

EVENT SCHEDULE, CLASS LIST, AND DESCRIPTIONS

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YANKEE

SECURITY

CONVENTION

OCTOBER 16 -20, 2019



Sturbridge Host Hotel & Conference Center,

366 Main Street, Sturbridge, MA 01566

Ph: 508-347-7393

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(for hotel info and reservations only)

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Yankee Security Convention Inc.

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EVENT AND CLASS SCHEDULES OCTOBER 16 - 20, 2019

Event Schedule

Wednesday, October 16

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

Thursday, October 17

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

Friday, October 18

Day Classes
8am - 5pm
ILA Certification Test
8am - 12:30pm
Free Evening
Classes 7 - 9pm

Saturday, October 19

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

Sunday, October 20

Yankee Trade Show
10am - 2pm

Class Schedules

Wednesday, October 16, 2019

- Fundamentals of Locksmithing 101
- Von Duprin Mechanical and Electrical Exit Device Installation and Service
- Low Voltage Electricity, Power Supply & Distribution
- Hands-on training with circuits, switches, locks and POWER with Distribution Boards.
- Modern Automotive Key Generation
- Medeco x4 Factory Certification including Medeco B and Medeco Intelligent Key Factory Overview
- Business Generation for Your Locks and Security Business

Evening Classes

- Dexter Brand Review
- dormakaba – Multi-housing Lock Systems
- Keyincode Lock and Keyincloud Software

Thursday, October 17, 2019

- Fire Door Inspection Requirements & Door Closers, Selection, Options, Installation and Adjustments.
- SMART Switches and Relays - how they work together! Circuit Development and Drawings
- High Security Cylinders
- Electronic Safe Lock Defeat
- Transponders from A to Z

Evening Classes

- Schlage Engage Electronic Lock Platform Overview
- Simplifying Multi Point Locks
- Olympus Locks

Friday, October 18, 2019

- Electronic Locking Hardware Codes, Site Surveys and Hardware Selection, Along with NFPA 80 - Fire Door Codes and Common Sense
- Electromechanical Hardware - Retrofit Installation
- Introduction to Safe Operated Key Locks & Basic Picking Techniques
- Keyless Remotes, Smart Keys - How to ID, Repair, Reuse and Save Money in the Process
- Trilogy Installation/Repair & Network Overview
- Hi-Security Automotive

Evening Classes

- Copying Key Fobs
- Key Control Policies and Procedures
- The Diagnostic Box

Saturday, October 19, 2019

- School Security

CLASS DESCRIPTIONS, COST, AND INSTRUCTORS

Wednesday, October 16 Daytime

Class 1 - Fundamentals of Locksmithing 101

Instructor: Chris Chase

Cost: \$525.00 – Wednesday, Thursday, Friday

In this **3-day course** students will be introduced to the most trusted and age-old trade in the world. This is a beginner's course that exhibits the various forms of security and services a locksmith provides. Students will be introduced to the use of basic locksmithing tools and proper terminology.

At the conclusion of this 3-day program, the students will have participated in:

- the use of the tools and equipment of the trade,
- the principles of lock construction,
- identifying common key blanks,
- disassembling, rekeying, and reassembling a variety of locksets,
- hand filing a key,
- the techniques used in picking,
- basic lock bypass techniques,
- duplicating and cutting keys by code,
- Life Safety Codes and how they apply to Locksmithing,
- the basic principles of master keying.

Class 2 - Von Duprin Mechanical and Electrical Exit Device Installation and

Instructors: Don Cherry, Steve Monroe and Rich Conroy

Cost: \$125.00

This course covers basic installation and service of the complete Von Duprin exit device line, including the 22, 33, 88 and 99 series devices. We will also discuss a wide variety of options for many of the devices including: Exit Alarms, Cylinder Dogging, Electrified Trim and Electric Latch Retraction. We will cover field retrofit of these options, ordering information and power supply selection. This will be a hands-on session with plenty of devices and option kits for class participants to gain experience and have their questions answered.

Class 3 - Low Voltage Electricity, Power Supply & Distribution

Instructor: Rodger Schmidt

Cost: \$125.00

This course begins with a discussion about voltage, amperage and resistance. Different types of switches, circuits and electronic locks will be demonstrated. We will wire and test open and closed circuits, followed by an in-depth review of how a circuit is developed. We will review power supplies and distribution boards and discuss selection criteria. Hands-on segments include demonstrating switches, circuits, and electronic locks. You will use a multimeter for troubleshooting and basic circuit testing. You will test voltage, amperage, and resistance. There will be a written exercise on choosing the correct power supply and distribution board. You will work on extending power supplies to several types of distribution boards. There will be a Team Project at the end of the day.

Class 4 - Modern Automotive Key Generation

Instructor: Ed Woods

Cost: \$175.00

This class is for the student who needs to make a mechanical key that will be the platform for programming a transponder key. Code breakers and MASTAF are great when they work but knowing how to make the keys from scratch in a timely manner is best. Knowledge of which tools and techniques work best for each manufacturer will be demonstrated. In the afternoon portion of the class we will be using the latest tools by Lishi, A-1, E-Z reader, Accureader, and HPC to pick and decode automotive locks.

Class 5 - Medeco x4 Factory Certification including Medeco B and Medeco Intelligent Key Factory Overview

Instructor: Clyde Roberson

Cost \$125.00

This is a factory sponsored certification class, covering the design, operation and full product line of Medeco x4, KeyMark, and Medeco B technologies. Hands on exercises include decoding

CLASS DESCRIPTIONS, COST, AND INSTRUCTORS

keys, calculating and creating pinning charts and master pinning an x4 small format interchangeable core (SFIC). The class will also cover pinning conventional cylinders, cam locks and multiple large format IC's (LFIC) as well as general service techniques, patented key control, sales benefits for your business and an interesting overview of the history and background of patented SFIC. Students will keep basic service tools and a sample Medeco B SFIC. An open book exam will be offered for those who wish to be factory certified.

The Medeco Intelligent Key (IK) technologies (Medeco CLIQ and Medeco XT) product lines will also be presented. Students will hear about the capabilities, features, benefits and differences of the two Medeco IK systems. We will cover product line options, peripheral devices, software navigation and options, system design, system requirements, different options, ordering and setup needs. The class will cover the advantages of IK cylinders and keys over or in combination with purely mechanical cylinders and keys. Software review includes programming keys to access locks, audit keys and locks, block lost keys, mobile programming using BT keys and mobile phone programming and various specialty programming and reporting capabilities using the Medeco web. Students will learn how they can very simply replace a mechanical cylinder with a retrofit IK cylinder and offer customers many benefits of a full access control system.

Class 6 - Business Generation for Your Locks and Security Business

Instructor: Joey Dalessio
Cost \$125.00

Business generation for your Locks and Security business is marketing and selling on purpose, not by chance. If you are answering the phone and just reactively providing the products and services people ask for, you are likely leaving a lot of money on the table. If you want to make your telephone ring or your email fill with requests for products and services you want to provide, take this business generation class.

Wednesday, October 16 Evening

E1 - Dexter Brand Review

Instructors: Don Cherry, Steve Monroe and Rich Conroy

The Dexter brand offers the professional locksmith a value priced platform of commercial hardware that includes Grade 1 & 2 locksets, exit devices and door closers. This product line is in stock in depth right here in New England, so demand for both small and larger project sales can be met quickly. We will review the complete platform, with hands-on samples.

E2 - dormakaba – Multi-housing Lock Systems

Instructor: Mark Szczepanski

A detailed review of dormakabas's innovative multi-housing access control solutions will be covered. This growing market segment has tremendous potential with market rate apartments, student housing, and senior living applications. Products to be discussed will include entry level/ cost effective solutions up to more advanced leading-edge technology such as Smart-Phone credentials for residents. The class will cover hardware applications, installation, troubleshooting as well as software use and integration with other systems.

E3 - KeyInCode Locks & KeyInCloud Software

Instructor: Joey Dalessio

Grow your business and range of services to meet your customer's demands. Move from locally managed Bluetooth locksets to remote controlled WiFi locksets. With KeyinCode & KeyinCloud, no dedicated server or PC is required. If you can get online, you or your customer can manage thousands of doors, users and locations with KeyinCloud's cloud based comprehensive software. **Bonus:** Don't miss the opportunity to learn about a cost-effective way to generate a recurring revenue stream for your business. You can do it.

CLASS DESCRIPTIONS, COST, AND INSTRUCTORS

Thursday, October 17 Daytime

Class 7 - Fire Door Inspection Requirements & Door Closers, Selection, Options, Installation and Adjustments.

Conroy
Cost \$125.00

Rich

Fire Door Assembly Inspection is a code requirement in many jurisdictions. The professional locksmith is uniquely qualified to perform these inspection services and make the needed corrective measures. You will learn the inspection criteria and report requirements. We will include a discussion of ways to market these services, pricing, and tools needed to complete inspections.

The "Big Two" requirements for every fire door are to close and latch. Door closers are the heart of an opening, controlling the door through its entire path of swing. You will learn about door closer mounting types as well as what options can and cannot be used on a fire rated opening. We will review requirements for help with ADA compliance and special functions.

This class will include both lecture and some hands-on installation and field service techniques.

Class 8 - SMART Switches and Relays - how they work together! Circuit Development and Drawings

Instructor: Rodger Schmidt
Cost \$125.00

This is a hands-on seminar covering circuits, diagrams and power. We will discuss SMART Switches, how they work and how to test them. We will demonstrate how to develop an access circuit and smart switches. Point to point circuit drawings will be developed and tricks to reading them will be shown. Hands-on segments include powering up and testing smart switches. We will perform an exercise mixing series and parallel wiring. There will be a group project involving multiple switches and power. You will draw up a simple and an advanced point to point diagram. You will use a multimeter for troubleshooting throughout the exercises. There will be a major team project at the end of the day.

Class 9 - High Security Cylinders

Instructor: Clyde Roberson
Cost: \$125.00

This is a 3-part class covering:

- 1.) Techniques and methods used in high security (HS) cylinders and the attack methods they are designed to resist.
- 2.) A unique and interesting survey of cylinders from around the world, including technologies not commonly seen in North America, illustrating creative designs for more secure cylinders.
- 3.) An in-depth review of the cylinders seen in the US and Canada.

During hands-on labs you will disassemble and examine High Security cylinders, reinforcing the topics discussed.

Class 10 - Electronic Safe Lock Defeat

Instructor: Scott Said
Cost: \$225.00

Learn how to open and defeat modern electronic safe locks. This hands-on course will cover lock handling, spindle hole lock identification, spiking, drilling and other defeats for today's most popular electronic locks including those from LaGard, Kaba, Sargent & Greenleaf and AMSEC.

Students will be opening and drilling locks on mock-up safe doors using the latest safe opening tools in the industry and learning special opening techniques for a variety of electronic safe locks. All tools and equipment provided. 20% lecture and 80% hands-on. The price of this class includes a \$50 lab fee for the materials used in the hands-on drilling of safe locks.

Class 11 - Transponders from A to Z

Instructor: Ed Woods
Cost: \$175.00

This class will cover OnBoard Programming, Cloning, Multi-Vehicle Programmers, and dedicated programmers. The instructor will present an overview and discuss the latest tools and equipment from foreign and domestic markets. Tools, blanks and techniques are changing at an astounding rate. The instructor will supply the students with the latest information available for transponder key generation. Due to the vast amount of information to be covered in the class, there will be no hands-on

CLASS DESCRIPTIONS, COST, AND INSTRUCTORS

programming of keys. There will be a discussion on Rechipping and Virginizing (Unlocking) of previously programmed keys.

Thursday, October 17 Evening

E4 - Simplifying Multipoint Locks

Instructors: Mark Bernstein and Drew Perez

Here in America, the category of "Multipoint Locks" has grown significantly in the past two decades, driven by building code changes that are intended to reduce damage from hurricanes, tornadoes and other natural disasters.

Multipoint locks, for the most part, have no internal serviceable parts, making the locksmith's job primarily one of simple replacement. The Key to servicing Multipoint Locks is sorting through all the many variables; backset, type of locking point, location of locking point, etc. and getting the correct replacement lock in hand. Once you have the correct lock, the rest is easy. This course will provide a clear and efficient path, including support tools, for specifying and servicing this growing segment of the market.

E5 -Schlage Engage Electronic Lock Platform Overview

Conroy

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Today's locksmith is faced with an increasing number of requests for entry level access control. Part of the challenge is finding a product that combines easy installation with easy to use programming. Schlage Engage products offer that solution.

E6 - Olympus Locks

Instructor: Joe Lederman

Experience the engineered quality and durable design inherent in Olympus Lock's wide range of small-pin cabinet locks. Appreciate the difference between your standard wafer cam lock and one that's designed to outlast the furniture. By the end of the class you will be able to upsell your clients on the value of pin tumbler cabinet locks, which will save them time and money in the long run. The discussion will include the merits of rekeyability,

which is the basis of design for all of Olympus's cabinet locks. This session will also cover a wide range of small and large format removable core cabinet locks. You will leave the class with a collection of samples and marketing materials.

Friday, October 18 Daytime

Class 12 - Electronic Locking Hardware Codes, Site Surveys and Hardware Selection, Along with NFPA 80 - Fire Door Codes and Common Sense

Instructor: Roger Schmidt
Cost \$125.00

What do I need to know when conducting a Site Survey? We will review the current local and state codes, including ICC 2015, the dominant code in New England. Free tools for Site Survey will be provided to all students.

Topics will include:

- Free links to view ICC and NFPA Codes online
- Delayed Egress and Controlled Egress Doors
- Secured Elevator Lobbies and Stairwells
- Magnetic Lock Standards
- How Site Surveys need to be conducted
- Hardware Selection - Picking the right parts
- Tools for conducting a Site Survey - key items for a walk through
- Discussion around NFPA 80 - Fire Rated Assemblies
- The four components of a fire rated assembly
- The Joint Commission and CMS
- Where do we find fire rated assemblies?
- Who is responsible for fire rated assemblies?
- What are the parts and pieces of a fire rated assembly
- What are you looking for when conducting a Fire Door Inspection?
- 13 Inspection items will be discussed in depth.

Class 13 - Electromechanical Hardware - Retrofit Installation

Instructor: Mateo Kristoff
Cost: \$125.00

Learn through hands-on instruction, how to install cylindrical and mortise electric locks, add REE/REX (request-to-enter and exit) switches and low power emitting devices for fail secure locks. Learn how to

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field-install exit device latch pullback kits for several manufacturers. Learn how to leverage existing hardware, giving you the edge on competition and electrify openings with electronic transfer hinges and loops, exit device e-trim, connect loads to power supplies, build circuits, use an electric meter and molx solutions. Make your business more profitable and build more customers! Let us make your next electronic security solution quick, easy, economic and most importantly, improve profits and end-user satisfaction!

Class 14 - Introduction to Safe Operated Key Locks & Basic Picking Techniques

Instructor: Jake Feinberg

Cost: \$175.00

In this introductory class you will be examining many samples of both older and newer style key-operated locks used on safes. We will be discussing the mechanics of key-operated safe locks and how to identify many common key locks found on high security safes. We will cover basic picking techniques, demonstrate the operation of 2 in 1 picks, and show various tools & decoders that are available.

*****Attendee Requirement: *****

NOTE - Participants must have common knowledge of operation of safes and basic lock picking skills. 2 in 1 picks are not for heavy handed people and care must be taken when using them.

Class 15 - Keyless Remotes, Smart Keys - How to ID, Repair, Reuse and Save Money in the Process

Instructor: Mariusz Sobanski,

Cost: \$125.00

Your customers have many questions about keyless remotes. We will help you have successful communication with these customers. You will see what types of remotes are available, including new remotes and proxy keys for late model popular makes and models. We will focus on late model remotes for Ford, GM, Chrysler Corp (including Dodge, Jeep) Toyota/Lexus, Nissan/Infiniti vehicles and other brands.

Discussion will center around interchangeability and compatibility of OEM remotes. This information could reduce the cost of doing business, as it

reduces the inventory for the automotive professional. Car manufacturers often generate multiple part numbers for the same part, creating an illusion that those parts are different and not interchangeable. If you know how to tell which remotes are the same, despite the part number difference, you can cut your inventory of remotes and smart keys and increase your profits.

We will demonstrate how to reuse and salvage remotes and smart keys. It's a common misconception that used remotes or previously programmed smart keys can't be reused. Some, if not most, remotes and smart keys can be re-bladed, reused, re-flashed, simply reprogrammed, or sold for profit as is. We will demonstrate how to fix, re-blade and refurbish the most popular types of remotes and fobs. We will also demonstrate and explain how to flash some late model remotes to make them reusable.

We will cover how to fix some common problems with remotes and keys. We will also discuss some key issues in small business marketing. We will provide handouts and electronic versions of the class. Some hands-on opportunities may come up during the class to get experience to take to the field.

Class 16 - Trilogy Installation/Repair & Network Overview

Instructor: Andy Phelps

Cost: \$125.00

This class is designed for technicians of all levels. We will cover the proper installation techniques and some tricks for easier installation. We will demonstrate how to repair the Alarm Lock Trilogy mortise and cylindrical locks. Discussion will include determining what parts are replaceable, how to correctly remove and replace those parts, and tips on how to make the repair process easier. Also covered will be the T2 and T3 Trilogy lock basic keypad programming commands and some of the more complex commands of the T3 locks.

Parts of this class are hands-on and will cover all aspects of DL Windows Software programming, including setting up a system with users, time zones, schedules and running an audit trail for Network products. The Student will use their laptop to send/receive programming to Network products. We will demonstrate the Network - Global

CLASS DESCRIPTIONS, COST, AND INSTRUCTORS

Emergency feature to issue a "Lockdown" command to all locks within the system from the PC and /or from any lock within the system, as if there was an emergency situation.

******Attendee Requirements******

Note: **Mandatory** that all students bring their laptops to class. We will upload software and follow step-by-step programming instructions. The student's laptop MUST be fully updated with all current Microsoft Windows OS and security updates installed prior to coming to class and must have administrative rights to add software.

Class 17 - Hi-Security Automotive

Instructor Ed Woods
Cost: \$175.00

This class is a joint venture with STRATTEC (Jeff Baker) and Ed Woods. The class begins with the history of Hi-Security and the 8 styles, including the evolution to what is used in today's GM, Ford, Chrysler and foreign auto manufacturer's vehicles. Students will perform pinning exercises, where they will receive Lock Service Packages for High-Security locks that they will assemble into fully functioning locks. Once students understand the inner workings of the locks, we will practice with tools used to pick and decode them. Lishi and Accureader tools will be used in the afternoon practice session.

Friday, October 18 Evening

E7 - Copying Key Fobs - The Newest Revenue Stream for Locksmiths and Hardware Stores

Instructor: Rodrigo Serzedello

This class will introduce students to what key fobs are, what their role in today's lifestyle is and their range of frequencies. Double Technology of Key Fobs, the Double Frequencies of Key Fobs, Key Fob copies and laws, as well as the most common customer and leasing office concerns will be covered. We will discuss revenue and potential earnings from copying Key Fobs and who is copying Key Fobs. All attendees will be introduced to how to copy Key Fobs step by step by InstaFob.

E8 - Key Control Policies and Procedures

Instructor: Clyde Roberson

Learn from the company that wrote the book on key control about how to recommend, design and implement a comprehensive key management system that will provide security for keys and other access credentials, reduce costly rekeying and increase the longevity of any master key system. Attendees will learn what policies, procedures, tools and products are beneficial to establishing an effective key control program.

E9 - The Diagnostic Box

Instructor: Tom Tussing

The Diagnostic Box will introduce handheld diagnostic testers for key, remotes, antennas and processes. Clone Wizard and our key programmer, TDB1000, will also be introduced and discussed.

Saturday Morning

S1 - School Security

Instructors: Don Cherry, Steve Monroe and Rich Conroy

Security continues to be top of mind for every educational end user. Active shooter threat mitigation must be combined with the security needs of everyday functions of an institution. There are no easy, cookie cutter answers to these problems. Awareness of these threats from the people who both attend these institutions and the people who work there have led to a wide variety of responses and solutions, some of which are creating conflict with code officials.

We will take an in depth look at changing responses from law enforcement, occupant response training and some of the security enhancements the professional locksmith can help to provide. Door hardware, electronic security, staff and occupant procedures and first responder actions all must be considered for every site. We will be joined by a retired MA State Police Major, who will offer a unique perspective from the first responder community.

WEEKEND TRADE SHOW

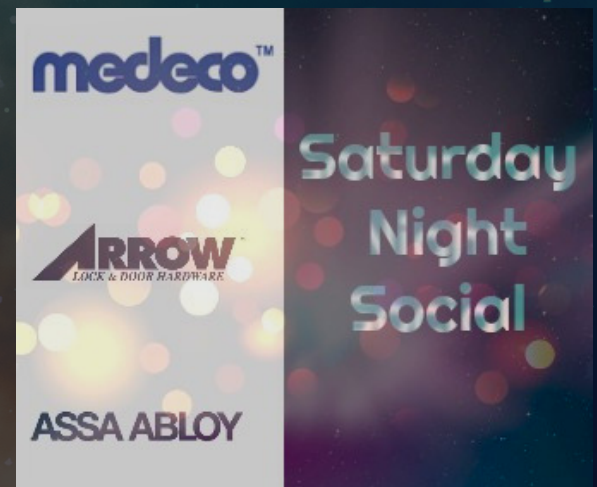
REGISTER FOR THE TRADE SHOW ONLINE AT WWW.YANKEESEURITY.ORG STARTING AUGUST 1ST

OVER 80 MANUFACTURERS, TRADE ASSOCIATIONS, LOCKSMITH DISTRIBUTORS, AND MANUFACTURER'S REPS

Exhibitor Line Up as of 7/21/19

Able Locksmiths	KeylessRide
Abloy Security, Inc	Keyline USA
Adams Rite	Klassy Keys
Aiphone	KSP Killeen Security Products
Alarm Lock Systems, Inc	LAB
Allegion	Lock Labs
American Key Supply	Lock Museum of America
American Security Products	Lockmasters Inc
Anixter Inc	Locksmith Ledger, Inc.
Arrow Lock	Locksmith Resource
ASSA ABLOY	Massachusetts Locksmith
ASSA High Security	Association
Associated Locksmiths	Master Lock
of America	MBA USA, Inc.
Avco Key and Novelty	Medeco Security Locks
Blackhawk Products	Midwest Keyless
Borg Lock	Mul-T-Lock USA, Inc.
Bullseye S.D. Locks LLC	National Auto Lock Service
Capitol Industries Inc	New Hampshire Locksmith
CarAndTruckRemotes.com	Association
ClearStar Security Network	North Bennet Street School
Command Access	Northeast Safety & Security
Commonwealth Lock Co.	Olympus Lock
CompX Security Products	Orchard Lock Distributors
DHI New England Chapter	PDQ Manufacturing
Direct Security Supply	R.A. GRAHAM CO.
Don-Jo Mfg.	Repworks
dormakaba	Rutherford Controls
Dugmore & Duncan, Inc.	Secure-T Agency
Entrematic USA, Inc.	Securitron
Gardall Safe Corp	Security Lock Distributors
H.L. Flake Security Hardware	Standard Wholesale Hardware
HES	Inc.
HPC / Hudson Lock / ESP	Stone & Berg Company, Inc
IBI	Strattec Security Corp
IDN Hardware Sales	The Diagnostic Box USA
IDS-USA	TimeMaster, Inc.
Instafob	Top Notch Distributors
Institutional Locksmiths	Transponder Island
Association	Trine Access Technology
International Key Supply	UHS Hardware
Kaba-Ilco	Yale
Keyincode, LLC	Yankee Security

**DON'T MISS THE ARROW-
MEDECO SATURDAY NIGHT
SOCIAL ALL LOCKSMITHS
AND DISTRIBUTORS INVITED**



Conference registration is **FREE** until 11:59pm October 4, 2019. After that time, conference registration is **\$15 per person**. All registrations include admission to the Trade Show on October 19 & 20.