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THE PROFESSIONAL LOCKSMITH

The Official Publication of the
Greater Philadelphia Locksmiths Association

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Please join us for our next meeting!

In-person or via Zoom (see Page 17)

Date: Monday, January 19, 2026
Meeting Time: 7:45 PM (No cost to attend)
Location:
Tiffany On The BLVD
9010 Roosevelt Blvd
Philadelphia, PA 19115
Dinner: Arrive at 6:30 PM for dinner
Cost: $5.00 per member / $25.00 per non-member
Program: Banner and Allegion present new products

Special Bonus:

In-person attendees will be entered for a chance to win a LAB .003 Color Passport Pinning Kit.



President's Message

Dear Members,

Happy New Year!

As we turn the page to a brand-new year, I would like to extend my warmest wishes to all our members. May the new year bring you health, happiness, and fulfillment both personally and within our organization. The start of a new year is always a time of optimism—a chance to set new goals, embrace fresh opportunities, and strengthen the bonds that unite us as a group.

One of the strengths of our organization lies in the diverse voices and perspectives of our members. You bring vibrant energy, innovative ideas, and a fresh outlook that enrich our discussions and shape the direction of our activities. Your attendance and active participation in our meetings are not only valued but essential to the continued growth and success of our group.

Benefits of attending meetings include:

- Become acquainted with the organization's traditions and values
- Network and form lasting friendships with fellow members
- Share unique viewpoints that can inspire new initiatives
- Develop leadership and teamwork skills in a supportive environment
- Contribute to decisions that affect the group's future

I encourage all members to make meeting attendance a priority this year. Your presence makes a difference, and together we can achieve even greater things. Let us embrace the new year with enthusiasm, and may we continue to grow, learn, and celebrate our achievements as an association.

There are some who feel that GPLA should be retired and that it has nothing to give and after 76 years we should shut it down. I personally cannot give up on it that easily. I, myself, have been part of GPLA in one way or another since my dad first joined back in the early 80's.

So, I've been working on some changes to help push GPLA to 100 years and beyond… For example, we can have Vendor discounts for our members and set meeting and location schedules for the whole year to allow planning. We can lean toward having an educational program which will help us learn about new products, how to use them, and helpful tips on product use. We can also start to include additional educational classes, and possibly set a Saturday (Maybe) class, so it is easier for some to attend.

I would like to hear from you, the members, on what you would like to see this year; your silence would be deafening. Please reach out to any Board Member and give your 2 cents.

Once again, Happy New Year! I look forward to seeing each of you at our upcoming meetings.

With best wishes,

Paul J Kline
GPLA President

Locksmith Humor

Cheers to another year of customers saying, “It just stopped working,” while the key looks like it could have been used as a toothpick.



Keys From the Past

LINUS YALE SR. QUADRUPLEX SAFE LOCK KEYS - Circa 1840s

The Quadruplex Safe Lock, designed by Linus Yale Sr., represents one of the most innovative American safe-lock mechanisms of the mid-19th century. Yale Sr., working in Newport, New York, was already gaining a reputation for his advanced bank locks and safe locks long before his son (Linus Yale Jr.) introduced the modern pin-tumbler key.



The term “Quadruplex” refers to the lock’s four-way combination of security elements, which made it far more complex than typical safe locks of the era. While designs varied, these locks often included:

- Multiple internal levers or tumblers
- A sophisticated key-bit pattern
- A mechanism designed to resist picking and manipulation
- Heavy, precision-machined components uncommon for the 1840s

This level of engineering placed Yale Sr. among the most advanced safe-lock designers of his time.

Thank you, Maurice Onraet, for your newsletter contribution

Unprecedented … Historic … GPLA Membership Growth in 2025

By Mike Nimmo (GPLA Vice-President and Membership Chairman)

Change. It's inevitable but not always embraceable.

As the Membership Chairman, I have embraced the opportunity to grow our Association. For those not keeping track, since taking office as Vice-President of the GPLA in January of 2025, I have welcomed 20 new members to the GPLA in the past 12 months!!! ***Twenty (20)!!***

We have new Active, Apprentice and Associate brothers from Massachusetts, Quebec, Maine, New Hampshire, Kentucky, Florida, New Jersey, and Pennsylvania - all eager to meet the Association.

With the adoption of Zoom to the GPLA meeting platform, we can now welcome growth from across the Globe. Attending industry trade shows like the Yankee Security Convention and SAVTA, the GPLA can now recruit new members with diverse perspectives, job experiences and educational backgrounds. These new members have all met our current vetting protocols and were Approved by the Board of Directors for presentation to the Membership. Many will have the opportunity to say Hello at our next meeting, Monday, January 19th via Zoom to meet the final qualification for full acceptance.

Let me please welcome our newest applicants:

- Dan Milligan of Milligan's Safe & Vault from Hanson, Mass
- Sequon Johnson of Brighton Locksmith from Boston, Mass
- Frank Kelly of Safegard Locksmiths from Barnegat, NJ
- Seth Vayda of Diebold Nixdorf from New Bedford, Mass
- Pete Bailey of MBA USA from Nicholasville, KY
- Cameron Williams of North Bennet Street School of Locksmithing from Derry, NH
- Jacob Diodato of Mayflower Locksmith from Carver, Mass
- Todd Sinclair of Diebold Nixdorf from New Gloucester, Maine
- Kristoffer Seguin of Serrurier Blais from Quebec, Canada
- Daniel Waslenko of Dan's Lock & Key from Levittown, PA
- Major Sampson III of LockSystems from Phila, PA
- Henry Castiglione of Accelerated Locksmith from Yardley, PA

And, I have three (3) more prospective new members being vetted now for presentation in the coming months. So, the rumors of the demise of the Association are being greatly over exaggerated.
New members. New Ideas. New Direction. This should be our slogan for 2026. We need to evolve; change, if you will, to inevitably survive as the longest active Locksmith Association in the United States. Something we can all be proud of.

Legislative & Tax Updates Affecting Locksmiths in NJ and PA

By Randy Carpenter

2025 Pennsylvania Tax Update for Locksmith Businesses

For Pennsylvania Based Locksmith Businesses (Sole Proprietor, LLC, S Corp, C Corp)

No New Taxes on Small Pass-Through Locksmith Shops

- Sole proprietors, LLCs, and S corps see no new PA income tax increases in 2025.
- Your filing requirements remain the same.

PA Corporate Tax Rate Continues to Drop (C Corps Only)

- If your locksmith business is structured as a C corporation, PA's Corporate Net Income Tax continues to decrease each year.
- This reduces long term tax burden for locksmith companies with employees, vehicles, and inventory.

PA Decoupled from Several Federal Rules

- Pennsylvania did not adopt certain federal tax changes, meaning locksmith businesses must track differences between federal and PA rules for:
  - Research & Experimental (R&E) expenses
  - Bonus depreciation
  - Business interest deductions
- This mostly affects locksmiths who:
  - Develop proprietary security technology
  - Invest heavily in equipment
  - Finance vehicles or shop expansions

New Credits May Benefit Locksmith Shops

- PA expanded Keystone Opportunity Zones (KOZ) and affordable housing credits, which may indirectly benefit locksmiths working in development or construction heavy regions.

For Out-of-State Locksmith Businesses Working in Pennsylvania

- You May Owe PA Taxes Even Without a Physical Shop
  - If your locksmith company is based in **NJ, NY, DE, MD, or elsewhere**, you may now have PA tax obligations if you:
    - Perform on-site locksmith work in PA
    - Install or service access control systems in PA
    - Sell hardware, safes, or electronic locks to PA customers
    - Provide remote monitoring or support to PA clients
- PA Uses "Doing Business" Standards
  - You may trigger PA tax filing if you:
    - Have employees or subcontractors working in PA
    - Regularly service commercial accounts in PA
    - Maintain service contracts with PA facilities
    - Deliver or install equipment in PA

    This applies even if you do not have a physical storefront in the state.

- Pass-Through Locksmith Businesses Still File at the Owner Level LLCs and S-corps doing business in PA must file PA returns for the portion of income earned in the state.
- C-Corp Locksmith Companies Benefit from PA's Lower Corporate Tax If your out-of-state locksmith business is a C-Corp, you may benefit from PA's ongoing corporate tax rate reductions.

Quick Summary for Locksmith Owners

- PA-Based Locksmiths
  - No new small-business taxes
  - Corporate tax rate continues to drop
  - Must track differences between federal and PA depreciation rules
  - Credits and KOZ expansions may help depending on location
- Out-of-State Locksmiths Working in PA
  - You may owe PA taxes even without a physical shop
  - Service calls, installations, and deliveries can trigger PA filing
  - Pass-through entities file based on PA-sourced income
  - C-corps benefit from lower PA corporate tax rates

<u>NJ Business Tax Update — 2025 Highlights for Small Businesses</u>

For NJ-Based Small Businesses

- No change to in-state physical nexus rules If you operate entirely within New Jersey, your filing obligations remain the same.
- S-Corp Election Simplified NJ now automatically accepts the federal S-Corp election unless you opt out. This removes the old requirement for a separate NJ S-Corp form.
- Research & Experimental (R&E) Expenses Still Fully Deductible NJ did not adopt the federal rule requiring amortization of R&E costs. Small tech, trades, and manufacturing firms benefit from immediate expensing.
- Updated Net Operating Loss (NOL) Rules NJ aligned its NOL rules more closely with federal IRC §172 and clarified how NOLs work in combined groups.
- QSBS (Qualified Small Business Stock) Benefit Coming 2026 NJ will exclude capital gains on qualifying small business stock starting in 2026, matching federal rules.

For Out-of-State Businesses Selling Into NJ

- New Bright-Line Economic Nexus Rule You must file NJ taxes if you have:
  - $100,000+ in NJ receipts**, OR**
  - 200+ transactions with NJ customers *Physical presence is no longer required*.
- Marketplace Sellers & Service Providers Included Remote sellers, consultants, online retailers, and subscription-based services may now trigger NJ tax obligations.
- Combined Reporting May Apply If your business is part of a multi-entity group, NJ may require a combined return under the updated 2025 regulations.

General 2025 NJ Business Tax Changes (Affects Both Groups)

- New Corporate Business Tax Regulations Adopted (June 2025) NJ finalized major regulatory updates implementing the 2023–2024 law changes, including:
  - Clarified nexus rules

  - Updated NOL pooling for combined groups
  - Revised dividend and foreign income treatment
  - Updated definitions for unitary business groups
- No Impact from Federal "One Big Beautiful Bill Act" on NJ Business Taxes NJ did not adopt federal changes related to:
  - Tips & overtime deductions
  - SALT cap increases
  - Senior deductions
  - Auto loan interest - These apply federally but not at the NJ state level

NJ Legislative Changes Affecting Locksmiths 2025 – 2026

NEW: Proposed Continuing Education Requirements (2025)

- A major bill was introduced in June 2025 that would require continuing education for locksmiths, fire alarm installers, and burglar alarm professionals.
  - Bill: NJ Assembly Bill A5767 (2024–2025 session)
  - Status: Introduced June 12, 2025; referred to the Assembly Regulated Professions Committee
  - Purpose:
    - Establish mandatory continuing education for licensed locksmiths
    - Amend existing licensing law (P.L.1997, c.305)

Proposed Exemption from Apprenticeship Requirements (2024)

- Another bill introduced earlier would exempt locksmiths from the apprenticeship requirement under the Public Works Contractor Registration Act.
  - Bill: NJ Assembly Bill A808 (2024 session)
  - Status: Introduced; pending review
  - Purpose:
    - Exempt locksmiths (and alarm installers) from the apprenticeship requirement when bidding on public work

The above bill is slated to go into effect as of February 1 and will be formally announced by the State of New Jersey Division of Consumer Affairs.

Currently in effect (as of 1/1/2026):

- No major new requirements or restrictions.
- Licensing rules under Title 45 and N.J.A.C. 13:31A remain unchanged.

Pending changes that may affect you on or around 2/2026 Pending notification from NJ Consumer Affairs Div:

- Continuing education requirements (A5767) — likely to pass in the next session 2/2026.
- Apprenticeship exemption for public works (A808) — would reduce compliance burden.

Automotive Locksmithing

OBD Blockers in Vehicles and Their Impact on Locksmiths

What Is an OBD Blocker?

Modern vehicles include an On-Board Diagnostics (OBD-II) port, usually located under the dashboard. This port allows authorized technicians to diagnose vehicle issues, program keys, and perform security-related functions.

An OBD blocker is a device installed between the vehicle's OBD port and any external diagnostic tool. Its purpose is to prevent unauthorized access to the vehicle's electronic systems. Some blockers completely disable communication, while others require a PIN code, Bluetooth authentication, or physical key to unlock access.

These devices are becoming more common as vehicle theft methods increasingly rely on electronic attacks rather than forced entry.



Electronic Blocker



Mechanical Blocker

Why Are Vehicle Owners Using OBD Blockers?

Vehicle thieves have learned to exploit OBD ports to:

- Program new keys after gaining entry
- Disable immobilizers
- Access vehicle data to facilitate theft

As a result, car owners, fleet managers, and dealerships are installing OBD blockers to:

- Prevent unauthorized key programming
- Protect against relay and reprogramming thefts
- Add an extra layer of security beyond factory systems

From the owner's perspective, OBD blockers are a low-cost, high-value security upgrade.

How OBD Blockers Affect Locksmiths

While OBD blockers improve vehicle security, they can create unexpected challenges for legitimate locksmiths.

1. No Communication with the Vehicle

A locksmith may connect a programmer and receive:

- "No communication"
- "Vehicle not responding"
- "Security access denied"

This can be mistaken for:

- Tool incompatibility
- Vehicle module failure
- Low battery or wiring issues

The OBD blocker is doing exactly what it was designed to do.

2. Increased Job Time and Complexity

Without knowing an OBD blocker is present, a locksmith may:

- Spend extra time troubleshooting
- Attempt multiple tools unnecessarily
- Delay service completion

This can impact profitability and customer satisfaction if not identified early.

3. Customer Education Becomes Critical

Many vehicle owners forget they have an OBD blocker installed or don't realize it affects locksmith services.

Locksmiths must now:

- Ask upfront if the vehicle has an OBD blocker
- Request access codes, apps, or keys
- Explain why additional steps or time are required

Clear communication helps avoid frustration on both sides.

Best Practices for Locksmiths

To adapt to the growing use of OBD blockers, locksmiths should consider the following:

✓ Add OBD Blocker Questions to Intake

Ask customers:

- "Does the vehicle have an OBD blocker or anti-theft device installed?"
- "Was any aftermarket security added?"

✓ Inspect Before Programming

A quick visual check under the dash may reveal:

- Inline devices
- Locked OBD housings
- Non-factory connectors

✓ Document and Adjust Pricing

Jobs involving OBD blockers may require:

- Additional labor time
- Customer coordination
- Return visits

These factors should be reflected in service pricing and documentation.

Opportunities for Locksmiths

OBD blockers don't just create obstacles—they create new business opportunities.

Locksmiths can:

- Offer OBD blocker installation
- Provide consultation on theft prevention
- Partner with dealers and fleet operators
- Educate customers on electronic vehicle security

As vehicle theft methods evolve, locksmiths who understand electronic security are positioned as trusted experts, not just key makers.

Conclusion

OBD blockers are becoming a standard part of vehicle security, especially in high-theft areas. While they can complicate key programming and diagnostics, locksmiths who recognize and understand these devices can adapt quickly.

By educating customers, adjusting workflows, and expanding services, locksmiths can turn OBD blockers from a challenge into a competitive advantage.

Locksmithing Health Hazards – Safety Checklist

HEALTH HAZARDS IN LOCKSMITHING

Stay aware & protect your health while on the job.

ASBESTOS EXPOSURE



- Old buildings, safes, and vehicles may contain hazardous asbestos materials.
- Use a respirator when working in older buildings, safes, or vehicles.
- Never cut into suspicious materials.

DUST & PARTICLES



- Drilling, grinding, and filling create metal and dust particles.
- Wear a dust mask and safety glasses when drilling or cutting
- Ventilate and vacuum work areas.

CHEMICAL EXPOSURE



- Lubricants, cleaners, and solvents can irritate skin and lungs.
- Wear gloves and eye protection. when using chemicals.

NOISE HAZARDS



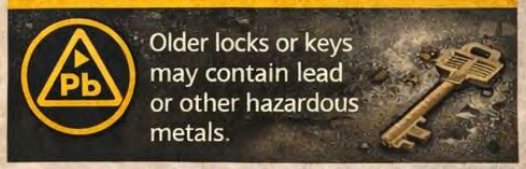
- Protect your hearing with ear plugs or muffs.
- Avoid prolonged exposure to loud tools.

ERGONOMICS & LIFTING



- Use proper lifting techniques (bend knees, lift with legs).
- Take breaks to stretch and avoid treals

LEAD & METAL DUST



- Wash your hands after handling old keys or parts.
- Avoid eating or drinking in work areas.

LOCKSMITH SAFETY CHECKLIST:

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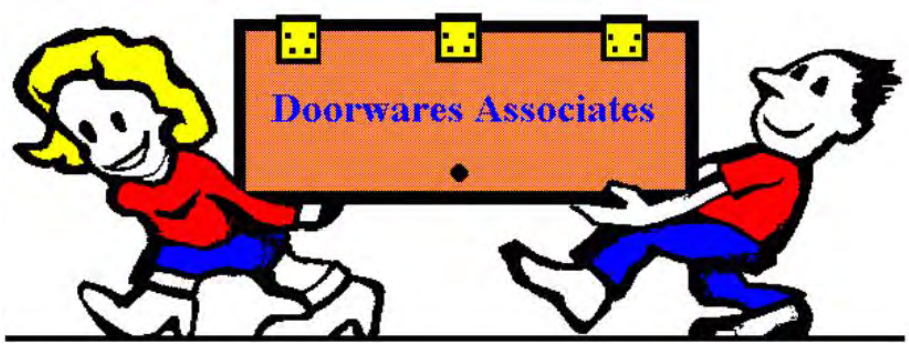
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We would be honored to include your company as a valued GPLA supporter by becoming a Web Advertiser on our professionally managed website, GPLA.org. Your advertisement will be prominently displayed and linked directly to your company's website, giving you increased visibility among our engaged and growing audience.

In addition to appearing on our website, your advertisement will also be featured in our monthly GPLA newsletter, further expanding your reach within the locksmith and security professional community.

The annual cost for this advertising opportunity is $300.00.

If you have any questions or would like to learn more about the benefits of becoming a sponsor, please contact John at: newsletter.gpla@gmail.com

How to Apply

To become a GPLA Web Advertiser, please provide the following information along with a high-quality company logo or advertisement image:

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Please send your completed request to:
John D. DePew, Newsletter Editor
newsletter.gpla@gmail.com

Why Join GPLA Meetings on Zoom?

Although we always enjoy seeing members in person, we understand that it isn't always practical. **No problem—Zoom makes it easy to stay involved** without the drive, traffic, or scheduling stress.

Joining GPLA meetings via Zoom lets you participate from your shop, home, or anywhere using a computer, tablet, or smartphone. You're still counted for attendance, can ask questions, join discussions, and vote when required—just like being there in person.

Zoom makes meetings more convenient and comfortable. No rushing, no late-night drives, and no missing important updates. It's **free, easy to use**, and you don't even need a Zoom account—just click a link or scan a QR code and you're in.

Most importantly, Zoom keeps **your voice part of the conversation**, so you don't miss out when decisions are made.

To help, we've created the **"GPLA Zoom Meeting Access & Participation Guide,"** which will be emailed with the GPLA Newsletter starting this month.

We look forward to seeing you **in person or on Zoom** for the January 19th meeting—and throughout 2026 and beyond.