

TEXAS LOCKSMITH'S ADVISOR

April 2005

TEXAS LOCKSMITHS ADVISOR APRIL 2005

TEXAS LOCKSMITHS ASSOCIATION

2004 BOARD OF DIRECTORS

PRESIDENT

Jim Hetchler
P.O. Box 68
Blanco, TX 78606
1-888-539-7633
Toll Free: 1-877-TLA-INFO
Thekeypro@aol.com

2ND VICE PRESIDENT

Ed Stites
RR 1 Box 49G
Bay City, TX 77414
979-323-9919
ditels@fbtc.net

1ST VICE PRESIDENT

John Arnold
3201 Blue Jay
Corinth, TX 76210
972-245-9583
Fax: 972-245-0219
john@keyexpress.com

TREASURER

Jim Ackerman
5571 Diamondback Trail
San Antonio, TX 78222
512-844-9554
Fax: 210-648-9442
jimackerman@sbcglobal.net

SECRETARY

Butch Titus
PO Box 142
Adkins, TX 78101-0142
210-649-2166
Fax: 210-649-2698
btitus@sprintmail.com

SERGEANT-AT-ARMS

Bill Bybee
1705 Spring Branch
Cleburne, TX 76033
817-938-5940
bybeelock@charter.net

PARLIAMENTARIAN

Richard Sanchez
4622 S. Hampton
Sugarland, TX 77479
281-561-0060
lockbustersinc@houston.rr.com

BOARD OF TRUSTEES

Pat Titus
P.O. Box 142
Adkins, TX 78101-0142
210-649-2166
Fax: 210-649-2698
btitus@sprintmail.com

EDITOR

Steve Sandlin
63A Summer PL
Huntsville, TX 77340
936-291-6450
Fax 936-435-1324
Tla_newsletter@hotmail.com

WEBMASTER

Glenn Koons
5311 Valburn Circle
Austin, TX 78731
512-346-2326
Fax: 512-346-3871
Webmaster@texaslocksmiths.org

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

Dear Members,

The hardest part of this job is coming up with something to say. If anyone wants to ghost write for me give me a call.

The TLA convention has come and gone by now. From all indications I have received at this time it was a huge success. May I not have to eat those words?

The board has been discussing the modern age of electronic media. We had the March Advisor posted on our web site, thanks to Glenn Koons and Steve Sandlin, about 2-3 weeks before you actually received it!!! The biggest expense we have at TLA and what the majority of your membership fees go to is publishing the Advisor!!! So in order to operate more efficiently we are going to work at putting the Advisor out via the web site and through Email. We will soon be asking those members that do not have a computer to contact us through phone or mail to let us know. We will continue to publish the hard copy for them to have. The rest will be getting the Advisor through email if they request it only, or they will go to the web site to read/download it. This will allow us to dedicate more funds to help support the Licensing Law and spread the education we all desire.

I wear a few other hats other than your President and it keeps me very busy besides trying to earn a living. The other hat that I wear is with the Locksmith Advisor Committee to the D.P.S. Private Security Bureau as Chairman. In that capacity we are working to improve the position of the locksmiths through the legislative process. This group is also voluntary and takes a lot of time. If you have any suggestions or things you would like to see happen please let me know. I will take it back to committee.

As of last Friday the process to file bills in the legislature has passed! To my knowledge nothing other than the things we are doing has been challenged. We at TLA will of course keep you advised. So watch the web site for the latest information.

Our Lobbyist, Jim Warren, has been working very hard for our benefit. We need every penny you can provide to help keep him there. So if you are so tight you will not help, just starting picking them up off the ground and send them to us. No one else picks them up anymore. I know this is funny but if we lose him it will not be so humorous to you!!!! Then will be in a position on the board where will we have to say: "We tried to tell you this would happen!" Just like we were when we knew the law was coming and we received very little support from the majority of locksmiths..... And still don't! Just you dedicated readers. For that I thank you....

Jim Hetchler
President

Subscribe to TLA's E-Mailing List to receive this publication [Texas Locksmiths Advisor] by email/download instead of regular mail send an e-mail to tladvisor@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.

--Editor

I encourage you to Subscribe to TLA's 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.

--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

MAY

- 9 ALNT Meets
- 10 GHLA Meets
- 12 LASA Meets
- 16 GDLA Meets
- 30 Memorial Day

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, of such applicant.

30 Days

James Horton, Gilmer, TX
Robert Clark, Rockport, TX
Ernest Parker, Nederland, TX
Wallace Toutant, Killeen, TX
Daniel May, Dallas, TX
Nicholas Fletcher, Hughes Springs, TX
Billy Winfrey, Jr., Kemp, TX
William Kindred, Weatherford, TX
Robert West, Burnet, TX
Michelle Popham, Denton, TX
Jose Garcia, Edinburg, TX
Don Hodges, Corpus Christi, TX
John Cheatham, Buda, TX

60 Days

Michael E. Cornitius, Hitchcock, TX
William Hardin, Grandbury, TX
Dale Shaw, Sachse, TX

Juanita Ramsey, Graham, TX
Rebert Kane, El Paso, TX
Paule Reese, Dallas, TX
Antonio Machuca, El Paso, TX
Terra Kindred, Weatherford, TX
Barbra Grounds, Hillsboro, TX
Thomas Quirk, Bay City, TX

90 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

PENDING BOARD APPROVAL

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

Denton Locksmith Passes Away

Dear Texas Locksmith Advisor,

My father, Lou Cresson, passed away the week before Christmas. My mother, Jerry Cresson, has asked that I notify you of his passing. They have been retired for many years, but there are a number of the TLA members that will remember him.

My parents were among the first to be in favor of locksmith licensing in the 1960's. They always said if the locksmith trades didn't regulate themselves, it left the door open for others to come in and cause problems, which is what happened. Papa lived long enough to see our state license.

Thank You,

Laura Cresson Easterling

Laura Cresson Easterling

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. On the Bottom Left, Select Search Individual or Search Company.
3. Enter Known Information
4. Press Enter, or Select Search

Licensing Rule Reminder

Please remember that one of the DPS rules requires license holders to put their license number on any paid materials advertising their services. This seems to include business cards, flyers, invoices, and most printed material. Many licensees have found that a rubber stamp with their license number can be used to add the required information to existing stocks of materials at fairly low costs.

Also, at this time it is NOT a requirement to have your license number displayed on your service vehicle. Though you may display it, that is not necessary at this time.

You should have received an ID card. It should have a photo attached, per the instructions, and be laminated. It should be on your person at any time you are doing work as a locksmith.

Your license should be displayed at your primary place of business. It is not required to be in your service vehicle.

Minutes from November 20, 2004 Board Meeting Omni Bayfront Hotel Corpus Christi Texas

Meeting called to order by President Jim Hetchler at 8:27 AM

Butch Titus delivered the Invocation.

Bill Bybee led Pledge to Flag

Butch called roll of Officers, All present

Guests: Dianne Bybee

Sue Ackerman

Pat Titus

Scott Cook ALNT, Lock Tight Security

Ken Stout ALNT, Key Express

Robert Vinyard, Panhandle Locksmiths Assn.

Ken Smith

Steve Morse, Membership Chairman

Minutes corrected closing time of meeting to 4:00 PM and minutes approved

Communications: everyone received email from McCauley concerning his certification and the problems he was having. Jim Hetchler is working with him and the PSB. Philip Hearnberger sent thank-you card for his scholarship.

Ed Stites received info from ETL concerning their Door Defender product and TLA will receive a vendor registration packed to come to the convention and display the product.

Brannon Locksmith sent Jim Hetchler info on classes he teaches for the Ft Worth ISD for future reference for TLA instructors.

Sam John Nicholson II, President and CEO of Coronado Insurance Specialists gave a 45 minute presentation on a variety of health insurance plans for TLA members. Butch will send Mr. Nicholson the information contained in the bylaws that concerns Associate members mailing their informative materials to the TLA members. His company will also be send information on obtaining a booth at the convention.

Due to Michelle Spear's resignation, the position of Chairman of the Board of Trustees is open. Pat Titus is the last setting TLA President and the board appointed her as Chairman.

Responsibilities of Chairman included overseeing the College Scholarship Program, Longhorn Award, George Robbins Education Award, Memorial Education fund and other programs as

directed by the Board of Directors. Pat will also replace Michelle as Convention Coordinator for the March 2005 convention in Corpus Christi.

Steve Sandlin reported on the monthly advisor and requested articles to be sent to him. Butch will write an article on TLA reaching 2000 in membership numbers.

Ed Stites reported on education for the convention and will get the information to Butch by December 15th for the Registration Book so the book can go to print the first part of January 2005. By then class fees will be set, amount of class lunches will be firm, and instructor biographical sketches will be completed. On registering for on all future TLA convention classes, all attendees must show that they are compliant with the Texas Private Security Board licensing laws.

The number of rooms required for the education and night clinics will be six Wednesday to Friday. Concerning the class lunches, the class instructors will give each student a 'lunch ticket' to be turned in at the lunchroom door each day. Pat is working with the hotel to confirm the lunch prices. John Arnold wanted to know if there was any way to reduce the number of paid lunches that are not used. Pat explained the hotel would set for about 5% over what the guarantee may be. Pat will also get prices on sit-down dinner vs. buffet.

Concerning the ALOA PRP test, a room will be provided and it will be necessary for ALOA to notify TLA how many individuals will be taking the test.

Jim Ackerman passed out copies of the Profit & Loss for TLA for the time period of September 2003 to September 2004. Questions were asked and answered concerning the items on the statements.

Bill Bybee reported that there were no grievances pending.

Membership Chairman, Steve Morse presented the names of four applicants eligible for membership in November as follows: Eugene Wilkes, John Everich, Michael Marry, and John Echart. Their names had run the required 90 days in the Advisor. Also eligible for membership in December, after completing their 90 day run, will be Keith Garvin, Dennis Boeshart, Dennis Williams, Susan Prall, Marvin Hugins, John Brents, Jason Stewart, Donald Guthrie, Edwin Howell, Frank Bellizzi, Brian Brookhouse, Robert Vinyard, Keith Christi, Gordon Trobaugh, Richard Clayton, Keith Schlesner, Joe Johnson, Craig Bednar, John Yates, Dana Smith, Jimmy Sharp, Earl Elliott, Bruce Paget, James Stacks, Jr., Harry Roberts, Jr., Richard Madden, Jeremy Camp, George Peon, Julio Dominguez, and Jimmy Morgan. Eligible in January 2005, after completing their 90-day run, will be John Weber, Ruben Beltran, Ana Clark William Clark, Laura Cox, Billy Lee, Troy Niemeyer, Darrell Jackson, Ruben Sanchez, Dennis LeDuff, Devon Willis, and Chadwick Thorton. All were voted in and will become members of TLA after completing the 90-day run.

Jim Hetchler said due to the time it takes for an applicant to become a member that all those who voted in after November 1st should have the records reflect that their dues are paid through 2005. Butch reminded him that some of them had applied back in June and had received all the benefits of a TLA member since applying.

Parliamentarian, Richard Sanchez, reviewed proposed bylaws changes to be voted upon at the March 2005 convention. The proposals will be printed in the Advisor to be reviewed by the members so they will be familiar with the proposals when they are voted on at the convention.

Discussion was held on various changes for the board to implement concerning education locksmiths in Texas. Concerning Public Relations, Jim Hetchler had contacted various newspapers offering information on the licensing of Texas locksmiths, but he has received little feedback from them.

Butch Titus gave the Secretary's Report as follows: 53 membership packets to the new members voted in, in July, August, September, and October.

CONVENTION 2005

Pat Titus will replace Michelle as Convention Coordinator. Exhibits Chairman, John Arnold reported on which vendors have booths at the convention and how many booths are remaining for sale. He has a list of prospective vendors that he will contact to fill the remaining booths. John will get the list of vendors to Butch for inclusion in the convention registration book.

The Saturday night entertainment will be a Casino Night, which will be held following the evening dinner. The following were determined to be the convention prizes. The grand prize for Casino Night will be a large screen H/D TV \$900.00 and the prize for Scholarship raffle will be a smaller screen H/D TV. John Arnold and Pat Titus will investigate pricing.

Sergeant-Arms, Bill Bybee, reported on Security for the convention trade show. Guest speaker for the Saturday night dinner will be from the Private Security Bureau. Bill reported on possible sales items for the 2005 convention. Bill will check into copy righting the new TLA logo. Pat and Bill B will coordinate the purchase of new membership pins.

Benediction was delivered by Butch Titus. The meeting adjourned at 4:30 PM.

Respectfully submitted,

Butch Titus

Win Free TLA Membership Dues

The TLA Board of Directors, at it's 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 it's 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.

Auto Transponder Systems Reportedly Compromised

Researchers at Johns Hopkins University have reportedly hacked the transponder system used on many new cars, allowing defeat of the immobilizer systems. Researchers used a laptop computer and several other bits of electronic equipment to crack the system found on many Ford, Toyota, and Nissan autos. Texas Instruments maintains that the systems are still secure. The researchers were able to override the system in their own cars.

Scholarship Fund

TLA awards scholarships to sons and daughters of regular and life members who are entering or already have attended college.

Applicants need to submit a completed application to the Secretary postmarked between April and May 31. Renewals of scholarships must be postmarked between June 15 and July 15.

For more information and to obtain an application, contact the Secretary.
Visit TLA's Website at www.texaslocksmiths.org

Board Checking Alternatives For *Advisor* Mail Delays

The last few issues of the *Advisor* seem to have been arriving in members mailboxes later than desired, and the board is looking at several options to speed up the process. Several options look favorable, but a bit more checking is needed.

Currently the editor produces the publication and a hard copy is sent to the printer in Abilene. The printer produces the covers and ad pages, then prints and binds the publication. This normally takes a week or so. The finished copies are then delivered to another firm in Abilene, which maintains the mailing list. They address and sort the publication, then deliver it to the bulk mail center in Abilene. It appears that it is taking the post office 10 days to 2 weeks to get the publication delivered.

Both the Editor and the mailing firm have contacted the post office, but little response from postal authorities has been forthcoming. This extended mailing means that there is a nearly 3 week delay between the time the publication leaves TLA until it is received by members. Please understand that we are aware of the problem and are working to resolve it.

One thing that you, as a member can do is to sign up for electronic distribution of your newsletter via internet. The *Advisor* is generally available for electronic distribution soon after it is complete. The Editor and Webmaster get it ready quickly, and you can also help save TLA money by receiving it electronically.

It appears that the delays are continuing to get worse, unfortunately. In the case of the March issue of the *Advisor*, the time between mailing and delivery to many members exceeded three weeks. The Abilene Post Office continues to be quite unconcerned about the problem. The mailing service is continuing to try to get to the bottom of the problem, and the Editor of the publication is working with the printer, mailer, and attempting to contact postal officials.

Please be aware that TLA is working toward solutions, but it will take a bit of time. As this publication is completed just after the convention, it will be mailed to the printer on the 22nd or 23rd of March. Let's hope you see it in a timely manner. Your patience is appreciated while we solve the problem.

Members Leave Convention With Lots of Prizes

\$100 DON HISER / HOUSTON, TX.

\$100 BERT WALLACE / HOUSTON, TX.

\$100 BILL WINFREY / ADDRESS UNKNOWN

CLOCK DONATED BY STATE FARM JONATHAN MILLER

TOTE BAG DONATED BY HANS JOHNSEN JACK GOERTZ

SHIRT DONATED BY HANS JOHNSEN LARRY COONROD

SHIRT DONATED BY HANS JOHNSEN C.W. YEATS

\$100 FLOOR CERTIFICATE RANDALL SWOOFORD

\$100 FLOOR CERTIFICATE CHARLES NEWSOM

\$100 FLOOR CERTIFICATE FIDENCIO LOPEZ

\$500 FLOOR CERTIFICATE GARY SMITH

COTHRON'S SAFE AND LOCK

Now offering custom generated master key systems designed to your specifications. Bitting lists, pinning charts, keys cut and custom stamped.

Also available, turn-key interchangeable core service. You provide the specs, we'll supply the cores, change keys, control keys, master keys, bitting lists, pinning matrix. Shipped to you ready to install.

Free up your time for other jobs.

Pricing? Call Scott or Jim 800-294-6273; 512-472-6273

TLA IS AN AFFILIATE MEMBER OF ALOA
www.aloa.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

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 May issue must be received by April 10.

EDUCATION IS THE KEY TO SUCCESS

BASIC LOCKSMITHING CLASS

INSTRUCTOR: C.D. LIPSCOMB

MAY 14TH, 15TH, & 16TH FROM 8:00A.M. TO 5:00P.M.

943 W. 7TH AVE. CORSICANA, TX.

TLA MEMBER: \$395.00 NON TLA MEMBER: \$445.00

TO REGISTER CONTACT: ED STITES AT 979-323-9919 or Email ditels@fbtc.net

OTHER UPCOMING TLA CLASSES:

INTERMEDIATE LOCKSMITHING

HOUSTON (JUNE-DATE TO BE ANNOUNCED)

LIFE SAFETY & ADA

DALLAS (DATE TO BE ANNOUNCED)

ALARMS AND CCTV

HOUSTON (DATE TO BE ANNOUNCED)

AUTOMOTIVE WITH JIM HETCHLER

HARLINGEN (JUNE DATE TO BE ANNOUNCED)

MEMBER RECRUITMENT INCENTIVE PROGRAM

In an effort to increase membership in The Texas Locksmiths Association the Board of Directors has voted to install a new member recruitment program that will benefit CURRENT members.

We believe our best ambassadors are our current members. This Incentive Program will give you special benefits for bringing colleagues and employees into the association in order to reach important membership milestones. It's our way of saying "Thank You" for being an active member.

As our membership expands, so too will the service to members, creating even more reasons to join. Your participation and support will ensure that your association will become an increasingly valuable resource for all Texas Locksmiths.

Effective immediately and dating back to August 2, 2003, any TLA member in good standing that first line sponsors a new member application shall be entitled to the following amenities:

1. First line sponsor on 2 –3 new member applications shall receive one (1) free convention registration.
2. First line sponsor on 4 – 6 new member applications shall receive one (1) free convention registration and one (1) free convention "party" ticket.
3. First line sponsor on 7 – 10 new member applications shall receive one (1) free convention registration, one (1) free convention "party" ticket, and one (1) free sleeping room night during annual convention.
4. First line sponsor on 11 – 14 new member applications shall receive one (1) free convention registration, one (1) free convention "party" ticket, one (1) free sleeping room night during annual convention, and a plaque.
5. First line sponsor on 15 or more new member applications shall receive one (1) free

convention registration, one (1) free convention "party" ticket, one (1) free sleeping room night during annual convention, a plaque, and one (1) free class during annual convention.

This program is open to ALL TLA members in good standing with the exception of those members serving on the board. Member MUST be current with his/her membership dues during the year in which program is in effect. Program shall run from January 1st – January 1st of each year with the exception of the first year program is in effect (2003), which shall run from August 2nd to January 1st. This program shall remain in effect until such time the Board of Trustees votes to cancel the entire program.

As you can see, anyone first line sponsoring a new member application will benefit greatly. Get out there and find locksmiths who are not current members and SIGN THEM UP NOW !

Small Parts, Inc.

Materials, Components, Tools

Stainless Steel, Brass, Copper, Bronze, Aluminum, Titanium, Iron, Rod, Bar Sheet, Tubing, Disks, Strips and more.

Machine Tools, Hand Tools, Measuring Devices, , Calipers, Miniature Pliers, Burs, Screw Drivers, Hex Keys, Gauges, Magnifiers, Loupes, Jobbers Drills, Taps, Dies, Reamers, Soldering, Micrometers, Tweezers and more.

The catalog provides complete and systematic descriptions of hard-to-find quality engineering tools and materials. The current catalog contains over 450 pages and features over 15,000 items.

1-800-220-4242 www.smallparts.com

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

TEXASLOCKSMITHS@AOL.COM

IMMEDIATE OPENINGS FOR LOCKSMITHS AND SAFE INSTALLER

King Safe & Lock, located in Houston, presently has openings for experienced locksmiths in both counter and mobile service. To be considered trainees must have basic locksmith skills (on the job training or certificate of completion from an accredited Locksmith School).

Safe installer must have a clean driving record and rigging experience for large safe deliveries. Basic safe skills for combination changing, service and repair are required.

Benefit package includes: Medical/Dental insurance, retirement plan, uniforms and product commissions.

All applicants must be eighteen years of age and not have been convicted of any felony crime, or misdemeanor crime involving theft or crimes against property or crimes that violate public trust. The applicants must have or be able to readily obtain a current valid driver's license for the State of Texas.

All applications are handled in confidence and private appointments are available. Please send a resume with a recent photo to KSL, Inc., 8429 Katy Freeway, Houston, Texas 77024. Information may be faxed to (713) 465-0824 or e-mailed to kinglok@kinglok.com ; or applicants may phone (800) 546-4565.