



Founded In 1949

# THE PROFESSIONAL LOCKSMITH

Official Publication of the  
Greater Philadelphia Locksmith Association

[WWW.GPLA.ORG](http://WWW.GPLA.ORG)

**Editor**

Marty Arnold, CML

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

**OFFICERS**

**President**

Sven Hellwig Sr CRL

**Vice President**

Maurice Onraet

**Corresponding Secretary**

John Williams

**Recording Secretary**

Cliff Shafer, CPS, CML

**Sergeant at Arms**

Orvis Kline, CPL, CAL

**Treasurer**

Marty Arnold, CML

**Board Chairman**

Paul Kline, RL

**Board Members**

Murray Bilker

Ed Fitzgerald, CML

Jim Handschuh

Joe Reustle,

CPS, CAI, GSAT

Barry Wilensky, RL

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.

## **Message from your President**

Hello Members,

A lot of great things happen in fabulous February.

We look to a groundhog to forecast our weather.

We respect history and diversity.

We spread the love, with the help from St. Valentine.

We honor our Presidents.

And my Birthday where I get to make all of you a great membership appreciation meeting dinner with Birthday cake.

Let me start my Presidents report by saying "Thank You" to all of the previous term Row Officers and Board of Directors for their dedication to their past and current service. Also, to my current Row Officers and Board of Directors.

We have been sworn in to serve on the most recognized, and the most respected Locksmith Association. Do I sound a bit bios as the new President? No, I'm just dishing out the facts. We are the best Locksmith Association in United States of America and we have to strive to keep it that way for another 70 years.

I and your Association will call on you to help with that task. It won't be too often, but when we do please give it your all. We need your input, your opinion and to make your voice heard. Be part of a change for the greater good. Be proud of what one can do and achieve, and imagine what we can do together. We have been given a great honor and responsibility, let's show them what we can do. We need the help of all members. Give of yourself and your rewards will follow, and you will have my upmost gratitude and respect. We are 70 years strong, we are GPLA.

Respectfully submitted,

Your President, Sven K. Hellwig Sr., CRL

---

## **WORDS TO LIVE BY**

When you are presented with a choice, of a path which is challenging, and one which is easy. Take the challenge, the journey will be more rewarding.

## **MEETING NOTICE**

**Monday February 17, 2020**

**GPLA Headquarters**

**Food 7.00      Meeting 7.30**

### **February Feast Members Appreciation Dinner**

Delightfully tossed garden salad with a variety of dressings.  
A Meatball Parm Sub with several sides to fix it the way you like it. Chocolate & Vanilla Cake.

**Member ID cards and Membership Rosters will be available**

### **Program**

**presented by Scott Roop**

**Introducing Locking Solutions by ANIXTER, a dedicated support team for locksmith and security dealers built to improve speed, accuracy and efficiency.**

**LAB Pin Kit tickets will be issued,  
also a \$100.00 drawing will be held.**

## **MEMBERSHIP NOTES**

Member Mike Cogan (#86) and Member Ed Klenk (#109) and Member Mark Ingels (#263) have requested to change their status from active to Life /Retired. All 3 members have the required 15 years.

Member Nick Denaro (#298) and Member Justin Trueland (#258) have resigned their membership in GPLA.

**Does any one have contact with former member Guy Huber. He is receiving the newsletter and E-mailed me that he wants to come back in. Guy, if you read this please call me at 856-665-0464.**

The Board has approved the application from Jim Handschuh Jr. for Associate membership.

The applications from Darren Essen for active membership, and the application from Byron Clark for apprentice membership were also approved by the Board and all will be presented to the membership.

**Member Bill Neff has again volunteered to produce the 2020 GPLA membership ID cards and Rosters. They will be available at the February meeting. ID cards and roster are only available for pickup at our meetings. If you find any discrepancy, contact Marty Arnold at <[martysr1@mac.com](mailto:martysr1@mac.com)> for any corrections to be made to the GPLA Database.**

### **PUZZLE OF THE MONTH BY OUR CHEFF SVEN HELLWIG.**

**You throw away the outside and cook the inside; then you eat the outside and throw away the inside...What is it?**

# OUR WEB SPONSORS



WE MAKE SECURITY SIMPLE

[www.idn-inc.com](http://www.idn-inc.com)

800-233-3355



**Alexander M. Howe**  
Channel Led Business Development Consultant

Laurel, MD 20723  
United States  
Mobile 301-821-7569

[alexander.howe@allegion.com](mailto:alexander.howe@allegion.com)



Total Solutions for Security Professionals

**Doorwares Associates, Inc.**

**MANUFACTURERS' TECHNICAL FIELD REPRESENTATIVES**

324 Clump Road, Green Lane, PA 18054

(215) 258-1264

(215) 258-1265 Fax



### Minutes of the January 2020 GPLA Installation Dinner

The January GPLA Installation Dinner was held at the Pennsauken Country Club January 20, 2020. Sign-in started at 6:30. After enjoying cocktails from a cash bar, dinner started at 7:30 with a Caesar salad, a main course of delicious chicken masala covered with wild mushrooms in sweet marsala wine source, together with a mashed potato puff with string beans. It ended with the serving of an ice cream Sunday.

President Paul Kline called the installation meeting to order at 8:40 pm.

President Paul Kline thanked Marty Arnold for all his hard work for putting together the installation dinner. Paul also thanked both his Row Officers and Board of Directors for all their help over the last two years.

Paul Kline then introduced John Truempy as our honorable guest to swear in the new GPLA Row Officers and Board of Directors.

President Sven Hellwig asked Sergeant at Arms Orvis Kline to lead us off with the Pledge of Allegiance. Sven thanked everyone for coming out and joining us for the installation of new Row Officers and Board members. Sven asked all GPLA members to continue to help the organization to move forward. Sven personally thanked all the new Row Officers and Board of Directors. Sven then thanked his family for coming out and supporting him.

The 50/50 prize of \$75 was won by Nelly Arnold.

A motion to adjourn the meeting was made by John Williams and was seconded by Orvis Kline at 8.57 PM.

Respectfully submitted,  
Maurice Onraet, Recording Secretary



**GPLA NEWLY ELECTED OFFICERS AND DIRECTORS**

**From L to R: Director Jim Handschuh,- President Sven Hellwig,- Director Joe Reustle, ALOA AIL Director John Truempy, - Recording Secretary Cliff Shafer, - Director Paul Kline, Director Ed Fitzgerald, - Director Barry Wilensky, - Vice President Maurice Onraet, Treasurer Marty Arnold, - Corresponding Secretary John Williams, - Sargeant at Arms Orvis Kline.**



**Our installation dinner was well attended. As usual Carol and John were there to handle the tickets while Orvis collected the dinner money. The following members and guests were in attendance.**

**Jimmy & Emmy Armenakis, Marty & Nelly Arnold, Retired Life Members, Sonny Brunnell, Tony Buenaflor, & Ed Capreri, Nelson & Denise Dayton, Ed & Judy Fitzgerald, Jim Handschuh, Jim Handschuh Jr & Becky, Sven & Karen Hellwig, his Mother Jutta, his Sister Ivy & husband Dieter Sven & Laura Hellwig Jr. Mark & Peggy Ingels, Vernon Kelly, Steve Lerner, Orvis Kline, Paul & Audry Kline, Ron Marcinkowski, Bob & Dee Mock, Bill Neff, Mike Nimmo, Maurice & Ruth Onraet, Joe & Ellen Reustle, Scott & Sue Roop, Cliff Shafer, Jim & Kathy Sundstrond, John Truempy, Marvin & Gary Weinstein, Barry, Robin & Ari Wilensky and last but not least, John & Carol Williams.**

**The swearing in was performed by ALOA IAL Director John Truempy CRL, CMIL, IFDI, AIL**

# OUR WEB SPONSORS

**FBI** FRIED BROTHERS, INC.  
ESTABLISHED 1922  
SUPPLIER OF DOOR HARDWARE, SECURITY PRODUCTS AND ACCESS CONTROL



**FBIssecurity.com**  
**800-523-2924**

A rectangular graphic with a blue background. At the top left is a small globe icon. To its right, the word 'ClearStar' is written in a large, yellow, stylized font. To the right of 'ClearStar' is a yellow box with the words 'SECURITY NETWORK' in blue. Below this, the text 'The 1st Choice of Professional Locksmiths & Safe-Techs On-line' is written in white. Below that, a yellow box contains the text 'On-line Education 24/7'. At the bottom, the text 'Free Trial Memberships' and 'www.clearstar.com' is written in white.

**ClearStar** SECURITY NETWORK  
The 1st Choice of Professional  
Locksmiths & Safe-Techs On-line  
On-line Education 24/7  
Free Trial Memberships  
www.clearstar.com

A logo consisting of a globe on the left and the word 'LAB' in large, bold, black letters inside a black rounded rectangle on the right. Below the logo, the text 'SUPPLYING THE GLOBAL SECURITY COMMUNITY SINCE 1956' is written in a smaller font.

**LAB**  
SUPPLYING THE GLOBAL SECURITY COMMUNITY SINCE 1956

**labpins.com**  
**800-243-8242**

A red rectangular box containing a white padlock icon on the left and the words 'LOCKSMITH RESOURCE' in white, bold, sans-serif font on the right.

**LOCKSMITH  
RESOURCE**

**For advertising on our website  
contact Marty Arnold at [\\_<martysr1@mac.com>](mailto:martysr1@mac.com)  
Web sponsor rate \$300.00 annually linked to your site.**



**ALOA'S AIL Director John Truempy getting ready to perform the swearing in ceremony.**



**The Officers**



**The Members of the Board**

Many years ago I ran some seminars on reviewing business income and expenses. Whenever I used the list below the responses were always the same when the hourly rate was established. **"I will never be able charge that much"**. Everybody was surprised when the figures show how much you have to charge if you want to make that salary you desired. Most do not count the hospitalization premiums and Fica cost as business expenses, but they are because you have to pay them out of your gross income. Some attendees would say, I do not pay rent. You may think so if you work out of your house or truck, but you are wrong!

Even though you may not report home office to the IRS, you should charge a certain amount of rent to your fixed expenses for future growth. Depreciation was another expense many forget to take in consideration. If you truck cost you \$30,000, a depreciation expense of \$5,000 should be taken so you will have the money to buy a new one after 6 years. The same with your truck or shop equipment. Give it a try and see if your hourly charge is sufficient to give you the desired salary.

<b><u>Annual Fixed Expenses</u></b>						
Rent	\$					
Advertising/PR	\$					
Phone/Computer	\$					
Utilities	\$					
Business Insurance	\$					
Truck Insurance	\$		←	<b>Expenses</b>		
Truck Upkeep/Repairs	\$					
Fuel	\$					
Truck Depreciation	\$					
Equipment Depreciation	\$					
Other Expenses	\$					
<b><u>Benefits:</u></b>						
Desired Annual Salary	\$	←	<b>Salary &amp; Benefits</b>			
Hospitalization Insurance	\$	←				
Fica Expenses (13%)	\$	←				
			\$			\$
Required Income			<b>Total A &amp; B</b>	:	<b>1600</b>	= <b>Hourly Rate</b>





# The Greater Philadelphia Locksmith Association

Martin Arnold CML, Editor

7229 Park Ave. Pennsauken, NJ 08109-3009

856-665-0464

## GPLA WEB SPONSOR APPLICATION

At the GPLA, we strive provide the best to our members and due in part to our Web Advertisers and Convention Sponsors, we are able to achieve our goals. We would love to include your Company as a GPLA supporter by becoming a Web Advertiser on our professionally managed website at <[GPLA.ORG](http://GPLA.ORG)> If you have any questions about the benefits, do not hesitate to contact me at <[martysr1@mac.com](mailto:martysr1@mac.com)>

The annual cost of a web ad, linked to your site is \$300.00. The web ad will also be posted in our monthly newsletter.

**Company Name:** \_\_\_\_\_ **Contact Person:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **E-mail:** \_\_\_\_\_ **Web URL:** \_\_\_\_\_

**Place copy of ad in PDF format below and mail to Editor.**