

JULY 2011

TLA *Advisor*



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President's Message

Troy Maynard

Hello Fellow TLA Members:

Well here we are another month gone and HOT, these next few months are going to be very busy... we are getting ready for our July board meeting in Corpus... then it's off to Nashville to ALOA and then full throttle till convention time again....

Well I told everyone last month I was going to be talking to Earl Bowie with the PSB, I do have news from his office on installing Access Control w/ audit trail & CCTV at this time we are still required to have an Alarm license to do this work and I have also asked Earl to meet with me to discuss this. I will keep everyone up to date as I get information on this issue.

I have one other big thing that's just been eating away at me, it's the big question of how and why the attorney for the PSB Steve Moninger woke up one morning about 1 year ago and decided that the work, we as Locksmiths have been doing for years Access Control w/ the audit trail all of a sudden we need to have an alarm license WHY?????

I will be asking this question when I meet with Earl at the PSB, I hope to have an answer for you next month... You should also know the PSB has hired and trained approximately 100 new private citizens that have the right to review your records, I was told that most of them are retired DPS troopers.

Be safe and try to stay cool....

1st Vice President's Report Nick Heath

It is with heavy heart that I must resign my position as the First Vice President for TLA. This decision was not made overnight I struggled with this for the last few weeks and I'm sad to say that because of my current work situation I will no longer be able to fulfill my responsibilities as the First Vice President. My work responsibilities will now require me to travel the great state of Texas from Beaumont to El Paso on a frequent basis with little free time to fulfill a position on the TLA Board. I feel that it is better for me to step down and allow somebody else to step in and not let the board and the membership down. Serving for the last four years has been a privilege and an honor and I thank the TLA Board as well as the members for allowing me the opportunity to serve on the board of TLA.

Thank you,

Nick Heath

1st Vice President's Report Vacant

If you have an interest in filling the vacant 1st VP position please review the job duties as listed in the bylaws and contact the Board as soon as you can.

The First Vice-President shall:

1. Serve as the presiding officer in the absence of the president,;
 2. In the event of disability or resignation of the president, serve as president for the remainder of the unexpired term;
 3. Perform other duties as directed by the BOD, or as may be incident to this office;
 4. Be bonded, the cost of the bonding to be paid by TLA.
- Attend the ALOA Convention in the absence of the TLA President.
 - Recruit and setup vendors for the TLA Convention
 - Setup classes for TLA Convention

2nd Vice President's Report Steven Sharp

2012 Plano Convention and Expo Update

We are so glad that one hot month of summer is past, June is gone and we are one month closer to the fall. I don't know about you, but I don't think I can take anymore of this heat!

I hope everyone is doing well and enjoying some time off with friends and family.

I came across a phrase this month that hit home: "Education is the first step to success". Everything we do at TLA is based on this phrase. We do everything we can to see that you the members of TLA and the locksmith's of Texas get the very best education.

I have received only three requests for classes from members. I am asking for many more responses! The classes will be selected by the end of July. This deadline is approaching, so please respond as soon as possible. These classes are for the members to make their shops more profitable, to make their jobs easier, and to obtain higher education.

The Board has provided me with their ideas for instructors. I would like to get a commitment from our instructors by August 2011, so they will have time to plan and prepare course outlines for requested classes. This only leaves us a few weeks to select classes.

This is your opportunity to provide contributions on this subject to make this event a success for all. Please contact me as soon as possible at 2nd@texaslocksmiths.org. Let me know if you have questions or concerns as well as ideas. I am here for our TLA members as well as future members.

Have a safe, fun and COOL July!

Secretary's Report Mark Dawson

I would like to take this opportunity to thank the membership of for its continued support of our legislative efforts. As your Secretary we are currently receiving the mail once a month. When the mail arrived on the 14th of July I was thankful to see the amount of members that are still sending us their information update sheets along with donations for the Legislative Fund.

Troy, Billy, Keith and the rest of the LAC Committee worked diligently this year to accomplish great things for TLA. One of the greatest things that was accomplished was recognition in Austin. We are becoming a known entity within the realm of the PSB and the Legislative Branch of government in Texas. We did not get all that we desired but can and will be prepared to attack those same issues and others in 2013.

With that being said we still have a need to be diligent in fundraising and with our presence in Austin at the PSB meetings. I personally started attending PSB meetings when I realized the affect licensing was having on my business' bottom line. By being there and absorbing the process, I was able to better understand the requirements that the state expects of me as an owner and how they achieve these rules that we are to comply with. I have met and had conversations with almost every board member. They are people just like us, they are approachable and they desire that the security industry be presented to the public in as professional a manner as possible.

The main thing to keep in mind is there is a process to make changes for the better and it takes time and money to get enough people to work the issue consistently until the desired goal is reached. Please take the opportunity to commit to the Lock Pac Pledge or make an additional donation if you are able, it is making a difference for our industry and TLA members.

Treasurer's Report

Billy Garrett

June 4 - July 6, 2011

Balances on All Accounts as of June 2, 2011

Chase General Fund	\$39,798.76
Chase Legislative Money Market	\$6,704.27
Chase Scholarship Money Market	\$8,603.93
Chase Education Fund	\$15,180.42
Chase College Fund	<u>\$62,079.19</u>
TOTAL OF ALL ACCOUNTS	\$132,366.57

Chase General Fund

Beginning Balance	\$40,701.41
Deposits	\$220.00
Total Check Withdrawals	-\$865.50
Total Debit Withdrawals	<u>-\$257.15</u>
Ending Balance	\$39,798.76

Check & Debit Withdrawal Categories

Membership Mailing Expense	\$46.00
CPA Fee	\$812.50
Public Storage	\$53.00
President's Hotel - ALOA	\$183.25
Credit Card Fees	\$27.90

Membership Director's Report James 'Jake' Hall

We have 3 applications for active membership:

Marla K. Delano
Asgard Lock & Safe
Copperas Cove, TX

Cody Sears
Garbo's Locksmith service
Abilene, TX

Luis Castelan
All Valley Key & Lock
Harlingen, Texas

Please forward any comments you make have about these locksmiths to the TLA Board.

DAME Class

I'm sure many of you have heard of Harry Sher and his classes. I met him at the last TLA convention here in Houston. I helped unload the class materials from his van and transport them to his classroom. There were a number of us helping and it took quite a few trips. He does not travel light. I mention this, to give you some idea of how much stuff he has to demonstrate exploits on. My friend Don said I really needed to take his class so I made a mental note and waited for my next opportunity to sign up for it. Don was right, this is a MUST have class for all Locksmiths. Mr Sher has got to be one of the most inventive and creative guys that I know in the business, and I know some pretty smart people. Lol.

I had the privilege of attending the DAME class GHLA hosted recently. I wasn't sure what to expect or what I would get out of it. The name itself sounds pretty cool and has an air of mystery about it... Defense Against Methods of Entry. It sounds like something straight out of Harry Potter. I was engaged from the moment I walked in the door. I want to take this class a few more times. There is so much to see and learn that once just doesn't seem to be enough. It was like watching MacGyver in action. There didn't seem to be a pick or jiggle key he didn't have. We watched him blow through lock after lock with ease. Cheap locks, UL listed pick resistant locks and high security locks it didn't seem to matter.

I was teasing Mr Sher that it's more like Methods of Entry than the Defense Against Entry, but he pointed out that my new knowledge is the Defense. He's right, there are locks that I will never recommend, install or use because of their vulnerabilities. Hell, he retracted a deadbolt and walked through an electronic lock with a magnet for crying out loud.

My recommendation is to take his classes at least once, get there early and sit as close to the front as you can. He has a lot of knowledge to share and we are damn lucky he is willing and able to share it at any price. He is a resource that won't last forever, so I would make every effort to get in on his classes while you can.



82nd LEGISLATURE, END OF SESSION(S) REPORT for Texas Locksmiths Association

The \$25 Billion Dollar Elephant in the Room

The 82nd Regular Session of the Texas Legislature began with an abnormal number of new House members, a record setting Republican super-majority in the House, an estimated, \$25 Billion budget shortfall, a constitutional requirement to redraw the Texas House and Senate district lines as well as Congressional district borders, and several partisan “emergency issues” designated by Governor Rick Perry (R), Paint Creek. By all accounts, it was projected to be one the most controversial and challenging sessions in Texas history.

While the 82nd did deliver on challenges and partisan conflict, by far, the big issue was the budget. With the Republicans representing a commanding majority in the House, Senate, House Appropriations Committee, and the Senate Finance Committee the budget ball was clearly in their court. Much inner- party conflict ensued.

The Chairman of House Appropriations, Jim Pitts (R), Waxahachie, finally delivered an appropriations bill to the House that cut so deep it would impact every House member’s district in a negative fiscal manner. The bill would have cut state jobs, services, grants, and opportunities to a never before seen degree. It was said by many close to Chairman Pitts and the budget writing process that the point of delivering a bill that cut so deep was to show (scare) the new House members, and particularly the Tea

Party members, how much it would hurt to cut as deep as many of them had demanded. So, once the members saw the light, they would reduce the depth of the projected cuts and continue state services at a “reasonable” level that did not cut so deep. The Pitts plan did not work.

Many conservative House members wanted more cuts while many Democrats argued the state was bleeding to death as it is. With much debate and safety net bills drafted, the House finally passed the bill to the Senate. The Senate did not seem to have the stomach to support the House’s carving of the budget down to the carcass and added enough funding to cut just to the bone. So began the irreconcilable differences of the 82nd Legislative session between the House and the Senate.

An entire book could be written about the life and death, then life, then death then resurrection and finally passage of the most recent Texas budget. It took one regular session and one special session to make it happen. It was high stakes and high drama with massive cuts, service decreases, transferring of funds, delaying payments, advance collection of taxes and much more.

Though the budget was finally passed and the legislators have gone home, the effect of the budget negotiations cast such a prodigious shadow over all things legislative that very little else saw the light of day.

The House passed a mere 20% of the bills they proposed, the Senate passed a much better 30%. Though the Senate numbers are closer to normal, both numbers are considerably less than the historical average. At one point in April, the House Calendars Committee had over 600 bills in queue waiting to get a shot at floor debate, compared to the previous session number of 105 bills in waiting during that same time period. Every bill was tied to the other and every other bill tied to a member and every member tied to

the budget.

Direct Impact

On behalf of, and in alliance with, the Texas Locksmiths Association (TLA) Congress Avenue Consulting (CAC) drafted, acquired legislative sponsors, and advocated for passage on a number of bills. The most ambitious bill was H.B. 1867 by, Fletcher (R), Tomball. The Senate companion to Rep. Fletcher's bill was S.B. 1400 by, Patrick(R), Houston.

H.B. 1867 was dubbed the "Omnibus" bill because it contained several issues for more than one entity, all under the governance of the Private Security Board (PSB). The content of the Omnibus that relates to the TLA increased the membership of the PSB by creating a position on the PSB for a locksmith, modernized the definition of "lock", and created a more reflective definition of "locksmith."

As with many comprehensive bills, the Omnibus bill was re-drafted a few times before it was filed and a couple of times after it was filed. Our negotiations and subsequent re-writes were done through Rep. Fletcher's House office, while we pushed for passage of the Senate filed version with the caveat that when the Senate bill arrived in the House we would substitute agreed-to language in the bill.

The negotiations went smoothly on the House version and CAC, in conjunction with one other stakeholder, pushed the Senate version through the Senate process at a very quick pace. Even with the constitutional prohibition against hearing substantive bills on either floor during the first 60 days of session, we were able to get the bill out of the Senate and to the House with just under half the legislative session to go.

As planned, the Omnibus bill was substituted in the House Homeland Security and Public Safety Committee and passed out to the House Calendar Committee for consideration to be put on the House Calendar for floor debate.

The aforementioned shadow of the budget and various other personal and legislative battles was looming over the House Calendars Committee by this time and the Calendars Committee was at what equated to a shut down. A number representing 10% of all bills filed by both the House and the Senate and an amount of bills that equates to almost 50% of ALL bills eventually passed by the 82nd Legislature were log-jammed into one committee. Despite every legal effort known and many promises of passage by elected members, the Omnibus waited in line till its death in the obstructed committee.

Final Passage

H.B. 2577 by, Chairman Sid Miller (R), Stephenville, made it illegal to possess “locksmithing” tools while in the process of committing a crime. This bill became known as the “Lockpic” bill. The Lockpic bill was uncontested and passed both the House and Senate committees unanimously and therefore was eligible to be placed on the uncontested Calendars in both chambers. The Lockpic bill required a bit less negotiation than the Omnibus bill but just as much contact and pressure was necessary for passage. The bill was signed by the Governor on June 17 and will go into effect on September 1, 2011.

Mission Focus

Despite the perfect legislative storm, CAC and TLA were able to maintain headway and advocate for the continued success of the Locksmith profession and TLA. A bill was passed and the TLA profile was raised. The PSB was extremely interested in the TLA efforts to gain a seat on the

board and there is an ongoing discussion with the PSB regarding TLA representation on an advisory board. There is always more to do....

More...

The Speaker has already asked his Committee Chairman to submit their suggestions for interim studies. If you have any suggestions, please contact CAC.

Tech Tip

My Dad and I were tinkering with a new jaw he bought for our HPC1200 key machine and he was explaining to me why he doesn't use a HPC cutter for the bulk of our key cutting (except for Medeco and a few other specific needs).

He said it was because the standard HPC cutter is a little too wide and isn't able to cut a deep and shallow cut next to each other and give him the control he wants. Instead we use a Framon FC9032 cutter that has a 90 degree cut between the angles and a .032 flat bottom.

With the Framon cutter we have better precision and control over the cuts and keys. We can literally cut a 0 and 9 next to each other which is better than the Maximum Adjacent Cut (MACs) specs of most manufacturers. If you do a fair amount of complex masterkeying this cutter can give you better key control and allow you to expand your system.

— John C. Helweg

LockPAC Pledge Card

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

1. Would you pledge one service call fee a month for one year?
2. Would you make an honest attempt to sign up a non-member. There are many locksmiths who are not members, but should be.

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

We are anticipating many positive legislative changes this year, but those changes do not automatically happen. Will you join with other locksmiths in Texas affect changes for the future of our industry? Please sign up today!

I, _____ will pledge one service call fee per month for one year to support our lobbyist efforts, and I will contact one non-member and ask him to join TLA.

It's that simple! You may mail in your pledge monthly, quarterly, or yearly. Thank you in advance for those who will pledge and for those who continue to honor there pledges.

TLA Board of Directors.

Member & Company Name:

TLA Member Number: _____

Address: _____

City: _____ State: _____ Zip Code _____

TLA Board & Regional Associations

If I'm not mistaken Mark Dawson, Billy Garrett and myself are the only current TLA Board members that also belong to and regularly attend a regional locksmiths association (GHLA). It would be nice to see the other regional locksmiths associations get more involved and get some representation on the TLA board.

What if each regional locksmiths association had a representative on the TLA Board? I recently learned that it's not a new concept. It has been done in the past with seemingly good results, but the representatives were called Directors and they did not have a vote. My suggestion would be to modify the TLA Bylaws and create three new positions on the TLA Board, one for each large regional association.

Ideally that representative would be the association President, but I would suggest allowing for an appointed delegate if the President can't make it. This allows for more inclusion of the regional associations and would provide a more efficient mechanism for back and forth communication between TLA and the regional associations and give the regional associations "buy in" with TLA's state activities.

If there are no major objections I intend to submit bylaw changes to make this possible. I'm a member and participate in several other security related state association and they also follow this model.

By the way I also intend to submit bylaw changes to reduce the production of the Advisor to quarterly instead of monthly. I realize that may effect a few other things, but I'm confident the Board can work it out.

I look forward to your feedback - John C. Helweg

A Word from the Editor

John C. Helweg

I try to include an article from the Editor in every issue of the Advisor, but here lately I've been pretty busy and most things have been status quo. I found myself with little to say about much of anything... That was until I realized that I have spent the past couple of months following up with several different lawyers, insurance companies, associations and service providers via email and telephone. Which got me thinking about email and phone etiquette and common courtesy.

If someone calls you with questions or in need of something and they leave you a message, the proper thing to do is return their call as soon as you reasonably can. The same applies to email. When someone sends you an email, the proper thing to do is reply with a response as soon as you reasonably can. If the email is sent to a group of people and the author of the email asks what do you think or your comments are appreciated, that means they are expecting a response from everyone in the group, not one or two of them.

I shouldn't have to email a person three and four times to get a response. It wastes my time and really irritates the hell out of me. I get that no one is perfect and that occasionally an email or phone message may slip through, but to simply ignore multiple messages is down right rude and disrespectful. How would you feel if you call someone, they answer on the other end, but ignore you? That is basically what you do when you don't return email. If you pay for a service, you deserve a response from them. If you elect a representative to represent you, then you have a right to be heard by them, etc.

OVER —>

When you elect Board members to run our association you have an obligation to them just as much as they have an obligation to you. When Board members plead for your opinion via the Advisor or email and you rarely say anything, what do you think that communicates to us? How would you feel if we ran the association with no regard for your input? Give us the courtesy and respect the Board deserves, for volunteering our time and energy to continue the efforts of all those before us, by communicating with us. How can we possibly do the will of the people if the people don't speak?

We are an Association of Locksmiths, by Locksmiths, for Locksmiths.

BTW, there are a few of you that we hear from nearly every month. Thank you for your positive comments and support.

Associate Members

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