Founded In 1949

THE PROFESSIONAL LOCKSMITH

Official Publication of the
Greater Philadelphia Locksmith Association
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WWW.GPLA.ORG

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Our next meeting will be on June 16th, 2025

Location:

Our distinguished President Paul Klines Abode

2015 Valley Road

Newtown Square, PA 19073

Dinner 6:45, Meeting at 7:30

Dinner will be served at 7:00

PROGRAM

Sam Wilson

Locksmith Digital Marketing Adviser

PRESIDENTS MESSAGE

Hello Members,

This Monday, will be the last General Meeting before our summer break. In the past, we used to have our cleanup meetings at the Headquarters with a cookout. Keeping with tradition, I would like to invite everyone to my house for a Hamburger/Hotdog Cookout and if you feel the need to clean up, I wouldn't complain. This Monday June 16th, the GPLA Meeting will be at 2015 Valley Road, Newtown Square, PA 19073. Drinks and your Michelin Rated Chef cooking at the grill would be glad to have you joined. Please let me know if you can make it, my cell phone is 610-357-0282, And yes you can bring a guest.

PS. Pray the weather corporates.

Respectfully,
Paul Kline, President

SOME HUMOR

I spent $700.00 on a limousine but forgot the driver. All that money and nothing to chauffeur it.



Minutes of the May 2025 GPLA General Membership Meeting

GENERAL MEMBERSHIP MEETING MINUTES 19 MAY 2025

The General Membership Meeting began after the Pledge of Allegiance.

Program – Ruth Lattanzi, TABB Inc.,

Ms. Lattanzi introduced the services offered, including background checks, criminal background

checks, professional references, social media screenings, and credit checks.

The process was presented that we (the Association), set up an account, and a secure

encrypted link is sent to the new member to upload their information.

Applicants provide personal and social security information directly to the service,

ensuring the association never stores sensitive data.

- Results are tailored to state jurisdiction requirements, with options from basic reports to more

comprehensive reporting. Customizing the types of checks that can be run on individuals is also

an option.

There are ala carte additional checks like bankruptcy, credit monitoring, etc.

- - The template-based approach allows different tiers based on employee position (e.g., driver,

locksmith).

- There was a discussion on the varying costs and state-specific differences (e.g., New York

reports up to $95 per check).

- - Legal authorization is required from candidates before checks are conducted.

- Company protocols address erroneous data and potential legal issues via a rescission process.

Notes from the Floor

During the presentation of Membership Vetting, questions were raised about the

need for a proposal to

integrate into the membership process.

- The proposal includes using an independent background check agency in the bylaws and membership

applications.

- Issues raised from past applicants (e.g., reluctance to provide social security numbers).

- Emphasis on thorough vetting to prevent unqualified or fraudulent members.

- **Group Versus Individual Checks:**

- Options for group membership rates or individual checks.

- Flexibility for members to check their new hires or for the association to run batch processes.

- **Process Tailoring:**

- Custom templates can be set up based on required due diligence.

- Only authorized background checks will be performed.

General Membership Meeting:

Reading of the Minutes: The General Membership meeting minutes had been emailed, and Jim

Handshuh Jr. noted that they were in the newsletter. It was confirmed that the Board Meeting Minutes

will only be distributed to the Board Members.

Treasurer’s Report, Mr. Marty Arnold: The Treasurer’s Report includes current accounts and balances.

The report was given despite the lack of a quorum.

Marty clarified that the Digital Services Fee is for the costs of Web Hosting.

Marty clarified and corrected the previous minutes so that the account balance status should be

listed as transferred rather than closed.

Motion from the floor to accept the Treasurer’s Report, Barry, seconded by Randy. Can’t

“accept” since no quorum.

Later in the meeting, Marty clarified who had paid meaning new members.

Presidents Report:

There are plans to update the website to include Background Check program details and the

Find a Locksmith feature to boost advertising and credibility. Future online training modules and

educational sessions via Zoom are also being considered.

President's Report, Mr. Paul Klein,

Paul thanked Sven, Sven Jr., Slick Cage, Tanshu, and IDN for their contributions to the upcoming

class on Saturday. The class is confirmed as 1 p.m. with Lunch, and Set-up begins at noon.

Discuss a new membership category for someone considering becoming a locksmith, seeking

feedback.

A potential new meeting venue was discussed; McGillicuddy's near Dayton's off the Blue Route.

There was a suggestion that we continue at Tiffany's on the Boulevard for the next few months.

There were some discussions on the ZOOM Meeting requirements to be verified

Membership Report – Mr. Mike Nimmo

No new items to report from the Membership Committee.

Congratulations to Mr. Nimmo from the membership for successfully onboarding eight new

members.

Plans are in place to hold another open enrollment at the Yankee Show.

Correspondence Committee Report, Mr. Jim Handshuh, Sr.

Corres. Received from a Mr. Terrell McElveen, a Philadelphia resident in the Frankford area

seeking hands-on training for automotive locksmithing. Terrell has been invited to our next General

Membership Meeting on the 19 th . He is also a potential employment candidate if anyone is hiring.

Corres. Received Mr. Anthony Wiedman, regarding his name being misspelled among past

award recipients. Paul has forwarded the correction to Sam to correct on our website.

- Membership report: 11 applicants over the past year; improvement expected with new procedures.

- Treasurer’s report delivered despite quorum issues.

- Upcoming board meeting to discuss proposed bylaw changes regarding memberships and background

checks.

- **Website and Communication:**

- Plans to update the website to include:

- Background check program details.

- “Find a locksmith” feature to boost advertising and credibility.

- Future online training modules and educational sessions via Zoom.

- Plans to enhance public advertising (e.g., public radio, online search optimization).

Education, Training, and Convention Planning

- Scheduling and CEU Concerns discussed.

- In-person or online training sessions will be postponed until after the busy CEU season, maybe

November, or early next year.

- Coordination between the education chairmen, Randy, and Convention Education Chairman John, to

develop a comprehensive program.

- Educational classes on bidding for federal projects and maintenance contracts for commercial

properties is one possibility.

It is clarified that Randy is the Education Chairman, and John is the Education Chairman for Convention.

- Planned automotive classes, a “leachy” class, and commercial storefront servicing sessions at

upcoming conventions.

Health and Welfare

Discussions on members in poor health.

- Discussion on refining training offerings and seeking sponsorships to subsidize educational events.

Commercial Tips and Product Reviews

- Presentation and review of the Tecno Sicarezza (Pulse Pro) electronic safe lock from Italy.

- Features: replaceable keypad membrane, proper cable routing, secure nine-volt battery setup.

- Supports multiple user codes and supervisory management.

- Favorably compared to higher-cost alternatives from Kaba.

- Mention of Schlage’s large format interchangeable core for Sargent cylinders.

- Discuss new tools and hardware (e.g., full-length hinge, centering punch/drill) with plans for detailed

newsletter articles.

- Insights on automotive ignition lock issues and potential niche markets (e.g., safe locks for

residential/consumer use).

Legislation and Licensing:

- Update on New Jersey licensing requirements and American Best Locksmith’s approval status.

- Need to clarify with local authorities how state-specific background and licensing checks are handled.

Question on South Jersey Licensing: Are they vetted for a business license? Is that okay for us?

- Convention Committee

No report, we’re pushing it back, No convention in 2025, but try to make something big

concerning training.

Member Interaction and Feedback

- Recognition of low member turnout during some sessions; proposals to increase attendance.

- Discussion on running monthly programs or alternating meeting schedules to boost participation.

- Commercial and technical tips exchanged among members as informal knowledge-sharing.

Technology and Communication Enhancements

Plan to appoint a dedicated backup operator for Zoom sessions to prevent technical issues.

- Encouragement for members to follow up with questions or suggestions for future programs and website content.

Navigating the Smart Lock Revolution: Opportunities for Locksmith Professionals

The world of security is transforming faster than ever, with smart locks emerging at the forefront of both residential and commercial applications. As locksmith professionals, understanding, embracing, and mastering this technology is no longer optional—it's a fundamental requirement for staying competitive and relevant in today's market.

Smart locks present numerous advantages that traditional locks simply cannot match. These innovative devices provide enhanced security, unprecedented convenience, and greater operational flexibility. Features like remote access control, integration capabilities with broader security systems, detailed access logs, and real-time notifications have redefined expectations among both homeowners and businesses. This shift demands locksmiths to transition from being merely installers to becoming trusted security consultants who understand and advise on these cutting-edge technologies.

One prominent example highly relevant to locksmith professionals is Wi-Fi-enabled smart deadbolts. These products exemplify the practical application of smart technology in securing homes and commercial spaces. Such locks integrate seamlessly with existing home automation systems, including voice-controlled assistants and various smart hubs. Their easy installation processes typically do not require additional hubs or complex wiring, offering significant convenience for locksmiths and users alike.

Moreover, these smart deadbolts offer clients unparalleled convenience through mobile apps, allowing users to remotely lock and unlock doors, grant temporary access codes to guests or employees, and monitor access history through comprehensive logs. Such detailed features present locksmiths with opportunities to offer additional value-added services, including routine maintenance checks, consultations on optimizing usage, and integration with other home or business security components.

To ensure you stay ahead in this evolving industry, consider these strategic actions:

1. Continuous Education: Regularly participate in educational sessions, webinars, and industry events dedicated to smart lock technologies. This will help you remain updated with new product releases, installation

techniques, and troubleshooting practices.

2. Practical Experience: Familiarize yourself through hands-on experiences with leading smart lock brands, installation processes, and maintenance routines. Understanding these intricacies helps build your credibility and enables you to make informed recommendations tailored to each client's individual security requirements.

3. Cybersecurity Awareness: With smart locks relying heavily on internet connectivity, cybersecurity becomes a significant concern. Stay informed about potential security vulnerabilities associated with smart devices. Educate your clients on secure installation practices, such as regularly updating firmware, using secure passwords, and enabling two-factor authentication where available.

4. Vendor Relationships: Cultivate strong relationships with smart lock manufacturers and technology vendors. These partnerships can keep you well-informed about product updates, recalls, new models, and emerging technological trends, allowing you to promptly offer clients the most current and effective security solutions.

5. Service Expansion and Upselling: Smart lock installations open up avenues for locksmiths to provide additional services. Offering ongoing maintenance contracts, periodic system upgrades, security audits, and personalized consultations can significantly enhance your service portfolio, strengthen customer loyalty, and increase overall business revenue.

Wi-Fi-enabled smart deadbolts are just one example among a broad spectrum of smart security solutions. The locksmith profession is uniquely positioned at the intersection of traditional security expertise and emerging digital advancements. By proactively embracing the smart lock revolution, locksmith professionals can not only ensure the longevity and growth of their businesses but also reaffirm their indispensable role as trusted security experts.

In conclusion, the shift towards smart locks represents a transformative moment for locksmiths, demanding adaptation and innovation. By leading the way with informed recommendations, comprehensive solutions, and expert support, we can confidently guide our clients into an increasingly secure digital future. Let's commit to being pioneers in this exciting evolution, ensuring both our professional growth and the enhanced security of our communities.

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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



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