

20  
23



UNLOCKING LIMITLESS POTENTIAL  
YANKEE SECURITY CONVENTION  
MASS MUTUAL CENTER, SPRINGFIELD, MA  
OCTOBER 25 - 29, 2023

# EDUCATIONAL SESSIONS

Each year Yankee conducts 3 days and evenings of industry-specific educational seminars. Drawing from industry leaders, ALOA and other prominent trade organizations, Yankee seeks out the most well-respected and knowledgeable instructors in their areas of expertise. Seminars and subjects target industry beginners and seasoned professionals and vary from trade basics to advanced topics, highlighting the latest products, techniques, and applications in security.

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# MESSAGE FROM THE BOARD

On behalf of the Board of Directors, WELCOME TO THE YANKEE SECURITY CONVENTION. We're excited for you to join us! This year marks our 43rd annual event and our return to the Mass Mutual Center in Springfield, MA, October 25 - 29, 2023.



**Yankee Security Board of Directors**

This year's show will include training, education, hands-on demonstrations, exhibits, and networking opportunities to grow your business at one of the LARGEST locksmith & security industry trade events.

We have a variety of classes, offering full-day, evening, and Saturday sessions. Read on for more about these classes and the instructors.

**Registration opens in early August 2023 for classes and special events. Register on our website at [www.yankeesecurity.org](http://www.yankeesecurity.org).**



## **ABOUT YANKEE SECURITY CONVENTION**

The Yankee Security Convention is a not-for-profit corporation, run by volunteer Directors. The organization was formed in 1978 by a group of New England locksmiths who saw the need to provide educational seminars and focus on the advancement of the trade. The Convention supports the Yankee Scholarship Foundation, which provides educational support to locksmiths and their families.

For more information on the Yankee Security Convention, visit [www.yankeesecurity.org](http://www.yankeesecurity.org).



# SHOW SCHEDULE

Designed for seasoned professionals and beginners, our curriculum for 2023 has courses for everyone. Choose from full-day, evening, and/or Saturday courses to take your knowledge to the next level. Join us and sign up early! Many popular classes sell out quickly. Below is the show schedule

**WEDNESDAY, OCTOBER 25, 2023** – FULL-DAY CLASSES – 8AM – 5PM  
EVENING TRAINING CLASSES – 7PM – 9PM

**THURSDAY, OCTOBER 26, 2023** – FULL-DAY CLASSES – 8AM – 5PM  
EVENING TRAINING CLASSES – 7PM- 9PM

**FRIDAY, OCTOBER 27, 2023** – FULL-DAY CLASSES – 8AM – 5PM

**YANKEE SECURITY KICK-OFF SOCIAL** – 6PM – NEW EVENT!!!

Stone Haven Room, Sheraton Hotel, 1 Monarch Place, Springfield, MA



**SATURDAY, OCTOBER 28, 2023** – ALOA PRP Testing – 8AM – 12PM  
[Get the ALOA PRP/STPRP Registration Form here!](#)

SPECIAL MORNING CLASS – 9AM – 11AM

Live from Springfield, MA – It's I Dig Hardware with Lori Greene, Allegion

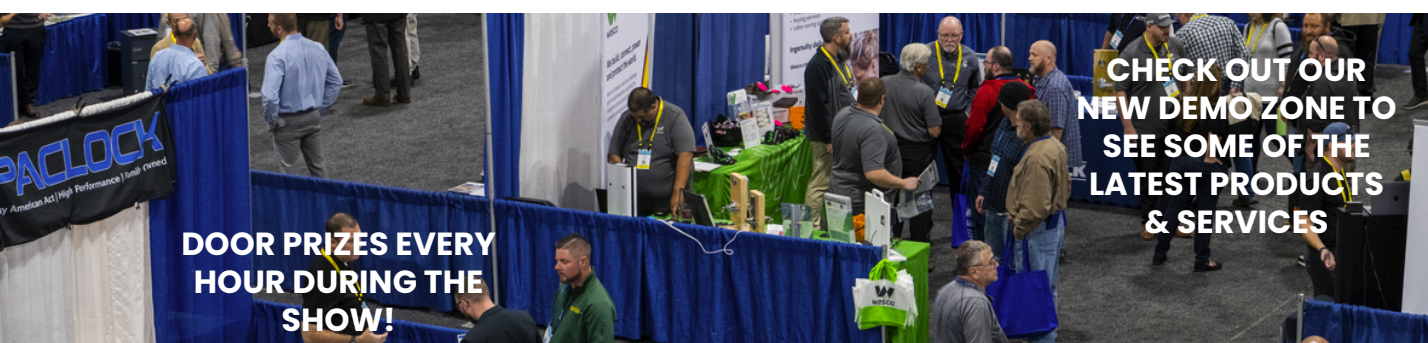
**TRADE SHOW HOURS** – 12 noon – 6PM

**EVENING EVENT – ASSA ABLOY ANNUAL LOCKSMITH & DISTRIBUTION PARTY**

Saturday, October 28, 2023

6PM – 9PM in the Mass Mutual Ball Room, Springfield, MA

**SUNDAY, OCTOBER 29, 2023 – TRADE SHOW HOURS** – 9AM – 2PM



**DOOR PRIZES EVERY  
HOUR DURING THE  
SHOW!**

**CHECK OUT OUR  
NEW DEMO ZONE TO  
SEE SOME OF THE  
LATEST PRODUCTS  
& SERVICES**

# CLASSES



## Class #1:

### Class Title: E-Plex Certified Installer Program

Instructors: Lee Schofield and Joe Lederman

Sponsored by dormakaba

Wednesday, Oct 25th

8am - 5pm

\$375

This hands-on class will cover various E-plex models. We will review installation, programming the lock at the door using offline and online programming options, troubleshooting and repair.

## Program Benefits

- Identify various models of E-Plex standard lock series
- Properly install the E-Plex 5031 series electronic lock
- Program the electronic locks manually and with software
- Pull audit trail and learn how to run diagnostics on E-Plex electronic locks using the software
- Identify potential problems and learn resolutions
- Learn sales techniques for E-Plex products
- Gain exposure with a free listing on dormakaba website as an E-Plex Certified Installer and receive a badge.
- Get certified by Lee Schofield, dormakaba Learning Leader and Certified Locksmith, Access Control, CCTV Technician and Alarm Technician Level II

Students receive over \$1,000 in product, including:

- o E-Plex 5031 electronic pushbutton lock
- o Six-in-One screwdriver
- o Small screwdriver
- o E-Plex Standard Electronic Pushbutton Lock Certification
- o E-Plex Certification Training Binder

# DAY ONE



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**Class #2:****Class Title: Schlage Cylindrical Lock Servicing**

Instructors: Dennis McClanahan, Training Manager

Sponsored by Allegion

**Wednesday, Oct 25th****8am - 5pm****\$185**

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

Attend this session and you will leave with long-lasting expertise about this heavy-duty, long-lasting lock.

Topics will include:

- Lock functions and their typical applications
- How to assemble classroom, storeroom, and entrance/office functions
- Installation procedures
- Maintenance, troubleshooting, and servicing tips

Upon completion of this course, you will be able to:

- Interpret lock function descriptions
- Identify parts for specific functions and explain how they provide the needed lock behaviors
- Install an ND lock in the industry standard 161 door prep, properly service and maintain ND Series locks
- Identify the root cause when a lock isn't operating as expected, and then fix the problem.

**CEU Info: Four hours towards ALOA certification****Class #3A and #3B:****Class Title: Two-Day Low Voltage School**

Instructor: Rodger Schmidt

Sponsored by AssaAbloy

**Wednesday, Oct 25th****Thursday, Oct 26th****8am - 5pm****\$370 (for two-day class)**

**Note: If you register for Class 3A you are automatically registered for Class 3B. Students must take both.**

**ALOA – 16 CEU Hours**

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## **Class #3A and #3B: (continued)**

**Day 1: Low Voltage Electricity, Simple Circuit Development, Wiring & Troubleshooting** – 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
- Hands-on testing with Multi-meter – voltage, amperage, and resistance with switches – How, why, and what do the numbers mean?
- Relay Logic and SMART Switches – What are they and how do they work?
- Circuit Development and Drawings
- Advanced wiring configurations and testing
- Troubleshooting Circuit Wiring with Multi-meter
- Old Generation Power Supplies – Power-up and Testing with Multimeter
- Hands-on – Extending Power to Distribution Boards
- NEW Team Project at the end of the day.

**Day 2: Circuit Development with Narratives, Drawings, and Advanced Project, Wiring & Troubleshooting** – Hands-on training with Circuits, Diagrams, and Power.

- Site Survey and the Narrative – Circuit Development
  - Hardware Selection and the Circuit
  - Wiring Diagrams and Exercises
  - Hands-On – Drawings with multiple parts
- Advanced Project Preparation – Drawings, Circuits, and Equipment
  - Hands-On – New Generation Power Supply & Distribution Boards – Selection and Needs
  - Circuit Details with Loads and Amperage
  - Load Calculator use and exercises
  - Major Project Drawings
- Hands-on Major TEAM PROJECT to end the day!
  - Follow detailed drawings to operational system
  - Operational System Confirmed



**Class #4****Class Title: Auto - JLR Key Programming**

Instructor: Donnie Sherfield

Sponsored by AKG Academy

**Wednesday, Oct 25th****8am - 5pm****\$550**

In this class, we will discuss Keyed Ignition JLR (Jaguar and Land Rover) Vehicles and the modules related to key programming on them. You will learn where the modules are located, how to remove these modules, and how to program keys to the vehicles.

We will also discuss PTS (Push To Start) JLR Vehicles and their KVM Modules. Demonstrations will be conducted with various EEPROM Programmers, Transponder Manipulation Devices, and the JLR Factory Software including SDD, Pathfinder, and Topixs. JLR Key Programming can be complicated, but this class will help take a lot of the mystery out of it.

**Class #5****Class Title: Auto Keying - Intro to J2534**

Instructor: JK Walker

Sponsored by AKG Academy

**Wednesday, Oct 25th****8am - 5pm****\$575**

Are you turning down Key Programming Jobs for vehicles that are "too new" or require "Factory Software"? Do you have a high-quality J2534 Interface and want to expand your capabilities? JK Walker will give you a good foundation and look into Ford/GM/FCA/Stellantis (Chrysler/Dodge/Jeep/Fiat) "Factory" Software.

You will learn many aspects about these softwares from installation through Key Programming. Using these Factory Software Subscriptions, and a high-quality J2534 Interface, you can expand your Key Programming capabilities and have the same access to Key Programming that the Dealers enjoy today. Set yourself apart and find new ways of generating income for your business using Factory Software and a J2534 Interface.

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**Class #6**

**Class Title: Scoping the Change Key and Transferring Combinations**

Instructor: Joseph R. Reustle CPS, CAI, GSAT

Sponsored by JR's Lock and Safe

**Wednesday, Oct 25th**

**8am - 5pm**

**\$400**

Why drill through a hard plate when you can avoid it? This hands-on class will instruct students on how to scope a change keyhole in a safe lock. We will have multiple safe locks to practice hands-on.

Students will learn how to transfer combinations. This is a great skill to master in situations where you drill a hole in the wrong place in the lock case.

# DAY ONE EVENING

**Class #E1**

**Class Title: LCN 6400 Series Auto Operator**

Instructor: Steve Monroe, Don Cherry

Sponsored by Allegion

**Wednesday, Oct 25th**

**7pm - 9pm**

**No charge**

LCN's 6400 Series "Compact" auto operator is exactly what many users and security professionals are asking for; a solid auto operator with a basic feature set, great performance, and a competitive price point. In this class, we will cover the features of the 6400, its applications, and accessories.

Attendees will learn setup and programming basics and how to coordinate with other hardware. An overview of ANSI 156.19 standards for low-energy power operators will be included.



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**Class #E2****Class Title: Access Management for Small Business**

Instructor: Chad Bryant

Sponsored by AssaAbloy

**Wednesday, Oct 25th****7pm – 9pm****No charge**

Introducing Centrios, an AssaAbloy complete smart lock system for small and growing businesses.

**Class #E3****Class Title: Safe Labels and What They Mean**

Instructor: Scott Said

Sponsored by AMSEC

**Wednesday, Oct 25th****7pm – 9pm****No charge**

Have you ever wondered about safe labels and what they mean? This seminar will explain the differences and reasoning behind labels such as GSA, Class B, C, UL, RSC Level I, RSC Level II, TL-15, TL30, & TL30x6.

# DAY TWO

**Class #7A and #7B****Class Title: Fundamentals of Locksmithing 101**

Instructor: David Thielen, CML, SPS, CAL

Sponsored by ALOA

**Thursday, Oct 26th****Friday, Oct 27th****8am – 5pm****\$550 (for two-day class)**

**Note: If you register for Class 7A you are automatically registered for Class 7B. Students must take both.**

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 impressioning keys, lockset functions, hardware finishes, keys by code, shimming cylinders, re-pinning a cylinder, master keying cylinders and safe combination changing. The information will be useful in preparing for the PRP Section L-00.

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**Class #8****Class Title: Allegion Exit Devices**

Instructors: Steve Monroe, Don Cherry, Jon Kowal, Nick Ferraro

Sponsored by Allegion

**Thursday, Oct 26th****8am - 5pm****\$185**

A comprehensive review of the Von Duprin and Falcon exit device portfolios. We will review exit device types, codes governing exit device requirements, and ordering information. A significant portion of the day will be spent in hands-on sessions on the installation, set up, service, and maintenance of mechanical and electrified exit devices. We will include information on push bars and traditional cross-bar style products, as well as devices used on many storefront aluminum entrances.

**Class #3B (see class description under Day 1, 3A)****Day 2: If you registered for #3A, you are automatically in #3B****Thursday, Oct 26th****8am - 5pm****Class #10****Class Title: Auto - IM608 and KR55 Mercedes Key Programming**

Instructor: J.B.Gates

Sponsored by AKG Academy

**Thursday, Oct 26th****8am - 5pm****\$500**

This two-part 8-hour class will focus on programming 1997-2014.5 Mercedes Benz FBS3 IR Keys and Mercedes Benz IR Flip Keys using the Autel IM608, XP400 Programmer, and the KR55 Keymaker.

This class will cover terminology, key types, and body/chassis types. Included chassis types for the KR55 Keymaker to be discussed include Sprinter, Crossfire, SL, and ML. Password calculation, including online password calculations using the IM608 and EEPROM password retrieval capabilities using the XP400 Programmer, will be demonstrated. In-vehicle password calculation using the Box2 will also be discussed.

The complete Key Programming Process will be demonstrated live several times during the class. AKL(All Keys Lost) and Add-A-Key situations will be discussed. Remote Programming for the IR Flip Keys will also be discussed. The KR55 Keymaker is the ONLY aftermarket device in the world that can program the remote portion of these flip keys. At the end of this class, you will have a basic understanding and ability to program Mercedes Benz FBS3 IR Keys and Mercedes Benz IR Flip Keys.

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**Class #11****Class Title: Auto - Basic Soldering/EEPROM**

Instructor: Donnie Sherfield

Sponsored by AKG Academy

**Thursday, Oct 26th****8am - 5pm****\$575**

This class will provide practice with, and real-world application of identifying, soldering, and desoldering components within automotive ECUs, specifically Immobilizer Modules. Soldering Equipment will be provided for students to use during the class. The second half of this class will include an introduction to identifying memory devices (EEPROMs) and the use of real-world equipment to acquire, read, modify, and reprogram these memory devices. The goal will be to produce a programmed transponder that will start the vehicle. The EEPROM portion of this class will begin with simple in-circuit examples of reading EEPROMs. It will then move into removing EEPROMs from the circuit, reading them with multiple pieces of equipment, and then modifying the data.

**Class #12****Class Title: Basic Safe Opening & Penetration**

Instructor: Joseph R. Reustle CPS, CAI, GSAT

Sponsored by JR's Lock &amp; Safe

**Thursday, Oct 26th****8am - 5pm****\$400**

This class allows the student to include safe opening to their portfolio of services. The day begins with a lecture on topics such as preparation, planning, tools, techniques, and resources. In the afternoon the students will form work groups and practice hands-on safe penetration. This basic class allows the student to take notes, photograph, and drill safes with mechanical locks. Each safe will be opened more than once allowing for each work group to rotate safes after each opening.

**Class #13****Class Title: Simplex Certified Installer Program**

Instructor: Lee Schofield and Joe Lederman

Sponsored by dormakaba

**Thursday, Oct 26th****8am - 5pm****\$375**

Register today to become a Simplex Certified Installer and receive \$3,500 in products. This hands-on class will show the many mechanical features and servicing techniques for these unique and versatile keyless locks. The class includes hands-on training on Simplex 1000 and 5000 with a review and highlight of applications for L1000, 9000, 3000, 7100 and 9600 products.

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## Class #13 (continued)

### Program Benefits:

- Gain knowledge and skills on the Simplex Series Locks
- Reduce call-backs associated with improper installation
- Increase customer satisfaction
- Get certified by Lee Schofield, dormakaba Learning Leader and Certified Locksmith, Access Control, CCTV Technician and Alarm Technician Level II
- Gain exposure with a free listing on dormakaba website as a Simplex Certified Installer and receive a badge

Receive \$3,500 in product for becoming Simplex Certified, including:

- Simplex 1000 series mechanical pushbutton lock
- 1000/L1000 universal chamber
- Simplex 5000 series mechanical pushbutton lock
- 5000 chamber
- Simplex 7100 series lock
- Simplex parts repair kit (while supplies last)
- Four-in-one screwdriver and a small screwdriver
- Simplex Mechanical Pushbutton Lock Certification
- Simplex Certification Training Binder

# DAY TWO EVENING

## Class #E4

### Class Title: Schlage Residential Locking Solutions

Instructors: Sarah Melluso, John Hemingway

Sponsored by Allegion

Thursday, Oct 26th

7pm – 9pm

No charge

With consumers wanting everything from traditional keyed hardware to locks that can notify family members when the kids are home, Schlage has the products that locksmith professionals need.

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**Class #E5****Class Title: Principles of Key Management with SimpleK Transferring Combinations**

Instructor: Clyde T. Roberson, CML, CMST, AMKS, AHC, CPP

Sponsored by Medeco Security Locks

**Thursday, Oct 26th****7pm - 9pm****No charge**

Key control and key 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, develop core pinning calculations, verify key interchange, easily register core changes, etc. It also includes 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 biting lists. It will also cover the principles of key management and help you develop your own key management policies

**Class #E6****Class Title: Taking Your Access Control to the Next Level - Don't Be Afraid of the Cloud**

Instructor: Ted Curtin, CPP, CPMR

Sponsored by Repworks

**Thursday, Oct 26th****7pm - 9pm****No charge**

Access control starts with stand-alone battery locks and progresses up to Cloud-based systems, which today's customers are now asking for more often than ever. This session will build on your knowledge of basic systems and introduce you to the Cloud as a recurring revenue opportunity, including the concepts of hosted and managed systems.

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**Class #E7****Class Title: Credential Technologies – What Do You Mean?**

Instructors: Don Cherry, Steve Monroe, Rich Conroy

Sponsored by Allegion

**Thursday, Oct 26th****7pm – 9pm****No charge**

We hear 'swipe card, prox, smart, bit format...' what's all that mean and how does it affect today's locksmith? When a customer asks for keyless security, choices go way beyond codes on a keypad. This session will help you decide what options to offer and how to order products to service new & existing customers. Attendees will learn about encryption technologies, form factors, credential formatting, phone-based credentials, & record-keeping practices. Presale & project checklists will be reviewed to help to ensure that a complete working system is supplied to an end user.

# DAY THREE

**Class #7B (see class description under Day 2, 7A)****Day 2: Fundamentals of Locksmithing****Friday, Oct 27th****8am – 5pm****Class #14****Class Title: Accelerated Medeco Combined M4/X4****Factory Certification**

Instructor: Clyde T. Roberson, CML, CMST, AMKS, AHC, CPP

Sponsored by AssaAbloy

**Friday, Oct 27th****8am – 5pm****\$185**

Only rarely offered, this is a combined & accelerated factory certification class for both Medeco mechanical technologies!—Medeco3 High-Security Cylinder systems and Medeco x4 patented SFIC, LFIC, and key 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 and re-assemble a cylinder, decode keys, write pinning sheets, pin cylinders, and fully combinate an x4 SFIC. General Medeco master key principles, servicing techniques & tools, key cutting, and an overview of Medeco's full product line, intelligent keys, and key control solutions will be introduced. Time will be available at the conclusion of the class to take the factory certification exams to become Medeco officially factory certified in both technologies.

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## **Class #15**

### **Class Title: Electric Strikes Applications and Installation, New England Update of IBC and NFPA 80 Fire Rated Assemblies**

Instructor: Rodger Schmidt  
Sponsored by AssaAbloy

**Friday, Oct 27th**  
**8am - 5pm**  
**\$185**

**ALOA 8 hours CEU Credit**

This class will include:

- Site survey, Codes & frame types - mechanical hardware types - Electric Strike Selection Process
- Measurements and electric strike options
- NFPA 80 - fire rated assemblies - 4 components
- Applications and codes for fire-rated assemblies
- Electric strike types and applications
- Installation tools, tips, and installation demonstration
- 1 Hands-on cutting opportunity for an electric strike
- Each attendee will receive an HES Strike installation template, frame, and our new strike survey form.

We will review current local and state codes for New England.

- ICC, IBC, and NFPA Codes relating to Electronic Locking Hardware
- Delayed Egress, Controlled Egress Doors
- Secured Elevator Lobbies and Stairwells
- Magnetic Lock Standards and Power Supplies
- Fire Rated Assemblies - NFPA 80
- Site Survey Tools

## **Class #16**

### **Class Title: Auto - BMW ACDP**

Instructor: Brian Suggs  
Sponsored by AKG Academy

**Friday, Oct 27th**  
**8am - 5pm**  
**\$500**

In this class, Brian Suggs will take you through the Immo Systems of BMW Vehicles from EWS1 through FEM/BDC. Module location, removal, precautions, and EEPROM reading will be discussed. ISN reading/writing and DME cloning will be discussed. The primary Device demonstrated in this class will be ACDP, but others such as IM608 and AK-90 will also be discussed. Live module demonstrations will be performed.

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**Class #17****Class Title: Auto – Euro Immo Systems Through The Years**

Instructor: Donnie Sherfield

Sponsored by AKG Academy

**Friday, Oct 27th****8am – 5pm****\$500**

Whether you know a little bit or nothing about Immo Systems in European Vehicles, this class is for you. Donnie Sherfield will take you through the various Immo Systems of BMW, Mercedes, and VAG (Volkswagen Audi Group) Vehicles. During this 8-hour class, you will become familiar with BMW EWS, CAS, and FEM/BDC Systems along with DAS1, DAS2, DAS3, and DAS4 Systems of Mercedes Vehicles. You will also be shown the various VAG Immo Systems from Immo I through Immo V (MBQ). After becoming familiar with these systems and what vehicles they belong to, key programming will be discussed for each system. Add A Key and AKL (All Keys Lost) Situations will be discussed and best practices will be instructed and demonstrated.

**Class #18****Class Title: Electronic Safe Locks**

Instructor: Phil Sutherland, Peter Bailey

Sponsored by MBA USA

**Friday, Oct 27th****8am – 5pm****\$300**

Class Goals: By the end of this class, you will be able to:

1. Understand the Anatomy of Electronic Safe Locks
  - o Hardware
  - o Language
  - o Programming
2. Increase your ability to Identify and Select the Correct hardware for your application
3. Increase awareness of Lock Language – If you don't speak it ... Look it up
4. Understand the definition of programmable options – It's what differentiates one model from the next
5. General Troubleshooting & Servicing Tips
6. Hands-On Locks:
  - o S&G: 6120, Titan
  - o Tecnosicurezza: Pulse, PulsePro
  - o LaGard: LGBasic, 700Basic
  - o Securam: L02

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# SATURDAY MORNING

## **Class #S1**

### **Class Title: "Live from Springfield, Mass, It's I Dig Hardware!!!"**

Panelists; Lori Greene, Sarah Melluso, Steve Monroe,  
Don Cherry, Rich Conroy  
Sponsored by Allegion

**Saturday, Oct 28th**

**9am - 11am**

**No charge**

For many security professionals and members of the fire services, the name Lori Greene is synonymous with life safety and fire codes, and Lori's blog – "I Dig Hardware.com" is an invaluable resource.

Join us for a live panel discussion with Lori Greene, Allegion's Manager of Codes & Resources. We will be asking questions and getting answers from Lori on a wide variety of code topics that affect end users and locksmiths every day.

## **Class #S2**

### **PRP Testing**

Bill Mandelbaum, CML – ALOA President  
Sponsored by ALOA

**Saturday, Oct 28th**

**8am - 12pm**

# ABOUT REGISTRATION...

Students can register for the trade show at time of class selection for free. Register on the Yankee Security Convention website at [www.yankeesecurity.org](http://www.yankeesecurity.org).

Those just registering for the tradeshow can also register for free prior to October 2nd. Anyone registering after that date or at the door will be charged \$15 per person.

## **TRADE SHOW CHECK IN**

**Starts 1 Hour Before Doors Open.**

**SATURDAY, October 28, 2023**

**SHOW HOURS: \*12pm - 6pm**

**\*New Start Time**

**SUNDAY, October 29, 2023**

**SHOW HOURS: \*9am - 2pm**

**\*New Start Time**





# MEET THE SPEAKERS

## **Peter Bailey**

President MBA-USA CLASS 18

Pete spent 20 years working with UPS, beginning his career in operations but spending the majority of his time as an Account Sales Manager. Following his years at UPS, Pete specialized in public accounting while also going back to school to earn a second degree. He holds a degree from Eastern Kentucky University with a Bachelor of Business Administration with emphasis in Accounting. Pete lives in Richmond, KY with his wife, Sheila, and two sons, Cole and Ethan. He enjoys spending time with his family and friends, plus anything sports related.

## **Chad Bryant**

CLASS E2

Chad Bryant has 25 years of experience in the commercial building industry and is the current Sales Director for the Centrios small business team.

## **Don Cherry**

PSP, CCPR CLASS 2, E1, 8, E7, S1

Don Cherry is 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.

## **Richard Conroy**

CLASS E7, S1

Rich has been in the industry for over 45 years. He caught the Locksmith Bug in Grade School. He has been with Ingersoll Rand/Allegion for 23 years doing anything from calling on end-users to calling on Allegion's Locksmith Partners for the past 5 years. Rich was also the Biometric Consultant for New England for 20 years. He has been in the MLA (Massachusetts Locksmith Association) for 40 years. A member of ALOA and SAVTA for almost 30 years. Rich prides himself as a person who believes in Great Customer Service.



# MEET THE SPEAKERS

## **Ted Curtin**

CPP, CPMR

CLASS E6

Ted Curtin 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.

## **Nick Ferraro**

CLASS 8

Nick Ferraro is a Connecticut-based Allegion Sales Consultant with 15 years of experience in the door hardware industry. Before joining Allegion, Nick served as head Locksmith at a private University in CT previous to his work in Distribution as a Project Manager and Locksmith. Nick holds an MBA in Business Management.

## **J.B. Gates**

CLASS 10

J.B. was born on the Central Coast of California. In 2001, J.B. and his family relocated to Missouri where he worked as a two-way radio technician. J.B. purchased a Two-Way Radio Repair Shop servicing mostly Public Safety Customers in 2003. As the market shifted, J.B. diversified and opened a Locksmith Shop. Soon, he found a void in his market and started offering EEPROM key programming and automotive module flashing and configuration. In 2017, J.B. started part-time with International Key Supply providing Tech Support. He transitioned to full-time and continues in this capacity today. As part of his full-time duties, J.B. teaches classes, both in-person and virtually. This continuing education is a highlight for J.B.

With over 25 years of electronics and locksmithing experience, J.B. serves as the Technical Support Manager for AKG (Automotive Keys Group) & is the Director of AKG Academy. When not working, he enjoys attending services at his church, traveling in his 5th wheel, cruising with his wife & entertaining his grandchildren.



# MEET THE SPEAKERS

## Lori Greene

DAHC/CDC, CCPR,  
FDAI, FDHI

CLASS S1

Lori Greene, DAHC/CDC, FDAI, CCPR is manager – codes and resources for Allegion, and has worked in the door and hardware industry for more than 35 years.

Lori participates in code development with the Builders Hardware Manufacturers Association (BHMA) and shares information about the code requirements for door openings on her website – [iDigHardware.com](http://iDigHardware.com).

In 2009, Lori created '[iDigHardware.com](http://iDigHardware.com)', a door hardware, code-specific blog, in which she shares her expertise and answers questions across various code-related topics. Since its creation, it has generated close to two million page views and garnered nearly 500,000 visitors.

## John Hemingway

CLASS E4

John Hemingway has been with Schlage Lock for over 35 years and is currently Schlage's Residential Security Professional, specializing in multi-family market solutions.

## Jonathan Kowal

CRL

CLASS 8

Jonathan Kowal has been in the hardware industry for 10 years and has been with Allegion 1.5 years working as End User Sales Consultant for Massachusetts market. He has hands-on experience having worked in the locksmith industry with most of his experience in higher education.

Before joining Allegion, he was the Lock and Access Control Supervisor at Amherst College. Jonathan is a native of Massachusetts and studied Business at Western New England University earning a Bachelor of Business Administration degree. Jonathan holds a CRL from ALOA.



# MEET THE SPEAKERS

## Joe Lederman

CLASS 1, 13

Joe Lederman is a manufacturer's representative with M.A.S. Associates. M.A.S. Associates represents dormakaba in New England. M.A.S. Associates specializes in representing companies selling locksmith products, access control solutions, builders hardware and specialty categories including divisions 8 and 10, postal and cabinet locks. They provide sales and marketing solutions and offer the highest level of representation and service for manufacturers, dealers, and distributors. They have a strong presence with major customers and a reputation for providing exceptional service, support, and integrity.

## Sarah Melluso

CLASS E4, S1

Sarah Melluso is a Wholesale Sales Consultant with Allegion. Sarah has over two decades of experience in hardware and security. Sarah has worked as a project sales engineer for a national access control provider, in technical support, and as a national trainer at Locknetics, and is an electrified hardware instructor for DHI.

## Dennis McClanahan

Dennis McClanahan is the Schlage National Mechanical Training Manager and has been in the door hardware industry for over 40 years. Dennis started out as an apprentice locksmith at a small lock shop in Kissimmee Florida before working as a commercial and industrial locksmith for 17 years. He has held various sales roles, working for major lock manufacturers and hardware companies. He has extensive skills and expertise in lock installation and repair, master keying, and lock specification. An active member of ALOA, Dennis is excited to be in the classroom helping others in an industry that he enjoys so much. When he's not teaching, he enjoys fishing, scuba diving, playing his guitar, and being with family.

## Steve Monroe

CLASS E1, 8, E7, S1

Steve Monroe has been in the hardware industry for over 33 years. He started his career as an independent sales representative and joined Ingersoll Rand / Allegion over 23 years ago. Steve currently is a distributor sales representative calling on the contract hardware market. Steve is an Architectural Hardware Consultant (AHC) and Fire Door Assembly Inspector (FDAI) certified thru the Door and Hardware Institute and a Construction Document Technologist Certified thru the Construction Specification Institute.



# MEET THE SPEAKERS

## Joseph R. Reustle

CPS, CAI, GSAT

CLASS 6, 12

Joseph R. Reustle CPS, CAI, GSAT is the owner of JR's Lock and Safe Company in Mays Landing, NJ. Joseph has been in the locksmith and safe industry for over 30 years.

He has achieved the Certified Professional Safe Technician and Certified ALOA Instructor designations. He also completed the GSA safe technician course. Joseph is currently serving on the SAVTA board of directors.

Joseph has taught numerous classes throughout the country for different trade associations. He has taught for the following associations: SAVTA, ALOA, Greater Philadelphia Locksmith Association, and the South Jersey Locksmith Association.

## Clyde T. Roberson

CML, AHC, CPP, CMST  
CMST, AMKS

CLASS E5, 14

Clyde T. Roberson is the Director of Product Management & Field Services for Medeco. Clyde has been active in the locksmithing industry for over 30 years conducting training for ALOA, ASIS, DHI, and ELF, as well as international and regional associations, Medeco, and ASSA ABLOY specializing in high-security cylinders, master keying, and key management. Clyde also serves on the ALOA Board as President of the IAFL, International Association of Forensic Locksmiths.

## Scott Said

CLASS E3

In 2022, Scott Said joined the AMSEC Team as the East Coast Regional Manager and won SAVTA's first-ever Mark Miller Ace Instructor. Prior to AMSEC, Scott was at Lockmasters for over 20 years where his experience with electronic and mechanical locks made him a great resource to customers and students. Scott taught one-day safe courses as well as assisting with weeklong safe training courses.

Scott is a regular instructor for SAVTA, ALOA, Yankee and other regional tradeshow and associations. He prides himself on staying up to date on the newest safes, safe locks and keeping his class materials current. Whether Scott is helping an account, or dealer, working a tradeshow, or teaching a safe course you can expect to always get 110%.



# MEET THE SPEAKERS

## **Rodger Schmidt**

CLASS 3A, 3B, 15

Rodger Schmidt is an ALOA Certified ACE instructor and Certified Fire Door Inspector. Rodger has 23 years of experience in fire, security, and access control service and sales. He was the Training Manager for over 140 techs and the Service Manager at Sun Devil Fire and Security, one of the largest full-service companies in Arizona. His team planned and developed a state-of-the-art operational training center for all fire services for in-house hands-on training for technicians and for hosting the Arizona Fire School program for fire inspectors. Rodger developed and presented educational fire services programs to building and fire code officials across Arizona. He developed an educational training program for testing certification of fire services – CSA or NICET credentials for fire alarms, sprinklers, kitchen hood systems, fire extinguishers, and backflow preventers for all technicians.

Rodger has worked the past 9 years for ASSA ABLOY in the Phoenix, AZ facility for HES/Securitron/Adams Rite and Alarm Controls as a national trainer. He has developed 40 unique in-person and virtual classes and conducted over 2800 classes over this time with over 28,000 attendees including locksmiths, access control companies, and building and fire code officials. He has been a representative of ASSA ABLOY to SIA as an instructor for the Security Project Manager Program for the last 6 years. In March of 2003, Rodger retired with over 21 years of active duty and reserve military service.

## **Donnie Sherfield**

CLASS 4, 11, 17

Donnie Sherfield of Murfreesboro, Tennessee, is a licensed locksmith working in Middle Tennessee. His skills include Basic Automotive, Commercial, and Residential Locksmith program installation, and troubleshooting. as well as Locksmith services, and BIN file manipulation for vehicle computers. He also is skilled at high-security key programming, EEPROM reading, writing, and repairing, Transponder key making, and programming.

Since 2017, Donnie has provided technical support for Midwest Keyless. He was recently appointed as a board member for the new automotive locksmith division of ALOA named IAAL (International Association of Automotive Locksmiths). It has become his hobby to help fellow locksmiths master their craft.





# MEET THE SPEAKERS

## Leo Schofield

CLASS 1, 13

Lee Schofield is a Learning Leader for dormakaba. Prior to this position he practiced locksmithing for over 20 years and was the President of the Alabama Locksmith Association.

Lee specializes in Locks, Mechanical Push Button Locks, Stand Alone Electronic Hardware, Safes, and Safe Locks. He is a Level 2 NTS Certified Alarm Technician. He is certified by AESBL (Alabama Electronic Security Board of Licensure) as a Locksmith, Access Control Technician, and CCTV Technician. He was a chief contributor to the license legislation in Alabama.

## Brian Suggs

CLASS 16

Brian Suggs has been a Locksmith instructor for over 10 years and is currently a technical support team member at International Key Supply. Brian studied Computer Science at UAB (University of Alabama at Birmingham) and served in the U.S. Navy, working in Advanced Electronics.

Brian has an affinity for working on and with cars, owning and operating multiple auto repair shops specializing in electronics and wiring. In 1992, Brian founded A Plus Lock & Key then, in 2000, he began working in auctions. His hobbies include Aviation as a private, commercial, multi-engine, and flight instructor in his spare time.

## Phil Sutherland

CLASS 18

Longtime member of the lock and security industry, Phil Sutherland holds more than 20 years of experience working in areas that include, but are not limited to customer/technical support, business development, product development, distribution, and more. As an ALOA, ACE-trained instructor, Phil has also developed training materials and instructed training courses.

Prior to beginning his career in the industry, Phil earned a Bachelor of Arts double major in Decision Science and Marketing from the University of Kentucky. He is also a native, fluent speaker of both Spanish and English. Phil enjoys the challenges of customer service, technical support, and business development. His extensive experience and broad product knowledge make him an integral asset to the MBA USA team.



# MEET THE SPEAKERS

## David Thielen

ML, CHI, CAI

CLASS 7A, 7B

avid Thielen has been a professional locksmith for over 40 years, working for local lock shops, over 30 years with Adams County schools and recently Intermountain Lock Supply. He has been teaching for over 30 years for ALOA, local locksmith associations, distributors and government entities. David is a Certified Master Locksmith, Certified Hardware Installer, and a Certified ALOA Instructor. David has received the ALOA Instructor of the Year award three times. David enjoys sharing his knowledge of commercial door hardware and helping people grow their skills.

## JK Walker

CLASS 5

JK Walker of Morristown, TN is the owner of Mobile Automotive Diagnostics. M.A.D. services the East Tennessee area with OEM programming, custom programming solutions, and automotive keys. JK also provides programming support and solutions across the US as a NASTF AIR (National Automotive Service Task Force, Assisted Immobilizer Reprogramming) Provider.

JOIN US IN THANKING  
ALL OF OUR SPEAKERS  
FOR SHARING THEIR  
TIME AND TALENTS.

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