

THE GREATER
PHILADELPHIA
LOCKSMITHS
ASSOCIATION

www.gpla.org

President

Clifford L. Shafer, CPS, CML

Vice President

Nelson Dayton, CML

Treasurer

James Sundstrond III

**Recording Secretary &
Newsletter Editor**

Michael Nimmo

Corresponding Secretary

John Williams

Sergeant at Arms

Paul Kline

Board of Directors

Chairman of the Board

Sven K. Hellwig, Sr., CRL

Edward Fitzgerald, CML

Orvis Kline, CPL, CAL

Barry Wilensky, CRL

Dana Barnum, CML

Ed Pfeil, Jr

In this Issue:

- **Presidential Viewpoint**
- **Minutes from February Membership Meeting**
- **Just Cars is Just Around the corner**
- **Lock By-Pass Techniques Class Flyer**
- **New Membership Application**
- **Prospective Membership Requirements**

The Professional Locksmith

The Monthly Publication of GPLA

Volume 58 Issue 3

March 2012

PRESIDENTIAL VIEWPOINT

Go to your calendars right now and mark these dates: March 19, April 16, May 21 and June 18. Those of you that are quick to pick up on things have probably noticed that these dates are the GPLA membership meetings for the next four months. You don't want to miss them. Here's why:

On March 19, our program will be on the Kaba-Ilco RW4 automotive key cloning device presented by Jerry Buckley. Jerry will also be demonstrating some other products from Kaba. Later during the business meeting, the committee that was formed to review our new member application and vetting process will be presenting the new procedures to the general membership. These procedures were approved at the March Board of Directors meeting. Those of you that receive your newsletter electronically will find both the recommended procedures and the revised GPLA Membership Application Form included in this month's edition. For those of you who receive your newsletter via snailmail, you can go to the GPLA website to view and download them. These are fairly comprehensive and we suggest you familiarize yourself with them before the meeting. I expect the discussion will be lively, and your comments and questions will be welcome.

The April meeting will feature an abbreviated business meeting to allow for a joint presentation by Fried Brothers, Inc. and Carl Rollison of Alarm Lock. This meeting will be held at Michaels 3 Restaurant in Bensalem, and the sit-down meal will be compliments of Fried Brothers, Inc.! More about this special meeting in next month's newsletter.

Our May meeting will be back at GPLA HQ and will feature the Kaba-Ilco van. The van will be there by 6:30PM to take advantage of the daylight and to allow extra time for everyone to get an opportunity to see many of the Kaba access products as well as the latest key machines available from Kaba-Ilco. Plan to arrive early if you can. Our normal business meeting will follow.

(Continued on page 5)

Minutes of 2012 G.P.L.A. February General Membership Meeting

The January 2012 GPLA General Membership Meeting was held at the GPLA Headquarters on February 20, 2012 and was called to order at 7:30 PM by President Cliff Shafer.

The President then introduced the following guests: Mitch Danzig, Glenn Leseur, Steven Miller.

A demonstration of Schlage products was given by Glen Lesuer from Ingersoll Rand Security Technologies.

Reading of the previous meeting minutes: A motion was made by Joe Reustle to accept the January, 2012 General Meeting Minutes as printed in the Newsletter, 2nd by Paul Kline and was passed unanimously.

Treasurer's Report: President Shafer informed the General Membership that the most recent financial report was approved by the Board of Directors and will no longer be read at the General Membership meeting. A copy of the report may be obtained by any member in good-standing from the Treasurer.

Correspondence In: Newsletter editor Michael Nimmo forwarded copies of Newsletters from the West Florida and Texas Associations to the Board of Directors. Corresponding Secretary John Williams sent pictures from the GPLA Installation Meeting to the Locksmith Ledger, the National Locksmith and ALOA.

Correspondence Out: Nothing to report.

President's Report: Cliff Shafer stated that he is still working with the Vetting Committee on creating the new rules for membership and will present them at the March Board meeting for review. After which, the new applicant requirements will be presented to the General Membership. Shafer also suggested that a committee should be formed explore the possibilities of the GPLA becoming a NJ CEU-sponsored organization and that Chuck Dixon has committed to head up that project. All interested instructors should contact Chuck. The President also asked for any potential suggestions to assist with the assault on illegal locksmiths to be sent to him.

Health & Welfare: Ed Fitzgerald presented for Bob Mock, who was at home caring for Dee since her knee surgery. Ed stated that Dave Sharp's father passed away and Rose Brodsky also passed away recently. Cliff Shafer said that Ed Miller's sister also passed away.

Newsletter: President Shafer suggested all members "Go Green" to save costs and see better photos via the email version of the Newsletter.

Association Rosters: Bill Neff printed and provided the new 2012 GPLA Rosters. President Shafer acknowledged the appreciation of the association for Bill in producing those documents.

By-Laws: The committee is awaiting the results of the Vetting Committee before drafting changes to the By-Laws.

Legislation -NJ: Ed Fitzgerald stated that NJ is discussing the reduction of CEUs required for license renewal in 2013 from 36 to 24, but nothing has appeared in writing from the State yet.

Legislation -PA: Bill Neff stated there was nothing new to report.

Building: Ron Marcinkowski stated that the pump under sink was repaired.

Greater Philadelphia
Locksmith Association



Joint Education
Committee



Institutional Locksmiths'
Association
Delaware Valley Chapter

Lock Bypass Techniques

A NJ Locksmith Licensing Board Approved CEU Course.

DATE & TIME: Sunday, April 15, 2012 - 8 am to 5 pm

LOCATION: GPLA Headquarters located at 8014 Craig St. Philadelphia, PA, 19136

COST PER PERSON: **GPLA, ILA-DVC, SJLA & MLANJ Members = \$75** :: Non-Members = \$125

CLASS DESCRIPTION: This is a 1-day course for locksmiths of any skill level. This class demonstrates methods of bypassing various types of locks including: padlocks, mortise and cylindrical locks, deadbolts and electronic locks. Some hands-on is included. Destructive, surreptitious and covert methods of entry are covered in detail. **NJ locksmiths will receive 8 CEUs.**

INSTRUCTORS: *John Truempy, CMIL, CRL & Vernon Kelley, CMIL, CPL*

DETAILS: Registration is on a first-come, first-served basis, and will only be accepted with payment. This class is *strictly* limited to **30 students**. Breakfast and lunch will be provided. Go to www.iladvc.org for class updates and/or weather cancellations, or contact Victor Lewis at 215-848-6726

NJ Locksmiths – You MUST bring your license to class to receive credit.

Register early to reserve your seat!

Cut here & return bottom with payment

Name: _____

Company: _____

Contact Phone: _____ Email: _____

Circle Correct Price: **GPLA, ILA-DVC, SJLA & MLANJ Members = \$75** Member # _____

Non-Members = \$125

Please make **check** payable to: **ILA-DVC**

Remit registration and payment to: ILA-DVC Bypass Class, PO Box 29103, Philadelphia, PA 19127

Web Site: Orvis Kline is still working on the corrections to the site and that is updated the Locksmith List including the removal of a couple of known illegal locksmiths.

Convention: Sven Hellwig reported that the committee will have its first meeting of 2012 next month.

ALOA Task Force: Ron Marcinkowski reported that he participated in the monthly ALOA conference call. ALOA is paying a representative to remove illegal locksmiths from Google Listings in VA. It was stated that a few locksmiths from the GPLA area had donated to the Task Force and, for that reason, the next targeted area will be the Greater Philadelphia Area. Ron asked for additional donations to help finance the efforts. Most attack points, according to Ron, are on Google. President Shafer also echoed Ron's plea that all locksmiths with the GPLA should donate and realize that the funds are directly supporting the fight against illegal locksmiths and effectively removing them. Interested parties may donate through the ALOA web site.

Good of the Association: Joe Reustle stated that ALOA President Tom Demont will be speaking at the South Jersey Locksmith Association meeting in February.

New Business: Bill Neff reported he opened a new location and had an issue with someone recording his conversation without consent. Locksmith Directory.com is the company he had the issue with.

Larry Schwalb reported that there are self service key cutting machines appearing in the Big Box Stores now.

Orvis Kline reminded the association that the Just Cars convention is coming in May.

Joe Reustle reminded the association that SAVTA will be held in Myrtle Beach, SC on April 30-May 5.

Bob Wagner offered free cabinetry for anyone's service vehicle.

Al Schulke stated there will be a Lock By-pass Techniques class sponsored by the Joint Education Committee of the GPLA&ILA on April 15, 2012 at the GPLA HQ.

50/50: Was won by Al Lilly.

A motion to adjourn the meeting was made by Sven Hellwig, 2nd by Barry Wilensky and was carried unanimously at 8:59 pm.

Michael E. Nimmo
Recording Secretary

The following individuals have been removed from the membership roles of GPLA:

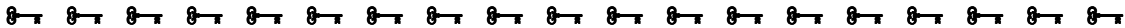
Joseph DiGiovanni Brandon Graver
Kurt Kloeckner Edward Koernge
Dennis Michalski



THE auto event of the year is less than 60 days away!! JC is being held in Orlando, FL on May 4 and 5 this year. The site is located just 1.5 miles from Disneyworld – what a great way to combine education and vacation!! Come learn from some of the best automotive people in the world! Lots of hands on too! The complete information and registration package is available here:

<https://www.justcars.us/>

Come join us!!
Orvis Kline CPL, CAL



(PRESIDENTIAL VIEWPOINT – continued from page 1)

And finally, the June meeting will be our annual HQ clean-up and hot dog roast (weather permitting). This is our last meeting before the summer break and is much more casual and relaxed than our normal meetings. I will once again be donning my chef hat and promise to try not to inflict food poisoning on anyone. There are usually some special food surprises as well. The clean-up meeting is important for the appearance and upkeep of our HQ. The work goes much quicker when there are plenty of willing hands. That's why we bribe you with the promise of gourmet food!

As you can see, there are plenty of upcoming events and programs to make attending our meetings worth your while. If you ignored my request to mark your calendar at the beginning of this viewpoint, go do it now! While you're there, go ahead and mark October 4th through the 6th for our 2012 convention. If you're not there, it could be the end of the world.

See you on March 19.

Fraternally,

Clifford L. Shafer, CPS, CML
President

If you would have written an article for the Newsletter,

this is where it would have been published.

Here is the

photo you

submitted

New Member Application Review Recommendations

The following recommended procedures are designed to insure that applicants for membership are not operating as illegal locksmiths.

The board may make exceptions to any of the following requirements for special circumstances; i.e.: applicants who are known industry dignitaries.

Other than program presenters and other guests exempted by board approval, an individual may only attend one (1) general meeting before they must submit an application.

Applicants whose applications are approved by the board must have their name, business name and address, sponsor's name and the member classification they are applying for listed in the newsletter for two (2) issues and attend two (2) of the next four (4) general meetings prior to being voted on by the membership. The applicant will be introduced to the membership at each of those meetings and the members in attendance will have the opportunity to question the applicant. After attending the two meetings, the applicant's name will be advertised in the newsletter to being voted on at the next scheduled general meeting. The applicant will not be permitted to attend that meeting. The Membership Committee chairman will report the findings of the Application Review to the membership.

Applicant Requirements

Applicants for Active or Apprentice membership who are self-employed must submit a copy of their state driver's license, W9 form and the applicable licenses and certificates as required by their locale with completed application. See Attachment A for further guidance.

Applicants who are employees of GPLA members must list that member as their sponsor.

Applicants for Active or Apprentice membership who are employees of a non-member must provide a copy of their state driver's license and the name and contact information of their employer. Copies of employer's applicable licenses and certificates and W9 must be submitted with completed application. See Attachment A for further guidance.

Applicants for Active or Apprentice membership who are employees of an institution must provide a copy of their state driver's license and the name and contact information of their immediate supervisor and HR contact.

Applicants are to be given a copy of the GPLA Code of Ethics with the Membership Application form.

Any applicant whose application for membership is denied or rejected may not submit a new application for a period of no less than 12 months from the date of rejection or denial.

Membership Committee Review Procedures

Upon receipt of an application, the membership committee chairman (GPLA VP) will personally conduct the following duties or assign to a membership committee member:

1. Review application to ensure that all required fees, information and forms are provided. See Attachment A for a list of jurisdictional requirements. If any required component is not furnished, applicant will be advised of the deficiency and requested to provide the missing component. Refusal or inability to provide any required component upon second request will result in the application being rejected at that time. A refund of any submitted fees, less a \$25.00 administrative fee, will be made to applicant and no further investigative action is required. The application will be retained for record after the SSN is removed.
2. The sponsoring member will be contacted and asked for additional information about the applicant, including length of acquaintance, knowledge of applicant's experience and other information deemed relevant.
3. A phonebook and internet search for the business will be conducted. See Attachment B for further guidance
4. An anonymous phone call to the business phone number listed shall be made. See Attachment C for further guidance.

5. If applicant lists a storefront address, a GPLA member appointed by the membership committee will be asked to drive to the location and verify that the business listed on the application exists at that address.
6. If any discrepancies are discovered during the investigation by the committee, the applicant will be asked to provide an explanation that is acceptable to the Board. If an acceptable explanation is not provided, the applicant will be asked to withdraw their application. If the applicant refuses or declines to withdraw their application, they will be advised that the discrepancies will be reported to the general membership prior to the member being voted on by the general membership. The board should not reject the application so as to insulate the board from legal action.
7. If no discrepancies are found after completion of the above listed steps, the current contracted background investigation service will be engaged to perform a personal background check.

Attachment A Jurisdictional Requirements

New Jersey applicants must provide:

- A copy of the NJ Locksmith business license for the business they own or are employed by.
- A copy of the applicant's NJ locksmith license or, if the applicant is an employee and does not have NJ locksmith license, the name and contact information of the NJ licensed locksmith of record for the business and a copy of that individual's NJ locksmith license.
- A copy of the NJ Certificate of Authority to collect sales tax for the business they own or are employed by.

Pennsylvania applicants must provide:

- A copy of the PA Home Improvement Contractors Registration for the business they own or are employed by, unless they only service automotive or business accounts. See Attachment C for further guidance.
- A copy of the PA Certificate of Authority to collect sales tax for the business they own or are employed by.
- Applicants who own or are employed by a business located in Philadelphia must provide a copy of the Philadelphia Business Privilege License for that business.

Delaware applicants must provide:

- A copy of their State Personal Services General Repair Person Business License
- A copy of their State Retail License if they have a storefront
- Applicants who own or are employed by a business located in Wilmington must provide a copy of their City of Wilmington business license.

Requirements for applicants from states other than those listed above will be determined on a case by case basis as appropriate.

Attachment B Phonebook and Internet Business Listings search

- A reverse phone number search will be undertaken to ascertain the business name and address that the business phone number provided is registered to. If the business name provided by the applicant does not match the business name found, the applicant must provide an acceptable explanation for the discrepancy.
- A search of the local phonebook yellow pages that covers the business address provided will be undertaken to determine if the business phone number provided is part of an associated group of phone numbers for other locksmith business listings in the same area. If the phone number provided is found to be part of an associated

group, a reverse phone number search on several other numbers within the group will be undertaken. If the same business name registered to the phone number provided by the applicant is found to be registered to any of the phone numbers within the group, the applicant must provide an acceptable explanation. If any of the addresses associated with phone numbers within the group are found to be fictitious or non-existent, the applicant will be advised that the business is operating illegally and asked to withdraw their application.

- An internet search of the business name will be undertaken to determine if multiple addresses are listed. If any of those addresses are found to be fictitious or non-existent, the applicant will be advised that the business is operating illegally and asked to withdraw their application.

Attachment C

The attempt here is to determine if calls are answered by a "boiler room" or remote phone bank operation. This will be especially important for applicants who indicate they are strictly mobile and therefore do not have a store front address that we can verify.

An anonymous phone call should be placed to the business phone number listed on the application during normal business hours.

- It should be noted if the business name listed on the application is announced when the call is answered or if a generic greeting is given.
- If the application lists an address for a store front, a request for directions to the store (not the address) should be made. It should be noted if directions are unable to be provided by the individual answering the phone.
- A request by name to speak with the applicant should be made. It should be noted whether the individual answering the call recognizes the name and whether they offer to take a message or offer another way to contact the applicant.
- A request for a quote to install a deadbolt at a residence should be made and quoted price should be noted. *This step will assist in determining if an applicant needs a PA home contractor registration. A locksmith who provides only vehicle lock-out service may not require the registration. This step will also assist in determining if the applicant may be using low-ball quotes with bait-and-switch tactics.*

MEMBERSHIP CLASSIFICATIONS

ACTIVE MEMBERSHIP

Any individual of good character, at least twenty one years of age, who is lawfully engaged in the servicing of locks and/or safes for a period of no less than two years. You must have either a P.R.P. designation from A.L.O.A., an I.L.C.P. designation from I.L.A., or have five acceptable trade related certificates of training.

APPRENTICE MEMBER

Any individual of good character, at least eighteen years of age, who is a graduate of an accredited locksmith school, or is employed by a security service company.

ASSOCIATE MEMBER

Any individual of good character, at least twenty one years of age, who is employed as a representative of a company engaged in supplying or manufacturing of security hardware.

Annual dues are \$95.00. First year dues will be prorated based on the date your application is approved by the general membership.

TO APPLY FOR MEMBERSHIP

- You must first attend a G.P.L.A. membership meeting as a sponsored guest.
- You must qualify for one of the membership classifications listed above.
- A member in good standing must be willing to sign your application as a sponsor.
- You must complete and sign a form authorizing GPLA to do a background check.
- Applicants for Active or Apprentice membership who are self-employed must submit a copy of their state driver's license, W9 form and the applicable licenses and certificates as required by their locale with completed application. See Application Checklist for further guidance.
- Applicants who are employees of GPLA members must list that member as their sponsor.
- Applicants for Active or Apprentice membership who are employees of a non-member must provide a copy of their state driver's license and the name and contact information of their employer. Copies of employer's applicable licenses and certificates and W9 must be submitted with completed application. See Application Checklist for further guidance.
- Applicants for Active or Apprentice membership who are employees of an institution must provide a copy of their state driver's license and the name and contact information of their immediate supervisor and HR contact.
- Any application that is incomplete or missing any of the required documentation may be rejected.

After complying with the above requirements, mail your signed application, required documentation, and initiation fee of \$95.00 (includes a non-refundable administration fee of \$25.00) to:

Nelson Dayton, CML
G.P.L.A. Membership Chairman.
324 West Lancaster Ave.
Wayne, PA 19087-3905
610-688-9188

or present to any GPLA Officer or Director .

THE GREATER PHILADELPHIA LOCKSMITHS ASSOCIATION

MEMBERSHIP APPLICATION

(Complete both pages and sign)

I am applying for: Active membership Apprentice membership Associate membership

Name: _____ Date of Birth: _____

Home Address: _____ SSN: _____

City/State/Zip: _____ Home Phone: _____

Email Address: _____ Spouse Name: _____

Are you: Sole owner Partner Employee Corporate officer Student

How long have you been engaged in locksmithing? Part time: _____ years Full time: _____ years

Business Name: _____ Bus. Phone: _____

Bus. Address: _____ Bus. FAX: _____

City/State/Zip: _____ Web Site: _____

If you are an employee, please list the name and contact information of your supervisor:

Supervisor name: _____ Title: _____ Phone: _____

Business is: Mobile only Storefront only Storefront and mobile

Business has multiple locations: Yes No Is the business a franchise? Yes No

If business is a franchise, please list corporate information:

Corp. Name: _____ Phone: _____

Corp. Address: _____ FAX: _____

City/State/Zip: _____ Web Site: _____

ALOA member: Yes No Member number: _____ PRP designation: _____

ILA member: Yes No Member number: _____ PRP designation: _____

Other trade organizations: _____

Have you ever been convicted of a felony: Yes No If yes, please explain: _____

GPLA sponsor's name: _____ GPLA Member #: _____

GPLA sponsor's signature: _____

Application Checklist

All applicants:

Only

- Copy of my driver's license
- Copy of my or my employer's W9 form

GPLA Use

-
-

Active Membership applicants:

- Copy of at least 5 certificates or copy of my ALOA or ILA PRP designation certificate

Qty: _____

-

NJ applicants:

- Copy of my or my employer's NJ Locksmith license
- Copy of my or my employer's NJ Locksmith Business license
- Copy of my or my employer's NJ Certificate of Authority to collect sales and use tax

-
-
-

PA applicants:

- Copy of my or my employer's PA Home Improvement Contractors Registration
- Copy of my or my employer's Philadelphia Business Privilege license (if applicable)
- Copy of my or my employer's PA Certificate of Authority to collect sales and use tax

-
-
-

DE applicants:

- Copy of my or my employer's DE Personal Services General Repair Person Business License
- Copy of my or my employer's State Retail License
- Copy of my or my employer's City of Wilmington business license (if applicable)

-
-
-

I certify that I have received a copy of and will abide by the GPLA Code of Ethics

_____ Applicant Initials

I certify that all statements provided are true and I hereby authorize the Greater Philadelphia Locksmiths Association to perform a background investigation. All information will remain confidential. I understand that GPLA reserves the right to refuse any application to maintain the highest standards of security.

Applicant Signature: _____ Date: _____

DO NOT WRITE BELOW THIS LINE

Date received: _____ Received by: _____

Application fee of \$ _____ received

Cash Check # _____

Date of board action: _____ Accepted Rejected

Date of membership action: _____ Accepted Rejected

Remarks: _____

The following advertisers make the publication of this newsletter possible.

Please remember them the next time you need to purchase supplies.

A & B Safe Manufacturing Corporation
Phone: 800-253-1267
www.a-bsafecorp.com

Aable Locksmiths
Phone: 203-882-0600
www.aablelocksmiths.com

Buckley Sales Company
Jerry Buckley
Phone: 609-760-0050

Doorwares Associates, Inc.
Phone: 215-258-1264
www.doorwares.com

Fried Brothers, Inc.
Phone: 800-523-2924
www.fbisecurity.com

IDN Hardware Sales, Inc.
Phone: 800-233-3355
www.idnhardware.com

Independent Hardware, Inc.
Phone: 800-346-9464
www.independenthardware.com

LAB Security Systems
Phone: 800-243-8242
www.labpins.com

Lockmasters, Inc.
Phone: 800-654-0637
www.lockmasters.com

**NEXT MEETING:
MONDAY, MARCH 19, 7:30 PM**

GPLA HEADQUARTERS
8015 CRAIG STREET, PHILADELPHIA, PA

SCHEDULED PROGRAM:

Kaba-Ilco RW4 automotive key cloning device

Presented by Jerry Buckley

**The Greater Philadelphia Locksmiths Association
C/o Michael Nimmo
184 Clifton Ave.
West Berlin, NJ 08091**

