

# **TEXAS LOCKSMITH'S ADVISOR**

**February 2005**

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Comments, queries, or material for inclusion in this publication should be sent to the attention of the Editor at the address shown above. Changes of address should be sent to the Secretary. Submissions must be received by the 10th of the month prior to the publication date. Other associations wishing to use material from the ADVISOR are requested to give appropriate credit to TLA. Articles published in the Texas Locksmiths Advisor do not necessarily represent the views of the Texas Locksmiths Association or the TLA Board of Directors as a whole. Some articles reflect the views and/or opinions of the individual writer only.

# President's Message

Well we are moving into the New Year and a new legislative session!!!! There will be many challenges to the new locksmith law. Some of these are bound to be not favorable. We have a person up there looking after us part time..... We **must** have help from YOU to keep him in place. So I expect each of you to donate some funds. This is to help you maintain your profession and at the same time raise the standards. A lot of people were upset because of what they perceived to be TLA making this law. TLA did not have anything to do with it. But we have since endorsed it (is there a choice) and we plan on trying to keep it in place. We are at the same time working with the Locksmith Advisory Committee to DPS, Private Security Bureau to enhance and improve our position. If you continue to ignore our plea, don't come and ask us what happened when the law is changed to a much more difficult and expensive format!!!

OK, off the soap box onto some other stuff.

We have a schedule of 18 classes set up for the 2005 Convention in Corpus Christi. It is a really great format and Ed Stites deserves a big Thank you for putting it together. You either should have or will received your Convention booklets by this time. So please sign up and join us for a good time. If you are not attending the Convention please don't throw the booklet away. Pass it on to someone else, whether a member or not, so that they can see what is going on and join us.

When you perform any work for someone are you letting them know that now you have to be licensed in order to perform this work? What are you doing to improve your position and profession? Do you have your DPS license number on your business cards? Do you have it on your vehicles? (No you don't have to right now) The law costs you money... What are your doing to get it back? Are you passing the costs on to the consumer? Every time you open a door or car are you giving them your card and letting them know that you are licensed to perform this work? If you don't help yourself who will? Well, TLA is and will continue to do so. But we are not in a position to do so if you don't support us!!!! Remember that.....

This will only work if all the Locksmith's in the State of Texas pull together in the same direction. If you or your organization elects not to do that, I fear the consequences. Just look at all the strong Associations in other professions..... Why can't we do the same thing?

Jim Hetchler,  
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.*

*Thanks in advance, TLA Webmaster*

**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**

<b>FEBRUARY</b>	<b>MARCH</b>
8 GHLA MEETS	8 GHLA MEETS
10 LASA MEETS	10 LASA MEETS
14 ALNT MEETS	14 ALNT MEETS
14 VALENTINES DAY	<b>15-18 TLA CONVENTION</b>
21 GDLA MEETS	21 GDLA MEETS

<p><b>TLA CONVENTION</b> <b>MARCH 15-19</b></p>
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## **MEMBERSHIP**

The following persons have applied for membership in the Texas Locksmiths Association.

Applicants will be listed in the Advisor for a period of 90 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 Chairman, Butch Titus at 210-649-2166 or email [btitus@sprintmail.com](mailto:btitus@sprintmail.com), of such applicant.

### **30 Days**

William Gallagher, Cedar Park, TX  
Jesus Quintero, Jr., Alton, TX  
Tryon D. Hunter, Tyler, TX  
Ricky Raney, Kerrville, TX  
Joe Martin, Beeville, TX  
David R. Durocher, Spring, TX

### **60 Days**

Miguel Nieves, Arlington, TX  
Jack E Street, Fort Worth, TX  
Vickie Schachar, Sherman, TX

### **90 Days**

Robert Kane, El Paso, TX  
Paula R. Reese, Dallas, TX  
Antonio Machuca, El Paso, TX

## **WELCOME NEW MEMBERS**

Charles W. Camp, Rowlett, TX  
James E. Brandon, Mineola, TX  
Colleen G. McAdoo, Houston, TX  
Charles W Newsom, Belton, TX  
Brian E. Long, Houston, TX

## LIFE MEMBER NOMINATION FORM

(BASED ON OUTSTANDING SERVICE TO THE ASSOCIATION)

I, \_\_\_\_\_, nominate \_\_\_\_\_

for a Life Membership in the Texas Locksmiths Association.

I feel this member qualifies for Life Membership based on the reasons indicated below: *(Please check all that apply)*

Has served on the TLA Board \_\_\_\_\_

Has served on TLA Committees \_\_\_\_\_

Has written articles for TLA *Advisor* \_\_\_\_\_

Has been a TLA member for \_\_\_\_\_ years \_\_\_\_\_

Has taught classes for TLA \_\_\_\_\_

Has formed classes for TLA \_\_\_\_\_

Has served as Director to TLA \_\_\_\_\_

Local Association affiliation \_\_\_\_\_

*\*Please understand that not every nominee for Life Membership may receive one; we are limited to the number of awards we may offer each year. In case of multiple nominations, awards will be given based on the nominee's contributions to the association.*

**\*\* THIS FORM MUST BE RETURNED TO THE AWARDS CHAIRMAN  
NO LATER THAN FEBRUARY 15, 2005.**

Butch Titus, Awards Chairman

**P.O. Box 142  
Adkins, TX 78101  
210-649-2166  
210-649-2698 fax  
Btitus@sprintmail.com**

# Texas License Verification

If you are curious as to whether an individual or company is licensed through the Department of Public Safety, it is simple to research on the DPS web site. To do so, just follow these steps:

1. Go to the Texas DPS Private Security Board Web Page at <http://www.tcps.state.tx.us>
  2. 2. On the Bottom Left, Select Search Individual or Search Company.
  3. 3. Enter Known Information
  4. 4. Press Enter, or Select Search
- 

## Member's Van Burglarized

My van was broken into on Tuesday, January 11th between 9:30 and 10:15 AM in front of an office building in Houston. The culprit (to put it nicely) drove a screwdriver into the drivers door lock, then broke the window and (apparently) went through the window (doors were still locked) to check the tool chest I was using as a center console. They stole my laptop/ etc. which was in a black soft leather case behind the passenger seat. The contents included: IBM ThinkPad laptop, Kodak digital camera, wi-fi and ethernet cards, misc cables and software. Unfortunately, CodeSource was installed and the laptop was not password protected (lesson learned). I'm offering a reward for the return of my property (and/ or the head of the !^#^^%\* that took it).

Kevin Farrell  
Locksmith@totalzone.com

<p><b>NEW CONVENTION DATE</b> <b>MARCH 15-19</b></p>
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# **TEXAS LOCKSMITHS ASSOCIATION**

## **41st Annual Convention And Trade Show**

**Omni Hotel Corpus Christi  
900 Shoreline**

**March 15-19, 2005**

**Featuring Classes, Seminars,  
And Exhibits**

*Convention registration packets will be mailed out to Texas Locksmiths Association members in the next few months. It's not too early, though, to mark your calendar and make plans to attend. Included in the registration packet will be information on the hotel, and other items of interest to spouses during the convention. As usual, the trade show will feature a large number of vendors showing their products and many will be featuring special incentives available only during the convention. The TLA web site will also contain up-to-date information on the convention.*

*See you in Corpus!*

# **IMPORTANT TLA CONVENTION DATE CHANGE INFORMATION**

Due to the original date of the 2005 TLA Convention falling on Easter weekend, the date for the convention has been changed to March 15-19, which is the previous weekend to the original date. The Omni Hotel is offering great rates to our members, and information will be in the forthcoming TLA Convention packets being sent to all members.

**NEW CONVENTION DATE**

**MARCH 15-19**

## **LEARN AND EARN**

Access control installers/helpers needed. Houston and statewide. Email [locksmith@totalzone.com](mailto:locksmith@totalzone.com) or call 1-888-924-0969.

**Please post or announce this job opening for part-time Locksmith located in Grand Prairie, TX. If you or someone you know may be interested, please have them forward their resume as soon as possible. Thank you!**

**COG Staffing  
P. O. Box 141922  
Irving, TX. 75014-1922  
972-254-6883 Office  
972-254-6797 Fax  
Eldred White, Branch Manager  
email: [cogrecruiting@comcast.net](mailto:cogrecruiting@comcast.net)**

*COG* Staffing, a executive search firm, is seeking a part-time Locksmith in Grand Prairie, Texas. It is about 20 hours a week and pays \$13-15 hr. You must have a clean background and able to pass a Government clearance. You must have 1 to 2 years experience with electronic locks, cypher locks and electronic deadbolts locks. Please email your resume and references in word format to [cogrecruiting@comcast.net](mailto:cogrecruiting@comcast.net)

***FOR LOCKSMITHS NEEDING INFORMATION ON LICENSING, CONTACT TLA PRESIDENT JIM HETCHLER AT:***

**[TEXASLOCKSMITHS@AOL.COM](mailto:TEXASLOCKSMITHS@AOL.COM)**

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

## Member Calculates Associated Costs Of State Licensing for Locksmiths

As every locksmith in the State of Texas should know by now, as of Jan 1st 2005 all locksmiths have to be licensed. My question to all of these newly licensed locksmiths is:  
Do you have an idea of the actual cost of this license to your company? I have and here is what I came up with. These are all approximates and every business will be different.

THE ONE MAN SHOP  
License - \$300.00  
Owner/Mgr. Fee - \$50.00  
FBI Background Check - \$25.00  
Lost time to fill out forms, fingerprinting, money orders ect.ect.ect. - \$250.00  
New Business Cards - \$50.00 ( all advertising must contain your license number )  
New Quote Forms - \$100.00  
New Invoices - \$200.00  
New Letterheads - \$50.00  
8 Hours Continuing Education ( 1 day class out of town ) - \$125.00 ( next year you will need 20 ceu's and will have to adjust for those additional credits needed )  
Hotel, Meals and Gas - \$150.00  
1 Day's Lost Revenue - \$500.00  
TOTAL \$1800.00  
Divided By 12 = \$150.00 Per Month

I'm sure that these totals will be different than yours. The point of this article is to raise your awareness of what a license cost your company. Is your business going to absorb this cost? NOT MINE! As of Jan. 1st all of my rates went up. The cost of my license requires it. In the years to come we will not have the same ratio of new locksmith companies entering the profession. This will be due to the more difficult requirements to gain entry. ( You won't just need a heartbeat and a yellowpage ad anymore to start a locksmith Co.) This makes you and your company more valuable. My suggestion to all of you newly licensed professionals is to charge accordingly to the new value of your Profession and its associated costs.

Jeff B. Yates CPL  
ABC Security Locksmiths  
Austin, TX

## GEORGE ROBBINS MEMORIAL EDUCATION AWARD

This award was established to recognize a member of the industry for his/her outstanding accomplishments in the field of educational service to the Texas Locksmith Association.

Recipients of this award must have qualifications in teaching, planning, and/or managing educational classes for the Texas Locksmiths Association. Nominee should meet one or more of these accomplishments to qualify.

This award was named after the late George Robbins of San Antonio, Texas, a pioneer of education for all Texas locksmiths.

Past recipients of this award include:

Stan Fuher	Rex Parmelee	James P. Rushing
Buddy Clifford	Joe Bucha	Bill Reed
Kenny Lee	Steve Young	Gus Pena
Jerry McNickle	Wanda Clark	Judy Cliffird
Keith Knott	Jim Hetchler	

- TO MAKE YOUR NOMINATION, PLEASE FILL OUT THE FOLLOWING FORM AND RETURN TO THE AWARDS CHAIRMAN NO LATER THAN FEBRUARY 15, 2005.

Butch Titus, Awards Chairman  
P.O. Box 142  
Adkins, TX 78606  
210-649-2166  
210-649-2698 fax  
Email: [btitus@sprintmail.com](mailto:btitus@sprintmail.com)

I, \_\_\_\_\_, nominate \_\_\_\_\_  
For the George Robbins Memorial Education Award based on the following:

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*(attach separate page if additional space is needed)*

**TLA LONGHORN AWARD**

The Texas Locksmiths Association recognizes a member of our association each year through presentation of the TLA Longhorn Award.

The person recognized must have provided extended unselfish devotion to the Texas Locksmiths Association without compensation, and through those efforts have made TLA a better association with lasting results.

This award is patterned after the most prestigious locksmith industry award, The Philadelphia Award.

Members having received the award in the past are:

Larry McCall	Howard Johnsen	Bill Reed
Gerald Connelly	Breck Camp	Herman Stroud
Judy Clifford	Rex Parmelee	Wanda Clark
Andrea Dee Buchs	James P. Rushing	Butch Titus
Pat Titus	ALOA	Dan Floeck

\*TO PLACE YOUR NOMINATION FOR THIS AWARD PLEASE FILL OUT THE FOLLOWING FORM AND RETURN TO THE AWARDS CHAIRMAN NO LATER THAN FEBRUARY 15, 2005.

Butch Titus, Awards Chairman  
P.O. Box 142  
Adkins, TX 78101  
210-649-2166  
210-649-2698 fax  
Email [btitus@sprintmail.com](mailto:btitus@sprintmail.com)

I, \_\_\_\_\_ nominate \_\_\_\_\_

As a candidate for receipt of the TLA Longhorn Award based on the following reasons:

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*(attach separate page if additional space is needed)*

## Board Recommends Changes to Bylaws To Be Convention Vote Item

1.) Eliminate cut-off date to apply to scholarships

**Article X Standing and Special Committees (Currently states in Revision 2001 By-Laws)**

**Section 3. Duties of Standing Committee**

2.) Submit to the TLA secretary postmarked between April and May 31, a completed official TLA application form;

3.) apply each year for renewal of scholarship postmarked between June 15 and July 15.

**Article IX Board of Trustees**

1.) Change in Article X, Section 3, 2b the word locksmith with Educational Institute where applies.

2.) A suggestion has been made to change the word **Grant** to **Scholarship**. (Note: the word **Educational Grant** has been replaced in the latest revision of the By-Laws dated 2001. See Below Section 2.B (By-Laws Revision 2001)

B. Ensure that the money for the College Scholarship program is placed to obtain the greatest growth potential without undue risk;

C. Report on the progress of the College Scholarship fund at the annual convention;

**Article X Standing and Special Committees (Reads in Revision 2001)**

H. The scholarship committee shall be managed by the Board of Trustees and the BOD in accordance with the following criteria.

1. Applicant for award

2.a review all new application(s) and select recipient(s) for the award(s) on the basis of the following criteria:

**Note: In Section H the word Grant was replaced with the word award - stated in By-Laws Revision 2001.**

Do we want to change the word **Grant** to **Scholarship**?

1. Convention can be changed by the BOD and not have to go through the Committees.

2. Provide a cut-off date for new members for the next upcoming year (Nov 1st.)

These revisions and changes to the TLA bylaws will be discussed and voted on at the annual membership meeting of the Association. Should you have any questions on these changes, please feel free to contact a member of the Board of Directors.

## Win Free TLA Membership Dues

The TLA Board of Directors, at its November meeting, approved a plan to award free membership dues quarterly to TLA members. Surely there's a catch! It's really simple, though. The *ADVISOR*, the TLA publication is soliciting member article submissions. In each quarter, the article judged as the best will be awarded a free year's renewal for its author. The presentation of the first award will take place at the TLA Convention in March. Articles should pertain to the locksmith community. Articles should be submitted (preferably by e-mail) to the Editor at the address shown inside the front cover of the *Advisor*. Should you have any questions about articles, submission, or the award, feel free to contact the Editor. Articles will be judged by the TLA Board of Directors to award the membership renewal.

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## TLA Announces Free Classes At March Convention

TLA is again offering several **FREE** classes to those registered for day classes at the annual convention in Corpus Christi. The evening classes include:

Automotive Tips and Tricks (*Jim Hetchler*)  
Car Opening Update Class (*Steve Young*)  
Service Call Management and Collecting Money  
Alarm Lock Software  
HPC Software

These classes are a bonus that you may take free when registered for other TLA classes. The registration book should arrive soon, if you've not already received it. Look for a complete list of all the classes coming up. It's a full two days of education, taught by noted instructors such as C. D. Lipscomb, Randy Mize, Jim Hetchler, Ken Foo, Jeff "Tiny" Trapanier, Jeff Cooper, and Steve Young.

<p><b>TLA 41ST ANNUAL CONVENTION &amp; TRADE SHOW</b></p> <p><b>IN THE DOWNTOWN MARINA DIS- TRICT ON CORPUS CHRISTI BAY</b></p> <p><b>MARCH 15-19, 2005</b></p>	

**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      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 March issue  
must be received by February 10.*



**TLA IS AN AFFILIATE MEMBER OF ALOA  
www.aloa.org**

**CHANGE OF ADDRESS**

**Complete and Mail to Secretary  
Or email information to [btitus@sprintmail.com](mailto:btitus@sprintmail.com)**

**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:**

**BUTCH TITUS, TLA SECRETARY  
P.O. BOX 142  
ADKINS, TX 78101-0142**