



Founded In 1949

# THE PROFESSIONAL LOCKSMITH

Official Publication of the  
Greater Philadelphia Locksmith Association.

WWW.GPLA.ORG

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The Professional Locksmith" will be sent out by E-mail on the Thursday before a scheduled meeting to all members I have on file. It will arrive in your in-box a few days BEFORE the meeting. Messages and reports to be included must be received two day before mailing.

## Presidents message

I hope everyone had a happy New Year. It is hard to believe it is 2019! I would like to thank everyone who attended the Dinner in December.

As usual, Marty was able to arrange an awesome deal for the Pennsauken Country Club. Marty, this is truly appreciated. We haven't had a Holiday party the last few years so it was nice to see such a large turnout.

Maybe we can do it again this year. Our next General meeting will be Monday January 21<sup>st</sup>. Bill Neff will be giving the program so I hope to see you there.

Your President,

Paul Kline

## Program by Bill Neff,

Many consumers are searching for products and services that can provide additional layers of security without paying higher price for it. I have been using this technology since its early inception.

**If you want to learn this new technology on securing doors come to our meeting Monday January 21. Refreshments at 7.00 Meeting starts at 7.30.**

**If you want to get the optimum experience in this technology, bring your smart phone and download a free Apple or Android app from the Apple store or Android from Play Store named K3 Connect.**

**Also make sure you can receive emails on you smart phone to receive notifications to access a lock.**

**For best results from this presentation please forward your email address of your smart phone to [bill@lock.com](mailto:bill@lock.com) now.**

**For questions, call me on my cell phone at 717-650-8876.**

## **A message from the Chairman of your Board of Directors:**

I just wanted to take this opportunity to keep you, the membership, informed about the workings of YOUR Board of Directors.

The BOD meets on the 1<sup>st</sup> Monday of the month. Our meetings are open to any member. We recently filled a vacancy on the Board with long time member and past Board member Cliff Shafer. I want to thank him for stepping up.

The volunteers on the Board work tirelessly to keep GPLA the best association in the country. We oversee the finances in conjunction with our treasurer. We coordinate our education, including our meeting programs, our classes, and our convention. We maintain our headquarters, publish a newsletter, and review potential members under the leadership of various chairmen. These are some of the duties your Board fulfills.

We are always looking for new ways to improve our GPLA. So if you have any idea that will keep us moving forward please do not be afraid to share it with any BOD member. Or come to a BOD meeting. Just check with me to make sure the meeting date has not been moved or canceled. If you have an issue that needs Board attention I will put it on the agenda. And remember you can also run for a BOD position when we have elections.

Barry Wilensky, CRL  
Board Chairman GPLA  
[anylock@aol.com](mailto:anylock@aol.com)

**Come to the meeting and get a ticket,  
you may be the next winner .**

**A LAB COLOR PASSPORT .003 PINNING KIT  
has been donated by Tom Martucci of LAB**

## **Minutes of the November 2018 GPLA General Membership Meeting**

The November 2018 GPLA General Membership Meeting was held at the GPLA Headquarters on November 19, 2018 and was called to order at 7:33 PM by President Paul Kline.

Sergeant at Arms Jack Magee lead us off with the Pledge of Allegiance.

President Paul Kline welcomed our guests Thomas Clooney and Eric Imhuf from Charles Schwab, Chris Martin guest of Vernon Kelley and Bryan Rachlin a guest of Jimmy Armenakis.

**Program:** Thomas Clooney and Eric Imhuf from Charles Schwab gave an interesting and educational talk on wealth management issues. They also talked about their Intelligent Portfolios and low cost exchange traded funds.

**Previous Meeting Minutes:** Cliff Shafer made a motion to accept the previous minutes as written in the newsletter with a second by Sven Hellwig.

**Treasurer's Report:** Treasurer Marty Arnold presented a comprehensive financial report to the Board of Directors which reviewed the convention and operating costs for months of September through October 2018. The Treasurers Report was passed unanimously by the Board. Marty reminded all in attendance that any Member in Good-Standing may request a copy of the financial statement upon request.

**Correspondence In and Out:** Correspondence Secretary Orvis Kline sent out an e-blast to the attendees of the Convention thanking them for coming and letting them know the dates of next years Convention. Orvis also sent out an e-blast reporting the passing of Al Schulke. Marty Arnold stated that he sent a check to Sonya Latimer to help with the burial expenses of Al Schulke. Marty added that he sent a letter to Jack Magee thanking him for his generous donation to the Connelly-Singer Scholarship Fund. Marty then added that after the newsletter was sent out he had requests for both the GPLA Roster and the picture ID cards. Marty responded saying that the GPLA Roster and the ID cards are available for pick-up at the meetings.

**President's Report:** President Paul Kline reported that we are having a get-together at the Pennsauken Country Club. Marty Arnold added that the dinner is scheduled for Monday, December 17 with a cash bar at 7.00, dinner at 7.30. Members pay \$25.00 and spouse or guest dinners will be complimentary. Paul added that Marty should be notified by December 10<sup>th</sup> if you are planning to attend.

**Health and Welfare:** President Paul Kline sadly announced that Al Schulke a long time member passed away. Ron Marcinkowski then mentioned that Sunny, a friend of Al's has asked that donation checks be made out to Alexander Schulke and mailed to her to help her pay for the funeral costs. Marty Arnold added that Al has been a member of GPLA since May 1991 with membership number 169. Jim Sundstrond mournfully/sadly mentioned that his wife Kathy lost her younger sister a couple of months ago and lost his Dad a month ago. Jim thanked GPLA and SJLA for all their kind support. Bill Neff sadly stated that he lost his Father last Spring adding that his Father was also a Locksmith.

Ron Marcinkowski added that Dee Mock is back in the hospital.

Jack Magee thanked the Association for all their support after his Mom passed away.

**Newsletter:** Marty Arnold stated that he is planning to move the advertising to the middle of the newsletter. Marty added that he wants to try to get more advertising in next years newsletter.

**CONTINUED**

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## MINUTES

**Convention:** Sven Hellwig stated that he was happy for the opportunity to be Convention Chair and thanked everyone who participated. Sven added that he invited 250 VIP guests to our convention. Sven stated that while he was up at the Yankee Security Convention he won Best Locksmith Van (inside and outside awards). Sven noted that when he was presented with his awards he invited everyone in the room to the 70<sup>th</sup> annual GPLA Convention as VIP guests. Next years Convention Chair, Cliff Shafer stated that he had his convention team assembled. Cliff added that next years GPLA convention will be September 25<sup>th</sup> through the 28<sup>th</sup> of 2019.

**Building:** Marty Arnold stated that it looks like Sonny fixed the lights. Ron Marcinkowski then mentioned that when the building was first opened and the lights were turned on, there were a few lights out in the main room and in the board room indicating that the fluorescent lights have bad ballast which need to be replaced. Sven Hellwig brought up the idea that the next time the building is open we will mark the lights that are out before they warm up. Paul Kline added that we need to restock the water in the refrigerator.

**Membership:** Membership Chairman John Williams stated that we are about to vote on Arnold “Arnie” Rabinowitz to become an Active member of GPLA. John discussed to the General Membership about how Arnie did not completely fill out the membership application leaving off his Social Security number. John added that the Board took this matter very seriously and after extensive discussion had a majority vote to allow Arnie to be presented to the General Membership. There was a discussion among the General Membership on Arnie's positive credentials such as President of the MLANJ, Licensed NJ Locksmith and a Salesman in the Locksmith Industry. The ballots were handed out, retrieved and counted, then John Williams stated that the vote was a unanimous yes that Arnold “Arnie” Rabinowitz can become a member of the GPLA, membership ID number 302.

**P.A. Legislation:** Bill Neff stated that there is nothing to report

**N.J. Legislation:** Ed Fitzgerald stated that there is nothing to report

**Bylaws:** Orvis Kline stated that the changes to Bylaws “Article VII – Elections” have been published in the Newsletter twice, then Orvis read the changes to the General membership. Marty Arnold made a motion to accept the changes as published with a second by Vernon Kelley and was approved unanimously by the General Membership. Orvis Kline stated that he will update the Bylaws and publish the new edition. Jack Magee asked for copies of the Bylaws so that he can hand them out. Ron Marcinkowski asked what if we are short someone for an Officer position for the ballot? Sven Hellwig stated that it is the responsibility of the Nominating Chairman and his committee to find someone for all the Officer positions. Orvis added that as Nominating Chairman he does all he can, including arm twisting to find someone to fill a position. Orvis then added that we are always looking for new people to volunteer for various positions.

**Meeting Program:** Paul Kline announced that there will not a meeting next month and added that he does not have anything lined up for the month of January. Marty Arnold added that next month we are having a casual get-together on December 17 at the Pennsauken Country Club. Marty then added that all member the Institutional Locksmiths group and the South Jersey Locksmiths Association are also invited.

**Unfinished Business:** Nothing to report.

**CONTINUED**

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324 Clump Road, Green Lane, PA 18054  
(215) 258-1264  
(215) 258-1265 Fax

A cartoon illustration of two characters, a woman with blonde hair and a man, both wearing red shirts and blue pants, running towards the right. They are carrying a large, orange, rectangular box with three yellow latches on top. The box has the text 'Doorwares Associates' written on it in a purple font.

For advertising on our website or newsletter, contact Marty Arnold at

<[martysr1@mac.com](mailto:martysr1@mac.com)>

Newsletter rate: \$100.00 annually.

Website rate: \$300.00 annually linked to your site.

## MINUTES

**Web Site:** Orvis Kline stated that Murray Bilker resigned as Web Master. Orvis then added that he volunteered to maintain the website, which is written in WordPress and he will continue learning the language so he can maintain the day to day needs of the website. Orvis stated that he needs someone to maintain the website store and if interested please let him know. Sven Hellwig stated that new ideas are good for the Association and he wants to get a professional person to maintain the website. Sven added that he is having someone Webex in to the Board meeting to give a presentation as a possible person to maintain the website.

**New Business:** Nothing to report.

**Good of the Association:** Ron Marcinkowski stated that Bryan Rachlin came in to discuss some of the issues he is having with scammers and wanted to hear what others have done to combat the issue. Ron mentioned that ALOA had a scammer task force but went away because of lack of interest, no budget and not enough people with deep pockets. Jimmy Armenakis stated that we should have a meeting on how scammer names and numbers come up when the word locksmith is entered in the search engine and what we can do about the situation. Bryan stated that he had a customer call and said one of your employees came out on Saturday and the lock still does not work properly. Bryan then nicely told this customer that he is a one man shop and was not there on Saturday adding it was a scammer from 24/7 locksmiths. Bryan added when the customer searched for his number the scammers phone number came up. Paul Kline stated that is is an on going problem and well worth talking about.

Barry Wilensky stated that he received save the dates cards from SAFETECH, April 1 – 6, 2019 in Lexington, KY and ALOA August 11 – 17, 2019 in Las Vegas, NV.

Barry Wilensky then stated that the “Locksmith Ledger” had an editorial mentioning GPLA convention. Barry emailed Gail Johnson stating: “Very nice editorial, thanks for the appreciation shown for the Philadelphia Award and the award's background. I have to take some pride in the article which mentions Bill Neff and Houdini Lock also members of GPLA. Thanks again Barry Wilensky Chairman of the Board”

Barry received a response:

**“Dear Barry, Thanks for your kind comments. You guys are a model for every Locksmith Association in the country including ALOA.”**

Marty Arnold announced that there are four members who get an extra ticket for the Lab Pin Kit,

They are Ed Fitzgerald, Ron Marcinkowski, Jimmy Armenakis and Cliff Shafer. Marty then announced after a guest drew a number from a box that the winning ticket was held by Bill Neff.

**50/50:** The amount of \$45, fresh eggs brought in by Jim Handschuh Jr., as well as other various prizes were won.

President Paul Kline thanked everyone for coming to the meeting and hope to see everyone at the dinner.

A motion by to adjourn the meeting was made by Marty Arnold and was seconded by Sven Hellwig at 9:05 PM.

Respectfully submitted,  
Maurice Onraet, Recording Secretary

**WIN A LAB COLOR PASSPORT .003 PINNING KIT**

**Extra Kits have been donated by Tom Martucci of LAB**

**Tickets will be issued starting in January**

***DRAWING WILL BE AT THE MAY MEETING.***

**Members who attend all 5 meetings will be issued a bonus ticket.**

**There will be only one winner and you must be present to win.**

**GPLA Officers and Members of the Board are NOT eligible to win.**

**BILL NEFF**

**Winner of the November drawing of the LAB pin kit**





Our December dinner get together was a tremendous success. 50 people traveled to the Pennsauken Country Club to socialize over a few drinks and a delicious dinner. After dinner we were entertained by the GPLA boys choir assembled by Sven, presenting the song "I am dreaming of a White Christmas" and they received a rousing applause. This was a great GPLA social affair. Many members agreed we should do that more often. Pictures by Judy Fitzgerald.



### MEMBERSHIP NOTES.

- 1) **Timity Fultano**, has been approved for shop membership by the Board of Directors. Tim is employed by CLC Locksmiths and sponsored by Cliff Shafer.
- 2) **I am looking for information on Guy Huber from Landsdale PA.**  
He send me an E-mal requesting to continue his membership in GPLA, but has not responded to my reply to <[guy.nancie@comcast.net](mailto:guy.nancie@comcast.net)> or to the two invoices I send to 339 Cowpath Rd. Anyone knowing where Guy is, please have him get in touch with me at 856-665-0464 or <[martyr1@mac.com](mailto:martyr1@mac.com)>
- 3) **Albert Lilley (205) and Kenneth Lilley (259)** have requested retired status. Both Father and Son meet the requirements and have been approved by the Board of Directors for Life membership status. In stead of dues they donated \$50.00 to the Connelly Scholarship Fund.

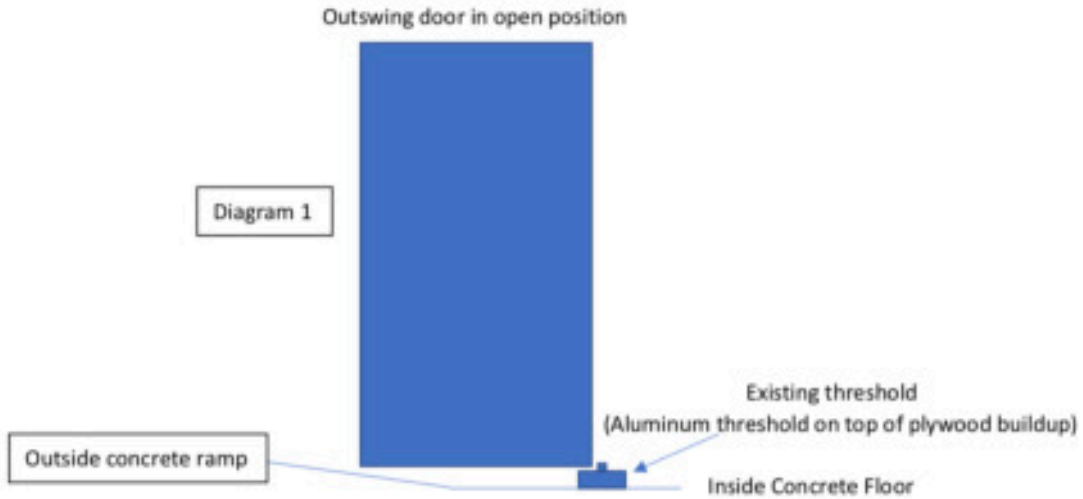
I was informed that Bob Bostock, retired GPLA member #116 passed away last September at the age of 94. Bob was a member since 1985. May he rest in peace.

## Newsletter Advertisers



This article was send in by member Mike Cogan who operates Mike's Lock shop in Warminster PA. Received in PDF format, I could not increase the fond size.

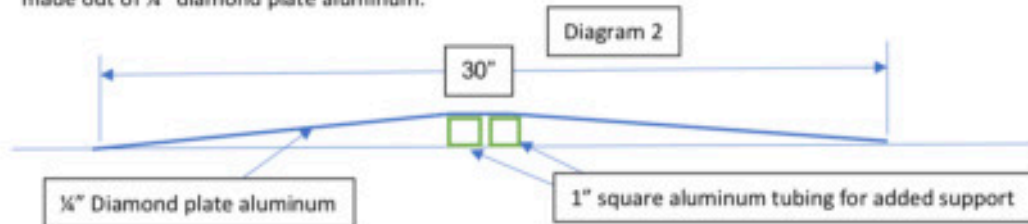
When asked to replace a pair of steel doors were faced with an unusual situation that required some custom made products for the proper solution. There was a double door opening at the bottom of a ramp. Due to angle of the ramp the doors had to be undercut an 1½" in order to clear the ramp when the door was opened (diagram 1). The door was heavily used for deliveries and the threshold, which had to be 1¼" high, was being run into with delivery hand trucks and required constant servicing.



Before

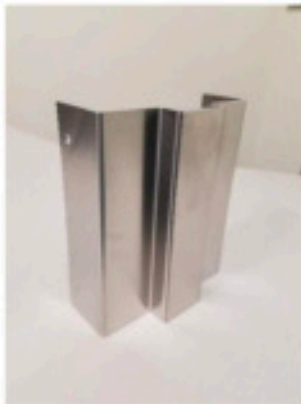


To solve the problem we had a custom threshold manufactured that was 30" wide by 72" long. It was made out of ¼" diamond plate aluminum.

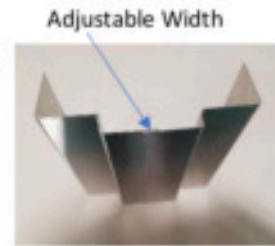
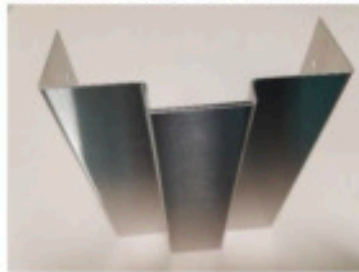




As is common on concrete filled steel frames the first 4 to 5 inches from the ground were quite rusted. We designed an adjustable spat that is 7 inches high (diagram 3) which when caulked in looks nice and protects the frame from further rusting.



Made in 2 Pieces to allow adjustable width



After



**I will be looking for stories, tips, jokes or whatever you think will make this newsletter more interesting.**

**Send your copy to <[martysr1@mac.com](mailto:martysr1@mac.com)>**

## Lock shops in the Netherlands.

On my frequent visits to Holland I became friends with a few Dutch locksmiths. I was able to motivate three of them to travel to the US and attend our convention. Below is the store front (center picture) of Frans Kalkhoven in Gouda, the Netherlands. Because of the small streets and busy traffic, Frans came up with a bicycle type service bike (left picture) to do service work in the heart of the city. He also used a miniature service truck (right picture) The picture on the left also shows part of his lift gate truck his safe deliveries. The building he occupies used to be a car dealership. Frans attended our convention twice. He past away at a young age while vacationing in Spain. His Son Martin is continuing the business.



# 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: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_