of the pin to seat level. The root may be just ten or fifteen thousandths of an inch wide, but it cannot be omitted.

If you make your cuts carefully and adhere to correct spacing, depth and slope, your keys and cylinders will be trouble free.

### Fitting A Key to A Pin Tumbler Cylinder

You've disassembled the cylinder . . . You've learned about proper tumbler cut formation . . . Now let's fit a key to your cylinder. Keep the "new" key from Part 2 of this lesson handy and compare the key you are fitting to this "model" often. It will guide you as you proceed to fit *your* key.

Place your tweezers, pin tray, and plug holder (with the plug inserted) on your workbench in front of you. Also, take out your angle key gage.

In your supplies for this lesson, you will find an envelope marked "LESSON 9 — PART 2". Open it. You will find two key blanks and a *cylinder key spacing punch*.

Remove a key blank from your supply envelope and *slowly* insert it into the plug. One at a time the blank will lift the lower pins partially out of the plug. As each pin appears above the shear line, remove it with your tweezers and place it, in order, in your pin tray. Place the first pin in the first groove — the second pin in the second groove — and so forth until all the pins are in order in your pin tray and the plug is empty (Figure 28).

**LSA Dinner Sponsors**

If you are interested in sponsoring Dinner for a future LSA meeting, contact President Ray Sinai, CML (248) 543-5397 or Refreshment Chairperson Aron Boag, CRL (248) 321-2244. All of our members are appreciative for your time, funds and effort. Thank you.

- September—Randy Montpas, CRL— LSA Member; Past LSA Secretary**
- October—Steve Zipf— ZIPF LOCK COMPANY (Distributor), Columbus, OH**
- November—Pete Huebner — RAYHAVEN, Detroit, MI**
- December—Gene Simon, Jerry Roraback (LAB) & Rob Rovinsky, CPL— Holiday Dinner & Meeting**
- January— Bob Staten— TRINE ACCESS TECHNOLOGY**
- February—Marc Dearing, CPL — MARX LOCKSMITH, INC. (LSA Member)**
- March—LSA — LOCKSMITH SECURITY ASSOCIATION OF MICHIGAN**
- April—LSA — LOCKSMITH SECURITY ASSOCIATION OF MICHIGAN**
- May—LSA — GENE SIMON & JERRY RORABACK from LAB**
- June—Steve Zipf— ZIPF LOCK COMPANY, (Distributor), Columbus, OH**

**Associate Members/Sponsors of LSA**



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



*Professional Business Products*  
**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



**CHICAGO BRANCH**  
 1420 Chase Ave.  
 Elk Grove Village, IL 60007  
 800.755.5625 • PHONE  
 888.410.7329 • FAX  
 WWW.CLARKSECURITY.COM



**AKRON 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**

**Call Al Moebus, CPL**  
**(313) 885-9365**  
**So your Company Can be HERE!**

**Call Al Moebus, CPL**  
**(313) 885-9365**  
**So your Company Can be HERE!**

**Zipf Lock Company**  
 830 Harmon Ave.  
 Columbus, Ohio 43223  
**Call: (800) 848-1577**  
**Fax: (800) 228-6320**  
<http://www.zipflockco.com>  
*National Wholesale Distributor of Commercial & Residential Door Hardware and Locksmith Supplies since 1908.*

**S. J. Schilling & Associates, Inc.**  
 Representing:  
*American Lock, Cal Royal, Emtex, Master Lock*  
**Steve Schilling**  
**Office: (740) 929-2933**  
**Cell: (614) 496-4387**  
 E-mail: sjschilling@roadrunner.com

**Publication Deadline:** Submit items Two (2) Weeks (14 calendar days) by 5:00 p.m. **AFTER** the last LSA meeting.  
**TO:** [icls@ICLSglobal.com](mailto:icls@ICLSglobal.com)

[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*

  
**INTERCHANGEABLE CORE LOCK SYSTEMS**  
**Where Security Is Core**

**William M. Lynk, CML, CPS**  
[www.ICLSglobal.com](http://www.ICLSglobal.com)  
[icls@ICLSglobal.com](mailto:icls@ICLSglobal.com)  
 (313) 884-9800

  
 SUPPLYING THE GLOBAL SECURITY COMMUNITY SINCE 1956

**THE CHOICE OF**

\*Professional Locksmiths  
 \*Finest Lock Companies

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

700 Emmett St.  
 Bristol, CT 06010  
**(800) 243-8242**

**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, CPS-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.

  
 Call us today... **1-800-537-5397**

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

**800-537-5397**



**Shawna Carlisi**  
 National Sales Manager

Tel: 888.228.1011 ext. 115  
 Fax: 734.629.0471  
 Cell: 586.615.0705  
 E-mail: [shawna@graphitepayments.com](mailto:shawna@graphitepayments.com)  
 32070 South River Road, Harrison Township, MI 48045

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

**Credit Card Processing**  
**(888) 228-1011, ext. 115**

  
 Precision Key Cutting  
 Equipment Since 1967

**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