

YANKEE SECURITY CONVENTION



BIGGER. BETTER. BACK.

OCTOBER 19 - 23, 2022

MASSMUTUAL CENTER: SPRINGFIELD, MASSACHUSETTS
CLASS DESCRIPTIONS, SCHEDULE, AND INSTRUCTORS
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2022 Trade Show Exhibitor List

Accredited Lock	HES / Adams Rite / Alarm Controls (ASSA ABLOY)	Olympus Lock
Allegion	HPC / Hudson Lock / ESP	Orchard Lock Distributors
American Key Supply	Hollon Safe	Pacific Lock Company
American Security Products	IDH Hardware	PDQ
ARROW/YALE	Institutional Locksmiths Association	R.A. GRAHAM CO.
ASSA ABLOY	JMA USA	Repworks
ASSA Technical Services, Inc	Kaba-Ilco	ScopePlus Labs
Associated Locksmiths of America	Keyincode	Security Lock Distributors
Automotive Keys Group	Kileen Security Products	Secur-T Agency
Banner Solutions	LAB	Stone & Berg Company, Inc.
Best Key Supply	Lockcaddy	Strattec Security Corp Trine
Blackhawk Products	Lock Labs	Top Notch Distributors
Borg Lock, Inc.	Lock Museum of America	Transponder Island
Bullseye S.D. Locks LLC	Lockmasters	UHS Hardware
ClearStar Security Network	Locksmith Ledger, Inc.	Urmet USA
Commonwealth Lock Co.	Massachusetts Locksmith Association	WESCO/Anixter
CompX Security Products	Mayflower Sales	Yankee Security
DHI New England Chapter	MBA USA, Inc.	
Direct Security Supply	M.Hardware/Imperial Hardware	
Don-Jo Mfg.	Mul-T-Lock USA, Inc.	
Dugmore & Duncan, Inc.	New Hampshire Locksmith Association	
Framon Manufacturing	North Bennet Street School	
Frontline Defense		
Gardall Safe Corp		



Class Schedule & Cost

Wednesday, October 19, 2022: 8 AM – 5PM

- **Class 1A Day 1 of (2): Fundamentals of Locksmithing**
Instructor: David Thielen
Cost: \$480
- **Class 2: Schlage Commercial Lock Service - ND Cylindrical and L9000 Mortise Locks**
Instructor: Dennis McClanahan
Cost \$165
- **Class 3: Electromechanical - Low Voltage Electricity and Power Supply**
Instructor: Rodger Schmidt
Cost: \$165
- **Class 4: Motor Cycle Key Generation**
Instructor: Ed Woods
Cost: \$240
- **Class 5: Basic Mechanical Safe Locks**
Instructor: Gregory L. Perry, CML, CPS, CMEL, AMKS
Cost: \$240

Wednesday October 19, 2022: 7 PM – 9 PM

- **Class E1: Locknetics and Dexter Line Review**
Instructors: Rich Conroy / Keith Gerold / Steve Monroe
- **Class E2: Emtek EMPOWER Motorized Keypad Deadbolt Installation and Programming** Instructor: Ginny Newbury
- **Class E3: Schlage Electronics Engage Programming App and Electronic Lock Families**
Instructor: Don Cherry / John Hemingway

Thursday, October 20, 2022: 8 AM – 5 PM

- **Class 1B: Day (2) Fundamentals of Locksmithing 101**
Instructor: David Thielen
Cost: \$480 included in 1A
- **Class 7: Preparing for Fire Door Inspections**
Instructor: Jeff Tock
Cost \$165
- **Class 8: Electromechanical - Advanced Wiring, Relays, Programming, and Circuits**
Instructor: Roger Schmidt
Cost: \$165.00
- **Class 9: Modern Automotive Key Generation**
Instructor: Ed Woods
Cost: \$240
- **Class 10: Electronic Safe Lock Service**
Instructor: Gregory L. Perry, CML, CPS, CMEL, AMKS
Cost: \$240

Thursday, October 20, 2022: 7 PM – 9 PM

- **Class E4: Internet Monitored Key Control**
Instructors: Michael Luciano & Ted Curtin
- **Class E5: Schlage Residential Locking Solutions – Mechanical and Electronic**
Instructors: Sarah Melluso & John Hemingway
- **Class E6: LCN 6400 Compact Operator**
Instructors: Don Cherry & Steve Monroe
- **Class E7: Key Control with SimpleK & Medeco Intelligent**



Class Schedule & Cost

Instructors: Clyde Roberson &
Jonathan Bedard

Friday, October 21, 2022: 8 AM – 5 PM

- **Class 11: M4 factory certification**
Instructor: Clyde Roberson
Cost: \$165
- **Class 12: Electromechanical -New England area Electronic Locking Codes and NFPA 80**
Instructor: Rodger Schmidt
Cost: \$165
- **Class 13: Hi-Security Automotive**
Instructor: Ed Woods
Cost \$240
- **Class 14: Introduction to Safe Operated Key Locks and Basic Picking**
Instructor: Jacob "Jake" Feinberg, CRL, CPS
Cost: \$240
- **Class 15: Basic Camera System Design (6 hours) & Advanced Techniques (1-1/2 hrs)**
Instructor: Ted Curtin & Tom Curtin
Cost: \$165

Friday, October 21, 2022: 7 PM – 7 PM

- **Class E8: "Who is at your door?" Various Door Intercom Systems**
Instructor: Ted Curtin
- **Class E9: Command Access Technologies**
Instructor: Ralph Perlman
- **Class E10: Ilco/Advanced diagnostics class**
Instructors: Joe Lederman/Eton Taleno
- **Class E11: Best Business Practices**
Instructor: Joey Dalessio

Saturday, October 22, 2022: 10 AM – 12 PM

- **Class S1: School Security - A Holistic Approach**

Instructors: Cherry/Monroe/Conroy /
Keith Gerold



New: ALOA PRP Test sitting
Date: Saturday, October 22, 2022

Time: 8 AM – Noon

Location: MassMutual Center, 1177 Main St,
Springfield, MA

Hosted By: Yankee Security Convention

ALOA members, SAVTA members, and non-members are eligible to take the test. You must complete the registration form go here: <https://bit.ly/3RKLb37>. You can also email certification@aloea.org.



Class Descriptions, Instructors, and Schedule

Wednesday Daytime Classes October 19 8 AM – 5 PM

Class 1A - Fundamentals of Locksmithing 101
Instructor: David Thielen CML, SPS, CAL
Sponsored by ALOA

In this 2-day course, 16 Hours; 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. There will be an overview and hands-on training in the areas of key duplication, picking and raking lock cylinders, key blank identification, fitting and impressing keys, lockset functions, hardware finishes, keys by code, shimmying cylinders, re-pinning a cylinder, master keying cylinders and safe combination changing.

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.

The information will be useful in preparing for the PRP Section L-00

Class 2 – Schlage Commercial Lock Service – ND Cylindrical and L9000 Mortise Locks
Instructor – Dennis McClanahan, Schlage Product Training Manager for Schlage locks, cylinders, and key systems
Sponsored by Allegion

This comprehensive, hands-on class covers the features, design, and operation of the Schlage ND Cylindrical and L9000 Mortise Locks. You will have the opportunity to assemble some of the most popular ND and L locks as well as correctly time the locks for proper operation.

Attendees will receive a lock, display mount and installation and service tools.

Class 3 - Low Voltage Electricity, Power Supply and Distribution of Power
Instructor Rodger Schmidt: Assa Abloy
Sponsored by Assa Abloy

Hands-on training with circuits, switches and locks and POWER with Distribution Boards.

- Voltage, Amperage and Resistance – AC/DC
- Different types of Switches, Circuits and Electronic Locks – testing devices – HANDS-ON
- Wiring & Testing – Closed and Open Circuits
- Lots of Hands-on testing with Multi-meter – voltage, amperage and resistance with switches
- Troubleshooting Circuit Wiring with Multi-meter
- In depth understanding of how a circuit is developed
- Power Supply – Two types of power
- Distribution Boards – which one do I pick



Class Descriptions, Instructors, and Schedule

- Process to the selection of Distribution and Power
- Steps to selecting the right Power Supply
- Written Exercises to selecting the right Power and Distribution Board – Open discussion on WHY?
- Hands on Power Supply – Power-up and Testing
- Hands on – Extending Power to Distribution Boards
- Hands on – Working with multiple types of boards
- Team Project at the end of the day.

Class 4 Motor Cycle Key Generation

Instructor: Ed Woods

Sponsored by IAAL International Association of Automotive Locksmiths, a division of ALOA.

This class will cover the making of keys for Motorcycles in all keys lost situations There are many skills that will be learned in this class which apply to all types of other wafer locks. Many of the mainstream bike manufacturers have information available in resources discussed in class but other skills learned in this class will apply to off-shore scooters, , quads, boats, and snow mobiles. Towards the end of the day we will be reading' picking, and decoding locks in order to fit keys. (Hands-on) Information on transponder systems will also be discussed

Class 5 Basic Mechanical Safe Locks

Instructor Gregory L. Perry, CML, CPS, CMEL, AMKS

Sponsored by ALOA

This is an entry-level class for those wishing to get more involved with the safe and vault industry. We will cover proper combination

changing techniques, disassembly, proper servicing, overcoming common problems without drilling, and some advanced diagnostics. The information presented will be useful in preparing for PRP Section L- 24 & L-33 and STPRP Section S-00.

Wednesday Evening 7PM – 9PM

E-1 Locknetics and Dexter Line Reviews

Instructors; Rich Conroy, Keith Gerold, Steve Monroe

Sponsored by Allegion

Locknetics and Dexter are Allegion product families that offer a great combination of quality and value and highly competitive price points. Both platforms are stocked in depth at many of your favorite wholesale partners.

Samples will be on hand and door prizes will be awarded.

The Dexter Grade 1 and Grade 2 Locks, Exit Devices and Door Closers with a comprehensive variety of functions and options.

The Locknetics product family includes magnetic locks, electric strikes, push buttons and key pads, as well as power supplies and accessories to help any locksmith professional offer a wide range of electronic and electromechanical security hardware.

Class E2 Emtek “EmPowered” Motorized Keypad Smart Deadbolt Installation and Programming

Instructors : Colleen Stewart & Ginny Newbury of Newbury Sales Group

Sponsored by Emtek

Emtek’s EmPowered Motorized Keypad Deadbolt is a great solution for residential



Class Descriptions, Instructors, and Schedule

keyless entry. Its features include what homeowners are looking for:

- Electronic entry in a sleek, modern design
- Programming and Lock Monitoring thru their smart phones
- Quiet motorized operation
- Hassle-free setup
- Easy Installation
- Integration with the latest smart home technologies

In this 2-hour seminar we will review the features of the EmPowered deadbolt. Each attendee will install an EmPowered deadbolt on a display mount. You will download the Yale Access App to your smart phone and program your lock. You will learn how to demonstrate the features of your EmPowered deadbolt for your customers. Each shop will keep their display to be used as a selling tool.

Note: Please download the Yale Access App to your smart phone prior to the class.

Class E3 Schlage Electronics Engage Programming App and Electronic Lock families
Instructors: Don Cherry, John Hemingway
Sponsored by Allegion

The Schlage Engage programming app is a great platform for implementing basic access control for small to mid sized business. Combined with the Schlage Electronics NDEB, LEB, Control locks and the CTE controller, a locksmith shop can provide the benefits of electronic access control at a very competitive price point.

We will cover the features of the programming app and the functions and applications of the locking hardware. A review of credential types and security will be included, so that attendees

will be comfortable explaining the choices they can offer to clients.

Thursday Daytime Classes **October 20 8 AM - 5 PM**

Class 1B - Fundamentals of Locksmithing 101
Instructor: David Thielen CML, SPS, CAL
Sponsored by ALOA

This is a continuation of the Wednesday class. Please see the above for the description. If you register for class 1A you are automatically registered for 1B

Class 7 Preparing for Fire Door Inspection
Class Size Limit – 30
Instructor – Jeff Tock, AHC. Allegion Product Training Manager for LCN, Von Duprin, and Fire Life Safety
Sponsored by Allegion

Heard about the fire door inspection requirement as prescribed by NFPA 80? Know what you need to do when the requirement is adopted by your local building code? If you would like a little help in getting ready, join us for this class. Focusing on swinging doors and their corresponding fire door hardware, this class will assist you as your facility plans for how it will comply with these important fire life safety requirements.

Topics include

- NFPA 80, 2016 edition inspection requirements for swinging fire doors
- The job of a fire door assembly
- What items—at a minimum—must be inspected and verified



Class Descriptions, Instructors, and Schedule

- Common code violations
- Solutions for common code violations
- Documentation and other details
- Upon completion of this course, you will be able to
- Describe the requirement to inspect fire doors as prescribed by NFPA 80, 2016 edition
- Define the required parts of a fire door assembly and the purpose these components serve
- Refer to the list of the 13 items that, at minimum, must be verified for their proper operation
- List ways to correct common code violations
- Propose potential next steps to help prepare your facility

Attendees will receive code information and fire door inspection reference materials.

Class 8 Advanced Wiring, Relays and programming. How they work together! Circuit Development and Drawings
Instructor: Roger Schmidt
Sponsored by Assa Abloy

- Hands-on training with Circuits, Diagrams and Power.
- SMART Switches how they work and how to test
- Advanced Relays – Understanding and Testing
- Hands-On – Power up and testing Smart Switches
- Continue to develop advanced Access Circuit with Smart Switches
- Hands-On exercises – mixing Series & Parallel Wiring

- Group Hands-On Project – multiple switches & power
- Hands-On Programming Keypads/Small Controllers
- Development of a Point to Point Circuit Drawing
- Reading a Point to Point Drawing
- Hands-On Drawing of a Point to Point Diagrams
- Hands-on Major TEAM PROJECT to end the day!
- Continued Use of Multi-meter for troubleshooting

Class 9 Modern Automotive Key Generation
Instructor: Ed Woods
Sponsored by IAAL International Association of Automotive Locksmiths, a division of ALOA.

Modern Automotive Key Generation This class is for the student who is in need of making edge-cut keys for automobiles. Yes code brokers and NASTAF are great when they are available but knowing how to make these keys from scratch as fast as you are able to get them to respond is best. Knowledge of what tools and which techniques work best for each manufacturer will be explained and demonstrated. In, the afternoon portion of this class we will have tools, locks, and vises available for students to practice with. Tools by LiShi, Accureader, A-1, and E-Z reader will be used to pick, read, and decode these locks.

Class 10 Electronic Safe Lock Service
Instructor: Gregory L. Perry, CML, CPS, CMEL, AMKS

Students will be taught programming via the keypad and software, combination changing, installation, troubleshooting and opening methods for today's most common electronic



Class Descriptions, Instructors, and Schedule

safe locks. Audit trail will be shown and discussed! Locks covered in detail include AMSEC ESL10, LA GARD 39E ComboGard Pro, Basic, Basic Plus, Titan and Spartan series, NEW S&G Axis Blue, & NL Series Redundant lock

Thursday Evening Classes October 20 7 PM – 9 PM

Class E4 Internet Monitored Key Control Instructors: Michael Luciano / Ted Curtin

Internet Monitored Key Control"...Are your workplace keys being handed in and out each day with no or minimal recordkeeping? If so, it's time to introduce a formal sign-in, sign-out system. One that will be monitored and adhered to always. Time approx 1-1/2 hours

Class E5 Schlage Residential Locking Solutions – Mechanical and Electronic Instructors; Sarah Melluso, John Hemingway

Today's residential consumers have a wide variety of needs for home security. Schlage has products that can fulfill those requests!

This session will take a Good / Better / Best approach to both mechanical and electronic options within the Schlage portfolio. Everything from 5 pin C keyway to phone and web connected electronic locks is available for today's professional locksmith.

Class E6 LCN6400 Compact Operator Instructors: Don Cherry & Steve Monroe

LCN's 6400 operator is based around the tried-and-true LCN 4040 door closer. With a small footprint, whisper quiet operation and a great price point, the Compact is a great solution for many end user's accessibility needs.

We will review the components, installation and set up of the 6400 with samples and some hands on. A basic review of the ANSI 156.19 Low Energy operator standards will be included.

Class E7 Key Control with SimpleK & Medeco Intelligent Keys

Instructors: Clyde T. Roberson/Jonathan Bedard

Key control and management of institutional master key systems can be a real challenge. SimpleK is a software package that offers institutional and retail locksmiths multiple functions to create master key systems, manage future expansion, do core pinning calculations, verify key interchange, easily register core changes, etc. It also includes all the features to improve efficiency in all key management processes such as key requests, approvals, key issuances, deposits, key returns, refunds, reports, etc.

This class will be an overview of SimpleK and a live demonstration on using it to manage your master key systems and keys, as well as use it to design and generate master key bitting lists.

Friday Daytime Classes October 21 8 AM - 5 PM

Class 11 M4/X4 factory certification Instructor Clyde Roberson – Medeco Security Locks

Sponsored by Medeco Security Locks

This certification class covers the evolution of Medeco's high security product lines, including an in-depth, hands-on product training for Medeco's newest high-security key system - Medeco 4 (M4). Learn about the new M4



Class Descriptions, Instructors, and Schedule

shuttle pin and side bittings that take pick resistance to a whole new level. Hands-on exercises include disassembly and assembly of a M4 Mortise Cylinder, decoding a M4 key, and pinning a cylinder to a change key and master key. Matrix master key chart reading, application of the MACS, specialty tools, lubrication, troubleshooting, key control programs, an overview of the product line, and interchangeable core pinning specifications are also covered. Following the in-depth hands-on exercises and discussion, please be prepared to participate in a brief written certification test.

Class 12 Electromechanical -New England area Electronic Locking Codes updating and NFPA 80 – Fire Rated Assemblies with Q & A!

Instructor Rodger Schmidt - Assa Abloy

Sponsored by Assa Abloy

Review of current local and state codes in the New England States. What do I need to know when conducting a Site Survey?

- Reading and understanding Code Books – how to use and understand parts of the code books
- Review of ICC, IBC and NFPA Codes relating to Electronic Locking Hardware
- Delayed Egress
- Controlled Egress Doors
- Secured Elevator Lobbies and Stairwells
- Magnetic Lock Standards
- Fire Rated Assemblies – NFPA 80
- CMS – Fire Rated Standards – Medicare/Medicaid
- CSI Format Changes – Div 8 to Div 28
- Who is responsible when working on locking hardware
- Tools for conducting a Site Survey- Walk through key items

- Free – Tools to use when Conducting Surveys

Class 13 Hi-Security Automotive

Instructor: Ed Woods

Sponsored by IAAL International Association of Automotive Locksmiths, a division of ALOA.

This class is a joint venture with Strattec (Jeff Baker) and Ed Woods. It will start off with a presentation on the history of Hi-Security and details of the 8 styles of locks out there. including the evolution to what is the modern versions used in today's GM, Ford, and Chrysler locks. Then we will get into the pinning exercise where students will receive Lock Service Packages for Hi-security locks which we will assemble into full-function locks. Now that you understand the inner workings of the locks we will break out the tools used to pick and decode them. For the most part, Lishi and Accureader tools will be used in the afternoon practice session.

Class 14 Introduction to Safe Operated Key Locks & Basic Picking

Instructor: Jacob “Jake” Feinberg, CRL, CPS

Sponsored by Carl’s Locksmith Service

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



Class Descriptions, Instructors, and Schedule

***Class 15 Basic Camera System Design (6 hours)
& Advanced Techniques (1-1/2 hrs)
Instructors Ted Curtin / Tom Curtin
Sponsored by RepWorks***

"The Basics of Camera System Design"...Learn to design and install camera systems. Today's systems are easier and less costly to install than ever before. The course includes the basics of product selection, how to design an effective system, wiring techniques, and the ease of programming. Time approx 6 hours.

"Advanced Camera Techniques"...see the latest trends in camera systems including extreme low light level and Night Color technologies, and see how camera analytics are now mainstream, giving your customers intelligence on the fly from inexpensive camera systems. Time approx. 1-1/2 hours.

Friday Evening Classes October 22 7PM – 9PM

***Class E8 Who is at your door? Various Door
Intercom Systems
Instructor: Ted Curtin
Sponsored by RepWorks***

"Who is at your door?"...The changes to the security industry in the last two years have been profound, especially in the door intercom segment. Our customers are bombarded by companies offering DIY door intercom systems. Learn all about the various door intercom systems on the market, from single family to large multi tenant systems, and how you can effectively participate in this expanding market. Time approx. 2 hours.

***E9 Command Access Technologies
Instructor: Mateo Kristoff: Director of Sales
and Marketing Command Access
Sponsored by Perlman Associates***

Learn basic electronic principles for low voltage electrified hardware, connect loads to power supplies, build circuits, and understand the proper use of an electric multimeter. Get hands-on experience connecting electric locks, monitoring switches, and low-power emitting devices for fail-safe locks. Install latch retraction kits designed to field retrofit exit devices for several manufacturers. Instructors will teach how to transform existing mechanical hardware openings to access control openings. Get the edge on your competition and learn how to leverage existing hardware by electrifying openings with electronic transfer hinges and loops, latch retraction exit devices, electric locking hardware, dedicated power supplies, and Molex solutions.

***E10 Kaba Ilco – Advanced Diagnostic
Instructor: Eton Taleno
Sponsored by M.A.S. Associates LLC***

This class is designed to give you a complete overview of automotive key cloning, programming, and cutting from start to finish using a variety of Ilco & Advanced Diagnostics tools. Learn how to profit in the automotive key industry by learning from the best in the business and worldwide leaders in automotive aftermarket tools. Discover the latest in automotive tools and trends and how easy it is to make money with a minimal investment. This class is great for the beginner and even the experienced automotive locksmith looking to take their business to the next level. Attendees



Class Descriptions, Instructors, and Schedule

will receive some take-away materials and be eligible for a special promotion.

Topics covered will be:

- Smart Pro Key Programmer latest software review.
- Transponder Key Identification Smart Aerial.
- Basic Vehicle System Review.
- Transponder Chip Identification.
- Cloning vs Programing.
- Key Machine Review.
- My Keys Pro platform.
- Key Programming Accessory Review.
- Mercedes Benz Programming functions.
- Industry Applications and Resources.
- New avenues business avenues of opportunities
- Lookalike New Addition Keys and prox Overview.
- FAQ

E11 Best Business Practices

Instructor: Joey Dalessio

Sponsored by Joey Dalessio

Would it be great if every day you had all the business you wanted, did only the work you consider your favorite, all materials readily available, profit targets exceeded every month, all receivables paid promptly, employees easy to find, hire and retain, all jobs finished on time and flawlessly.....wait, wait, wait! I was daydreaming....This place does not exist...but what we can learn through discussing “best practices” may make it far more possible. Areas to be discussed include: COMPANY CULTURE, VISION, MARKETING & SALES, FINANCE, OPERATIONS, DOCUMENTATION & TRAINING. Whether you are an Owner, Manager, Technician or Support Person, anyone attending

this class will “walk away” with enhanced knowledge. This is an audience participation class, not a speech.

S1 School Security – A Holistic Approach

Panelists: Don Cherry, Steve Monroe, Rich

Conroy, Keith Gerold

Sponsored by Allegion

Active Assailant incidents continue to occur, and Locksmith Professionals keep getting asked to help. This session will take a look at school security from several different viewpoints; Funding Sources, Whole Building Security Measures, Code Changes & Implications, Incident and Assailant Profiles.

This isn't just about locks and hardware, we will look at policies, exterior and interior design features that impact security, entry and visitor vetting points, database usage, first responder interactions and coordination, tabletop drills and other training and preparation methods.

PASS and other school security organizations and materials will also be discussed. Anything we as a profession can help to offer can enhance both peace of mind and physical security for some of our most vulnerable members of our communities.



**Begin Registration: Yankee
Security Conference &...**

events.american-tradeshow.com

www.yankeesecurity.org



Instructor Biographies

Don Cherry, PSP, CCPR

An EAC Sales Consultant for the New England office of Allegion, plc, formerly Ingersoll Rand Security Technologies. Don has been in the Security Hardware and Locksmith industries for over 30 years. Don specializes in electrified and electronic hardware. He is certified as a Physical Security Professional (PSP) with ASIS (American Society of Industrial Security), and a Certified Construction Product Representative (CCPR) with the Construction Specifications Institute and is a member of the Door Hardware Institute.

Jonathan Bedard

The Application and Development Manager for SimpleK, a division of ASSA ABLOY High Security Group. He has been involved in institutional master key system and key management projects for more than 15 years and has helped numerous facilities implementing key control programs.

Ted Curtin, CPP, CPMR

Ted is a Certified Protection Professional (CPP) and a Certified Professional Manufacturers Representative (CPMR) and has been part of the New England sound, video, music, and security community for over three decades. He has served as the National Vice President and Group Chairman of the Electronic Systems Integration Group (eSIG) of the Electronic Representatives Association (ERA) and served on the ERA's Board and Executive Committee for 14 years. He has also served as the chairman of the National Systems Contractors Association's (NSCA) Representative Advisory Council, and currently serves on the Security Industry Association's (SIA) membership committee. Ted conducts frequent security training classes, both live and virtual, and has designed security systems for a wide variety of entities including the Department of Homeland Security.

Tom Curtin, CISSP, CSP

Tom Curtin is an IEEE (Institute of Electrical & Electronics Engineers) recognized Certified Information System Security Professional (CISSP), Certified Penetration Tester (CPT), Certified Expert Penetration Tester (CEPT), and Certified Sales Professional (CSP). He is an employee of Repworks, Inc. of South Hadley, Massachusetts and is also certified in many Video Management Systems (VMS) software and Access Control platforms.

Tom has worked on projects for the Department of Homeland Security (DHS) and often assists consultants, integrators, and end-users on how to safely deploy physical security and audio systems onto a network environment.

Joey Dalessio

With a solid foundation in the lock and security industry beginning as a Locksmith in the family business in the 70's, New England Territory Independent Sales in the 80's, National Sales Manager and Global Vice-President of Sales in the 90's to a Business Development



Instructor Biographies

Manager position in Wholesale Distribution to General Manager in the 20's and today as Owner/Partner in the manufacture of Security Hardware and Access Control products makes "Joey D" uniquely qualified to lead a discussion on Best Practices.

Jacob "Jake" Feinberg, CRL, CPS

Grew up in the family business his father started in 1970. He specializes in high security safe and vault openings and will travel wherever he is needed. He started collecting high security safe lever locks and started making his own tools to defeat them. He is always traveling to the latest classes and conventions to stay abreast on the current changes in the industry and expand his knowledge. He has taught for local associations and is a past president of the Massachusetts Locksmith Association (MLA).

Mateo Kristoff

Director of Sales and Marketing, Command Access Technologies. Mateo has worked for Command Access for over seven years. He

started in the warehouse and worked his way up, performing many roles within the company. He pioneered the Command Access youtube channel, which provides customers a valuable resource when using retrofit electric hardware. He brings an extensive knowledge of the inner workings of products and installation. Over the past two years he has transitioned into the role of sales leader, managing a team of seven inside sales and tech support personnel, and an independent rep network in both the US and Canada.

Michael Luciano

"Michael Anthony Luciano is a social entrepreneur, with a diverse background including sales, operational finance, culinary arts, social media marketing and real estate development. Mike's various skills reflect his constant craving to know more.

Currently, Mike holds a position with Torus as the Channel Sales Manager for the Northeastern United States. He has a natural talent for communication, clear expectations, customer

service and solution-based sales.

Steve Monroe, AHC, FDAI, CDT,

Steve has been in the hardware profession for almost 30 years, first as an independent representative, and the last 18 working for Allegion plc, formerly Ingersoll Rand Security Technologies. He is a Distributor Representative and Training Coordinator for the New England Region for Allegion. Steve is certified as an Architectural Hardware Consultant (AHC) from the Door and Hardware Institute, a Construction Document Technologist (CDT) from the Construction Specifications Institute and a Certified Fire Door Assembly Inspector (FDAI) with the Door and Hardware Institute (DHI). Steve has presented at Yankee many times in the past.

Ginny Newbury

Founder of Newbury Sales Group. She has experience with both commercial and residential access control systems. She has worked with Emtek Decorative Products for 24 years. Ginny's understanding of



Instructor Biographies

hardware, and specifically of Emtek hardware, make her one of the foremost Emtek experts in the country.

Ralph Perlman

Manufacturers' Representative for 38 years. Perlman Associates is known for promoting security products through education. Ralph and his company have pioneered numerous Division 8 manufacturers.

Clyde Roberson, CML, CMST, AHC, CPP.

Clyde is the Medeco Factory Trainer and Director of Product Management and Technical Services. He has been active in the locksmith industry for over 30 years, conducting training seminars for ALOA, ASIS, DHI, ELF, regional associations, Medeco and ASSA ABLOY specializing in high security cylinders, master keying and key control

Rodger Schmidt

An ALOA Certified ACE Instructor. Rodger has over 22 years of experience in access control, security and fire services. Rodger's first position in the industry was as a service coordinator for Sonitrol of Arizona. He

moved up to customer service, sales, project management, trainer and finally Service Repair Manager for Sun Devil Fire and Security, the largest fire service provider in Arizona prior to it being sold to Cintas. During his 7 years with Sun Devil Fire and Security, Rodger was instrumental in the growth of annual sales from \$8 million to over \$15 million in a three-year period. He helped train individuals to become successful sales reps. He developed a training program for service technicians who required certifications to provide fire services that included the design of an operational fire test center for sprinklers, fire alarms, kitchen hood systems and fire extinguishers. He is a member of the Arizona Fire Marshals Association. He has been a presenter at the California Fire Prevention Center, the Arizona Fire School, and the Arizona Building Code Officials conference. Rodger retired from active duty and military reserve service in 2003. He currently works for ASSA ABLOY in their Phoenix, AZ facility for

HES/Securitron/Adams Rite and Alarm Controls as a national trainer for the Electromechanical Group. He has conducted over 600 classes in his first 4 years with ASSA ABLOY, including product specific sessions, codes, site surveys, system design, applications and installation. He continues to provide educational programs for code officials across the country covering standards from ICC and NFPA codes for the installation of electronic locking hardware.

Colleen Stewart

A partner in Newbury Sales Group, Manufacturer's Representatives of decorative hardware and plumbing companies, including Emtek Decorative Hardware. Colleen has worked with Access Control for over 20 years, first on college campuses and now for residential applications. Her strong product knowledge, ability to solve problems, and excellent rapport with customers make her an excellent resource for Emtek dealers.

Elton Taleno

Elton Taleno has been in the industry since 1999, started



Instructor Biographies

his career with Clark Security Product – West Sacramento Ca. He held different positions and finished as a National Sales Manager companywide, the main every day role was to service and direct the to invest into the right channel of opportunity.

After 15 years of serving the locksmith community in the California area he started a new avenue of career with HATA INC where he held many positions also, as business development manager, National Sales Manager and Key Programming Specialist, Trainer, and Regional Sales Manager, he spent from 2014 – 2021 in the field programming keys for multiple dealerships, auto actions, consumer, retail channels and Car Rentals. Started a new career with Kaba Ilco – AD March of 2021.

Jeff Tock, AHC.

Allegion Product Training Manager for LCN, Von Duprin, and Fire Life Safety

Ed Woods, CML, CPS, CAL

An automotive locksmith specialist with many years working in the automotive industry. Ed is a consultant to many manufacturers of automotive tools and equipment. He is a longtime member of ALOA and a certified ACE instructor. Ed is a three-time recipient of the ALOA ACE Instructor of the Year award. Ed is currently a full-time locksmith employed at Indiana based Lockout Express, LLC.