



# THE LEGEND LIVES ON.

Yankee Security Conference and Trade Show

October 18 - 22, 2017

## Register online at [yankeesecurity.org](http://yankeesecurity.org)

Sign up for classes and pay online easily and securely with a credit card!

### EVENT SCHEDULE

#### Wednesday, October 18

Day Classes .....8am - 5pm  
Free Evening Classes .....7 - 9pm

#### Thursday, October 19

Day Classes .....8am - 5pm  
Free Evening Classes .....7 - 9pm

#### Friday, October 20

Day Classes .....8am - 5pm  
ILA Certification Test.....9am - 1pm  
Free Evening Classes .....7 - 9pm

#### Saturday, October 21

Free Morning Class .....9am - Noon  
ALOA PRP & CPS Test.....9am - 1pm  
Yankee Trade Show .....1pm - 6pm  
Arrow-Medeco Social.....6pm - 9pm

#### Sunday, October 22

Yankee Trade Show .....10am - 2pm

### CLASS SCHEDULE

#### WEDNESDAY, OCT. 18, 2017

##### DAY

- Allegion Exit Devices and Door Closers - Pick the Right Ones, Installation and Service Techniques
- Selling & Installing Modern CCTV System
- Introduction to Professional Safe Opening
- Basic Auto Locksmithing: So You Want To Be An Automotive Locksmith?
- Basic Electricity for Installers
- Locksmithing 101 - Day 1

##### EVENING

- Corbin Hardware: Hardware, Key Systems and Access Control
- PDQ Smart Training Seminar
- Schlage Key Systems Review

##### EVENING

- High Security Vitess and ABUS Camera
- Schlage Electronics - The NDE & LE Locks App - Access Control from Every Lock Shop
- Codelocks Clinic

#### FRIDAY, OCT. 20, 2017

##### DAY

- Advanced Masterkeying
- Medeco 3 & Medeco x4 Dual Certification
- Advanced Automotive Locksmithing
- Marketing and Sales 2017- "This Ain't Your Father's Lock Shop" - Service Tech to Business Generation Specialist
- Mechanical Safe Lock Servicing
- Small Openings - Aperio Cabinet and Rack Locks

#### THURSDAY, OCT. 19, 2017

##### DAY

- Locksmithing 101 - Day 2
- Codes and Site Survey
- Basic Masterkeying
- Something New...Cloud-Based Access Control
- Fire Door Assembly Inspections and Life Safety Codes
- Intermediate Automotive Locksmithing
- Electronic Safe Lock Defeat

##### EVENING

- FEENICS - Cloud Base Control System
- Masterkeying Program Software
- Kaba Access - Multi-Family Electronic Locking Solutions

#### SATURDAY, OCT. 21, 2017

##### MORNING

- Shop Policies - Best Practices

Yankee Security Convention Inc.  
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info@yankeesecurity.org  
www.yankeesecurity.org



Sturbridge Host Hotel & Conference Center  
366 Main Street, Sturbridge, MA 01566  
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www.sturbridgehosthotel.com

# CLASS DESCRIPTIONS

## WEDNESDAY, OCT.18

### DAY

#### **Allegion Exit Devices and Door Closers - Pick the Right Ones, Installation and Service Techniques**

Instructors: Steve Monroe/Don Cherry

Cost: \$100

Exit Devices and Door Closers can be a big part of a locksmith's business, but with so many choices, which products are right for your customer and your shop? We will review the Von Duprin and Falcon Exit Device lines, and LCN and Falcon Door Closers. Life Safety and Fire code application requirements will be discussed.

Once the right products are selected, getting them installed correctly and as quickly as possible keeps jobs on time and on budget. We will review factory recommended installation procedures and take a look at service and allowable field modifications to the various products. Service tools, tech support procedures and manuals will be reviewed, with valuable handouts and door prizes for all attendees.

#### **Selling and Installing Modern CCTV Systems**

Instructors: Ted Curtin/Tom Curtin

Cost: \$100

Today's camera systems are less expensive and more feature-rich than ever before. Learn how to sell and install the latest in camera technology, with emphasis on HD IP-based systems and cyber security issues.

#### **Introduction to Professional Safe Opening**

Instructor: Dave Hovey

Cost: \$175

If you're just beginning to learn the lucrative skill of safe opening, or if you are looking to improve your safe opening techniques, this class is for you. This one-day course will include a keynote presentation on safe and combination lock identification. Discussion will include mechanical lock drill points, hard-plate varieties, and tools of the trade. A few safes with lost combinations will be opened in class. If you have a locked safe ... bring it to class.

#### **Basic Auto Locksmithing: So You Want to be an Automotive Locksmith?**

Instructor: Jason Frank

Cost: \$175

This one-day course is aimed at the locksmith who wants to add the automotive skill set to their current repertoire, and the locksmith that is returning to the vehicle security profession. Included in this interactive course is a brief history of vehicle locks, automotive locking systems, keys and transponders. Much of this class will focus on techniques that will allow the locksmith to enter the automotive field with minimal financial investment, and tools that provide a quick Return on Investment.

Presentations will include intelligent use of available free resources, lockout techniques, lost key generation, what's up with codes and an introduction to high security/laser cut lock systems. There will be various tools, programmers, cloners and key machines as well as some advanced equipment that will be available to discuss and demonstrate.

#### **Basic Electricity for Installers**

Instructor: Rodger Schmidt

Cost: \$100

This action-packed class includes hands-on training with different types of circuits, switches, electronic locks, and power supplies. We will discuss the difference between voltage, amperage and resistance. You will learn about power supplies (linear & switching), wiring basics, closed and open circuits, and there will be a hands-on demonstration using a multi-meter for troubleshooting.

#### **Locksmithing 101**

Instructor: Chris Chase

Cost: \$350

In this 2-day course the student will be introduced to the most trusted and age-old trade in the world. This beginner's class will provide a look into the various products and services a locksmith provides. Students will be introduced to basic locksmithing tools and proper terminology. There will be an overview and hands on training in key duplication, picking and raking lock cylinders, key blank identification, fitting and impressioning keys, lockset functions, hardware finishes, keys by codes, shimmying cylinders, re-pinning cylinders, master keying and changing safe combinations. Skills presented include the proper operation of the tools and equipment used in the trade, the principals of lock construction, key blank identification, disassembly, rekeying and reassembly of a variety of locksets, hand filing a key, understanding and practicing the techniques used in picking, basic lock bypass techniques, duplicating and cutting keys by code, Life Safety Code basics and how they apply to locksmithing and the principles of masterkeying.

### EVENING

#### **Corbin Hardware: Hardware, Key Systems and Access Control**

Instructor: Wayne Flace

This session will offer an overview of Corbin Hardware including Locksets, Door Closers and Exit Devices. We will feature the new Corbin MELR electrified latch retraction device. Corbin electronic and access control locks will be presented along with Corbin key control products. This will be jam-packed 2-hour session offering an overview of the complete Corbin Hardware brand: Hardware, Electronics and Key Systems.

#### **PDQ Smart Training Seminar**

Instructor: Logan Tell

Cloud hosted, browser or mobile application managed, real time access control solutions. Learn how to provide access control solu-

# CLASS DESCRIPTIONS

tions without the complexity. Affordable solutions requiring limited access control integration background make this product a great fit for security professionals and end users who seek real time access control functionality without the budget to support integrated access control systems. Innovative and secure cloud hosted technology with smartphone credential management capability allow end users to manage and remotely operate openings from across the globe in a matter of seconds. This turn-key system is scalable, easy to set up, and provides cloud hosting to eliminate on-site maintenance and IT-related service calls. Easily establish access control for any opening in the same amount of time it takes to install a mechanical lock. Students should bring a laptop or tablet, if available (not mandatory).

## Schlage Key Systems Review

Instructors: Steve Monroe/Don Cherry

As key systems advisors, our customers have many different needs when it comes to key systems. We will review all the options within the Schlage portfolio, from classic to patented, restricted products for lock shop and end user key systems. Traditional cylinders as well as small and full sized interchangeable core systems will be discussed. Sales and technical resources will be reviewed to help you get the sale and service your customers. Specifics on ordering and system capabilities will be covered.

## THURSDAY, OCT.19

DAY

### Codes and Site Survey

Instructor: Rodger Schmidt

Cost: \$100

This class includes a review of the current local and state building codes as they pertain to hardware specification. We will discuss the information needed when conducting a site survey for a customer. A review of ICC, IBC and NFPA codes related to electronic locking hardware, magnetic lock standards related to delayed egress and controlled egress doors, secured elevator lobbies and stairwells and fire rated assemblies will be covered. CSI Format changes (Div 8 to Div 28) will be discussed. We will develop a site survey by walking through key items, including doors and hardware. Included in this class will be instructional hands-on design/drawing of a basic and mid-level electronic circuit, product knowledge for the circuit, and designing the access control circuit components.

### Basic Masterkeying

Instructor: Harvey Arkawy

Cost: \$175

This is the first of a 2-part program on the art of Masterkeying. This session is an introduction for the beginning locksmith or a refresher for the experienced locksmith. The program covers the good, the bad, and the ugly of masterkeying. It answers why a master key system should be established, how to put a plan into practice and if

there is any planned destruction of security when using a master key system. Creating the key biting array and the order of progression is not only discussed but includes student participation in the set up of a program. Students will prepare a master keying program using what they have learned about when to use and not use constants, step increments and progress change keys.

## Something New...Cloud-Based Access Control

Instructors: Ted Curtin/Tom Curtin

Cost: \$100

Learn how to get your customer's card systems onto the cloud! No local servers or PC installation required. Locksmiths can earn recurring revenue and access systems remotely, thereby reducing service and programming visits.

## Fire Door Assembly Inspections and Life Safety Codes

Instructors: Steve Monroe/Don Cherry

Cost: \$100

Locksmiths are asked to provide service on fire rated doors every single day. Code requirements for service and inspection of these doors is changing rapidly. Awareness of fire door requirements is now a big part of local AHJ reviews and monitored by several Federal Agencies for health care facilities. Armed with the right knowledge, locksmiths can increase their value and their sales. At the same time, changes in the Life Safety Codes also effect every end-user a locksmith will service. This full-day session will provide in-depth training on the Fire Door Assembly Inspection and documentation process. You will also learn about Fire Safety Code requirements and changes which affect a wide variety of businesses and institutions.

We will include a roundtable discussion of the business case for fees for inspection services. Valuable code reference materials and tools will be provided to all attendees.

## Intermediate Automotive Locksmithing

Instructor: Jason Frank

Cost: \$175

This one-day session focuses on putting into practice the techniques that were reviewed, discussed and taught during the course "Basic Automotive Locksmithing". Hands-on key and cylinder bench work will be performed in groups of two, with the emphasis on real-world applications and techniques that are currently used by the world's finest vehicle security professionals.

This class will include key, cylinder and some transponder chip information and exercises. Due to the amount of hands-on time that is involved during this class, enrollment will be limited to sixteen (16) attendees. Please feel free to bring your own tools, magnifiers, etc.

# CLASS DESCRIPTIONS

## Electronic Safe Lock Defeat

Instructor: Scott Said

Cost: \$175

This class presents what you need to know to defeat an electronic safe lock and open a safe. This hands-on course will cover spiking, spindle hole defeat, correct drill points on numerous locks, how to read the handing of a lock by looking down the spindle hole, the difference between various drill bits, and other defeat methods for today's most popular electronic locks including those from LaGard, Kaba Mas, Sargent & Greenleaf, and AMSEC. You will be drilling locks in class on mock-up safe doors using the latest safe opening tools in the industry including Lockmasters exclusive Little Black Box, drill rigs, punch sets, dead blow hammers, and scopes. We will demonstrate special opening techniques for a variety of electronic safe locks. All tools and equipment will be provided. It's not "if" but "when" an electronic lock will fail, or a combination will be lost. After this class, you will be ready to take on this job.

EVENING

## High Security Vitess & ABUS Camera

Instructor: Ralph Perlman

The Vitess Locking System is a new product by ABUS. The locking system offer the US market a new and innovative high security solution. It has a unique combination of patent protection until 2034, and unlimited trademark protection. The Intop System restricts unauthorized key duplication even after the patent expires. The lock has standard drill protection and the pins are made of hardened steel. The lock is available in mortise, rim, key-in-knob/lever, deadbolt and 83 Series Locking insert. Vitess was recognized as the best mechanical security product by Locksmith Ledger in 2016. ABUS has a secure presence throughout the world and the Vitess locking system is precision in every detail. Discussion also on the new ABUS camera products will be provided.

## Schlage Electronics - The NDE & LE Locks App - Access Control From Every Lock Shop

Instructors: Steve Monroe/Don Cherry

More and more customers are asking for access control. What makes sense for both them and the selling and servicing dealers? The Schlage Electronics NDE and LE cylinder and mortise locks, coupled with the Engage app, offer a very compelling answer. These locks provide very traditional installation, weather resistance, and a simple, secure and versatile access control app that is FREE. This combination gives every lock shop the ability to provide entry level access control. No wiring of any kind is needed, and every installation tool you need is already in your service vehicle. We will review the locksets, the app, and the training and service resources so that every attendee will leave with a solid understanding of the opportunities this platform offers.

## Codelocks Clinic

Instructor: Joey Dalessio

This class will be a training on the NEW Codelocks unit that works with codes, cards and smartphones. Marketing the new information could be a boost to your pocketbook. It will be a hands-on workshop so bring your smartphones.

FRIDAY, OCT. 20

DAY

## Advanced Masterkeying

Instructor: Harvey Arkawy

Cost: \$175

**Basic Masterkeying must be taken prior to attending.** This is the second part of a 2-part program, for beginning and experienced locksmiths wanting information and hands-on training on the art of Masterkeying. This section of the program introduces the different levels of masters: X,Y,Z, and W. "Ghost" keys are identified and defined, along with key identification and what is meant by rotating constants. The students will create a system by developing a floor plan, identifying door numbers, and identifying people who need and feel they should have keys. We will work through multiple levels of the master key system from standard masterkeying, to rotating constants, to Maison masterkeying. A working knowledge of Basic Masterkeying should be known for this class.

## Medeco 3 and Medeco x4 Dual Certification

Instructor: Clyde T. Roberson

Cost: \$100

This is a combined and accelerated factory certification class for both Medeco technologies - Medeco 3 High Security Cylinder system and Medeco x4 SFIC, LFIC and rekey control retrofit cylinders. Students will learn the design and operation of Medeco technologies, cylinders, interchangeable cores, cam locks and other Medeco specialty cylinders. Hands-on exercises will be used to disassemble a cylinder, decode keys, write pinning sheets, pin cylinders, and fully combine an x4 SFIC. General Medeco master key principles, servicing techniques & tools, key cutting, and an overview of Medeco's full product line and key control solutions will be covered. Time will be available at the conclusion of the class to take the factory certification exams to officially become Medeco factory certified in both technologies.

## Advanced Automotive Locksmithing

Instructor: Jason Frank

Cost: \$175

This one-day class will focus on the latest and most successful techniques used by today's top vehicle security professionals. Through interactive discussion and hands-on demonstrations, this class will go into depth regarding reading cylinders to generate lost keys, picking cylinders to gain entry to locked vehicles, high security/laser cut keys and cylinders. There will be at least one high security code machine available to use during this class.

# CLASS DESCRIPTIONS

Discussion includes transponder chip programming, cloning and data manipulation; there will be a number of programmers and cloners available to demonstrate. Due to the amount of hands-on time that is involved during this class, enrollment will be limited to sixteen (16) attendees. Please feel free to bring your own tools, magnifiers, etc.

## **Marketing and Sales 2017- “This Ain’t Your Fathers Lock Shop” Service Tech to Business Generation Specialist**

Instructor: Joey Dalessio

Cost: \$100

A Service Tech (whether owner or employee) has the final assessment on the work requested. What if the call is for a rekey and the door closer is leaking, the door itself is dragging and the door does not quite latch properly? What will the tech do? If you stick to just what is on the service call, an opportunity is missed to provide excellent customer service and create a happier customer. Techs can turn the ordinary into extraordinary and win the customer for life.

This class discusses the path to the comfortable on-site transition from Lock Tech to T.O.P. - Total Opening Pro, creating more satisfied customers and generating more profitable business while displaying the skills of a learned technician. Learn how to do it in your business, starting the first work day after the class! Templates, check lists, proven tactics and strategies as well as operational processes to implement covered material are provided.

## **Mechanical Safe Lock Servicing**

Instructor: Chuck Batcke

Cost: \$175

Students will learn the basics of servicing mechanical safe locks. The topics that will be covered include understanding wheel action, lock terminology, wheel counting, combination changing (key change and hand change), disassembly and installation. This class is designed for those wanting to get an understanding of mechanical safe locks.

## **Small Openings - Aperio Cabinet and Rack Locks**

Instructor: Rodger Schmidt

Cost: \$100

Students will receive a complete review of the wireless Aperio technology and its applications. Hands-on training will include installing cabinet and rack locks. Included in this course will be training on the K100 Wireless Access Control Cabinet and Drawer Lock with connection to the Aperio HUB. The KS200 POE rack-mounted lock and connections will be demonstrated. Installation of products on mini-cabinet and rack units will be discussed. Setup and testing of devices with the WT-2 testing unit will be demonstrated. Fire rated assemblies, 1500 and 1600 electric strikes, and how to cut in electric strikes will be covered.

## EVENING

### **FEENICS - Cloud Base Control System**

Instructors: Ted Curtin/Tom Curtin

FEENICS makes installing access control easy. No local server, PC, or database installation...it's all in the cloud. You can even take over a previously installed project by using the existing Mercury boards used by many access control manufacturers! Because the system is “in the cloud” you also earn recurring revenue.

### **Masterkeying Program Software**

Instructor: Harvey Arkawy

This class on masterkeying programs will provide the necessary information and training to those who have a need to provide quality masterkeying service to their customers. The student will be instructed on what a good master key is, how to progress the master key in numerous ways to create change keys, and how to properly determine and use various sub-master or “ghost” keys to help prevent unwanted cross-keying. Also included will be discussion of the software that is available to aid locksmiths in creating these systems.

### **Kaba Access - Multi-Family Electronic Locking Solutions**

Instructor: Mark Szczepanski

Within the DormaKaba family of products the Saflok and Kaba brand offer powerful access control solutions for multihousing facilities that increase flexibility and efficiency while minimizing liability. There are several systems and configurations to choose from...all offering the ability to quickly reassign residents and staff, remove lost keys and provide audit trail for enhanced security. Potential applications include apartments, student housing, assisted/independent living and military housing. This session will provide a comprehensive overview of these systems, discuss lock installations, programming, troubleshooting and software use.

## SATURDAY, OCT. 21

### **Shop Policies - Best Practices**

Instructors: Steve Monroe/Don Cherry

Whether you operate a sole proprietorship or you are part of a locksmith shop at a large institution, questions frequently arise about how to handle many of your customer’s requests. Join us for a thought-provoking look at how you may want to address some of these questions. We’ll take a look at some representative answers from various members of our field, as well as input from the legal and law enforcement professions.

## Questions? Email us at [info@yankeesecurity.org](mailto:info@yankeesecurity.org)

- Instructor biographies available online at [yankeesecurity.org](http://yankeesecurity.org)
- You must register online in order to take a class.
- Class size is limited, so early registration is encouraged.
- Lunch is included with each full day class.

# WEEKEND TRADE SHOW

THE LEGEND LIVES ON

NEW ENGLAND'S PREMIERE  
LOCKSMITH EVENT  
OCTOBER 21-22, 2017

Over 80 manufacturers, trade associations,  
locksmith distributors, and manufacturer's reps

## Register for the trade show online at [yankeesecurity.org](http://yankeesecurity.org)

Conference registration is FREE until 11:59pm October 7, 2017. After that time, conference registration is \$10 per person. All registrations include admission to the Trade Show on October 21 & 22.

### EXHIBITOR LINE-UP

as of 10/4/17

AAble Locksmiths  
Abloy Security, Inc  
ABUS USA  
Access Direct Inc.  
Accredited Lock Supply  
Alarm Lock Systems Inc.  
Allegion  
American Security Products  
Arrow Lock Company  
ASSA High Security Locks  
Associated Locksmiths of America  
Avco Key Supply  
Blackhawk Products  
Borg Locks  
Bullseye S.D. Locks LLC  
Capitol Industries Inc  
CarAndTruckRemotes.com  
CLARK Security Products  
ClearStar Security Network  
Codelocks  
Command Access  
Commonwealth Lock Co.  
CompX Security Products  
Direct Security Supply  
Don-Jo Mfg.  
dormakaba

DSS of New England  
Dugmore & Duncan, Inc.  
Entrematic USA, Inc.  
Gardall Safe Corp  
GMS Industries  
H.L. Flake Security Hardware  
HES/Securitron/Adams Rite  
Hollon Safe Company  
IDN Hardware  
IDS-USA  
Institutional Locksmiths Association  
International Key Supply  
JMA USA  
Kaba-Ilco  
Keyline USA  
Klassy Keys  
KSP Killeen Security Products  
LAB  
Lockmasters Inc  
Locksmith Ledger, Inc.  
Locksmith Resource  
Marks USA  
Massachusetts Locksmiths Association  
Master Lock  
MBA USA, Inc.  
Medeco Security Locks  
Midwest Keyless  
Mul-T-Lock USA, Inc.  
New England Chapter, Door & Hardware Inst.

North Bennet Street School  
Northeast Safety and Security Associates - NESSA  
Orchard Lock Distributors  
PDQ Manufacturing  
Professional Business Products  
R. A. Graham Company  
Repworks  
R K Security & Novelty Distributors  
ROFU Security International Corp  
Rola-Case  
Rutherford Controls International  
ScopePlus Labs, Inc.  
Security Lock Distributors  
Society of Professional Locksmiths  
Standard Wholesale Hardware Inc.  
Stone & Berg Company, Inc  
Strattec Security Corp  
Taylor Technologies  
The Diagnostic Box  
TimeMaster Inc.  
Top Notch Distributors  
Transponder Island  
Trine Access Technology  
UHS Hardware  
U.S. Lock  
Westlake Web Works  
Yale Residential Locks  
Yankee Security Convention Inc.

**ARROW**  
LOCK & DOOR HARDWARE

ASSA ABLOY

**medeco**

ASSA ABLOY

## DON'T MISS THE ARROW-MEDECO SATURDAY NITE SOCIAL

LOCKSMITHS & DISTRIBUTORS INVITED