

TEXAS LOCKSMITH ADVISOR



*Professional Locksmiths
Serving Texas Since
1964*

*February 2009
Volume 46 Number 02*

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The March 2009
Issue of the TLA ADVISOR
MAY BE THE LAST COPY !
IMPORTANT MESSAGE ON PAGE 4

STRENGTH Through UNITY

*If you received this hard copy and have an e-mail address,
please e-mail us your name and TLA Number.*

editor@texaslocksmiths.org

2008 - 09 Officers

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President's Message

John Arnold, CML - TLA President

Well, it is almost convention time. We are running slow on registrations, Please get your registration in. We got a 7 day extension on the hotel, so get your reservations in by Feb. 24. After that the price goes up and hotel rooms are scarce in San Antonio in March. We really need to shoe the locksmith world; Texas is the premier state convention.

I don't know about you, but I see my business has been falling off some lately. I realize some locksmiths are feeling a little more than others. I realize the economy is off right now, but that really is an opportunity for many of our businesses. Now is the best time to invest in education. I hear locksmiths tell me they don't have time to go to the convention because they are too busy. Now I hear it is because they are too slow. I do know that smart businesses come out of economic slumps stronger than when they went in. I am spending some of slow time to get education for myself and my employees. I am also expanding my shop and looking to work smarter. Most of all I cannot let opportunities slip by. I can't afford to lose a job due to lack of training. I don't like the smaller check I might be receiving over the next year, but I am excited about working on my business. Most locksmiths live in crisis management. When you have more customers than you can get it is hard to work on anything but that next call. I am working on improving my shop, methods, advertising, education, and evaluating my product lines. I feel I have to spend more time looking for new improved products. I have to be able to offer my customers more than just a Tylo (no offense to Kwikset). I have a bright future ahead and look forward to a growing business in the future. I am not going to wait on the economy.

I need board members. This is your association. It is really challenging working with a state wide BOD. The reward is great. I really feel this is your association and we represent the entire state. I can only give one more year. I am willing to stay as president one more year, but I would not be offended by some competition for my office. Several board members cannot give any more due to personal reasons. I am really disappointed right now because I should be concentrating on the legislative session, but I must concentrate on the convention. If we have a full board of members who are willing to put forth the effort, we can have it all. Let any board member know if you desire to run. I enjoy some constructive criticism, but you might want to put your money where your mouth is.

Keith Oakley is our new lobbyist. He has done a very good job so far. I expect him to do even better in the future. We have several things in the works for this session to curb the scam locksmith and unlicensed activity. We need financial help to keep our lobbyist working. We are having Legislature day for our association on March 17 in Austin. You will see a letter from Keith about the subject later in the newsletter. I am bringing my entire family and intend to let me kids see democracy in action. Take some time and make an appointment with your state rep and senator. You may find them at:

<http://www.legis.state.tx.us/> "Who represents me?"

Last please thank your Editor, Web Master, or any of your TLA officers. They do a lot and receive nothing but lost time, expense and a fuzzy warm feeling.

John

Letter From Your Editor

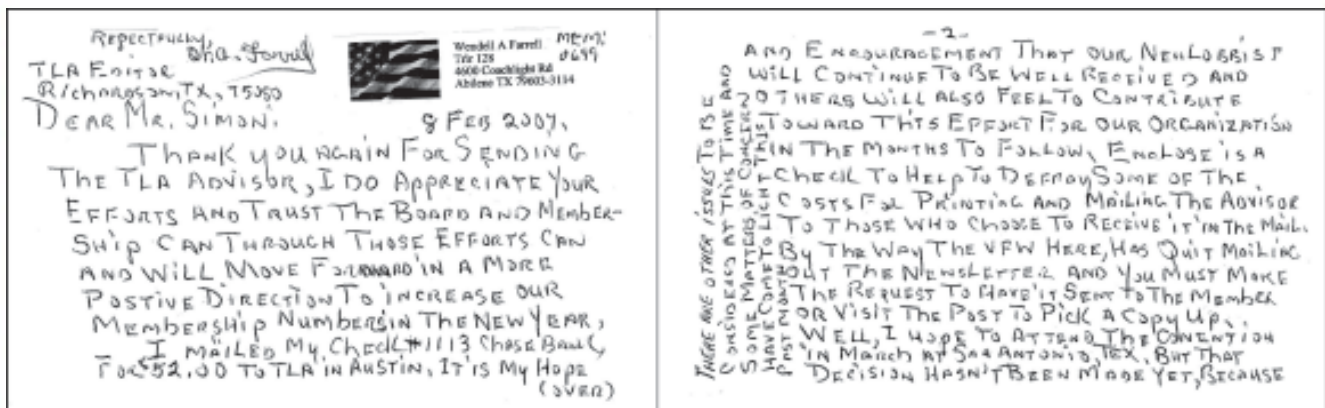
Laurence (Laurie) Simon, RL

The TLA ADVISOR

The TLA ADVISOR is an exclusive publication that is published monthly for members only! In accordance to the bylaws of the Texas Locksmiths Association, distribution will cease two months following the yearly convention. Meaning, only **PAID, LIFE and Reciprocal** members will receive copies after May, 2009. Associations who share their information with TLA such as ALNT, GHLA, LASA, MLA and WTLA along with other National and State Associations such as ALOA, OMLA, NMLA, etc., will also receive copies.

A major change in the format, design and newsworthy information took place in April, 2008 after the convention. Members that did not pay their dues continued to receive copies in an effort to show everyone the “new look” of TLA. To continue doing this is a disservice to the Paid and Life members and against the bylaws of TLA.

When I took this job on I had hopes of just making our bulletin the best one in the USA! Over these few months I have had many e-mail's and snail-mails thanking me on what I have done. These little things really make life a lot better. Now I must share with all our members one just a little better. From Wendell A. Farrell, Life Member 0699, Abilene, Texas. This is the third or fourth note he has sent me along with a check for \$ 5.00. (deposited in our general fund) to help offset the high costs of our Advisor publication.



Thank you Wendell and thank you to all of the other members who have shared their gratitude with me for the “**NEW LOOK**” of the TLA ADVISOR publication. After the convention, there will be a new editor. I trust that you will support him/her as you have done for me.

NEW POST OFFICE ADDRESS
TLA - Texas Locksmiths Association
P.O. Box 15242
Austin, TX 78761-5242

TLA Financial Report

Treasurer's Report /December 2008

I have had an interesting year as your treasurer. I am new to the board and it took some time to pull together an accurate set of books. Here is the state of our finances based upon the information I have at this time. I have an accurate starting balance as of Jan 2008. We were unable to balance everything going backwards from the previous year's financials. The board and I have looked over the previous year's bank statements and checking ledger for improprieties and have found none. The previous books were audited at the convention in Austin. We will have the current books audited at the convention in San Antonio.

Laura Milliorn
Treasurer

January - December 2008

Ordinary Income/Expense

Income

Balance Forward Investments	
Interest-Savings, Short-term CD	<u>81,791.60</u>
Total Investments	81,791.60
Other Types of Income	
Miscellaneous Revenue	<u>1,817.00</u>
Total Other Types of Income	1,817.00
Program Income and	
Membership Dues	<u>74,196.76</u>
Total Program Income	<u>74,196.76</u>
Total Income	157,805.36

Expense

Awards and Grants	
Cash Awards and Grants	2,500.00
Awards and Grants - Other	<u>50.00</u>
Total Awards and Grants	2,550.00
Business Expenses	138.10
Contract Services	
Accounting Fees	1,389.94
Legal Fees	10,104.00
Outside Contract Services	5,468.10
Contract Services - Other	<u>32,469.56</u>
Total Contract Services	49,431.60
Operations	
Postage, Mailing Service	442.78
Printing and Copying	8,015.35
Supplies	6,441.61
Telephone, Telecommunications	<u>289.14</u>
Total Operations	15,188.88

TLA Financial Report - Cont'd

Other Types of Expenses	
Insurance - Liability, D and O	946.50
Other Types of Expenses - Other	<u>4,023.58</u>
Total Other Types of Expenses	4,970.08
Travel and Meetings	
Conference, Convention, Meeting	35,950.58
Entertainment (food)	379.91
Hotel Expense	1,394.05
Travel	455.02
Travel and Meetings - Other	<u>951.95</u>
Total Travel and Meetings	<u>39,131.51</u>
Total Expense	<u>111,410.17</u>
Net Ordinary Income	<u>46,395.19</u>
Net Income	<u>46,395.19</u>

As of December 31, 2008

ASSETS

Current Assets

Checking/Savings

Certificate of Deposit (7507)	13,593.78
Chase General Funds (5033)	40,279.46
CHASE LEGISLATIVE FUND (1764)	23,186.13
Chase Savings (2586)	8,570.35
Chase Savings Legislative (1570)	6,946.61
Citizens National Bank (503290)	<u>58,077.72</u>
Total Checking/Savings	<u>50,654.05</u>
Total Current Assets	<u>150,654.05</u>

TOTAL ASSETS

150,654.05

LIABILITIES & EQUITY

Equity

Opening Balance Equity	105,258.86
Unrestricted Net Assets	-1,000.00
Net Income	<u>46,395.19</u>
Total Equity	<u>150,654.05</u>

TOTAL LIABILITIES & EQUITY

150,654.05

THIS STATEMENT PREPARED WITHOUT AUDIT

Legal - License - Law

Texas Legislation

TEXAS LOCKSMITHS ASSOCIATION LEGISLATIVE DAY 2009 MARCH 17TH 2009 <> AUSTIN TEXAS

Please contact your State Representative and State Senator and let them know that you will be in town on the 17th and would like to drop by for a brief visit. (If the legislator is unavailable, meeting with a staff member is great.) At the meeting, let them know that you are from their district and are always available to answer any questions concerning locksmiths and invite them to join us at our reception that evening.

9:30 A.M.

We will meet at the Texas State Teachers Association building auditorium, 316 West 12th Street, (one block West of the Capitol.) We will have coffee and doughnuts and give everyone an invitation to drop off at their legislator's offices inviting them to our reception.

5:00 P.M.

Legislative reception at Serrano's, 1111 Red River. (approx. 3 blocks East of the Capitol).



We hope you can join us. March 17th is Saint Patrick's Day, so, if you plan on spending the night, make your reservations at the hotel of your choice soon or rooms may be difficult to find.



We are combining our legislative day efforts again this session with the Texas Association of Licensed Investigators, (TALI), Associated Security Services and Investigators of Texas, (ASSIST), and the Texas Burglar and Fire Alarm Association, (TBFAA).

Legal - License - Law

If you are not sure who represents you in the Legislature, go to "Texas Legislature Online" and click on "who represents me". Let them know that you will be in Austin on March 17th and would like to make an appointment. If the Legislator can not see you, do not be offended, they are extremely busy during Session. Meeting with the legislative aide will do just fine.

The more they know about our business, the better they will be able to make informed decisions. I look forward to representing TLA before the Texas Legislature, and hope to see you in Austin.

PRIVATE SECURITY BUREAU INVESTIGATIVE OFFICES

For Criminal History and Licensing inquiries, please contact Private Security Bureau Headquarters:

(512) 424-7710

"PHONY LOCKSMITH'S"

If you or your customers encounter a phony locksmith, please file a complaint through your state's Attorney General office. The AG's are aware of this problem, but require consumer complaints in order to pursue the matter.

ALOA has set up a webpage to file those complaints at: <http://www.aloa.org/AGMap/AG.htm>.

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:

<http://www.tcps.state.tx.us>

TEXAS LICENSE VERIFICATION, Cont'd

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

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.



Legal - License - Law

Report from JANUARY 2009 DPS/PSB Board Meeting (1/27/09)

Bonnie Brown Morse, LASA President reporting

The number of people attending the meeting was less than usual. There were only 4 locksmiths present. Bonnie Brown Morse (San Marcos)-LASA President, John Arnold (Dallas/Ft. Worth)-TLA President, Rick Milliom (El Paso)-TLA Vice President, and Laura Milliom (El Paso)-TLA Treasurer. Our "Texas Lobbyist", Keith Oakley was also present!

The PSB Board advisory committee reported on the proposed rule addition under 35.311 EXEMPTIONS (concerning unlicensed folks installing locksets or hardware). The draft they discussed will be presented to the PSB Board for publication and possible discussion/vote at the next DPS/PSB meeting.

The PSB Board advisory committee reported on the concerns of online registration for individuals.

There were no pending proposed rules.

Reports for PSB Staff:

Capt. Bowie reported from Investigations Section:

1356 violations investigated in last quarter

14 cases (operating with expired license) opened in the last quarter

767 cases (operating with suspended license) opened in the last quarter. (He did remind the Board this number includes those who failed to send in insurance renewal also timely & failed to send renewal timely.)

89 cases (operating without a license) opened in the last quarter

19 cases (Criminal-presented to prosecutors) in the last quarter

Capt. Bowie also shared with the Board the legislation is in session and PSB has requested one million dollars...what they can get done on re-engineering & enforcement depends on money.

From Licensing Section the report was:

194 original Company Licenses issued and 1,089 Company License renewals

8,107 original individual Registrations issued and 5,677 individual Registration renewals

3,974 Employee Information Updates issued

Current active Company Licenses is 5,123, Individual Registrations is 116,439, and School Licenses is 187.

Legal - License - Law

Report from JANUARY 2009 DPS/PSB Board Meeting (1/27/09) Cont'd

The Board was informed of a change in the PSB Website-required through DPS-to meet ADA regulations.

Public comment included a discussion concerning the ongoing problem with a renewed employee (registrant) leaving the company & not working in security but later using their renewed registration as 'two year experience' to qualify as a manager to license their own company. A pilot program is currently in testing for reporting the termination of employees. Currently the PSB Staff can only note 'hold' on the Registrar's record if notice is received (certified letter or fax on company letterhead with name SS# of employee) and processed (by hand).

Administrative hearings were not attended by myself.

Of note in visiting with Mr. Oakley (Lobbyist) & John Arnold (TLA-President):

March 17 is a key day for general public make appointments to meet with their legislators (or staff). This is an important time to 'attach a face' to the locksmith for these folks in Austin. They need to understand what we do, what our needs and desires are...a 'face' makes a GREAT difference in this connection!

CEU hours requirements are going to increase. The current expectation is from 8-hrs to 16-hr in the two years renewal. Be prepared.

The Texas Comptroller has begun checking locksmith companies for compliance with Sale Tax & Use law. Do not freak if an investigator from this office comes in to check you records. If you have any concerns call your local association President or TLA-President John Arnold.

NEW MEMBER(S) APPLICATION(S)

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 Membership Director at 713-824-7093 or email membership@texaslocksmiths.org, of such applicant.

William K Bryant
Aries Locksmith
Marshall, TX 75672

James H Sellers
D&T Custom Iron Works
Marshall, TX 75670

Bylaws Admendment

AMENDMENT #1 Amend Article IV Section 1 by changing to the underlined words in italics.

ARTICLE IV DUESANDASSESSMENT

Section 1. Dues. The total annual dues and assessment for all classes of TLA members except life and honorary members shall be ninety-five dollars (\$95.00).

A. Annual dues shall be fifty seven dollars (\$57.00) and shall be deposited in the TLA general fund.

B. Assessment shall be thirty eight dollars (\$38.00) and shall be deposited in the TLA legislative fund.

C. Annual dues and assessment, if applicable, shall be payable between the first day of the year and by the close of the registration desk on the day of the general membership meeting.

Rationale:

The dues and assessment have not been increased in many years and are in need of substantial adjustment as they are behind normal inflation.

AMENDMENT #2:

Amend Article IV by inserting inserting subsection 1.D which is underlined.

D. The dues may be increased as needed by two third vote of the Board of Directors, provided they publish their motion in the TLA Advisor twice and for a period of no less than 60 days. The increase may not exceed 30% in any yearly period.

Rationale:

The dues and assessment need to be increased to keep up with increased costs, the board needs to be able to do so in a timely manner. There are restraints so membership will know in advance. 2/3 vote will protect and insure a clear majority.

EDUCATION

CONTINUING EDUCATION

Don't forget that you are required to have a total of eight hours of continuing education credits for your renewal of license. One hour must be an approved ethics class. Several organizations are offering classes. Check with You' local associations, TLA, and national associations for class information.



46th Annual
Convention
See Next Pages

SATURDAY, February 28th, 2009

"DOMESTIC & FOREIGN ON-THE-BENCH" (7 HR. CEU)
(GM/Ford/Chrysler/Nissan/Toyota/Honda)

ETHICS / CORE VALUE (1 HR CEU)

TUESDAY, March 24th

MUL-T-LOCK Certification Course

FRI / SAT, MAY 15TH-16th, 2009

"DOMESTIC & FOREIGN " (7 HR. CEU)

TIPS & TRICKS - STACY HETCHLER

FOR INFORMATION CONTACT:
JUDY (979) 297 - 2413 or
anchorlock@comcast.net



THURSDAY, February 12th, 2009

"VERY BASIC ELECTRICITY" (1 HR CEU)

SATURDAY, February 21st, 2009

"Get 2 Gether Valentine Party" (*editors note: Yum Yum*)

Salt Grass Steak House, 11745 IH 10 W, San Antonio

THURSDAY, March 12th

"Ethics" (1 HR CEU)

THURSDAY, April 9th

R2Hinge (1-hr)

SATURDAY, May 16th, 2009

May 16 – Dorma with Ethics (8-hr)

FOR INFORMATION CONTACT:
Wanda (210) 923 - 4381 or
wandajrobbins@sbcglobal.net



SATURDAY & SUNDAY, March 28th & 29th 2009

Dallas, TX

Rolland Safe Company conducting the most comprehensive
"hands-on" safe-moving training.

Deadline for Registration 3/12/09

FOR INFORMATION CONTACT:
Jan Choplin, 972-243-3711 or
jan@rslc.net



2009 CONVENTION & EXHIBITION



46th Annual
Convention
March 18th - 22nd, 2009
San Antonio, Texas



The Finest in Educational Classes



The Annual Business Meeting



The Renewel of Friendships



The Saturday Night Bash

And Featuring The First South West
United States

Security EXPO

March 21st, 2009

BOOK YOUR RESERVATIONS NOW

A block of rooms with special rates have been reserved and are available until February 15th or until the group block is sold-out, whichever comes first.

Booking a reservation from our site is simple. To begin the process, click on:
<http://www.hilton.com/en/hi/groups/personalized/SATAPHF-TXLA-20090317/index.jhtml>
"Book a Room" below to receive your group's preferred rate.

1 KING BED
2 DOUBLE BEDS

rates from 109.00 USD/Night
rates from 109.00 USD/Night

Book by February 15th to reserve your room!

HILTON SAN ANTONIO / AIRPORT

611 NW Loop 410

San Antonio, Texas USA 78216

Tel: +1-210-340-6060

Fax: +1-210-377-4674

2009 CONVENTION & EDUCATION

WET YOUR APPETITE WITH THESE HAPPENINGS

27 Fabulous Classes

Mechanical Locks
Storefront Door Locks
Life Safety Codes & ADA
Fundamentals of Locksmithing
Access Control
Domestic Automotive
Marks I-Que Electronics
Electric Strikes
Advance Shop Management
Defense Against Entry Methods
Foreign Automotive
Auto Remotes and Transponders
Advanced Access Control
Medeco 3 Technical Certification
Electronic Safe Locks
Professional Impressioning Techniques
Advanced Automotive Transponders
Computers for Locksmiths
Ethics

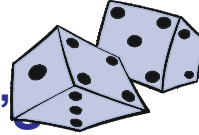
LEARN FROM
*Some of the
Best Instructors
in the United States*

Presented By

To Name A Few of the

Scott Cook
Brian Cosley
Tem Demont
Jeremy Freeze-Skret
Jim Hancock CML
Ray Krispin
Harry Sher, CML, CPS
Phil Sutherland
Bill Tilley
Ed Woods

SEE NEARLY
60 MANUFACTURER'S
DISPLAYING PRODUCT



**And The Annual
CASINO PARTY**



2009 TLA SPECIAL AWARDS

The 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.

Some members having received the award include:

Howard Johnsen	Bill Reed
Gerald Connelly	Breck Camp
Herman Stroud	Judy Clifford
Laurie Simon	Dee Bucha
James P. Rushing	ALOA
Butch Titus	Pat Titus
Wanda Clark Andrea	Dan Floeck

The 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 Locksmiths Association.

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

Some past recipients include:

James P. Rushing	Buddy Clifford
Bill Reed	Kenny Lee
Steve Young	Gus Pena
Jerry McNickle	Wanda Clark
Judy Clifford	Keith Knott
Jim Hetchler	

****TO PLACE YOUR NOMINATION FOR THIS AWARD, PLEASE FILL OUT THE FOLLOWING FORM AND RETURN TO THE AWARDS CHAIRMAN NO LATER THAN March 1st, 2009.***

TLA PRESIDENT, P.O. Box 15242, Austin, TX 78761-5242 (president@texaslocksmiths.org)

I, _____ TLA#

nominate _____

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

Signed:

I, _____ TLA#

nominate _____

As a candidate for receipt of the George Robbins Award based on the following:

Signed:

GOOD WILL & WELFARE

Two Tragic Lossesand some Good News.....

Our condolences to Pat and Butch Titus of San Antonio, both Past Presidents of TLA and LASA - two wonderful members who gave of themselves for so many years for the loss of their Granddaughter, Amanda Wollney, 23 years old. She will killed in a tragic auto accident in San Antonio.

Our condolences to Alton Harp of Harps Lock & Key in Vernon TX. His Grandson was also Killed in a auto accident in January, 2009. He was 23 years old.

A speedy recovery to Martha Garrett the wife of our Vice President - Billy. She had Mild heart attack about 3 weeks ago, they put a stint in and she was home in 2 days and doing very well. She has been under a lot of stress with trying to get their house and shop back in shape after the storm, she and Billy are doing a lot of the work themselves.

POSITIONS WANTED

It is the policy of the Texas Locksmiths Association not to accept "HELP WANTED" advertisements. Your association will not participate in any action that would take employees from one member to another. But, this policy does not exempt TLA to assist members looking for jobs especially during this recent business turndown.

If any current paid member is looking for a new position because of the current situation, please send full particulars to:

e-mail: editor@texaslocksmiths.org
snail-mail: 1314 Huntington Drive, Richardson, TX 75080-2809.

We will publish your "looking for work" in the TLA Advisor at no charge.

FOR SALE

If a TLA member wishes to place a business card size ad in the Advisor we do so at NO COST to them. These type ads normally consists of "equipment for sale", "business for sale" or related locksmith only items. "Help Wanted" ads are strictly forbidden. Members may run the ad FREE for a period of not more than three (3) months in succession per year, if the member would want to run the ad for more than 3 months then there is a charge of \$25.00 per month beginning with the 4th month.

DISTRIBUTORS

CLARK SECURITY PRODUCTS

10390 Shady Trail # 104
Dallas, TX 75220
(214) 352-3536 (800)-483-5625
F (214) 351-5199
www.clarksecurity.com

FAIRWAY SUPPLY

2631 Lombardy Ln, Dallas, TX 75220
(214) 350-0021 (800) 776-3247
F (214) 362-4299

4303 Dacoma St., Houston, TX 77092
(713) 957-2160 (800) 767-3247
F (713) 957-2122

8814 Shoal Creek, Austin, TX 78757
(512) 452-6300 (800) 309-6300
F (512) 452-8014

2811 B W Expressway 83
LaFeria, TX 78559
(866) 676-3247 (956) 797-2174

www.fairwaysupply.com

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Houston, TX 77023
(713) 926-3200 (800) 231-4105
F (713) 926-3399 F(888) 329-0601
www.hlflake.com

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San Antonio, 78228
(210) 734-6165 F (210) 735-2248
jjdistms@hotmail.com

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Memphis, TN 38175-2506
(901) 797-8000 (800) 238-7541
F (901) 366-0005
www.mcdonaldsdash.com

SGI

SECURITY GENERAL INT'L. LTD.

12500 San Pedro, Suite 475
San Antonio, TX 78216
(210)-679-2900 F (210)-247-0039
Matthew Green, VP Sales
mgreen@securitygeneral.com

DUGMORE & DUNCAN INC

30 Pond Park Road
Hingham, MA 02043
(888) 384-6673 F (888) 329-3846
www.dugmore.com
literartu@dugmore.com

HANS JOHNSEN COMPANY

8901 Chancellor Row
Dallas, TX 75247
(214) 879-1500 (888) 879-1500
F (214) 879-1530 (800) 967-4250
www.hjc.com
lock@hjc.com

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