



www.locksmithnews.com

Chapter Board Members & Appointments

Rebecca Hrobak
Chair 2008-2009
Eric Osterberg
Vice-Chairman 2008-2009
Rose Marie Elwood
Hospitality Chair 2009-2011
Pat Moseng, CRL, PLT,
Web Page 2008-2009
Dana Lee CML, CPS,
PLT
Education Chair 2009-2011
Chris Chromey,
Education Vice-Chair 2007-
2009
Mike Sullivan, CRL
Sargent at Arms 2009-2011
Sandy Moseng
Secretary/Treasurer
Mike Foty, CPL, PLT
Legislative Watch
Scott Becker
Chapter Library
Earl Karsikas,
Nominations
Steve Polyard, CRL,
PLT Noble Badger

INSIDE:

Meeting 2
Minutes

The Keyhole Newsletter
is published monthly for the
members of the
Minnesota Chapter of A.L.O.A.

Rose Marie Elwood
Blaine Lock & Safe
763-754-2242
jim@blainelock.com

Rebecca Hrobak
Combs & Associates, Inc.
763-746-3666
763-746-3669 (fax)
rhrobak@combsassociates.com

The Keyhole Newsletter

M N C H A P T E R O F A L O A

M A R C H 2 0 0 9

MN ALOA Calendar 2009

March:

Wed. March 4th, 2009: Roger Wright & Brian Johnson of Security Sales will give a product overview on HES, Folger Adam, Securitron & AdamsRite, after the General Meeting, O'Gara's Bar, St Paul, MN.

April:

Wed. April 1st, 2009: (a national holiday for me.) Dan Bernier will discuss new requirements for fire door assemblies and fire egress opening inspections as required by NFPA80-2007 and NFPA101, after the General Meeting, O'Gara's Bar, St Paul, MN.

May:

Wed. May 6th, 2009: Tom Modoc of Medeco High Security Locks will give a presentation on Keymark's new product, after the General Meeting, O'Gara's Bar, St Paul, MN.

June:

Wed. June 3rd, 2009: Advanced Diagnostics (transponder technology) Tony Presidio will coach Dennis Welch in a presentation, after the General Meeting, O'Gara's Bar, St Paul, MN.

September:

Wednesday, September 2nd, 2009: Mark Lundblad will talk about picking lever locks, after the General Meeting, O'Gara's Bar, St Paul, MN.

October:

Wednesday, October 7th, 2009: Paul Hattenberger of Stewart Walker Associates returns with more Kaba Ilco electronic demonstrations, after the General Meeting, O'Gara's Bar, St Paul, MN.

Save the Date for Upcoming Shows

ALOA Convention August 8 – 16, 2009: Education and Trade Show. Las Vegas.
Annual Doyle University and Trade Show. Third weekend in September, 2009

FREE CLASS 2009

We're still working out details, but it looks like this year's free class will be a half a day of instruction in **Detention Hardware** presented by Clellan Davis (C.D.) and Tom Helmer.

Ongoing

Fox Valley One Week Beginning Locksmith Course

Jerrold G. Antoon, CPP, RL, Coordinator, Security and Crime Prevention
Fox Valley Technical College Voice: 920-735-2410
825 N. Bluemound Dr. FAX: 920-735-2414
Appleton, WI 54912-2277 antoon@fvtc.edu
<http://www.fvtc.edu/security-crimeprevention>

Multipoint Lock Instruction: rorysnow@allaboutdoors.com
Recommended by Dave Thielen, ACE Instructor.

To volunteer your time, add classes / counter days, or suggest topics
call Dana Lee at 612-968-3257 Or email dana337@mac.com

Submission Guidelines

Education Events –

Any education event can be submitted to Dana for inclusion in the monthly calendar. See calendar for contact info.

Free Classes – if you have a free class coming up, we will publish your registration form in the newsletter at no cost.

Non-Free Classes –

If you pay to print your single page flier, we'll include it in the newsletter at no charge. Multiple pages may be subject to charge for postage as applicable.

Articles, announcements, letters to the editor and other submissions are encouraged! Submissions may be edited for content or length at the discretion of the editor.

Paid classifieds will be considered on a case-by-case basis.

Due date for all submissions is the 15th of the month prior to publication.

For more information please contact Rosemarie Elwood at jim@blainelock.com or at 763-754-2242.

February 09 Meeting Minutes

Meeting called to order: 7:05pm

Visitors: Bill Smith,

Minutes of Last Meeting: Motion to Forgo

Motion to Accept: Mike Sullivan

Second: Steve Polyard

Present: Rebecca Hrobak, Mike Sullivan, Dana Lee, Eric Osterberg, Rosemarie Elwood, Pat Moseng, Mike Foty

Absent: Chris Chromey, Sandy Moseng

Treasurers Report: Balance Forward \$10,017.65, Income \$1596.39 Expenses \$1326.70, Ending Balance \$10,287.34

Motion to Accept: Rebecca

Second: Mike Sullivan

Toys For Tots: \$127.12, George Hall Scholarship \$455, Marketing \$231.25

Membership: 18

Correspondence: None reported

Education Report: Dana . Education weekend looks good. Jan won the Holiday card and Nathan Deets won the Ledger. Clellan Davis is retiring in October and wants to give a detention lock class before he's done. Half day, free to chapter members, probably in conjunction with the swap meet, not ACE certified, but they're going to try to get a bit of information to teach to the detention elective.

Nominating: None

Hospitality: The banquet was a success – thanks to all who attended and special thanks to everyone who donated prizes. The swap meet is coming up again this year - plans are in process. Banquet 2010 proposed to have in conjunction with the Education weekend.

Legislative: Details on the proposed Iowa law are still pretty evasive. Mike Sullivan will be back in Iowa in March so we're hoping to get more information from the resident Iowans. Also, Mike Foty got a card saying that Locksmiths have to be contractors/are subcontractors and therefore need subcontractor licenses. This is another paid license as well as a development that would change the way locksmiths pay sales tax.

In addition we've got our regular issue with internet locksmithing. Rebecca reiterated that everyone should send letters to national because how else will they know what we want. Rosemarie proposed that she would bring copies of a form letter and a bunch of stamps and that evr one would just have to sign their name and she'd mail the letters. This is why Rosemarie is a rock star.

The Minnesota Chapter of ALOA meets the First Wednesday of every month (except July and August) at O'Gara's Bar & Grill located at the corner of Selby and Snelling Avenues in St Paul, Minnesota.

5:30 pm – 7:00 pm Social/Dinner Hour – if you wish to dine in the meeting room, please have your orders placed with the Sargent at Arms no later than 6:30 pm.

7:00 pm – 8:00 pm General Meeting

8:00 pm – 9:00 pm Educational Lecture

Everyone is welcome – please feel free to arrive late or leave early as it suits you. We're looking forward to seeing you there!

Our next meeting will be Wednesday, January 7th

February 09 Meeting Minutes Con't

Old Business: Id Badges: Steve P is totally back! Of course, we still haven't got a badge making machine. But the badger is ready to roll the very second we do.

New Business: Bill Smith the North Central Director of ALOA stopped by to discuss ALOA's point system and other matters. But first, in the late 1940's/early 50's Bill recorded a tune with Whoopie John Wolfort and, by request, Bill is going to provide us a performance of that tune he played – Wooden Shoes. Gall Darn it, that's some fine harmonica, Bill! Encore! It's a Small World! Whooop! Double Time! We need to book this guy more often – attendance will go through the roof! Maybe start charging a cover... Bill is a lifetime member of both ALOA and SAVTA. He is only one of two people in the whole world to have been awarded the lifetime membership for both ALOA and SAVTA (the other is Ole Bankston from Sweden). Bill bought his locksmith company in 1972 and has been affiliated with ALOA ever since.

There are between 8 and 10 thousand members of ALOA at any given time. Of those 8-10 thousand people, only about 200 vote in any given year. So, get informed, and vote (Bill endorsed John Soderlin for president this year) – it really makes a difference.

The ALOA recertification program has been implemented in order to improve the professional profile of the locksmith association. In addition to the certification points, ALOA has also implemented a dress code (which was Bill Smith's particular project) – locksmiths are skilled professionals and, as such, should project an image which is, at its base, tidy, well kempt and reflects the skill and care we put into our trade.

The points system, in a nutshell, requires ALOA members to get 16 points every 3 years in order to maintain their membership.

ALOA membership 2 points per year
 Chapter membership 1 point per year
 SAVTA membership 1 point per year
 Meeting presentation ¼ point
 4 hour class ½ point
 Full day class 1 point

That's not even all the things that can get you points – the idea is that with average participation in a variety of areas, it is not at all difficult to get the points. Certification can be tracked either by the national organization or by individuals. The recertification fee has dropped from \$60 every 3 years to \$30 every 3 years. All that is required is that you send a letter to ALOA saying that you have your points.

It's on your honor – your word that you've met the requirements is good with the board. Certain companies will check your references more stringently as part of their internal HR policies, and your points may come under some additional scrutiny in the event that you advance to higher office.

Regarding the website, there was an issue. Process has been very slow – upon examination, the person hired to construct the website was confronted about the lack of process – and left precipitously as a result. So they started again at the beginning and things are going much better now.

Visibility – the profile of the website on the internet – is being handled by a third party. ALOA is partnering with an outside company to market the site so that hopefully – as part of the new launch the overall visibility of the website will hopefully be improved.

Marketing partnerships: how to improve the visibility of ALOA certification to laypersons. Medeco is putting a note on all their products to say that they should be installed by a qualified ALOA certified locksmith. Hopefully more manufacturers will follow suit.

Ultimately, it's all about licensing – marketing that is – because without the licensing the customer has no one to intercede on his behalf.

Which brings us back to our favorite conversation about licensing and unqualified service providers and we had to stop because Paul Hattenberger is waiting in the wings to deliver the monthly educational address.

Motion to adjourn: Rebecca

Second: Mike

Meeting adjourned: 8:30 pm

Proud of our Locksmith Industry ...



If you would like to add your business card, please contact me:

Alan Morgan, CRL - Speedy Lock & Key
 8005 W. River Road Brooklyn Park, MN 55444
 Phone: 612-414-4300
 email at almorgan@aol.com

Office: (763) 541-5366

ASSURED
 LOCKSMITHS

Door & Security Hardware Specialists

6144 Olson Memorial Hwy.
 Golden Valley, MN 55422

MUL-T-LOCK

Mul-T-Lock USA, Inc.
 300-1 Route 17 South, Suite #7
 Lodi, NJ 07644

Fax: (973) 778-4007
 Toll Free: (800) 562-3511

www.mul-t-lockusa.com

An ASSA ABLOY Group brand **ASSA ABLOY**

E.L. Reinhardt Company, Inc. www.elreinhardt.com
 Wholesale Security Hardware Products & Locksmithing Supplies

Henry Berg

Phone: 651-481-0566

To Order Call - 1.800.328.1311
 Fax Orders - 651-481-0166

3250 Fanum Road
 Vadnais Heights, MN 55110

Paul T. Hattenberger
 Manufacturers Representative

Telephone: (651) 452-8112
 Fax: (651) 452-0214
 Cell: (612) 790-5265
 E-mail: pthatter@earthlink.net

Stewart D. Walker, Inc.
 750 South Plaza Drive, Suite 215, Mendota Heights, MN 55120

TRIED
 Your Distribution Solution

Tri-Ed Distribution, Inc.
 1325 Eagandale Ct., Suite 100
 Eagan, MN 55121

Tel: 651.994.1789
 888.874.3336
 65.994.1774

Fax: jjungwirth@tri-ed.com
www.tri-ed.com

Joe Jungwirth
 Branch Manager

Combs & Associates, Inc.
 Manufacturers Representatives Architectural Doors, Frames and Hardware

6190 Olson Memorial Highway
 Golden Valley, MN 55422

Paul Lepeska, AHC, CSI
 Partner

Phone: 763-746-3666
 Fax: 763-746-3669
 Email: plepeska@comsassociates.com

IR SSC

Chuck Guminiak
 Sales Representative-Distribution
 (952) 830-7056 Direct
 (612) 940-4503 Cellular
 (952) 893-2389 Fax
charles_guminiak@irco.com

Ingersoll-Rand Company
 Security & Safety Consultants
 of North Central
 5265 Edina Industrial Blvd.
 Edina, MN 55439

HARDLINES
 MANUFACTURERS REPRESENTATIVE OF ARCHITECTURAL PRODUCTS

MIKE GALL

1006 120TH LANE
 COON RAPIDS, MN 55448
 PHONE 612-719-0545
 FAX 763-208-2345
 E-MAIL hardlines@comcast.net

DOYLE
 Security Products

Dan Petersen
 Sales Representative

2211 West River Road North • Minneapolis, MN 55411
 Toll Free: 1-800-33-DOYLE
 (612) 521-6226 • Fax (612) 521-0166
 Serving The Security Industry Since 1921

IDH
 H. Hoffman Inc.

Scott Guetschow
 Regional Sales Manager

St. Louis 314.682.8391
 800.392.1303
 314.682.8395 fax

Minneapolis 952.886.3840
 800.326.8986
 fax 952.886.3841

cell 314-614-5019
sguetschow@idnhoffman.com

**LOCKSMITH SUPPLIES
 INSTALLATION TOOLS
 FACTORY SOURCING**

Gene Simon
 HARDWARE SPECIALIST

708 799-8783
 FAX 708 799-4322
 E-MAIL: Ugene51@sbcglobal.net

P.O. BOX 51
 FLOSSMOOR, IL 60422

**U.S.A. Central Station
 Alarm Corp.**

Mickey Fuller
 Director, Site Operations - Minnesota

888-872-3640 • 877-872-6466
 Fax: 888-872-3703
mickey.fuller@usacentralstation.com
 New York • Connecticut • Minnesota

Security Sales Group, Inc.
 Representing the Manufacturer

Master Lock
OLYMPUS LOCK, INC.
SECURITRON
hes
Adams Rite
DON-JO

AMERICAN LOCK
Lucky Line

8120 Pinewood Circle
 Chanhassen, MN 55317
 Office / Cell: 612-384-4592
 Office Fax: 952-401-3458
 e-mail: bn.johnson@mchsi.com

medeco
 SECURITY LOCKS

Tom Modoc
 Territory Manager

Phone: (763) 557-2982
 Fax: (763) 509-0876
 Mobile: (612) 310-8463
 Voice Mail: (800) 548-8003 Ext 6037

3625 Allegheny Drive
 P.O. Box 3075
 Salem, Virginia 24153-0330
www.medeco.com

An ASSA ABLOY Group company
 Email: tmodoc@yahoo.com