

THE GREATER PHILADELPHIA LOCKSMITHS ASSOCIATION

www.gpla.org

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Murray Bilker

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**WIN a LAB pinning kit – by just attending a GPLA
Membership Meeting**

**** See details on page 4 & 5 ****

The Professional Locksmith

The Monthly Publication of GPLA

Issue 62 Issue 5

May 2016

BARRY'S BABBLINGS

It's May and spring, if you can believe it. The days are getting longer and the work load heavier. I have a bunch of new home owners who buy houses in the spring and summer. Either the locks need to be rekeyed for the seller (so the Realtor can get in easily), or the buyer (so they can have peace of mind that the Realtor, or contractor, or old owner doesn't have a key). These everyday jobs are the bread and butter of our business.

The question is ... are you charging enough? Are you or your company charging what you are worth? Are you a professional, and billing appropriately? Whether you are doing safe work or commercial door work, the question is still the same.

Recently, my GE Profile oven stopped working. I called my local appliance repairman who had just fixed my washing machine a week or so earlier. His bill, by the way, was \$189 for parts and labor. He did not want to touch the oven, and suggested I call GE repair. GE repair allowed me to book on line. GE service called to confirm both the appointment and ask the nature of the problem. The option of "broiler won't light" wasn't in the scroll down menu.

A service fee of \$115, plus \$80 for an igniter, and \$95 to install the part was the initial quote. The technician arrived,

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Minutes of the April 2016 GPLA General Membership Meeting

The April 2016 GPLA General Membership Meeting was held at the GPLA Headquarters on April 18, 2016 and was called to order at 7:33 PM by President Barry Wilensky.

Sergeant at Arms Nicholas Denaro led us off with the **Pledge of Allegiance**.

President Barry Wilensky welcomed the following guests Alex Howe and Nate Denver from Allegion, Sven Hellwig Jr. sponsored by Ron Marcinkowski and Michael Khutsishvili sponsored by Murray Bilker.

Previous Meeting Minutes: There was an update to the minutes as published.

Under Membership: Due to their sad passing the following three people were removed from Retired Status: #88 Edward Dornnisch, #78 Joel Golden and #35 Isadore Chakov (not just Removed from Retired Status)

A motion by Cliff Shafer to accept the minutes as corrected with a 2nd by Murray Bilker and was passed unanimously.

Treasurer's Report: Marty Arnold stated that there isn't a treasurer's report because there wasn't a GPLA Board meeting in the month of April.

Correspondence In and Out: The Corresponding secretary, Mike Nimmo could not make it to the meeting but he informed Barry that he sent out the GPLA newsletters, received the Florida Locksmith newsletter and also receives a copy of the New York Masters Locksmith newsletter, which he will bring to the next meeting. Orvis Kline received a letter from ALOA asking about Mike Nimmo and wanted information on an article he wrote.

President's Report: Barry Wilensky received an email from NBC asking for permission to use Gerald Connelly's picture from GPLA web page for a news article they are writing on Mr. Connelly.

Education: Cliff Shafer noted that on April 9 the mandatory licensing Life Safety course ran even though the attendance minimum was not met. Cliff also noted that on June 25 there will be a course at GPLA headquarters on Blueprint Reading and Hardware Scheduling. This course will be presented by John Truempy and Vernon Kelley.

Convention: Sven Hellwig stated that everything is on track for a great convention. Sven noted that there has been one committee meeting getting things rolling and the GPLA convention web site is up and running with all the up to date information. The convention theme this year is "Keeping Up With The Rapidly Changing Technology In Automotive Security". The Friday night social will be a Western theme.

Building: Barry stated that there is a call in to the landlord to replace some of the worn tiles.

Membership: Sven Hellwig Jr. put in an application as a GPLA Shop member.

Legislation: Nothing to report.

Bob Mock informed the GPLA general assembly about ALOA scholarships available and how the scholarships helped new Locksmiths in the past. Marty Arnold also noted that GPLA has scholarships available and there is a lack of applications.

Nate Denver and Alex Howe from Allegion gave a very informative presentation on Allegion's new line of door closers. Nate and Alex also discussed how their Wi-Fi lock system is now able to work both as an indoor and outdoor locking system.

Unfinished Business: Orvis Kline asked convention Chairmen to inform him of updates on the convention so that he can post them on the convention website.

New Business: Nothing to report.

Good of the Association: Just Cars will be held in Orlando, Florida on April 29-30, 2016 and SAVTA will be held in Lexington, Kentucky on May 16-21, 2016. Barry stated that his father, Bernard thanked everyone for his 98th birthday card. Barry was saddened to hear that Sven just lost his brother and warmly stated our hearts, feelings and support go out to Sven.

50/50: The amount of \$47 was won as various prizes were distributed

A motion to adjourn the meeting was made by Murray Bilker, 2nd by Paul Kline and was carried unanimously at 8.14 PM.

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(continued from page 1)

had the part on his truck, and from start to finish was finished in 25 minutes. He wrote the bill up as a maintenance package (parts & labor together) and saved me about \$40. The last and final appliance repair this month was my refrigerator. After a weekend away, I came home to no lights, no ice, and no controls working. I checked the plug, outlet, and breaker. No problems there. This time I called Kitchenaid. I made an appointment and supplied them with the model # and serial #. They sent a factory subcontractor out (1 technician & 1 helper). The charge was \$109 cash only whether the problem could be resolved or not. They pulled the refrigerator out from the very tight built in space and found it was dripping in the back onto the control board. The refrigerator is 10 years old and even if the control board is replaced the leak will continue and damage the new board. Their answer was to get a new refrigerator. Only \$2999 for the one I need. They pushed the refrigerator partially back, and as they left it started to work! The lights came on, the ice maker started and the controls lit up. Magic... Only costs... \$109 cash.

My point is all these trip charges (service fees) were in the \$100 range. Is that where you are starting? Think about it. With your parts and labor are you getting \$150 or more? Think about it. Aren't you worth it? Think about it.

See you at our next meeting. Thanks to everyone that showed up last month for our program and by-law vote.

Happy Cinco de Mayo! Happy Mother's Day! Happy Memorial Day!
Your President, Barry Wilensky, CRL



WEISER				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
315	0	.168	—	—
297	1	.185	—	—
279	2	.204	.036	—
261	3	.222	.054	—
243	4	.240	.072	.185
225	5	.258	.090	—
207	6	.276	.108	—
189	7	.294	.126	—
171	8	.312	.141	—
153	9	.330	.160	—

EPD = .483 TFC = .237 BCC = .156 MACS = 5

SCHLAGE				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
335	0	.165	—	—
320	1	.180	—	.235
305	2	.195	.030	—
290	3	.210	.045	—
275	4	.225	.060	—
260	5	.240	.075	.200
245	6	.255	.090	—
230	7	.270	.105	—
215	8	.285	.120	.165
200	9	.300	.135	—

EPD = .500 TFC = .251 BCC = .156 MACS = 7

KWIKSET				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
328	1	.171	.024	—
305	2	.195	.045	—
282	3	.219	.069	.180
259	4	.240	.093	—
236	5	.264	.114	—
213	6	.288	.138	—
190	7	—	—	—

EPD = .498 TFC = .247 BCC = .180 MACS = 5

SARGENT				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
330	1	.171	—	—
310	2	.189	.039	.219
290	3	.210	.060	—
270	4	.231	.081	—
250	5	.249	.099	.180
230	6	.270	.120	—
210	7	.291	.141	—
190	8	.309	.160	.141
170	9	.330	.180	—
150	0	.351	—	—

EPD = .498 TFC = .218 BCC = .180 MACS = 7

ARROW				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
312	0	.180	—	—
298	1	.192	—	—
284	2	.207	.027	—
270	3	.222	.042	—
256	4	.234	.057	—
242	5	.249	.069	.155
228	6	.261	.084	—
214	7	.276	.099	—
200	8	.291	.111	—
186	9	.306	.126	—

EPD = .481 TFC = .265 BCC = .155 MACS = 7

**.003**

SMART WEDGE

Copyright 1978, 1983, 2006 LAB Security Systems Corporation

COLOR PASSPORT™ PIN CHART

FOR CORRECT PASSPORT™ USAGE USE ONLY GENUINE .003 UNIVERSAL PINS FOR SMOOTH CYLINDER OPERATIONS.

PLEASE NOTE THIS CHART IS ONLY TO BE USED AS A GUIDE. Actual measured pinning chart. Pin sizes are in thousandths of an inch.

EFFECTIVE PLUG DIAMETER (EPD)
The Depth of Cut and Length of Bottom Pin that creates a proper shear line.

SPACING
TFC = To First Cut
BCC = Between C & Center
MACS = Minor Adjacent Cut Markings

www.labpin.com

YALE				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
320	0	.149	—	—
301	1	.161	—	.231
282	2	.179	.039	—
263	3	.190	.057	—
244	4	.208	.075	.189
225	5	.226	.096	—
206	6	.247	.114	—
187	7	.265	.132	.150
168	8	.283	.150	—
149	9	.304	—	.113

EPD = .502 TFC = .209 BCC = .180 MACS = 4

CORBIN X CLASS				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
333	1	.171	.213	—
319	2	.188	.228	.027
305	3	.198	.240	.042
291	4	.213	.255	.057
277	5	.228	.270	.069
263	6	.240	.282	.084
249	7	.255	.297	.099
235	8	.270	.312	.111
221	9	.282	.327	.126
207	0	.297	.330	—

EPD = .508 & .547 TFC = .247 BCC = .156 MACS = 5

CORBIN Z CLASS				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
339	1	.159	.204	—
325	2	.174	.219	.03
311	3	.185	.230	.04
297	4	.204	.245	.057
283	5	.218	.260	.069
269	6	.231	.273	.084
255	7	.246	.288	.099
241	8	.258	.300	.111
227	9	.273	.315	.126
213	0	.288	.330	—

EPD = .508 & .545 TFC = .230 BCC = .156 MACS = 8

CORBIN RUSWIN DH & Z CLASS				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
339	1	.159	.204	.027
311	2	.189	.231	.057
283	3	.218	.261	.084
255	4	.246	.288	.111
227	5	.273	.315	.141
199	6	.300	.345	—

EPD = .508 & .545 TFC = .200 BCC = .156 MACS = 4

RUSWIN DH CLASS				
Depth of Cut	Blind No.	Bottom Pin	Master Pin	Top Pin
341	0	.159	.211	—
329	1	.174	.216	—
311	2	.189	.231	.030
296	3	.204	.245	.045
281	4	.219	.261	.060
266	5	.234	.276	.075
251	6	.249	.291	.090
236	7	.264	.306	.105
221	8	.279	.321	.120
206	9	.294	.336	.135

EPD = .508 & .545 TFC = .200 BCC = .156 MACS = 7

024T	027T	030T	036T	039T	042T	045T	054T	057T	060T	069T	115S HIGH
072T	075T	081T	084T	090T	093T	096T	099T	105T	108T	111T	115L LONG
114T	120T	125T	132T	135T	138T	141T	150T	155T	160T-160J	165T-165J	SCREW PIN
170T-170ST	180T-180J	185T	200T	235T	159B	165B	168B	171B	174B	180B	T O O L S
183B	186B	189B(T)	192B	195B	198B	201B	204B	207B	210B	213B	
216B	219B(T)	222B	225B	228B	231B(T)	234B	240B	246B	249B	255B	
256B	261B	264B	270B	273B	276B	279B	282B	285B	288B	291B	T O O L S
294B	297B	300B	306B	309B	312B	315B	330B	333B	351B	354B	603 increments

WIN a LAB Color Passport .003 Pinning Kit!!

Donated by Jerry Roraback of LAB, this kit will be awarded at the
November 2016 Membership Meeting

How to win: Every GPLA member who attends each of the May, June, September, October and November General Membership Meetings will receive a raffle ticket for each individual meeting. Those who attend all 5 meetings will receive an additional single ***bonus*** ticket. A corresponding stub will be placed in a bin and randomly selected at the November meeting to declare the winner. There will be only one winner.

Who is eligible to win: Only GPLA members in good standing are eligible to win. GPLA Officers and Board Members are not eligible to win.

Where/When to win: The more you attend over the next 5 meetings, the greater your chance to win. And ... you must be present to win at the November meeting. So come out and support your Association and win!!



CANASA's Security Canada Trade Shows are by far the largest, most comprehensive and well attended events in Canada dealing with matters of security. They bring together experts and thought leaders along with the industry's leading firms to showcase the latest technological innovations, trends and issues facing Canada's security professionals. More than 4500 entrepreneurs and business professionals with an interest in security attend Security Canada Trade Shows. Exhibiting companies that cater to professionals within your industry include Lanvac, Tyco, MDT Technical Services, Abloy Canada, Jlinks Technology Corp., IDN Canada, Paxton Access, Safety Technology and Rutherford Controls.....just to name a few!

Security Canada East
Laval, Quebec
April 20, 2016

Security Canada Alberta
Edmonton, Alberta
May 11, 2016

Security Canada Ottawa
Ottawa, Ontario
June 1, 2016

Security Canada West
Richmond, British Columbia
June 15, 2016

Security Canada Atlantic
Moncton, New Brunswick
September 21, 2016

Security Canada Central
Toronto, Ontario
October 19-20, 2016

Calendar of Events

May 16	GPLA General Membership Meeting	Philadelphia, PA
June 20	GPLA General Membership Meeting	Philadelphia, PA
June 25	Blueprint Reading Class – CEU class	Philadelphia, PA
May 16-21	SAVTA Convention & Tradeshow	Lexington, KY
July 31-Aug 7	ALOA Convention & Security Expo	Orlando, FL
Sept 28-Oct 1	GPLA Convention & Tradeshow	Philadelphia, PA



The Greater Philadelphia Locksmiths Association

GPLA is pleased to present a NJ Locksmith Licensing Board Approved 8-CEU Course:

Blueprint Reading and Hardware Scheduling

Instructors: John Truempy, ICML, CRL, CMIL, IFDI
Vernon Kelley, ICML, CPL, CFDI, CMIL, IFDI

Date & Time: Saturday, June 25, 2016 - 8 am to 5:00 pm
Location: GPLA Headquarters, located at 8014 Craig St. Philadelphia, PA, 19136.

Cost per Person: GPLA, ILA-DVC, MLANJ and SJLA Members: \$80.00 Non-Members: \$130.00

Class Description: This class is appropriate for all skill levels and is intended for any locksmith who does work on new construction projects. In this 1-day class, students will learn how to read and interpret blueprints, and how to read a hardware schedule. Students will also learn to create a hardware specification based on life safety codes, industry standards and the customer's needs. A GPLA certificate suitable for framing will be awarded to all students. NJ locksmith license holders will receive a 8 CEU certificate for their 2016 NJ State Locksmith License renewal.

Lunch will be provided.

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

CUT HERE and RETURN BOTTOM WITH PAYMENT

Name: _____

Company: _____

Contact Phone: _____ NJ Locksmith License # _____

☐ **GPLA, ILA-DVC, MLANJ and SJLA Members (please circle one) = \$80.00** Member # _____

☐ **Non-Members = \$130.00**

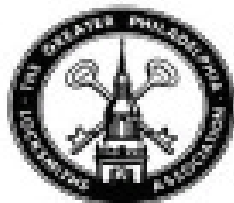
Please make **check** payable to: **GPLA**

Remit registration and payment to: GPLA BP & HS Class
c/o CLC Locksmiths
2013 Branch Pike, Unit 5
Cinnaminson, NJ 08077-3044

The Connelly - Singer Scholarship of GPLA



Gerald J. Connelly, Jr.



Founded In 1949



M. Leonard Singer

GPLA MEMBER APPLICATION FOR A SCHOLARSHIP

Name: _____ GPLA Member #: _____

Home Address: _____ City: _____ State: _____ Zip: _____

DOB: _____ Home Phone: _____ Cell: _____

Employer: _____ Supervisor's Name: _____

Work Address: _____ City: _____ State: _____ Zip: _____

Work Number: _____ Position: _____

Type of classes desired: _____

Length of time in Locksmithing: _____ Previous Recipient? No _____ Yes _____ If yes when? _____

Please write a few sentences telling us why you would like to be considered as a recipient for this Scholarship:

Please return completed application to:

Cliff Shafer, c/o CLC Locksmiths, 2103 Branch Pike, Cinnaminson, NJ, 08077-3044

OR --- FAX to 856-829-4088

Signature: _____ Date: _____

Do not write below this line

Received by: _____ Date Received: _____

Approved: _____ Rejected: _____ Date: _____

Notes: _____

**The following advertisers make the publication of this newsletter possible.
Please remember them the next time you need to purchase supplies.**

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

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

NEXT MEETING:

MONDAY, MAY 16
LIGHT SNACKS 7:15
MEETING BEGINS AT 7:30

GPLA Headquarters
8015 Craig Street, Philadelphia, PA

SCHEDULED PROGRAM: TBA

**** NEW contest begins ****

Win a LAB pinning kit

See page 4 & 5 for details

The Greater Philadelphia Locksmiths Association
C/o Michael Nimmo
71 Cutchogue Trail
Medford Lakes, NJ 08055