

# **TEXAS LOCKSMITH'S ADVISOR**

**September 2006**

**TEXAS LOCKSMITHS ASSOCIATION**  
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# President's Message

**Dear Fellow Members,**

Having just got back from ALOA, I want to say what a great time we had there. The classes were first class and there were plenty to choose from. I would highly recommend to anyone planning on taking classes to plan on going to the ALOA Convention next year in Charlotte, North Carolina. Seeing all the exhibits, with so many new products, and talking to the factory personal about them was very informative. The Ford T-Bird was won by a locksmith from Australia. There were many people wanting to buy it from him, he wouldn't have to have it shipped home, but I think he happened to be a car collector.

Good news! After looking for a treasurer from within the TLA family for over 4 months, I am pleased to announce the reinstatement of Bill Bybee as our Treasurer again. You can send all your congratulations to him by email from our web site.

*Roy Yetter*

President

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## Pocket Card Renewal

When you renew your INDIVIDUAL license to DPS you MUST print the form and mail it in with an original signature. Only the company renewal can be done online completely. I believe it states on the renewal that you must sign and mail in the individual renewal.

Thanks,  
Colleen

**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**

SEPTEMBER	OCTOBER
4 LABOR DAY	9 ALNT MEETS
11 ALNT MEETS	10 GHLA MEETS
12 GHLA MEETS	12 LASA MEETS
14 LASA MEETS	16 GDLA MEETS
18 GDLA MEETS	29 DAYLIGHT SAVINGS TIME ENDS
	31 HALLOWEEN

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



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

## **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.*

<b>Kaleb Brashear</b>	<b>Austin, Texas ( Associate Member)</b>
<b>David Garza</b>	<b>Austin, Texas</b>
<b>John Hoker</b>	<b>Austin, Texas</b>
<b>Michael Harris</b>	<b>Austin, Texas</b>
<b>Pat Harris</b>	<b>Austin, Texas</b>
<b>Kevin Keith</b>	<b>Austin, Texas</b>
<b>Michael Petersen</b>	<b>Schertz, Texas ( Associate Member)</b>

## **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

*A letter was directed to the Texas Locksmith Association by a member. Replies came from TLA Our President feels it is very important for our members to read. It is for your information also. John Arnold*  
Gentlemen-

I would just like to express my sincere gratitude to the TLA, its Board members, and everyone who helped work with the Texas Department of Public Safety, specifically the Private Security Bureau, for passing all the new laws two years ago which helped protect me, a locksmith, from all of those “would be Joes” who advertised that they were locksmiths, and were performing “locksmithing” work, without benefit of having a license or any type of credentials.

I understand that the laws were enacted to protect

- A) the public-by not allowing those unsavory characters that said they could perform “locksmith work” while being unlicensed, and
- B) The actual locksmiths (like me)-by not allowing those same unsavory individuals to do my work without benefit of license thereby “stealing” my very bread and butter (or my means of making a living).

However, I have figured out that the main reason these laws were enacted were

- 1) To provide a legalized way of extortion of locksmiths by the State of Texas (i.e. we pay for the “protection” these laws afford, by way of exorbitant fees that go up each year), although these ‘unsavory’ individuals are STILL out there doing my work without benefit of license and yet, seem to receive no form of reprisal under the law, and
- 2) To line the pockets of the Board, where you receive partial payment of moneys from our “dues” to come up with “classes” for continuing education for us “legitimate” locksmiths to continue practicing our craft.

We were told from the beginning that

- A) *unless you are a licensed locksmith, the law makes it illegal to own locksmithing tools* unless, of course, you are a WRECKER SERVICE-then the law doesn’t apply to you; you can unlock cars all day long, using the tools of the trade, and don’t have to have a locksmith license);
- B) *Unless you are a licensed locksmith, the law makes it illegal to advertise that you perform the services of a locksmith* (unless, of course, you are a WRECKER SEERVICE-then the law doesn’t apply to you; you can advertise “vehicle unlock service” under the phone book yellow pages heading of “Locks and Locksmiths”-without benefit of a license); whereas, of course, as a “legitimate” locksmith, any advertising MUST contain your locksmith license # or you are in violation of this law;
- C) *Unless you are a licensed locksmith, the law makes it illegal for you to perform locksmith services* (unless, of course, you are a WRECKER SERVICE, and, ONCE AGAIN, the law doesn’t apply to YOU-you can unlock all the cars you want, and charge *less* than the local locksmiths (who, by the way, can’t AFFORD to cut their prices, because they are having to pay for Business License Fees, and Locksmith Individual License Fees, and Minimum Required Proof of Insurance that the WRECKER SERVICE does NOT have to pay for in order to provide the same services as you!)

Yes, gentlemen, I *really* want to say how grateful to all of you I am that I now have a full-time, NON-locksmithing job, because my business can’t support itself in this small community on the various lock re-key jobs I may get here and there. The lockout calls were my sustenance-they kept me getting by between the bigger jobs. Now, I think I will sell my business to the next sucker that wants to pay all the fees...hey, wait,...maybe I can trade it for a WRECKER SERVICE! Or better yet,

**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 October issue must be received by September 10.*

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## Secretary Announces Scholarships

The Secretary of The Texas Locksmith Association is pleased to announce that we have two recipients for the Scholarship Award this year.

1. Joanna Kay Yates  
Austin, TX
2. Kristi Lee Hearnberger  
Katy, TX

The fathers of both girls are active TLA members and are licensed by the State of Texas. We applaud these young ladies on furthering their education and strongly encourage every eligible student to apply.

Best regards,  
Colleen G. McAdoo  
Secretary/TLA  
832-593-8755

## 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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## Marie Therrell Passes Away

Marie Therrell, 80 of Waco passed away peacefully at her home after a battle with cancer. Marie was born in Waco Texas and attended Waco high school. With her late husband, Tommy Therrell, they owned Therrell Lock and Safe Co. and Therrell Alarm and Protection Service.

Marie was the first woman ever elected as president of The Texas Locksmith Association in 1977. She also served 12 years as the secretary of T.L.A. She retired her position in 1987. Among her favorite things were traveling and crafts. She lived life and enjoyed it to the utmost.

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Our deepest sympathies go out to the family at this difficult time.

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## Oklahoma Licensing

Contact: LOWELL ROBERTS, CRL 405-732-5838 [jlrinc42@cox.net](mailto:jlrinc42@cox.net)

With the recent overwhelming passage of Senate Bill 1741 and Governor Brad Henry's signature, the State of Oklahoma now requires all locksmiths in Oklahoma to obtain a state license. The new law goes into effect on January 1, 2007. After January 1, 2007, Oklahoma locksmiths will have three months to obtain an Oklahoma Locksmith License. Currently, there are nine other states that have a locksmith license requirement, with three other states passing laws to enact the requirement. Those states are Oklahoma, Alabama, and Tennessee.

# GHLA Announces Classes

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
November 18, 2006	Locksmith Refresher Instructor: C.D. Lipscomb

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)

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## MEMBER QUESTIONS LAW from P.13

and out your business for a couple of dollars. I have told several of them I won't work for them on their terms. Some are gone and good riddance. Some have come back and are good customers now. They appreciate our fair way of doing business and realize what the cheapest price will get them.

John Arnold, TLA 1st VP (Corinth, TX)

## REPLY FROM STEVE SANDLIN, ADVISOR EDITOR

As had been explained to you, TLA did NOT draft this legislation. As with any new set of regulations, there are problems, and it will take some time to work it all out. The best thing you can do is, as has been suggested, contact your state legislators. There is power in numbers, so the more locksmiths saying their word, the more impact we as a group will have. I also would agree that the vast majority aren't aware of the differences in opening regulations between locksmiths and tow trucks. If you don't tell them, though, you can bet the truck drivers aren't going to mention it.

I do have to take offence at your blanket claim that TLA board members are "lining their pockets" with fees from the licensing or TLA coffers. Mr. Oleson, I pay the same license fees as you. I pay for the insurance just like you. I pay my state sales tax from my sales. We board members serve TLA members without pay. We pay our own travel expenses to TLA meetings, sometimes requiring air fare for which we are not reimbursed. Most of us spend a large number of hours working on TLA business, all with no payment from the Association. I do feel that you owe the entire board and every member an apology for that statement.

A small businessman in a small town CAN be a profitable businessman. Rather than cry in your beer, so to speak, see what can be done. I thank you for spending the time to contact us. I again urge you to explain these same concerns to your representatives in Austin. TLA will continue to do all it can, but we need everyone. Steve Sandlin, TLA Editor (Huntsville, TX)

*Mr. Oleson replied with an apology and expressed new found understanding. Editor*



# 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.

*MEMBER QUESTIONS LAW from P.4*

Maybe I'll go to work at Home Depot or Lowes-that way I can work in hardware and will still be able to rekey all locks the same that are purchased from the store; or maybe go to work in construction-if I install a new door, I will be able to drill and install the lock hardware with it; or maybe I should just become a "handyman"-I can install a door & locks all at the same time.

When I first started this business, I only meant to do "car unlocks", I had learned to do this at the auto dealership where I previously worked. However, I got phone calls asking "can you rekey my house?"; I taught myself, and took correspondence courses, and everyone said I was "a natural". The previous locksmith business here in town, of course, was handed down from Dan Swindall to Jerry reeves (God rest both their souls); when the widow Reeves heard about me around town, she looked me up. She said she had been holding on to Jerry's equipment and his van "until the right person came along". She said she had heard "nothing but good" about me, and felt that Jerry would approve of her selling me his business. I have always tried to live up to his memory & his name, and most of all, his reputation, as well as that of Dan before him. Unfortunately, I can no longer meet my expenses and help support my family when the local wrecker service is undercutting me by 15% on a lockout call, the local hardware stores are still keying locks, and all the construction companies and handyman services in the area are still installing all the lock hardware on all new doors installed. I have been told "raise your prices", but if I do that, I'll have ABSOLUTELY NO BUSINESS AT ALL. Gas is \$3.00 a gallon, and if I DOP get a service call, for the prices I can legitimately charge in this small community, I am basically paying for my gas to go do the job. I ABSOLUTELY LOVE being a LOCKSMITH. I feel it was my "calling", and unfortunately, due to the "protection" I have been afforded under the new laws, I will have to call it quits soon...very, very soon.

Sincerely,

Victor J Oleson (Vernon, TX)

**REPLY FROM BILL BYBEE, TLA TREASURER**

I too, feel your frustration and hurt, for I am a locksmith that runs a shop as a sole proprietor in a small town. The wrecker service here brags about doing \$30,000 a year doing auto unlocks and my gross last year wasn't much more than that.

I am the treasurer on TLA's board and have been a board member for the last 4 years. When this law came into being, it was tacked on the back of a security bill as an amendment to it. Not even the State Senators or the State Congressmen know that this law existed. Neither the board of TLA nor its members had anything to do with the way the law was written. I am hearing your same sentiments all over the State of Texas. We need to do a much better job of getting the information out to the locksmiths that TLA, the advisory board, and a whole lot of hard working locksmiths are working with no compensation (I taught classes all over the state and have not received a single penny for the classes). I'd be willing to bet you that if you call your state Senator and Congressmen and asked them about the locksmith law that they will know nothing of its existence or what the law says. This is where we need to organize and quit fighting amongst ourselves, to change the law in the next legislative session, so that all the locksmiths in Texas will have an equal playing field. This means calling your Congressmen and Senators, informing them of exactly what you stated in this letter. We need to put a bill together that will benefit the citizens of Texas and make it easier for the small town locksmiths to exist in their communities. This also means that every locksmith in Texas should be a member of TLA and their local associations, because numbers is what these lawmakers understand. As a member, be active in the association to help solve a lot of the discrepancies in the law. To do this, go to the TLA website often, and you will be

TLA 10

*Cont. on P13*

**Never go to the bathroom during a TLA Board Meeting!**

It was one of those cases that I should know better but I just could not hold it any more!!!

After 10 years I know about getting shanghaied because I have done it many a times to others. Anyway by the time I return from the bathroom I am nominated, discussed and voted in as Education Director! I didn't even know I was running, but I sure wasn't running fast enough.....

If you were not aware there are over 50,000 members in the Private Security Bureau. The locksmith's total represents less than 2% of this group. Bearing that in mind the other 98% is asking the PSB to increase the Continuing Education requirements. Some members of this group are required to have 24 hours every two years. We at the present are required to have 8 hours every two years. The Private Security Commission has asked each group to come up with a proposal that they can act upon. The TLA Board has directed me to report to the PSB during the September meeting and inform them that we are requesting a postponement until the Spring of next year before we present our proposal.

I am polling every one of you to ask because I don't want you to say I didn't!!!! How do you feel about it?

**Do you feel there should be an increase? \_\_\_\_\_**

**If yes, by how much? \_\_\_\_\_**

**Do you feel there should not be an increase? \_\_\_\_\_**

**What other opinion do you have about CEU's (without the cussing):**

\_\_\_\_\_  
\_\_\_\_\_

Tear this out and mail it to me at:

Jim Hetchler  
P O Box 68  
Blanco, TX. 78606

Or e-mail me at:  
jim@keypro.info  
**NO PHONE CALLS PLEASE!**

I will be posting the results in the next advisor so respond before then. The dead line is September 1, 2006.

Jim Hetchler – Director Education, TLA

# ***BENEFIT RAFFLE FOR ANNETTE JOHNSON***

*Sponsored by: GHLA*

*Annette is Vice President of GHLA, and due to an auto accident and ensuing illness, she is unable to work. GHLA will be selling raffle tickets until Sept. 30 to help her out.*

*Some of the items to be won are:*

*DONATED BY H.L. FLAKE CO.*  
*SOCIETY BRASS MOUNTED HANDLESET  
KWIKSET #907 POWER BOLT  
SMART WEDGE PIN KIT .005 INCREMENT*

*DONATED BY SECURITY HARDWARE MARKETING*  
*\$100 CASH*

*DONATED BY HL SIMON COMPANY*  
*2 COMPLETE LOCK HARDWARE CROSS REFERENCE  
SOFTWARE (LOCKS, PANICS, KEYS, KEYWAYS, SECURITY,  
ETC.) VALUE \$385.00 EACH*

*Other items are coming in daily so purchase your raffle tickets now!  
Drawing to be held on October 10th. Need not be present to win.*

*Tickets: \$1 each or 12 for \$10*

*FOR INFORMATION or TO PURCHASE TICKETS CONTACT:  
Judy Clifford  
979-297-2413 or [anchor@houston.rr.com](mailto:anchor@houston.rr.com)*

*TICKETS WILL BE SOLD EACH MONTH DURING GHLA MEETINGS  
LASA AND ALNT WILL ALSO SELL TICKETS DURING MEETINGS*

***MEMBER QUESTIONS LAW from P. 10***

able to acquire the latest information that your board and other locksmiths are trying to achieve at that time. Also, the TLA board meetings are open to anyone and if you get a chance, come join the board and let us hear your ideas. This is the only way we will be able to achieve our goals. This is going to be a hard fought battle and we are going to need all the locksmiths joined together to win this war.

The comments that I have stated are my own personal feelings and not those of the boards, but I personally know that most of the board members understand where you are coming from and are working very hard for you and the locksmith community.

Thank you for your letter and if I may be of any assistance to you in the future, feel free to contact me.

Bill Bybee, TLA Treasurer (Cleburne, TX)

**REPLY FROM JOHN ARNOLD, TLA VICE PRESIDENT**

I'll be brief. First, we appreciate you contacting us. We really do care about you and your business. Joining your associations and coming to meetings will allow you to have a voice.

I just want to clarify; TLA did not have anything to do with the passage of the law. We have become proactive after the law was passed. It was passed after a compromise between the Legislative Action Committee (formed by locksmith suppliers and locksmiths, not TLA) to fight the law and the alarm associations. It had become obvious that we were going to be licensed and we had to seek the best deal possible (I feel we were not given the best deal possible). Remember the alarm associations, are very well funded and have 40 years of experience dealing with the law, we really have less than 10. They have a lot of money and we have very little. They have several lobbyist and we have 1. They have members traveling to Austin every legislative session to visit directly with our representatives; we don't really do that at this time. The same is true of the wrecker companies and automobile associations. In Texas the cost of being "in business" is the cheapest in almost any state. We don't pay state income tax. Very few of us have to have expensive local licenses or permits. The fact is the wrecker service thing in the bill was not enacted. They were exempted essentially by a written opinion from the original bill's sponsor, Jim Jackson, after the tow truck association and the automobile clubs pressured him. We need to keep the pressure on and get this reversed.

Let me give you my opinion. The license cost you very little.

- 1) You should already have liability insurance. Without it you could lose everything you own.
- 2) Four hundred dollars a year plus some various fees can be recovered from your day-to-day operations. If you run 15 calls per month, that comes out to 180 calls per year, or about \$2.50 per call.
- 3) Continuing education is an investment. You should be taking classes to help you expand your business or make it more profitable. I bet there is something you can be doing right now to make your business more profitable, but don't know what it is or have the information to get it. I know I'm losing money every day and need to keep active in education so I can find it.

A legitimate business must raise its prices to offset the cost of doing business. If you feel the wreckers are not allowing you to raise the prices there, don't. You will have to recover your money from the "license required" part of your business. Raise your service call \$5. Maybe \$10 on commercial calls. Good customers will pay more for good service. I found out many years ago, the customers that are only worried about price are the worst. They are always complaining and unhappy. Worse they will threaten you

*Cont. on P. 7*

TLA 13

**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. E  
Houston, TX 77084**