

TEXAS LOCKSMITHS ADVISOR



READ CAREFULLY MESSAGES

2008 President - Page 3 & 4
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AFFILIATE



MEMBER

www.aloa.org

MARCH 2008

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Presidents Message March 2008

Hello Everyone,

This is my first message as President of TLA. I have served on the board for 4 years and am familiar with the association and its workings. I spent 1 year as 2nd VP and 3 as 1st VP. I worked on the trade show 2 years and as education chairman for 2 years during that time. We have tried some things and some have worked and some we learned from. I want to continue trying new things to make the association better.

A little bit about myself. I have been working as a locksmith since 1981, part time for 3 years while attending college and full time since then. I have been self employed since 1988. I have been an ALOA member since 1984 and received my CML in 1988. I was an early TLA member since 1984. My membership lapsed for a couple of years when TLA mysteriously disappeared. I had quit receiving the Advisor and contacted the last known contact I had for TLA. The contact (I do not remember the person's name) told me TLA had gone under. A couple of years later my salesman from IDN Acme asked if I was going to attend the TLA convention in Fort Worth. I was surprised as they had "gone under". I went on and attended and to my surprise, they still existed! I told my story to a board member who was less than helpful or sympathetic. I almost walked out that day never to return. I decided to rejoin anyway because I feel the State association was necessary for the good of our profession. I did vow someday I would try and make a difference.

I few years later I received a notice from the Texas Bureau of Private Investigators and Private Security. It said I must cease and desist from doing business. When I contacted the investigator he told me I was advertising in the Yellow Pages as an alarm company and I was not licensed to do so and I must shut down my business immediately. I told him I did not sell alarms, but he explained I said I installed CCTV and access control which were alarms according to the state. I called my friend Howard Johnsen and he said he was unaware of such a law, but would look into it. It turns out the Alarm association had passed a change to the law defining access control and CCTV as an alarm device which required a license. I contacted the agency and told them I needed a license. They told me I did not have the qualification to obtain it. My lawyer contacted them and he explained they must accept my 15 years of experience installing access or we would sue. They issued me the license after submitting affidavits from my customers and going to Austin and taking the managers test. That is how I got into the alarm business. I felt I had to obtain the license so I would also sell the product. Several locksmiths did sue the state and eventually a settlement was made. I kept my alarm license and continued to sell alarms because I had cost me too much to let go. Licensing of locksmiths was not going away. A few years later another settlement was made and you are now licensed. I know many of you don't like being licensed, but I was glad to see several pedophiles and convicted felons leave the state because of it. The need for a state association was never greater.

I was invited to a local meeting several years back. I had attended before and was not impressed. I decided to go again to see if it was different. I found it to be much improved. I found going to the meetings was important. I learned to find the time to go. I eventually found myself having to find time to help out. First I was treasurer, then eventually president. I have found this work to be rewarding and prosperous. I have found members to refer business too and have received back jobs also. I feel we have helped create an air of professionalism to our business that

leads to higher prices and more business for all. I have also found fellow locksmiths are really cool people who I enjoy visiting with; we tend to march to the beat of different drummers.

I eventually ran for state office and the rest is history. I really want to make a difference to our membership I feel your association can do more. I feel we have outside forces attacking our profession. We can respond, defend, and evolve due to these forces or we can go instinct.

So much for a long a boring message. We plan several road shows this year close to you. Let us know if you desire one in your area. I hope to work with the Private Security Board to make your licensing to be fairer and easier to administer. Also we want to see the scammers and unlicensed locksmiths gone from our state. Write me with any questions, suggestions, or complaints. Remember, this is your association! We might not be able to help with everything but we will try!

Have a great March.

John Arnold, CML

President

Editors Message - March 2008

This issue and format of the Texas Locksmiths Advisor will probably be the last of it's kind. Major changes to improve, make it easier to read, with more information that will help the daily operation of our trade. To give you an idea of what is in store I have made the following list of goals.

- ◆ Extensive use of the Internet. All issues will be on the TLA Web Site. The Advisor will be made in a PDF format so that those who want a hard copy, it can easily be downloaded and printed.
- ◆ For members who want to only read the Advisor, a HTML format withlinks will be also placed on our Web Site for immediate reading.

We will have an index with links to prior articles to make it easy to look up and review.

- ◆ Our members will no longer have to thumb through a bunch of old printed publications to find the information that he or she needs. The links will bring you to past topics such as legal, license, technical, service tips, etc. With a click on your mouse, all that information will be there for you to read or download and print.
- ◆ By use of e-mail, members will receive immediately updates, news flashes and important information. This data will not be mailed unless it is an emergency. The printed Advisor will have a summation of what was e-mailed.

- ◆ It is imperative that our e-mail address be updated. Please go to our Web Site, www.texaslocksmiths.org and **e-mail the editor@texaslocksmiths.org your full name and TLA number**. Your e-mail address will be extracted from the letter. If any member demands a hard copy, please indicate it on your letter to us.

- Members who do not subscribe to the Internet will receive a printed copy. Printed copies will **ONLY** be mailed to **PAID, LIFE, ASSOCIATE** members and those who insist on a printed version.

These changes are being made to cut down the high cost of printing and mailing and getting information to our members immediately. Savings can be put into EDUCATION, far more important to our trade than the Post Office.

PLANNED IMPROVEMENTS

Our Advisor will be more interesting, informative and fun to read. There will be more extensive information about Legal and Licensing. – Want Ads (other than help wanted) to help our members sell “stuff” they no longer need. A review of New Products and many other informational data.

ABOUT YOUR EDITOR

Many of our members know me personally for I have been involved with TLA since 1968 in different capacities. This is my 60th year in the industry. I believe in TLA. It is the new Board of Directors ambition that The Texas Locksmiths Association will once again become THE NUMBER 1 State Association in the country. To help achieve this goal, I am making a personal and financial commitment to our members and the Locksmiths of Texas.

My family has been in the Locksmithing business 121 years. I have built a Web Site and steadily adding years of technical and educational information for the Locksmiths of North America. There is a “free area” that is limited to non security related items. The “paid membership” contains data that will assist Locksmiths in their daily business:

- ◆ Paid TLA members may join at nominal cost of \$15.00 to access everything including the use of my \$385.00 Lock, Key & Hardware Cross Reference that contains 40,000 records of information.
- ◆ Any member who brings in a new member will have free use of the entire Web Site and the new (or returning) member they bring in will have 1 year free use.
- ◆ All new and returning members will have free use of the entire Web Site for one year.

All of this can be found and including the Simon’s 121 years in Locksmithing and other phases of our industry:

www.simon-says.net

Laurence (Laurie) Simon, RL - Editor

**Texas Locksmith Association
Switch over Board Meeting February 10th**

Board Meeting convened at 9:00 am on Sunday February 10, 2008.

Attended by the following:

John Arnold President,
Secretary None

Billy Garrett, 1st VP
Laura Millourn, Treasurer

TEXAS LEGISLATIVE FUND

The Texas Locksmiths Association monitors legislation, licensing, and regulation to look after the interests of locksmiths in Texas. A portion of the membership dues helps maintain this program, but additional contributions are needed. Those wishing to support this effort with a donation or donate items for auction, please contact a member of the board or call 1-877-TLA-INFO.

MEMBERSHIP

The following persons have applied for membership in the Texas Locksmiths Association. Applicants will be listed in the Advisor for a period of 30 days to allow members the opportunity to identify any applicant that may be deemed "not suitable" for membership and allow proper notification of the Membership Director at 972-423-4514 or email membership@texaslocksmiths.org, of such applicant.

Harold Douget	Larry E. Sherbourne
Noel B. Norwood	Anthony D. Large
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Jim M. Holzberlein	Greta C. Holzberlein
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Ellen McEwen	Christina C. Whitney
Robert Stafford	Cliff Wilkins
Mark O. Rushing	William M. Rushing
Ricky L. Smith	Paul T. Ludwig

REPORT FROM March 6th, 2008 DPS/PSB Board Meeting

by: Bonnie Brown Morse, Editor LASA

I was delighted to see several Locksmiths in attendance at the March DPS/PSB Public Meeting. I was joined by the new TLA President-John Arnold, Vice President-Billy Garrett, Vice President-Rick Million, Treasurer-Laura Million, and Sergeant at Arms-Bill Bybee.

News flash—Captain Hinojosa has retired and the PSB expects to have a new manager in place by mid April. (The 'promotion from within' process includes an application, competitive exam, and then an oral interview with top candidates.) There have also been several changes to the DPS/PSB Board membership. John E. Chism is the new PSB Board Chairman, Howard H Johnsen was elected Vice Chairman with Mark Smith (a new appointee) elected Secretary. Other new appointees to the PSB Board are Charles Crenshaw and Doris Davis. (A complete list can be found at www.txdps.state.tx.us/psb/ under Board Members.)

Thank-you to the PSB Staff for providing the statistics in printed form! The Licensing Section reported

4,783 Active Licenses and 110,954 active Individual Registrations on March 5. The Enforcement Section reported 576 open investigations (1,432 opened in Jan/Feb 2008) with the average time to close an open investigation being 17 days

Several topics of interest to Locksmiths were again discussed. (These topics were opened at the Oct 2007 SPB Board meeting.)

1. Possible rules for **required Drug Testing** of Employees
2. Possible **additional qualifications for managers** (every company must have at least one – many locksmiths are owner/managers)
3. **Status of re-engineering** for updated database & software (effects rules concerning CE School licensure, renewals, applications)

There are concerns that suggestions concerning **Drug Testing rules** will be a great financial burden & record keeping burden for small locksmiths companies. A Board Committee was appointed to look into rules for Drug Screening and report at the next PSB Board meeting. Mark Smith was appointed chairman of this committee.

There are concerns that suggestions concerning **additional qualifications for managers** will very much limit new managers for locksmith business or new locksmith companies getting a registration as an owner/manager. (Would another person be able to meet proposed changes for manager if you died?) General areas discussed were: a change in the number of months experience in your industry, number months experience in management/supervisory position, and required training over Regulations & Rules in addition to passing the State's Managers Test. This topic was continued to the next PSB Board meeting.

The PSB Staff reported a great improvement in the status of the **re-engineering** for updated database & software due to being able to 'partner' with other projects within the Department. It is looking like the new style) 'pocket card' could be ready to begin in late 2008!

(Discussion concerning the size/quality of required picture to be sent to DPS/PSB for applications and renewals will begin soon.

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Receive this publication [**Texas Locksmiths Advisor**] by email/download or HTML on TLA's Web Site instead of regular mail.

Get weekly bulletins of pertinent information you need daily.

Go to www.texaslocksmiths.org/advisor and Subscribe to the e-mailing List for User Name / Password to Members Area. Or, send an email to editor @texaslocksmiths.org with SUBSCRIBE in the Subject line. You must supply your Last Name, First Name, TIA Member # and send from a valid email address.

Note: AOL, (and several others) has a bulk email blocking system Please use an alternate email account/address.

Visit TLA's Web Site at
www.texaslocksmiths.org
SUBMISSIONS TO TEXAS LOCKSMITHS ADVISOR

Send your Comments, Questions, Suggestions, Articles, Letters, Tips & Tricks, News & Class/Event Information to the Editor by: E-mail to: TLA_Editor@texaslocksmiths.org Regular Mail to: Glen Koons 5311 Valburn Circle Austin, TX 78731 Submissions for inclusion in this publication must be received by the 10th of the month prior to the publication date. E.g., Submissions for the February issue must be received by January 10.

I encourage you to Subscribe to TLA e-mailing List to receive important announcements and the most up-to-date information as it is posted. By subscribing, you will also save the Association printing and mailing costs.

Glenn Koons, Web Master

2009 CONVENTION IS SET
March 18th through March 22nd, 2009
San Antonio, Texas

EDUCATION

As of this printing, plans are being assembled for educational programs this year. Cities and programs are being planned to be possibly held in Beaumont, Lubbock, El Paso, Somewhere in East Texas and the Valley.

The 2008 ALOA CONVENTION
JUNE 15th - 22nd, Dallas, Texas

We are the **HOST STATE**. TLA will have an **EXHIBIT !**

We will need help manning the exhibit to welcome visitors to **TEXAS**, sign up new members and proudly reveal how great we are.....

HELP WANTED

Don't Hesitate To Volunteer !

ABOUT ASSOCIATIONS

Laurence (Laurie Simon, RL - Editor)

The importance of Associations will be explained to our members based on personal experiences over my past 60 years in this industry. Associations in this era are more important than ever. Look around you and you will see the importance of them in both the professional and trades. These will be in stories that I remember and wish to share with you.

Years ago I had the occasion to go to Detroit demonstrating our new Tubular Key Machine. One of the first stops was in a Locksmiths Shop was in Dearborn Michigan. From the shop I could see the corporate headquarters of the Ford Motor Company. If I recall correctly, our machine sold for around \$500.00 at the time. The owner of the company was not interested, he very seldom had a call for duplicating a tubular key. I made mention of the A-1 "Herty Gerty" that sold for \$150.00. Again, "no."

Later I learned that Henry Ford himself walked into his shop. The Locksmith had the Ford corporate building account. Told Henry "no, I don't have the machine to make the key." Henry left, went into another shop, had the key made and moved Ford's account to that Locksmith. It wouldn't have happened if he simply told him it was special and would take time. Gave him a claim check and took it to a competitor whom he had met at an **Association** meeting and had it made. True Story.

LockPAC Pledge Card

One for One
(One service call fee for One year)

The Texas Locksmith Association needs your help! The future of OUR industry is in our hands. If you want the laws of this state to reflect your wishes, and be passed into law in a way that benefits all locksmiths of our great state, then TLA is asking for two things of you.

1. Would you pledge one service call fee a month for one year?
2. Would you make an honest attempt to sign up a non-member. The leaders of our state must see that the TLA represents the majority.

If each one of the companies currently a member of TLA pledge the above, we would double our membership to about 1000 in a year! And provide OUR lobbyist the tools to work on our behalf. Invest in your future. The license laws are new, and will change! Let's make sure they change in our favor! Please sign up today!

I, _____ will pledge one service call fee per month for one year to support our lobbyist efforts, and I will contact one non-member and ask him to join TLA.

It's that simple! You may mail in your pledge monthly, quarterly, or yearly. Thank you in advance for being responsible with our future, together.

TLA Board of Directors.....

Company Name: _____

TLA Member Number: _____

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2008 CONVENTION



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Awards,
Awards,
& More
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The Gamblers ?

