

MARCH 2011

TLA *Advisor*



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TEXAS LOCKSMITHS ASSOCIATION
P. O. BOX 15242
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President's Message Troy Maynard

Hello Fellow TLA Members:

I truly hope all of you miss the flu this year, it seems like the minute I got home from the convention I was sick and stayed that way for just over two weeks.

I just got back home from the Hans Johnsen show, we had several people come by the TLA booth asking about membership or paying their dues. Speaking of dues if you haven't paid your dues please get them in you are missing out on some good information in the Advisor!!

This Thursday March 10th. John Helweg and I will be visiting LASA at their monthly meeting, I'm really looking forward to it, we will get to meet their new board of directors and speak to there membership.

Well I have to tell you I'm somewhat disappointed, I have not heard from one member about where you would like to see your 2013 convention or anything on road shows!!! I just can't stress enough how much I truly want to hear from you, this is your association and your thoughts mean a lot to me.... I want to see that you do care about your association and what happens within it... So Please email me at president@texaslocksmiths.org or you can call me, my cell number is 512-563-7815. If you get my voice mail leave me a message and I will call you back.

I was talking to the rest of the board at our board meeting we just had in Dallas and asked them to give me until our next conference call on April 7th to get some feedback from the membership on what you would like to see. So again please let me know where you would like to see future conventions and road shows, because we are going to have to get started on looking for a 2013 site.

IRS Refund?

Dear TLA Membership:

Some of you may have heard either at the convention, by word of mouth or read in the Advisor or on the TLA web site, that we were fined almost \$10,000 by the IRS for not getting certain forms filed on time for two years in a row. It was an unfortunate oversight by our former Treasurer.

We consulted a tax attorney that suggested we draft a letter explaining that we are a not-for-profit association that has unpaid board members that perform various duties for the association. We also explained that we have never had a prior incident and asked that the IRS forgive us and refund the fines back to TLA.

Believe it or not, even in this economic climate, they returned every penny with interest. We want to thank Mark Dawson for insisting that we consult a tax attorney and Billy Garrett for coordinating with Mark to get the letter drafted & sent to the IRS.

Unfortunately there was a \$812.50 tax attorney fee, but that is a lot better than \$10,000 going to the IRS.

— Editor

2013 TLA Convention



I know Troy Maynard looks like a hard core biker outlaw but you should know that in reality he is a very sensitive guy. In fact I've seen him get teary eyed on a couple different occasions. He truly wants what's best for TLA and wants the members to be active participants in our association. I know for a fact that he feels very strongly about this!

I can't stand to see a grown man, especially one that looks like Troy, get all emotional and break down and cry. For the love of God, someone please call the man so he can feel complete and believe that you guys actually do care about the association and where the 2013 convention will be held. Right now he is very disappointed and is extremely depressed.

It's embarrassing to see a fellow biker and professional locksmith carry on this way. Can you imagine what would happen to us at the next biker rally if he breaks down and starts boo hooing in front of other hard core bikers? He's liable to get us killed.

I beg of you, please contact him! We need to keep our President happy and in good emotional spirits, so please, if for no other reason than pity, please give Troy a call or email him. His email is president@texaslocksmiths.org and his mobile number is 512-563-7815.

— Editor

1st Vice President's Report

Nick Heath

It's hard to believe that it is already March and the first quarter of this year has come and gone, time flies when you are having fun as they say. As some might know your BOD had there first meeting in person this month and you might like to know that we are doing everything we can to save your association money. Most of the BOD stayed in Plano on there own dime since they were going to attend the Hans Johnson show and some just drove into the meeting for the day and drove back the same day. We are doing everything possible to utilize your associations' funds wisely such as having conference calls instead of meeting in person whenever possible and have our in-person meetings tied together with other events that require your BOD to be present.

We also have some very exciting news regarding the IRS penalties that your association accrued for 2007 & 2008. With the help of Mark Dawson getting a tax attorney involved and sending a letter to the IRS asking for a full refund we just received a full refund for the back penalties!! This is great news for your association!!! Additional information will be forth coming.

As of now there is no new information to relay on to the membership regarding next year's convention however I will get some out to you next month. As of now NOBODY has responded to our request as to what you would like to see happen at the convention. Your feedback is very important to us!! Please let us know what you would like to see different for next year, after all this convention is for you and we want to make sure that we have the classes you would like to take and vendors that you would like to visit with. What classes would you like to see next year, are there particular instructors that you would like to take classes from? Are there particulars vendors that you would like to see that were not there at the last convention? Your input is valued! I look forward in hearing from all of you and seeing all of you next year in Plano.

Secretary's Report

Mark Dawson

We are all getting back into a regular routine now that the TLA Convention, OMLA and Hans shows are behind us. If you attended any of these events you should consider yourself better educated and informed about the new products available in our industry. With that new knowledge I encourage you to try to fit in a job that you have not done in the past. Challenge your new skills and possibly recommend a product to a customer that you have not sold or installed before. I promise that your businesses bottom line will reflect positively for your efforts.

The mail is now slowing down to a point that we will only receive it twice a month. We are receiving fewer returns in the mail due to the efforts to gather proper information for each member during the renewal process. If you have not received your renewal packet for 2011 please contact the membership director or the entire board via the website and someone will look into it for you. The best way to reach any board member is via the e-mail addresses or phone numbers on the TLA website.

We have submitted the new officers to the Texas Secretary of State and are awaiting confirmation from that office. The last of the renewals have come in and any others are beyond the grace period of the bylaws at this time. All monies have been deposited and the April financial report will give the membership a good view of the monetary health of the association.

You have read more than once that the board is not receiving much participation from the membership. For those of you that we do hear from (and you know who you are) we are grateful. That still leaves us asking this question. Where is the other 90% of this organization and what do they truly expect to get out of it?

Treasurer's Report

Billy Garrett

TLA Financial Report February 3 – March 3, 2011

Balances on All Accounts as of March 3, 2011

Chase General Fund	\$30,837.72
Chase Legislative Money Market	\$18,580.39
Chase Scholarship Money Market	\$ 8,598.56
Chase Education Fund	\$14,631.96
Chase College Fund	\$62,097.19
TOTAL OF ALL ACCOUNTS	\$134,727.82

Chase General Fund	
Beginning Balance	\$29,764.77
Deposits (Membership, Contributions,)	\$ 7,072.50
Total Check Withdrawals	-\$ 4,835.60
Total Debit Withdrawals	-\$ 1,163.95
Ending Balance	\$30,837.72

Check & Debit Withdrawal Categories

Bankcard Processing Services	\$ 68.42
Advisor Expenses	\$ 822.53
Instructor Fee	\$ 937.50
Transfer to Legislative Money Market	\$ 2,472.50
From Legislative Assessment/Legislative Contribution	
Storage Fee	\$ 53.00
Dishonesty Bond Fee	\$ 307.60
Expo Bucks	\$ 175.00
Parliamentarian	\$ 890.00
Post Office	\$ 273.00

LASA Road Trip and 50th Celebration

I recently made a pilgrimage to a Locksmith Association of San Antonio (LASA) monthly meeting. I thought I only knew one person from LASA, Bonnie Brown Morse, but as it turns out I also know the current President Wanda Robinson. She and my father go way back to the golden years of TLA. Not to imply that they are old (well may be my dad is kinda old) but it turns out that she was at my parents wedding. In fact, when I got there Wanda came right up to me and gave me a big welcoming hug. How cool is that?

If you haven't been to a LASA meeting lately, I recommend going. They are very welcoming, respectful and professional. Their current Board seems to really have their act together. I think we could all learn a little from them. I had a very positive experience while I was there and I look forward to going back in the near future. I met with both my counterparts, their Parliamentarian and their Editor. Both were great people and good to talk with.

The TLA board is going to try and have a face to face meeting in San Antonio to coincide with LASA's October 15th 50th Anniversary celebration so that we can be in attendance to celebrate such a momentous occasion. We hope that everyone can make it.

Mark you calendar now!

October 15, 2011 is LASA's 50th Anniversary Celebration.

—Editor

2011 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. The award is patterned after the most prestigious locksmith industry award, The Philadelphia Award.

For those of you that were not present at the 2011 TLA Convention, Mark Dawson was the 2011 TLA Longhorn Award recipient for his service and legislative contributions to TLA.



What if...?

I've had some ideas that have been rolling around in my head that, come to find out, are not new ideas at all. In fact, they are old ideas with a new perspective. So before some of you get bent out of shape, these are simply ideas and thoughts, meant for consideration and discussion. No one is trying to upset the natural balance of things. Just sharing some ideas that could help us work better together.

What if each regional locksmith association had a representative on the TLA Board? I recently learned that this has been done in the past with seemingly good results. My suggestion would be to give that representative a vote on the TLA Board. Ideally that representative would be the association President, but I would suggest allowing for an appointed delegate if the President can't make it. This allows for more inclusion of the regional associations and would provide a mechanism for back and forth communication between TLA and the regional associations.

What if TLA no longer allowed members from regions that have regional associations? The only people allowed to join TLA directly would be locksmiths from rural areas where there aren't any regional associations. The regional association would stay independent and autonomous, but would be the member of TLA. The benefit is that TLA would no longer be competing for membership against the regional associations. As things stand now, a locksmith either belongs to both TLA and the regional association or one or the other. The obvious draw back is TLA would lose membership money. To resolve that, each regional association would pay a portion of their membership dues to TLA to offset the loss. I understand that means your dues may go up some, but it would still be less than if you were a member of both associations.

You have to keep in mind that no one regional association

can afford to pay for a Lobbyist or host a Convention on their own. That is why we need to work together for the greater good. The work TLA is presently doing benefits all locksmiths in Texas whether you belong to an association or not. Don't you think it's time we work more efficiently and divide the costs more fairly. If funds were divided up equitably, we would all be paying a lot less and achieving far more bang for our bucks.

As an example we would only need one Education School/Director at TLA. That would save each association \$350-\$450 a year.

TLA would focus on providing services that benefit everyone like: Lobbyist, Convention, Education School, quarterly Advisor publication, web site, legislative duties, group medical insurance, emergency legal assistance, etc.

What if we were all equally welcome at each other's associations for education and training? You would receive the member discount no matter where you came from.

What if we came together for each other's annual banquets and special events like LASA's 50th or GHILA's 40th?

What if all the association board members got together to converse with their counterparts in a free exchange of ideas? I've done it! I recently went to LASA and met their Editor. We spoke for 45min about how each of us do our jobs and shared ideas. I gained more from that exchange than I did in a year of actually doing the job. What if we had a President's Round Table where all the Presidents got together?

Open your mind to the possibilities! If we can set aside our past experiences and realize that our industry is ever changing and new better experiences await us, anything can be possible. —Editor

Hans Johnsen Show 2011

The Hans Johnsen Company held another outstanding show in early March. Many locksmiths from around the state were able to obtain CEU's from the many classes presented and see many new products at the vendor show on Saturday the 5th.

Howard Johnsen is a PSB board member and invited other PSB board members to the event. The Honorable John E. Chism - Chairman, The Honorable Howard H. Johnsen - Vice Chairman and The Honorable Mark L. Smith - Secretary were in attendance to see the various products that locksmiths and security professionals work with on a daily basis. Howard Johnsen deserves a thank you from every locksmith for his efforts to inform other PSB board members about the many facets of the physical security industry.

—Mark Dawson

Walk-The-Halls 2011 (March 15, 2011; Austin, TX)

Sad to say there was a disappointing number of Locksmiths at Walk-The-Halls 2011. We all know it is NUMBERS that speak to our government (perhaps because that equals money in their minds?) and Texas Locksmiths just don't provide the NUMBERS to IMPRESS. TLA BOD had 4 of the 9 officers attending. Thank you for those who came! In addition there were 5 locksmiths from Abilene, San Marcos, Bastrop, and Austin. Thank you to these fellow locksmiths for making this a priority.

Next Scheduled PSB Board Public meeting – April 29, 2011 at 9am in Austin. Hope to see the TLA Board and other locksmith attending. I have heard from several people 'in the know' concerns about CE Schools & Instructors have been re-visited by the PSB Board and clarification will be provided at this meeting.

— Bonnie Brown Morse

LockPAC Pledge Card

It began as early as August 2005. It was published in the Advisor that there was a need for the locksmiths of the TLA to help with additional contributions to the Legislative Fund. The need was great then and even greater now. Just as in 2005 you are being encouraged to help with the following:

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. There are many locksmiths who are not members, but should be.

If each member of TLA pledges the above, we could continue to fund our lobbyist, Keith Oakley, as he works on our behalf in the legislature and with the PSB board. We could also increase our membership to approx. 800 members.

We are anticipating many positive legislative changes this year, but those changes do not automatically happen. Will you join with other locksmiths in Texas affect changes for the future of our industry? 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 those who will pledge and for those who continue to honor there pledges.

TLA Board of Directors.

Member & Company Name:

TLA Member Number: _____

Address: _____

City: _____ State: _____ Zip Code _____

TDPS-PSB Board meeting

January 5, 2011

Bonnie Brown Morse

Locksmiths were well represented at this regular second quarterly PSB Board meeting. Lobbyist~Keith Oakley, TLA President~Billy Garret, ALOA South Central Regional Director~John Arnold, other TLA Board members, and a number of Locksmiths from across Texas joined representatives from the Guard, Alarm, and Private Investigators Industries. Guest included Mr. Marshall from the Governor's office.

Reports from the RSD (Regulatory Services Division formally the PSB) staff included: Licensing & Registration Supervisor~Reggie Andrews and Compliance & Enforcement District A~Lt. Parks. (reports may be viewed on TDPS website) Assistant Director~Capt. Bowie was present and provided some clarification concerning suspended license action.

- Amendment to 35.35 "Standards of Service" was passed.
- Amendment to 35.70 "Fees" addressing CE training schools & instructors was skipped.
- Amendment to 35.187 "Renewal Applications" was passed.
- Amendment to 35.222 "Qualifications for Locksmith Company License" pursuant to 1702.115 was passed.
- Amendment to 35.292 "Requirements for CE Courses" was tabled. (This change would effects who is a CE-School Instructor and who is an Outside-CE-School Expert (not defined), which must be approved by PSB Staff, and which must pay annual fee to PSB...language to be cleaned up and added to agenda for next PSB Board meeting.)
- Amendment to 35.311 "Exemptions" was passed. (This change allows employees of repossession agents to

provide a number of locksmith services without TDPS-security oversight.) ref 1702.324 (b)(3).

- An outline was provided to define the PSB Board's policy on negotiated rule-making. This outline approved by the PSB Board.

Public comment included Bonnie Brown Morse who thanked the Board for tabling 35.292 and questions concerning CEU requirements for Security Contractor employees who hold several types of pocket cards (a total of the CEs or the greatest number required by any one type)? The PSB Board Chairman~John Chism clarified the CEs required at each renewal cycle to be the greatest or most stringent including any specific topics required by each endorsement type. (ie if you hold Alarm Installer, Locksmith, and Electronic Access Control Installer you would need a total of 16-hr each renewal cycle to include 1-hr Ethics and 2-hr Low Voltage.)

I did not remain through the administrative hearings.

Corey LeRoy Obituary

Good morning Acme family:

Below is a link to the obituary honoring RJ's son, Corey LeRoy.

<http://www.legacy.com/obituaries/houstonchronicle/obituary.aspx?n=corey-leroy&pid=149401204>

The family has asked for a memorial fund donation in lieu of flowers. We have just learned that contributions can only be accepted at the local branch in Texas. In an effort to make the process as seamless as possible, we will collect all monies through your local branch manager. Your manager will then send in the total funds with one check to Danny Hoffman's attention in Houston. Danny has agreed to make the deposits for us.

Although a donation will be made from IDN, Acme, should you desire to make a private donation, please feel free to do so before day end today so that we ensure our offerings are delivered to the family expeditiously.

Addison Funeral Home
18630 Kuykendahl Road
Sprint, TX 77379
www.addisonfuneralhomes.com
Sunday 20th
Visitation @ 1pm Service @ 2pm

A Word from the Editor John C. Helweg

I included a report from Bonnie Brown Morse about the Walk the Halls event we had on the 15th at the state capital. She and several others were disappointed with the locksmiths turnout. I'm trying to look at it in a more positive light. I'm happy that any locksmiths showed up. At least four of the nine TLA Board members were able to attend. A big thank you to Troy Maynard, Billy Garrett, John Helweg and Jim Holzberlein for making time to help represent locksmiths.

Sadly I was the only board member from a regional locksmith association. This is where we need some serious improvement! If you guys don't want to be a locksmith just say so. If you don't care, why should we? Not showing up to events like this is a sure fired way to loose more ground and eventually hand over all locksmith jobs to handymen, wrecker drivers and Home Depots.

Haven't we lost enough already! Too many locksmiths blame regulation & licensing for all their troubles. Regulation has improved our industry and helped make us more reputable. Your lack of participation at conventions, walk the halls and in leadership positions is the number one cause for the erosion of our industry. Take responsibility for your own lack of action!

Sure it was embarrassing that the alarm guys had well over three times the representation from all over the state, representing hundreds of other local association members. They had multiple board members from every regional association from all over the state. The Houston Alarm Association alone has over hundred members and the President, Vice President and Treasurer were all present. These guys are serious about their businesses and made the time to prove it. You can bet your first born child that every Representative and Senator knew it.

TALI and ASSIST also had good numbers present. The good news is we are all in the same boat with the Omnibus bill. Every security group is working towards getting the Omnibus bill passed. So even though the locksmiths were not well represented, at least we can ride the coat tails of the other industry groups that do take their professions seriously.

What if the regional associations had sent a few members each to the capital? It's not just about numbers, but also about coverage & representation of the state. We could have 15 people from Houston, but that would not have the same impact as having 15 members from all over the state. WAKE UP GHLA, LASA & NTLA! TLA can't do it alone! YOU HAVE TO PARTICIPATE!!!

Yes, it takes time to participate. How much time and money does unemployment cost?

Associate Members

	<p>Detex Corporation 302 Detex Drive New Braunfels, TX 78130 P 800-729-3839 F 830-620-6711 www.detex.com</p>
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