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LOCKSMITHS  
ASSOCIATION

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*Dana Barnum*

*Ed Pfeil, Jr*

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# The Professional Locksmith

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## PRESIDENTIAL VIEWPOINT

For those of you who were unable to attend the January dinner meeting held at the Pennsauken Country Club, I am pleased to report that your newly elected Officers and Board of Directors were sworn in. I wish to thank the President of ALOA, Mr. Thomas R. Demont, for taking time from his busy schedule to travel to Philadelphia and administer the Oath of Office. I also want to thank all of you for the confidence you have shown in me by electing me as your President. I hope to reward that trust by serving faithfully during my term. At the very least, I hope I can maintain the high level of enthusiasm and tremendous work ethic that Sven Hellwig has shown during his term as President. On behalf of the membership, thank you Sven for all of your tireless efforts!

Two outgoing members of the board deserve special recognition. Marty Arnold has served GPLA continuously since being elected as Vice President 40 years ago. He has served in nearly every capacity that a member can serve GPLA, including Vice President, President, Convention Chairman, Chairman of the Board, Treasurer and Chairman of the Philadelphia Award Committee to name but a few. Bob Mock has also served GPLA for over 30 years, holding most elected offices including Chairman of the Board, Vice President, Corresponding Secretary, numerous committee chairs and an unequaled 4 terms as President. The only time Bob left GPLA leadership was to serve on the ALOA board for several years - culminating in being elected President of that organization - before returning to GPLA's board. Both men are two-time Henssler Award recipients, and deservedly so. I know GPLA will miss their guidance and experience on the Board. I certainly will. Both Marty and Bob have assured me that they will continue to serve and advise GPLA when called upon to do so, and we can be thankful for that.

The departures of Bob and Marty have left two big pairs of shoes to fill. We welcome Dana Barnum back to the Board after a several year absence. I know Dana will pick up right where he left off and continue to be an asset to GPLA. Glad to have you back, Dana. And we welcome a first-time board member with a name that is synonymous with GPLA: Ed Pfeil, Jr. The Pfeil name has a long and storied history with GPLA, and I'm sure that Ed will continue in that tradition.

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## Minutes of 2012 G.P.L.A. January General Membership Meeting

The January 2012 GPLA General Membership Dinner Meeting was held at the Pennsauken Country Club on January 16, 2012 and was called to order at 8:10 PM by President Sven Hellwig.

Out-going President Hellwig thanked the membership and Row of Officers for their support during his tenure and then welcomed the New Row of Officers-elect and Board of Directors for the Oath of Office ceremony.

ALOA President Tom Demont administered the Oath of Office to the new Row Officers and then to the new Board of Directors.

New GPLA President Cliff Shafer introduced to the following guests: Kathy Sundstrond, Stephanie Marcinkowski, Fred Kuhar, Joan Nimmo, Judy Fitzgerald, Tom Demont, Robin Wilensky, Nelly Arnold & Lorraine Wagner.

**Reading of the previous meeting minutes:** A motion was made by Sven Hellwig to accept the November, 2011 General Meeting Minutes as printed in the Newsletter, 2<sup>nd</sup> by Bob Wagner and was passed unanimously.

**Treasurer's Report:** A motion was made by Ed Fitzgerald to accept the Profit/Loss Report as supplied by Treasurer Jim Sundstrond, 2<sup>nd</sup> by Ron Marcinkowski and was passed unanimously.

**Correspondence In:** Nothing to report.

**Correspondence Out:** Nothing to report.

**President's Report:** Cliff Shafer read an opening address which included a salute to out-going officers Marty Arnold and Bob Mock. He stated that Arnold is leaving office after 40 continuous years of service to the association and that Mock for nearly 30 minus a short stint as ALOA president. Both served as exemplary members of the association.

**Health & Welfare:** Barry Wilensky reported he is doing well after two knee replacements and thanked the GPLA for the fruit basket. Also Hans Mejlshede is recovering from colon cancer and Bob Mock was not present to provide this report as Dee Mock was under-going her knee replacement.

**Newsletter:** Nothing to report.

**Convention Committee:** Sven Hellwig reported the 2011 convention was a success and he looks forward to the 2012 convention, which is scheduled for October 4, 5 & 6, 2012.

**Membership Committee:** Cliff Shafer recognized the election of Ed Pfeil, Jr. to the Board of Directors. The Pfeil Family has a great tradition and history in the GPLA and Cliff wanted all to welcome Ed to the Board. Also reported by Shafer was the formation of a new committee to evaluate the vetting procedure for membership and that future reports from this committee shall come sometime in March.

**Legislation -PA:** Bill Neff reported nothing was new in the actual legislation of the state, but that a major scammer issue in Abington was recently resolved. Perhaps too lightly by government officials, said Neff.

**Legislation -NJ:** Marty Arnold reported that the electoral board of NJ is considering a motion to lower the required CEUs for licensing from 36 to 24 by the 2013 renewal date. With the departure of Arnold, Ed Fitzgerald will now be handling the reporting of legislation from the Garden State.

**By-Laws:** Chairman Orvis Kline reported that there will be some major changes expected in the coming months to better meet the needs of the industry today. The new By-Law changes have not yet been presented to the Board and are contingent upon the new vetting committee's findings. Joe Reustle asked about legal review of the By Law revisions. Kline stated that he has utilized a friend, who is a lawyer, as a consultant in the past and will continue to do so.

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ALOA President Tom Demont (far right) administered the Oath of office to the 2012 GPLA Row of Officers: (from left to right) Treasurer Jim Sundstrand; Corresponding Secretary John Williams; Sergeant At Arms Paul Kline; Recording Secretary Mike Nimmo and President Cliff Shafer.



The new 2012 GPLA Board of Directors take their Oath of Office from ALOA President Tom Demont. Representing YOU (the membership) are: (from left to right) Dana Barnum; Ed Pfeil, Jr; Sven Hellwig; Orvis Kline; Barry Wilensky and Ed Fitzgerald.

# Just another day at the office: An Emergency Hinge Replacement

By Cliff Shafer

We don't always have the luxury of scheduling jobs when they will be the most convenient for us. Likewise, our customers don't usually enjoy the luxury of having things break when it will be the most convenient for them. It's a fact of life that things tend to break at the least convenient times. The events of a Friday afternoon last summer are proof of that.

I typically try to reserve Friday afternoons for doing paperwork, reviewing jobs from the current week and arranging the schedule for the upcoming week. Leaving my schedule open on Friday afternoon also allows me to be available for those last minute emergency calls that frequently come in before the start of the weekend. On this particular Friday afternoon, the knock of one of our shop employees sounded on my office door. Sadly, I wasn't even a little surprised; it happens more often than not, anymore. He had a customer on the phone who reported that his aluminum storefront door was "hanging off its hinges and won't close". It needed to be repaired ASAP and none of our road technicians were expected back for several hours. Paperwork be damned, it looked like I was holding the short straw.

After briefly talking to the customer, I knew I would be replacing failed pivots with a continuous hinge. It's a common problem that we run into. During the winter months, the ice and snow removal contractors employed by most shopping centers in the area are notorious for using dump trucks with power spreaders to fling copious amounts of ice melt pellets onto sidewalks and parking lots. It's not unusual to find pellets on window ledges several feet off of the ground. I've even found pellets on the transoms above the entry doors. Naturally, a sizeable amount of these pellets wind up around the bottom pivots commonly found on many storefront doors. No one ever thinks to periodically clean and lubricate these pivots and so after a few years of neglect, ice melt pellet invasions and daily use, the bottom pivot bearings finally seize up and break. Hinge replacement is a nice profit stream for us. I promised to come right over.



We usually send two technicians on these jobs, primarily to assist with "traffic control" and provide an extra pair of hands when needed. As mentioned above, everyone else was out on other service calls so I was flying solo on this install. For the past 2 years, we have been using the VARYX 100 manufactured by R2 Hinge. With its unique adjustability feature and self-tapping hardware, I can easily install this hinge on most doors by myself. I usually allow 90 minutes from arrival to departure, and rarely need to have a door closed to pedestrian traffic for more than 5 minutes. That turned out to be very important with this installation.

I arrived at the job to find a profusely sweating store employee holding their westward sun-facing door to keep it from falling. Did I mention that this particular mid-July afternoon was during our record-breaking heat wave this past summer and turned out to be the hottest day in our area in several years? The heat index for this day was 117F! As you are aware, temperatures over 100 degrees in the Delaware Valley aren't that common. We deal with cold and snow in the winter, the threat of hurricanes in the summer and the occasional 5.9 magnitude earthquake once every century or so. Whatever.

The employee holding the door wasn't the only one feeling a little warm. With the open door letting the air-conditioning escape, the other employees and customers inside the store were feeling warm as well. It didn't help that there were two ovens inside the store. There were two soft pretzel ovens cranking out hundreds of fresh soft pretzels. That's all they sell in this store other than cold drinks to go with the soft pretzels. And on a Friday afternoon, this store averages over a hundred customers per hour through a single door. My door.

Time to get to work. The sooner I got this door repaired, the sooner everyone could escape the heat. Sitting in my air-conditioned office doing paperwork was suddenly looking more appealing than it had in years.

Removal of the threshold pivot pin was the only thing that gave me some concern. I usually remove them with a cut-off wheel mounted on my hand-held grinder, but that tends to create a shower of sparks. After a brief discussion with the store manager, we temporarily stopped customers from entering the store, waited for the customers already in the store to leave and then sliced the pivot pin off. It took 30 seconds.

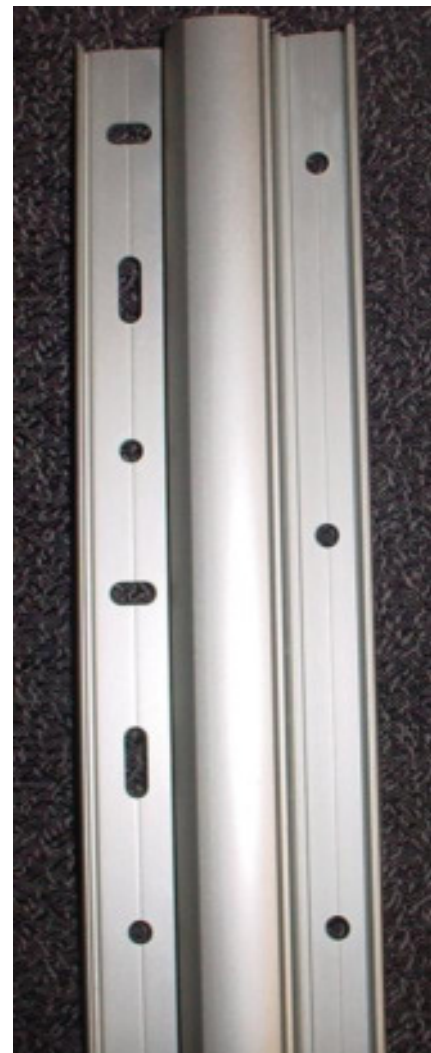
Proper layout of the job is critical for a smooth installation, so I took my time during the next phase. Since the door was completely removed from the opening, customers were able to enter and leave the store while I measured and marked the frame, and then mounted the hinge to the frame. There was no way to avoid stopping foot traffic from entering or leaving the store while the door was being mounted onto the hinge. I made an announcement that the door would be closed for several minutes. No one inside the store indicated that they were anxious to abandon their spot in line, so I loaded the door into the opening. It took me just over four minutes to have the door secured to the hinge well enough to allow the door to swing open to let customers leave and enter the store again. I did have to close the door for several 30-second intervals to fine-tune the fit, but the design of the VARYX 100 allowed me to do that without ever having to remove the



door from the hinge. You can see the specially designed screws (photo at left) and slots (photo at right) that allow for those adjustments. Once I was satisfied with the tolerances around the door, I confirmed that the deadbolt still locked, installed and tightened the remaining screws, reconnected the closer and then snapped the two trim covers into place.

All that was left to do was to clean up some debris, pack my tools and write the invoice. The store was back to business with minimal disruption, making for a very satisfied store owner. He paid the invoice on the spot and offered me a cold drink which I gratefully accepted.

There's an old proverb that says how everything evens out in the end, and that worries me. There's a door out there waiting for a sub-zero day this winter. My name is probably on that one, too.



**Holiday Party:** John Williams reported this year’s Holiday party, held on December 16<sup>th</sup>, was a great success and was financially in the “black.”

**Web Site:** Web Master Orvis Kline asked members to confirm their info on the GPLA web site for accuracy. Ron Marcinkowski suggested a Face book fan page for the GPLA.

**Good of the Association:** Ron Marcinkowski, who serves on the ALOA committee to fight scammers, recommended that all members make a donation to help the nationwide fight. A link is posted on the ALOA web site.

ALOA President Tom Demont stated that ALOA has been completely revamped internally with the new Leadership Team in place. Demont also assured the membership that the scammers are ALOA’s #1 priority. He also stated that membership at ALOA is on the rise and acceptance is no longer an open door policy.

Orvis Kline reported this year’s Just Cars will be May 4<sup>th</sup> and 5<sup>th</sup> 2012 in Orlando Florida. The cost is just \$125.00. Contact Orvis for any further information.

**Ethics Committee:** New committee chairman Ed Pfeil, Jr. will attempt to locate our current Code of Ethics and present to the next Board of Directors meeting in February.

**Unfinished Business:** Nothing to report.

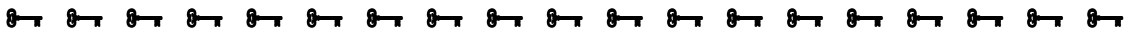
**New Business:** Ron Blevins is retiring and his entire inventory is available.

Joe Reustle reminded the association that the SAVTA Convention is April 30-May 5 in Myrtle Beach, SC.

**50/50:** The 50/50 was worth \$75.00 and was won by Mark Bolno.

A motion to adjourn was made by Jim Sundstrond, 2<sup>nd</sup> by Chuck Dixon and was carried unanimously at 9:14 pm.

Michael E. Nimmo  
Recording Secretary



**(PRESIDENTIAL VIEWPOINT – continued from page 1)**

The GPLA faces many challenges over the next few years, including a dwindling membership, financial strains and the illegal locksmith issue. They are very difficult problems, no doubt. And, they are not the only ones that we face. But I believe that with the efforts of the dedicated group of men who were elected along with me and the help of all GPLA members, we can solve these problems. I ask each of you to commit to helping GPLA achieve its’ goals and true potential. Please, come to our monthly meetings, encourage other locksmiths that you know to join, and participate in your association.

Let’s get to work!

Fraternally,

Clifford L. Shafer, CPS, CML  
President

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**NEXT MEETING:  
MONDAY, FEBRUARY 20, 7:30 PM**

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**SCHEDULED PROGRAM:**

**GLENN LESEUR FROM INGERSOLL-RAND  
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**The Greater Philadelphia Locksmiths Association  
C/o Michael Nimmo  
184 Clifton Ave.  
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