

# **TEXAS LOCKSMITH'S ADVISOR**

**August 2006**

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# President's Message

With the beginning of the second half of the year you should already have a feel as to the direction your business is going. Do you have more time to work or more work than time? The success of all service related business comes down to customer relations. This is the perceived relationship the customer has with you or your company. We should all strive to excel in this relationship because it affects the loyalty of our customers. The goal is to keep as many customers happy while accepting new customers thus growing your business. As a service provider you must understand the customers problems even when they are not clear to the customer. It's kind of like mind reading "I need my locks master keyed" but in fact, keyed alike is the answer to the problem. Remember to be patient with the customer so they feel informed and never make them feel foolish with their questions.

**Successful businesses have one common focus: customers.** Success comes to those who are obsessed with looking after customers.

TLA's next board meeting is in Houston at the Sofitel Hotel on Saturday, August 5.

*Roy Yetter*

President

**Subscribe to TLA's eMailing List** to receive this publication [Texas Locksmiths Advisor] by email/download instead of regular mail. Go to [www.texaslocksmiths.org/advisor](http://www.texaslocksmiths.org/advisor) and Subscribe to the eMailing List for User Name / Password to Members Area . Or, send an email to [tla\\_advisor@texaslocksmiths.org](mailto:tla_advisor@texaslocksmiths.org) with SUBSCRIBE in the Subject line. You must supply your Last Name, First Name, TLA Member # and send from a valid email address. Note: AOL has a bulk email blocking system; Please use an alternate email account/address.

*I encourage you to Subscribe to TLA's eMailing 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.*

**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.

**UP COMING EVENTS**

AUGUST		SEPTEMBER	
5	TLA BOARD MEETING	4	LABOR DAY
8	GHLA MEETS	11	ALNT MEETS
10	LASA MEETS	12	GHLA MEETS
16	ALNT MEETS	14	LASA MEETS
21	GDLA MEETS	18	GDLA MEETS

**Visit TLA's Website at [www.texaslocksmiths.org](http://www.texaslocksmiths.org)**

**Antique Safe Plates Wanted**

Looking for antique safe plates, both foreign and domestic. If you have any to get rid of, please let me know.

Steve Sandlin 936-435-1324      [steve@steveslockshop.com](mailto:steve@steveslockshop.com)

## **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 Secretary, Colleen McAdoo at 832-593-8755 or email [sec@texaslocksmiths.org](mailto:sec@texaslocksmiths.org), of such applicant.

*Due to the recent bylaw change requiring posing for 30 days, all previous applicants have been published and were approved by the Board.*

*No new applicants pending*

Mrs. Jerry Cresson TLA # 218 passed away June 28 in Denton, Tx. at the age of 85. She was a life member of TLA. Jerry was survived by her children, Laura & John Easterling, Charles & Barbara Cresson, Ruth Cresson, and Mary Cresson and grand daughter Aspen Easterling.

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T.L.A. would like to send a thank you to Gladys Bryant for her donation of \$50.00 to the scholarship fund in memory of Walter B. Noack. Mr. Noack had been a member of T.L.A since 1970, and making lifetime member in 1991. Sadly, Mr. Noack passed away on April 22, 2006. Mrs. Bryant wished to honor his memory as a fine example of an outstanding leader in his field.

Our sincere sympathy goes out to his family in this time of great loss. Anyone wishing to send condolences may do so to the Noack family at 3130 Lay Avenue Groves, Texas 77619. Mrs. Bryant, T.L.A. wishes to thank you again for your donation to his memory



TLA IS AN AFFILIATE MEMBER OF ALOA  
[www.aloa.org](http://www.aloa.org)

# 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 my 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: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_, State: \_\_\_\_\_

**Visit TLA's Website at  
[www.texaslocksmiths.org](http://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:  
Email to: [TLA\\_Newsletter@hotmail.com](mailto:TLA_Newsletter@hotmail.com)**

**Regular Mail to:  
Steve Sandlin  
63A Summer Pl.  
Huntsville, TX 77340**

***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 JuLY issue must be received by June 10.***

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**PRESS RELEASE**

I would like to let my friends and colleagues know that King Safe & Lock Inc., Houston, has been sold to Safemasters division of Stanley Security Solutions. The company will be initially known as King Safemasters division of Stanley Security Solutions.

I am pleased my company has become a part of the Stanley family of companies and I believe this merger will provide the greatest opportunity for the loyal King Safe & Lock employees that will remain.

They plan to broaden the range of services offered and are looking for great locksmiths, (to hire) in order to help them in that endeavor. They provide a wage and benefit package that is far superior to what I was able to offer. After fifty years in locksmithing, I am looking forward to retirement.

Best regards,

Carl King, Sr.  
TLA #100  
GHLA #11

## **LASA OFFERS EDUCATION**

The Locksmith Association of San Antonio has announced plans to offer a class in Complete Safe Combination Servicing. The class will be Saturday, September 30, 2006. Instructors for the class are Mike Clark and Shawn Robbins.

According to LASA, the class will focus on identification, servicing, setting combinations, and other do's and don't's concerning safes. LASA will award 8 ceu hours for the class, which is scheduled from 8AM-4PM. Pre-registration is required as seating is limited. Cost of the class is \$60 for members, \$80 for other association members, and \$100 for non-members. A late registration fee of \$20 will apply after September 1, 2006. Your pocket card must be presented for identification for admission to the class.

For more information on the class, please contact the Locksmith Association of San Antonio, P.O. Box 240277, San Antonio, TX 78224.

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## **TLA BOARD TO MEET**

Roy Yetter, President of the Texas Locksmith Association, has announced a meeting of the Board of Directors of the Association. The meeting is set for Saturday, August 5, 2006 at the site for the 2007 convention, the hotel Sofitel in Houston. The hotel is on Beltway 8 near Bush Intercontinental Airport on the north side of the Beltway, just east of Interstate 45.

All members are welcome at the meeting. If you have any items you would like the board to address, please get in touch with a board member prior to the meeting to bring it to their attention.

The board normally meets quarterly, though much of the business may now be conducted by email or telephone, as approved by the general membership at the 2006 convention in Ft. Worth.

# GHLA Announces Classes

G.H.L.A. Announces 2006 Class Schedule  
(Greater Houston Locksmiths Assn.)

August 26, 2006	Safe Deposit Box Servicing Instructor: Mike Clark
September 9, 2006	Intermediate Locksmithing Instructor: C.D. Lipscomb, CML
October 21, 2006	Masterkeying Instructor: Keith Cox
November 4, 2006	Picking & Impressioning Instructor: C.D. Lipscomb, CML

All classes will give licensed locksmith 8 hours of CEC credits, **ETHICS** will give licensed locksmith the REQUIRED 1 hour CEC.  
Classes are held at the H.L. Flake Company in Houston and with the exception of **ETHICS** begin at 8:00AM and end at 5:00PM.

For information contact: Judy Clifford  
[anchor@houston.rr.com](mailto:anchor@houston.rr.com)  
or [www.houstonlocksmiths.org](http://www.houstonlocksmiths.org)

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## Pocket Card Renewal

Most Texas Locksmiths will soon need to renew their pocket card. Remember to budget an additional \$50 for this item. You'll also need a suitable photo to laminate with the card as before. Renewal can be done on line through the DPS web site.

## **LASA PRESENTS IC CLASS**

The Locksmith Association of San Antonio is presenting a class in IC Core August 19, 2006. The class will be taught by Matt Williams, and covers A-2 Best, Falcon, Sargent, Corbin-Russwin, and Schlage. It will be at St. Thomas More beginning at 8AM.

A late fee for registration will apply after August 1, and fees for members are \$60. Other Association members may attend for \$80, and the cost for non-members is \$100.

For registration information, please contact LASA at P.O. Box 240277, San Antonio, TX 78224. Your pocket card will be required for admittance.

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## **FUEL PRICES UP; HAVE YOU ADJUSTED YOUR CHARGES?**

With fuel prices now hovering at the \$3 mark, now may be the right time to study your charges for service calls, car openings, and any other part of your business involving the use of your vehicles. None of us like to pay higher prices, but when you have to spend close to \$100 to fill up a service van, you just can't afford to eat that kind of cost.

I'd recommend that you consider making an incremental increase in your trip charge to begin covering that fuel cost. I've increased mine, and it's still not a break-even portion of my accounting, but better. Most of your customers will understand if they ask. They know what it costs to fill a vehicle, too.

In addition to direct fuel costs, we are paying more for our supplies due to various reasons. Freight costs to get items to us are more. The cost of raw materials to manufacture locks and keyblanks, along with most other products is increasing steadily. With China's demand for metals, steel and copper costs have gone through the roof. Copper is a major part of the brass used in many of our products, and so our costs continue to increase.

As much as we all hate to raise prices, now may be the time to take a hard look at it.

*Steve Sandlin*

# SAFES NEEDED

## ASSOCIATED LOCKSMITHS OF NORTH TEXAS

The primary focus of the Associated Locksmiths of North Texas is the education not only of our membership, but also other locksmiths who desire to increase their proficiency in our trade. We offer education on the 2nd Monday of each month at our monthly meetings (call or email location and topic) and we also offer special classes.

## DAVE McCOMIE'S PENETRATION PARTY WE'LL HELP YOU OPEN YOUR SAFES, BRING 'EM CLASS SIZE: YET TO BE DETERMINED SEPTEMBER 31 AND OCTOBER 1, 2006

**9am TO 6pm**  
**Associated Locksmiths of America**  
**3500 Easy St.**  
**Dallas, TX 75247**

ALNT MEMBERS—\$175  
MEMBERS OF OTHER RECOGNIZED ASSOC.—\$225  
NON-ASSOCIATION MEMBERS—\$275  
**FOR ADDITIONAL INFORMATION, CONTACT JOAN**  
**YARRINGTON AT 972-754-0856 OR EMAIL AT**  
**NORTHTEXASLOCKSMITHS@USA.NET**

### CLASS APPLICATION

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ ST \_\_\_\_\_ ZIP \_\_\_\_\_  
CONTACT PHONE NUMBER \_\_\_\_\_  
FAX# \_\_\_\_\_ EMAIL \_\_\_\_\_  
Date received \_\_\_\_\_ Amount \_\_\_\_\_ Cash or ck# \_\_\_\_\_

Please send form and fee to:

**John Arnold, c/o Securitex, 1818 N I35E #102, Carrollton, TX 75006**

\*NON-MEMBER SPECIAL: APPLY OR MEMBERSHIP WITH BOTH CLASSES AND WE WILL WAIVE APPLICATION FEE OF \$40.00.

**CHANGE OF ADDRESS**

Complete and Mail to Secretary  
Or email information to [sec@texaslocksmiths.org](mailto:sec@texaslocksmiths.org)

**OLD:**

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

**NEW:**

Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone (home) \_\_\_\_\_ (work) \_\_\_\_\_

Email \_\_\_\_\_ Effective Date \_\_\_\_\_

\_\_\_\_\_ FOLD HERE \_\_\_\_\_

**PLACE  
STAMP  
HERE**

**RETURN TO TLA SECRETARY:**

**COLLEEN McADOO  
5023 Addicks Satsuma Rd. Ste. K  
Houston, TX 77084**