

# **TEXAS LOCKSMITH'S ADVISOR**

**December 2004**

**TEXAS LOCKSMITHS ASSOCIATION**  
**2004 BOARD OF DIRECTORS**

**PRESIDENT**

Jim Hetchler  
409 Bob White  
New Braunfels, TX 78132  
1-888-539-7633  
Toll Free: 1-877-TLA-INFO  
jhetchler@satx.rr.com

**1ST VICE PRESIDENT**

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

**2ND VICE PRESIDENT**

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

**SECRETARY**

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

**TREASURER**

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

**PARLIAMENTARIAN**

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

**SERGEANT-AT-ARMS**

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

**EDITOR**

Steve Sandlin  
63A Summer PL  
Huntsville, TX 77340  
936-291-6450  
Tla\_newsletter@hotmail.com

**COMMITTEES**

**BOARD OF TRUSTEES**

Michelle Spears  
P.O. Box 217  
Lake Jackson, TX 77566  
979-297-2413  
Fax: 979-297-1483

**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,

Well by the time you get this Xmas will be almost here. This has been one of the fastest years I have ever experienced. I have one more meeting for the TLA Board on November 20, 2004. Then I don't have anything till the Convention. I hope you are planning to attend!!!! It will be strange having a couple of months off.

Nowadays I don't get many calls from locksmiths, but I am getting a ton from Door Installers, Gate/Fence Installers, Garage Door installers, Access Control Companies, Parking Garage owners, dog catchers, and horse thief's. Well maybe not the last two. It just seems like it some days.

This Licensing law has incorporated many more different trades than originally intended. Because of that the Private Security Bureau is going to be extremely busy by the time you read this. If you haven't filed your paper work or you know someone that hasn't you/they will have a long wait to get your license back.

Also if you haven't spoken to your coworkers, competitors, friends about joining TLA please, for me, do so. We are already doing our planning for the next legislative session and we must have the numbers up. TLA will be taking a very active part in this law and being a member can be a real plus.

If you care anything about your trade and the future you must do something to insure its' survival. Spread the word. Get some applications for TLA and carry them with you to hand out. Ask everyone you come into contact with if they care about their trade and future. This is almost like beating a dead horse. It is so little to ask of you all and it can have a tremendous influence on the profession. Just think about it! If you each just help sign up one person, just one, we could double our membership.

I am looking forward to the convention in the end of March. The location is really great, right on the water front. We have lined up some really nice classes. For one, Jake Jakabluski, Tips by Jake from TNL, is going to put on 3 days of classes. One I think is Basic Electronic Access control. Then we have also signed up the entire Pure Auto folks from Locksmaster. Don't know for sure who they are sending but we hope Jeff Cooper, Randy Mize are two of them. We are going to have a Casino night again. This is always a lot of fun.

By the way, we are actively seeking an Insurance broker from two companies to help us put a package together for business and also a health insurance package. But once again it is all in the numbers. We are now part of the State Security sector and it is opening doors for us that we didn't have before.

Just remember I am just one person and with the board we are less the 10. We can only do so much for you and then you will have to do for yourself. It is easier if you help us!

Jim  
Pres...

**Subscribe to TLA's eMailing List** to receive this publication [Texas Locksmiths Advisor] by email/download instead of regular mail. Go to [www.texaslocksmiths.org/advisor](http://www.texaslocksmiths.org/advisor) and Subscribe to the eMailing List for User Name / Password to Members Area . Or, send an email to [tla\\_advisor@texaslocksmiths.org](mailto:tla_advisor@texaslocksmiths.org) with SUBSCRIBE in the Subject line. You must supply your Last Name, First Name, TLA Member # and send from a valid email address. Note: AOL has a bulk email blocking system; Please use an alternate email account/address.

*I encourage you to Subscribe to TLA's eMailing List to receive important announcements and the most up-to-date information as it is posted. By subscribing, you will also save the Association printing and mailing costs.*

*Thanks in advance, TLA Webmaster*

**TEXAS LEGISLATIVE FUND**

The Texas Locksmiths Association monitors legislation, licensing, and regulation to look after the interests of locksmiths in Texas. A portion of the membership dues helps maintain this program, but additional contributions are needed. Those wishing to support this effort with a donation or donate items for auction, please contact a member of the board or call 1-877-TLA-INFO.

**UP COMING EVENTS**

DECEMBER	JANUARY
9 LASA MEETS	1 NEW YEARS DAY
13 ALNT MEETS	10 ALNT MEETS
14 GHLA MEETS	11 GHLA MEETS
20 GDLA MEETS	13 LASA MEETS
25 CHRISTMAS	17 GDLA MEETS

**TLA CONVENTION**  
**MARCH 15-19**

## **MEMBERSHIP**

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

Applicants will be listed in the Advisor for a period of 90 days to allow members the opportunity to identify any applicant that may be deemed "not suitable" for membership and allow proper notification of the Membership Chairman, Butch Titus at 210-649-2166 or email [btitus@sprintmail.com](mailto:btitus@sprintmail.com), of such applicant.

### **30 Days**

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

### **60 Days**

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

### **90 Days**

John Weber, El Paso, TX  
Ruben Beltran, El Paso, TX  
Ana Clark, Nevada, TX  
William Clark, Nevada, TX  
Laura Cox, Dallas, TX  
Billy Lee, Lufkin, TX  
Troy Niemeyer, Texarkana, TX  
Darrell Jackson, Yoakum, TX  
Ruben Sanchez, Houston, TX  
Dennis LeDuff, Cedar Hill, TX  
Devon Willis, Irving, TX  
Chadwick Thorton, Cypress, TX

*Continued on page 4*

**MEMBERSHIP** *Continued from page 3*

**WELCOME NEW MEMBERS**

Keith Garvin, The Colony, TX  
Dennis Boeshart, Abilene, TX  
Dennis Williams, New Braunfels, TX  
Susan Prall, Jewett, TX  
Marvin Huggins, Austin, TX  
John Brents, Whitehouse, TX  
Jason Stewart, Odessa, TX  
Donald Guthrie, McAllen, TX  
Edwin Howell, Harlingen, TX  
Frank Bellizzi, Altus, TX  
Brain Brookhouse, Carrollton, TX  
Robert Vinyard, Borger, TX  
Keith Christie, Dumas, TX  
Gordon Trobaugh, Houston, TX  
Richard Clayton, Spring, TX  
Keith Schlesner, Amarillo, TX  
Joe Johnson, Dallas, TX  
Craig Bednar, LaGrange, TX  
John Yates, Caldwell, TX  
Dana Smith, Houston, TX  
Jimmy Sharp, Little River, TX  
Earl Elliott, Crowley, TX  
Bruce Paget, Midland, TX  
James Stacks, Jr., Milford, TX  
Harry Roberts, Jr., Lumberton, TX  
Richard Madden, Katy, TX  
Jeremy Camp, Forney, TX  
George Poen, Stephenville, TX  
Julio Dominguez, Jr., Alice, TX  
Jimmie Morgan, Andrews, TX

**NEW ASSOCIATE MEMBER**

HRH INSURANCE-DALLAS, TX

## Several Members Should Contact TLA Secretary's Office

The following persons need to contact the Secretary (210-649-2166). Their applications are incomplete. If the applications are not completed, they cannot become Active TLA Members and will be dropped from the mailing list 01-01-05.

Joseph Pisecco  
Eagle Douglas I  
Jeena Douglas  
Michael Peurifoy  
Bill Winfrey

Jack Street  
Chadwick Thorton  
Dale Shaw  
Miguel Nieves

Butch Titus  
TLA Secretary  
PO Box 142, Adkins TX 78101  
210-649-2166  
[btitus@sprintmail.com](mailto:btitus@sprintmail.com)

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## Win Free TLA Membership Dues

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

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

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

**Omni Hotel Corpus Christi  
900 Shoreline**

**March 15-19, 2005**

**Featuring Classes, Seminars,  
And Exhibits**

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

*See you in Corpus!*

# **IMPORTANT TLA CONVENTION DATE CHANGE INFORMATION**

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

**NEW CONVENTION DATE**

**MARCH 15-19**

## **LEARN AND EARN**

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

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

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

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

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

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

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

## **MEMBER 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 !

TLA BOARD MEETING MINUTES  
AUGUST 14, 2004  
AUSTIN TEXAS

President Jim Hetchler called the meeting to order by at 9:30 AM. The Invocation as delivered by Butch and Bill Bybee led the Pledge to the Flag.

Secretary Butch Titus Called the roll of Officers and all were present except the Treasurer, Jim Ackerman who was on vacation and out of state and the Chairman of the Board of Trustees, Michelle Spears, who was unable to attend because her husband had been involved in a serious accident.

Jim welcomed everyone present, apologized for not inviting Mr. Mike Lemons of the Metro-Plex Assn. Jim recognized the guests present. The guest were as follows:

Ruben Beltran: El Paso  
Steve Morse: Locksmith Association of San Antonio  
Tom Fagen: Locksmiths Association of San Antonio  
William Clark: Associated Locksmiths of North Texas  
Anna Clark: Associated Locksmiths of North Texas  
Bert Wallace: Greater Houston Locksmiths Association  
Roy Yetter: Greater Houston Locksmiths Association & Past TLA President  
Dan Flocke: H.L. Flake Company  
Glen Millican: Fairways Supply  
Pat Titus: Past TLA President

Minutes from 05-01-04 were reviewed and with one correction, were approved.

Jim introduced Steve Sykes of Crosby, Bigelow Fitzgerald Insurance Associates, who presented information on insurance for TLA members. He said the members could be able to gain insurance a reduced rates if TLA were to be a 'homonigious' group. He had contacted 6 insurance carriers and received response from 4 of them. The insurance could cover tools, general liability, auto liability, workers compensation, and health coverage. Mr. Sykes will get several insurance packages together that would benefit TLA members and send the information to Jim Hetchler. If the info is acceptable, he would then like to travel to the different locksmith associations in Texas and present the information to them. Jim Hetchler suggested that individuals present get the information on their present coverage to Mr. Sykes to enable him to get an idea of what they are presently paying. Mr. Sykes said it would take several months to get all the information together before it can be presented.

*CONT. ON P.11*

Communications:

Bill Bybee informed the board that the information he received concerning the stopped payment check from Stealth, it is a civil matter, not a criminal issue. Ed Stites volunteered to get the information to his local district attorney to see if any further action can be taken.

John Arnold presented an update on the 2005 Trade Show. Jim asked the distributors present what TLA could do to increase attendance. Dan Flocke told of the ways other associations have used to keep attendees on site longer. Mr. Flocke said his company would produce a color tri-fold brochure that will be sent out to their customers and also have the brochure available for TLA uses. Jim suggested having the brochures available in email format so it can be emailed to other distributors.

Jim read correspondence that he received from several sources that included letters from Star Locksmith, Jim Warren, Howard Johnsen, David Saucedo,

Board of Trustees: Michelle Spears was not present to present her report. The Secretary presented three scholarship applications for review during executive session and one \$1,000.00 scholarship was awarded to Brandon Hearnberger

Education Report: Education Chairman Ed Stites reported on the progress being made in obtaining proposals for the convention classes and information on what classes could be offered and the night clinics as well. Ed was given the authority to continue negotiations for convention classes with a spending limit of \$11,900.00. Proposed classes are 6 classes from Pure Auto and a three-day basic locksmithing course presented by C.D. Lipscomb.

Finance Report: None available but will be distributed to the Board by email by the Treasurer.

Grievances Reported: There have no grievances filed with the Sergeant at Arms, Bill Bybee.

Legislative Report: Jim Hetchler reported that the State of Texas wants TLA to act as a clearinghouse for complaints against locksmiths. Complaint forms will be available and the records of the complaints will be maintained by TLA. Jim will work with Tom Fagan of LASA and Bert Wallace of GHLA to begin setting up the process. TLA will not be an enforcement agent for the state.

TLA will also offer Continuing Education Credits at the conventions and maintaining records of attendees. TLA will also maintain the CE records of those locksmiths in Texas

*CONT. ON P. 12*

Membership: Membership Chairman, Butch Titus read the names of eligible applicants to who have completed their 90 day run in the July Advisor. They are Alton Harp, Dennis Fitzgerald, David Abney, Jeff Abney, Roberto Rivera, Judy Hyder, Stephen Craigen, Kevin Moore, Wilmer Frazier, Curvis Knight, Cindi Holcom, Ken Foo, Frank Manning, Barry Elkins, George Aretis, Darrel Moore, and Clayton Goodman. The Board accepted those read as new TLA members. He also read names that will be eligible in August and pending completion of their 90 day run they will become members of TLA. They are as follows: Phillip Anderson, Joel Ramirez, James Murrell, Rickie Croxton, Michael Vaughn, Kenny Edwards, and Bill Winfrey. Applicants eligible to be members pending completion of their 90 day run in the Advisor in September were read as follows: Elizabeth Cabello, Joe Pisecco, Jake Davis, James Allen, Jimmy Richardson, and Vance Psel. Applicants eligible to be members pending completion of their 90 day run in the Advisor in October were read as follows: Gary McDonald, James Ulmer, Walter Stephenson, Nidal Bakkar, Doha Bakkar, Jason Miller, Brian Brasuell, Mark Walkingstick, Lance Ross, Lisa Richardson, Eagle Douglas, Jeena Douglas, Danny Davis, Rene Maldonado, Steven Burns, Michael Peurifoy, Gerald Radford, Billy Belcher, Sr., Michael Mize, George Grantham, Julie Rizzo, Kenny Clinton, Mark Caudill, James Glass, Alex Zocchi, and Stacy Hetchler.

Rules & Bylaws: Parliamentarian Richard Sanchez reported that due to the licensing law now in effect, there will be numerous bylaw changes to be presented. Definitions were decided upon as follows: a 'chapter' would comprise 10-25 members and an 'association' would have 25 or more members, bylaws, elected officers and be officially recognized to by the State of Texas. Locksmith associations should also seen non-profit status if they have not already done so. There was a discussion as to whether or not Local Association Presidents should be voting members of the TLA Board of Directors. Discussion as also held on possible raising TLA dues.

Public Relations: Jim reported that there would soon be press releases in various Texas newspapers to inform the public about locksmiths becoming licensed.

Secretary's Report: Butch reported on duties of the Secretary's office since the last board meeting that included giving out information and necessary paperwork concerning the license issue.

The Secretary is to send a letter to ALOA requesting donation to TLA legislative fund.

Convention 2005: Class instructors will be given lunch cards to give to the students. The cards will be turned in upon entrance to the lunchroom. No card, no lunch.

*CONT. ON P. 13*

There was discussion of having a 'Trade Day' at the convention where attendees could bring excess equipment and offer it for trade to other attendees for the item they bring.

The date for the next board meeting was set for November and Butch will get the board sleeping rooms arranged. The meeting will be held at the 2005 convention site, the Omni Bayfront Hotel in Corpus Christi.

Good of the Order: all attendees commented on how well the meeting went and everyone is looking forward to a big attendance in 2005.

The meeting was adjourned at 4:00 PM

Respectfully submitted,  
Butch Titus

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We believe that a security dealer's primary job is to protect lives and property. This is no small task and involves the challenges of staying current on new products and keeping employee training at an optimum level. Recently a security dealer that is very effective in protecting lives and property mentioned cut key pricing as an element that determines the health of a business. He calculated the number of keys cut in his business, the amount of labor required to cut the keys, the portion of the rent that applies to having the retail space available to cut keys as well as the cost of the key machine and the key blank. In his opinion, anyone cutting a standard key for less than \$2 is losing money on every key that they sell. Further, he finds that if he keeps the cut key prices in line with an ice cream cone, at least the ice cream manufacturers of the world know that they have to increase their prices when their costs rise. Is it worth the cost of an ice cream cone for your customer to have a key that is cut to exacting specifications, by a trained professional, and guaranteed to work? Is it worth more than that to have a key that can't be copied at any hardware store?

If you want your business to be professional and used trained professionals, you have no choice but to charge for your professional services.

Source: Medeco Solutions, June 2004

*Submitted by John Arnold*

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

**SUBMISSIONS TO TEXAS LOCKSMITHS ADVISOR**

**Send your Comments, Questions, Suggestions, Articles, Letters,  
Tips & Tricks, News & Class/Event Information to the Editor by:  
Email to: TLA\_Newsletter@hotmail.com      Regular Mail to:**

**Steve Sandlin  
63A Summer Pl.  
Huntsville, TX 77340**

*Submissions for inclusion in this publication must be received by the 10th of  
the month prior to the publication date. E.g., Submissions for the January is-  
sue must be received by December 10.*



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

**CHANGE OF ADDRESS**

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

**OLD:**

**Name** \_\_\_\_\_

**Address** \_\_\_\_\_

**City, State, Zip** \_\_\_\_\_

**NEW:**

**Name** \_\_\_\_\_

**Address** \_\_\_\_\_

**City, State, Zip** \_\_\_\_\_

**Phone (home)** \_\_\_\_\_ **(work)** \_\_\_\_\_

**Email** \_\_\_\_\_ **Effective Date** \_\_\_\_\_

\_\_\_\_\_ FOLD HERE \_\_\_\_\_

**PLACE  
STAMP  
HERE**

**RETURN TO TLA SECRETARY:**

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