

the Rocky Press



SECURING YOUR FUTURE THROUGH EDUCATION

There is a Zoom meeting on Tuesday, January 5th.

Meetings begin at 7:00pm.

Intermountain Lock & Security
999 Jason Street
Denver, CO
80223

In This Issue:

The President's Message	1
Meeting & Membership News	2
Tricks & Humor of the Trade	3
Associate Members	4
Classifieds & Meet the Board	5
Rockey Press Information	6

January 2021

The President's Message

Time welcomes us to a New Year and new beginnings in 2021, with my hope that it turns into a good and prosperous year for all of us. I also want to say good riddance to 2020, although there were some good parts of this year.

I have been thinking of trust lately. Have you gone out on a job where the customer told you one thing on the phone and when you get to the job site it is completely different than you pictured? That is when you shake your head and tell them you will need to go back and get a different part or tool. When discussing a job, we always need to make sure that the customer tells us exactly what the need is so we can be prepared for whatever their problem is, brand, make, model, and serial number. What are the symptoms? Will I have what I need to repair the problem when I arrive? What is the cost to the customer?

The customer needs to trust you to give you the work and you need to trust the customer to be able to work on his project and get paid. The customer expects quality and timely work for his dollars, you expect to be paid for your time and parts. Keep in mind that every interaction with every person is a moment of trust. How you interact with one customer is observed by other customers. I figure if you make one customer upset, he tells his 50 friendly interactions how he got taken advantage of or the work done was shoddy. You always want your next job to come by word of mouth or the same person, that is trust when somebody you did work for recommends you to their friends or colleagues.

We are all vulnerable. I recently did a plumbing job. I checked my repair several times, but no sooner had I got back to my office I got a call that the job I did was not working. In my mind I changed the broken part, I checked my work, and all was working fine. When I went back all that was needed was an adjustment. Five minutes later it was working fine. Always remember that we cannot X-ray everything, we are not going to be right 100 percent of the time, but always take care of the problem without throwing blame or getting upset. Respect yourself as you show respect for others.

I manage approximately 35 people at the school that I work at and each of them have a job to do. I must trust each of these people will perform their job daily. I am in the upper management that oversees the work that they do. I manage through other direct managers that schedule and support the employees under them. My management style has always been to describe the work needing to be done and giving each

President’s Message (continued)

employee the responsibility to do their job, with clear guidance of what is expected of them. Over the years the employees that I have hired have outperformed the rest of the employees of the school. I have always been asked how my employees have stayed with the school and all of them do a spectacular job. I credit several things but the most important thing that I see is they have all been given a job to perform and the responsibility to perform that job is owned by them. In other words, all have their own businesses; the school gives them the tools to succeed. Standing up for employees and having their back when needed, not being afraid to get dirty, and helping when the need arises.

To me trust is simple: Caring and Trusting in yourself is the most important thing you can do. Trust your customer, trust your employer, trust your wife and family. Your relationships throughout your life are based on trust and rewarding people by giving them the tools to be responsible for the job they are given. Making and keeping commitments and making sure you stand by your commitments and the commitments you make are worth your time.

Let us make 2021 the best year of our lives. I promise you that I will work on my commitments and trust so that we have a great Association and going forward the RMLA will work for all.

Bill Rosell
President

Business Meetings:
January, April, July, and October

Educational Meetings:
February, May, June, August, September, and November

Induction Meeting:
March

Christmas Party:
December

January’s Plug-A-Product is from Brad Steele & Associates, presented by Brad Steele or Rudy Armitage.

Got some “Sunshine” for the Rocky Press?
Please send the editor an email at rmlapress@gmail.com by the 20th of the month.

“Sunshine” news can be about health, a compliment, a community honor, etc.

Birthdays

Chuck Haas, 1/17



Designations and titles are typically awarded by membership organizations that have an established testing or training program. We list those titles and their initial designations below. Typically a recipient will use the initials following a comma used after their name.

Initials	Actual Title	Issuing Organization
AHC	Architectural Hardware Consultant	DHI
CAI	Certified ACE Instructor	ALOAspai
CAL	Certified Automotive Locksmith	ALOAspai
CEL	Certified Electronics Locksmith	ALOAspai
CFDI	Certified Fire Door Inspector	ALOAspai
CFL	Certified Forensic Locksmith	ALOAspai
CHI	Certified Hardware Installer	ALOAspai
CIL	Certified Institutional Locksmith	ILA
CJIL	Certified Journeyman Institutional Locksmith	ILA
CJL	Certified Journeyman Locksmith	PLAA
CJS	Certified Journeyman SafeCracker	NSO
CLLstate	Certified Licensed Locksmith by State	ALOAspai
CMIL	Certified Master Institutional Locksmith	ILA
CML	Certified Master Locksmith	ALOAspai
CMAL	Certified Master Automotive Locksmith	ALOAspai
CMEL	Certified Master Electronics Locksmith	ALOAspai
CMKA	Certified Master Key Assistant	ILA
CMKC	Certified Master Key Consultan	ILA
CMKJ	Certified Master Key Journeyman	ILA
CMKS	Certified Master Key Specialist	ILA
CMS	Certified Master Safecracker	NSO
CMST	Certified Master Safe Technician	SAVTA
CPL	Certified Professional Locksmith	ALOAspai
CPP	Certified Protection Professional	ASIS
CPS	Certified Professional Safe Technician	SAVTA
CRL	Certified Registered Locksmith	ALOAspai
ICML	Institutional Certified Master Locksmith	ALOAspai
ICPL	Institutional Certified Professional Locksmith	ALOAspai
ICRL	Institutional Certified Registered Locksmith	ALOAspai
RL	Registered Locksmith	ALOAspai
RST	Registered Safe Technician	NSO

Q: Why was the snowman sad?

A: He had a meltdown

Q: How do abominable snowmen greet each other?

A: Ice to see you!

Associate Members (Listed alphabetically)



C. Brad Steele, AHC

2650 West 2nd Ave., Unit 13
Denver, Colorado 80219

☎ 303.922.3692
☐ 303.478.0716
Toll Free 800.321.7233
Fax 303.922.8873
✉ brad@brad-steele.com



"Service is our key"

**INTERMOUNTAIN
LOCK & SECURITY**

Denver • Salt Lake • Las Vegas • Los Angeles • Phoenix

www.imlss.com / 800-323-8046

Elliott Associates
251 Violet Street Suite 100
Golden, CO 80401
303-429-0133 phone 303-429-0177 fax
<http://www.easales.com>

Factory Reps for:



CLAIRE H. CUSICK CO., INC.



BILL CUSICK

KENDY CUSICK-RINDONE, CSI, CCPR
6086 SOUTH FILBERT COURT LITTLETON, COLORADO 80121
PHONE: 303-771-0152 **FAX: 303-771-3243
Email: ccusickco@aol.com

PROUDLY REPRESENTS:

ABUS
AIR LOUVERS
DETEX (Exit Devices & Operators)
DON-JO MFG., INC

KABA ILCO & ADVANCED DIAGNOSTICS
SDC: Security Door Controls
SELECT PRODUCTS
TELKEE, INC



www.idnacme.com

Denver
2496 W. 2nd Ave. Unit #4
Denver, CO 80223
P. 303.922.3041
F. 303.922.7493
TF. 800.445.4008

*We are your
"Rocky Mountain Security Supplier."*
Colorado Proud!



Full Line Truck Conversion • Service & Repair All Brands

- Installing Adrian Steel Service-Van Interiors For Over 20 Years
- Stake Beds / Cube Vans
- Power Lift Gates / Truck Toolboxes
- Utility / Service Bodies / Toppers
- D.O.T Approved Fuel Tanks
- FREE ESTIMATES
- Open M-F 7:30-5:00

303.761.8504
1-800-466-8504

www.mastercrafttruck.com

2180 W. Cornell Av., Englewood



Associate Members, please use our ad space to promote your sales for the months ahead. You have a free year of advertising to tell about your education classes and product specials. Let us help you move inventory!

USE YOUR 2ND AMENDMENT RIGHTS

NRA Basic Pistol Instructor
 Basic Pistol certificate for
 Colorado Concealed Carry Permit
 Regularly \$100.00 RMLA members—\$75.00

For Classes Location, Dates, and Times and to RSVP
 Contact RMLA Member: John Duran
 Phone # 720/663-7674
 E-mail: john@rockymountainsecuritygroup.com.



Up for Grabs!
 These are Miles Osborne 2 X 5
 removable boxes. The outside
 dimensions are 2 x 4½ x 21¾
 long, inside dimensions are 1⅝ x
 4 x 21 7/16 long. The locking
 head can be removed or left on,
 but without the nest it serves no
 purpose. I only have a couple
 thousand left, so call to request
 yours.
 Contact John Todd at
 303-730-8525 for more
 information or if interested.



**Meet the Rocky Mountain Locksmiths' Association
 The Officers**

President William "Bill" Rosell 303-255-2211	Sergeant at Arms Josh Regan	Treasurer Kent A. Smith, CML Premier Security 303-347-8770
Vice President John Todd Guardian Angel Lock & Safe 303-730-8525	Director Barry Meyer ALSI, Inc 303-550-5625	
Secretary Dave Green Integrity Lock & Key 303-423-3230	Past President/Director John L. Brown, Sr. Busy Bee Lock and Key 303-877-7959	



The Rockey Press,
Official Newsletter of
The Rocky Mountain
Locksmiths'
Association
P.O. Box 2045
Littleton, CO 80161

Didn't receive an
emailed newsletter?
Please send your
correct email address
to: [rmlapress@
gmail.com](mailto:rmlapress@gmail.com)



Classified Ad Rates

10 Lines Maximum

Members FREE
Non-members \$7.50

¼ page	\$25.00 per month
½ page	\$30.00 per month
Full page	\$50.00 per month
Second ad	50% off per month
Third ad	75% off per month

- Associate Members may run one full page ad, or the equivalent, per year FREE of charge.
- Educational ads or announcements are FREE of charge.
- Publication deadline is the 20th of the month prior to print.

Please direct all ads, announcements, corrections, and address changes to:
rmlapress@gmail.com

Your Opinion Counts!

The Executive Board wants to do everything possible to make the RMLA a valuable tool for you. To do this, we need to know what you would like to see at education meetings or in *The Rockey Press*. Please take time to express your ideas and comments to us in writing, by phone, or in person.

Rocky Mountain Locksmiths' Association Code of Ethics

It is the duty of each member to perpetuate and advance the dignity of locksmiths and locksmith trade through the fairest possible dealings with all person, be they fellow locksmiths, clients, or other persons.

Disclaimer

The Rockey Press is the official publication of the Rocky Mountain Locksmiths' Association. Other locksmith organizations may use or copy *The Rockey Press* (except text taken from other copyrighted publications) without prior consent, provided it is used to better the Locksmith Industry and proper credit is given. We reserve the right to edit articles for clarity and space, and all contributions remain the property of The Rocky Mountain Locksmiths' Association.

Membership Round-Up

Whom will you sponsor this year as a member for the RMLA? Do you know a locksmith that is not a member, but should be or would like to be? Ask them to join the Rocky Mountain Locksmiths' Association. After all, we look forward to having other distinguished locksmiths among our ranks. We can all learn from those around us and new faces may mean new ideas.

Committees

Not all committees are listed. For more information on RMLA committees, see the RMLA Membership Manual.

*Chairperson +Non-member Volunteer >Appointed for Vacancy

Public Relations

*Open

Nominating

(2) Directors

Sunshine

Alicia Cox
rmlapress@gmail.com

Education

*David Ayers, CRL 303-466-1841
Chuck Haas, CML
John Todd, CML, CMST

Finance Filter Committee

Kent Smith, CML

Librarian

Open

Membership

Open

Christmas Party

Open

Webmaster

John Brown, Jr.

Finance

Kent A. Smith, CML 303-347-8770

Harmon Scholarship

Kent Smith, CML

Van Contest

Open

Audit

Open

Historical

Open

Video/Photography

John Todd, CML, CMST

Parliamentary

Open

Reception/Induction/Awards

Open

Hall of Fame

Chandler Glover
303-888-9097

Newsletter

+Alicia Cox