

# Jake's Jewels: A Few Words From Jake...

By Jake Jakubowski

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A Michigan reader sent me a letter where he said that he "Partially agreed" with some comments that I made in the March (2008, page 68) issue of The National Locksmith.

At issue in his mind is the fact that he does not (beyond minor repairs or adjustments) do doors. That's fine, and I have no problem with his stated desire to do only what he knows best, and leave the other stuff to people (carpenters, electricians, etc.) that have the skills, tools and proficiency to practice their trade.

In his letter, he related an incident where a door has been "trashed" and he "walked away" from the job. Again, that's his decision and I know that every locksmith will not choose to do certain tasks, like repair or replace doors. That's why I usually mention in my articles on door repair and replacement that my "alternatives" are not for everybody.

But suppose I suggest that rather than walk away from a "trashed" door, you call a carpenter to fix it and charge the customer accordingly? The carpenter makes money, the locksmith makes money, and the customer is convinced that they made the right decision by depending on the locksmith to solve their "security" problem.

Of course, you have to do a little ground work to make a networking arrangement like this doable. I've had locksmiths (like my Michigan reader) tell me that they shy away from EAC because they "don't run wiring." Well, there are electricians out there that would be more than happy to run the wiring for them and do the job the way it should be done. And, yes, you can charge the customer appropriately for the sub-contract labor.

At any rate, we all know what higher energy costs are doing to us and we're all experiencing the "fall-out" of these prices. Consequently, I think we simply must take a look at alternative sources of income...even if it means doing stuff we wouldn't normally do.

Now, while I'm on the subject of door repair, one of the problems I have had, and have also had other locksmiths tell me about, is trying to "repaint" Duronodic, aluminum stile door frames. I have found that some glass companies handle that paint, but I've had to go to a lot of different sources for it.

Recently, I found a company in Ben Wheeler, Texas that sells to the glass companies. Door Controls (800-437-3667) has the touch up paint in both Duronodic (Dark Bronze) and Clear (Aluminum) versions\*. Cost is about \$6.00 a can and you can buy it singly or by the case. Give them a call and make your next aluminum stile door a reflection of your professionalism by "finishing" the job like the pro you are.

*\*Door Controls now offers Bone White touch up paint as well.*

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**The National Locksmith website:**

<http://www.thenationallocksmith.com/>

**Also, please visit Jake Jakubowski's website to learn of his knowledge and experience in the field.**

<http://www.purejake.com/>