



YANKEE SECURITY CONVENTION

2024: SECURING THE FUTURE

EDUCATIONAL SESSIONS

2
0
2
4



C
O
U
R
S
E
S

We are proud to present three dynamic days and nights of industry-specific educational seminars led by the foremost experts in the field. Our carefully curated sessions cater to both newcomers and seasoned professionals, covering everything from foundational trade skills to cutting-edge advancements in security technology. Join us to explore the latest products, techniques, and applications that will shape the future of the security industry. **Discover how we are "Securing the Future" at this year's Yankee Security Convention at the Mass Mutual Center in Springfield, MA, October 23 - 27, 2024.**



TABLE OF CONTENTS

01	Message from the Board
02	Show Schedule
03	Day One Classes
06	Day One Evening Classes
07	Day Two Classes
11	Day Two Evening Classes
12	Day Three Classes
15	Saturday Classes
17	Speaker Bios
28	Registration Link: Securing Our Future



YANKEE SECURITY CONVENTION
2024: SECURING THE FUTURE

A MESSAGE FROM THE THE BOARD



On behalf
of the Board of Directors,
**WELCOME TO THE
YANKEE SECURITY CONVENTION.**

This year marks our 44th annual event and we are pleased
to be back again at the Mass Mutual Center in Springfield, MA,
October 23 – 27, 2024

The Yankee Security Convention boasts training, educational courses, hands-on demonstrations, exhibits, social and networking opportunities to grow your business at one of the LARGEST shows in North America. We have a variety of full-day, evening and Saturday classes and events. This booklet will provide you with more information on our classes and instructors.

Registration for the show, classes, and special events opens soon.
Anticipated date for class registration starts August 1, 2024.
For more information, visit 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 visit www.yankeesecurity.org.

2024 SHOW SCHEDULE



Join us in "Securing the Future" with our dynamic curriculum designed for both seasoned professionals and beginners. Our 2024 courses offer something for everyone, with full-day, evening, and Saturday sessions to take your knowledge to the next level. Don't miss out—sign up early! Our most popular classes fill up quickly.

Check out the show schedule below and be part of the future of security.

WEDNESDAY, OCTOBER 23, 2024 – FULL-DAY CLASSES – 8AM – 5PM
EVENING TRAINING CLASSES – 7PM – 9PM

THURSDAY, OCTOBER 24, 2024 – FULL-DAY CLASSES – 8AM – 5PM
EVENING TRAINING CLASSES – 7PM– 9PM

FRIDAY, OCTOBER 25, 2024 – FULL-DAY CLASSES – 8AM – 5PM

YANKEE SECURITY KICK-OFF SOCIAL – 6PM –9PM – Our 2nd Annual Event!!!

Stone Haven Room, Sheraton Hotel, 1 Monarch Place, Springfield, MA
Free appetizers and cash bar.

SATURDAY, OCTOBER 26, 2024 – ALLEGION MORNING CLASS – 9AM – 11AM

TRADE SHOW HOURS – 12PM – 5PM

EVENING EVENT – ASSA ABLOY ANNUAL LOCKSMITH & DISTRIBUTION PARTY

5PM – 9PM, Mass Mutual Ball Room, Springfield, MA

SUNDAY, OCTOBER 27, 2024 – TRADE SHOW HOURS – 10AM – 2PM

REGISTRATION IS NOW OPEN!

**Click here or the button at right for
classes and the trade show.**

REGISTER NOW



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

PALLO
Stay American Act | High Performance | Total Commitment

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

CLASSES



Class #1:

Class Title: Simplex Certified Installer Program

Instructors: Lee Schofield and Joe Lederman

Sponsored by dormakaba

Wednesday, Oct 23rd

8am – 5pm

\$550

Register today to become a Simplex Certified Installer and receive \$3500 in product. This 8-hour 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.

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 \$3500 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 Screwdriver (small)
- Simplex Mechanical Pushbutton Lock Certification
- Simplex Certification Training Binder

**WEDNESDAY
(DAY ONE)**



Class #2:**Class Title: Auto Operators from LCN**

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

Sponsored by Allegion

Wednesday, Oct 23rd**8am – 5pm****\$200**

Automatic operators are in big demand in today's market. In addition to critical assistance for users with mobility impairments, operators can provide added efficiency and safety to many customers' facilities. LCN has a wide array of options for door hardware professional to consider. You will learn how to choose from electromechanical, electro-hydraulic or pneumatic auto operators for various applications. We will review the ANSI standards which govern installation, activation and proper operation of automatic operators. We will also take a deep dive into actuators – types and technology – mechanical, wave to actuate, wireless, along with mounting options and rules for placement.

Class #3A and #3B:**Class Title: Two-Day Low Voltage Electricity, Simple Circuit Development, Wiring & Troubleshooting (3A)**

Instructor: Rodger Schmidt

Sponsored by AssaAbloy

Wednesday, Oct 23rd**8am – 5pm****(2-day class) \$400**

ALOA – 8 Hours of CEU's

Note: Students must take both Class #3A and #3B. Please register separately for each class, you will NOT be automatically enrolled.

NEW EXERCISES AND UPDATES – Hands-on training with circuits, switches, locks, and POWER with Distribution Boards. Lots of Circuit Drawing

- Voltage, amperage and resistance – AC/DC
- Circuit development and lots of circuit drawing exercises throughout
- Different types of switches, circuits, 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?
- Advanced wiring configurations and testing
- Troubleshooting circuit wiring with Multi-meter
- OLD Generation Power Supplies – Power-up and Testing with Multi-meter
- Hands on – Extending Power to Distribution Boards
- NEW Team Project at the end of the day.



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

Day 2 of 2: Two-Day Low Voltage School (3B) Circuit Development with Narratives, Drawings & Advanced Project Wiring & Troubleshooting

Instructor: Rodger Schmidt

Sponsored by AssaAbloy

***Thursday, Oct 24th**

8am – 5pm

ALOA – 8 Hours of CEU's

Reminder to register for BOTH #3A & #3B

Hands-on training with Circuit Development Exercises, 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 drawing to operational system
 - Operational System Confirmed

Class #4

Class Title: Electronic Safe Lock: Comprehensive Overview of Components, Programming, Service & Defeat

Instructor: Phil Sutherland

Sponsored by MBA USA

Wednesday, Oct 23rd

8am – 5pm

\$400

This class will focus on LaGard, S&G, Securam, and Tecnosicurezza electronic safe locks. We will discuss the components of electronic safe locks, including hardware, language, and programming methods. We will show different applications and how to select the correct lock for your application. We will discuss the lock languages, which is the key to successful servicing. Time will be spent demonstrating programmable features which will help you differentiate between lock models. The class includes servicing, troubleshooting, and defeat techniques for electronic safe locks.



(continued for Class #4: Electronic Safe Lock)

The majority of this class is hands-on work with several locks, including LaGard LGBasic and 700Basic, S&G 6120 and Titan, Securam SafeLogic Basic and ProLogic L02, and Tecnosicurezza Pulse and PulsePro. We will review various defeat methods, including By-Pass (Little Black Box), Spiking (Lance Mayhew), and Drilling (Drill Points).

Class #5

Class Title: Motorcycle Key Generation

Instructor: Ed Woods

Sponsored by Yankee Security Convention

Wednesday, Oct 23rd

8am - 5pm

\$300

This class covers generating keys for motorcycles in all lost key situations. Skills will be demonstrated in this class that can apply to motorcycles as well as other wafer locks. We will share resources regarding how to find lock information from mainstream bike manufacturers. Other skills learned in this class will apply to offshore scooters, quads, boats, and snowmobiles. A hands-on session including reading, picking, and decoding locks in order to fit keys will allow you to use the concepts shown in the class. Information on Transponder systems will also be discussed.

DAY ONE EVENING

Class #E1

Class Title: Von Duprin's New 70 Series Exit Devices - an Introduction and Overview

Instructor: Steve Monroe, Don Cherry

Sponsored by Allegion

Wednesday, Oct 23rd

7pm - 9pm

No charge

Von Duprin is proud to launch a brand new exit device platform that combines quality, value and an attractive price point. We review the array of devices, options and ordering information. Feature packed, the 70 Series includes both rugged rail and narrow stile devices and offers mechanical and electrified functions to satisfy the life safety and security requirements of many different end users.

We will cover installation, set up, and service of the platform.



Class #E2**Class Title: Schlage Indicator Locks – Introduction & Review**

Instructor: Jon Kowal & Nick Ferraro

Sponsored by Allegion

Wednesday, Oct 23rd**7pm – 9pm****No charge**

Schlage has launched a completely new platform of indicator locks in three major platforms; ND series Grade 1 cylindrical locks, L9000 Grade 1 mortise locks and B500/B600 Deadbolts.

Offering large viewing windows with 180 degree visibility, colors that are discernable by all, including those with color blindness, and all within Grade 1 platforms, these locks provide solutions to a number of requests for a variety of users.

Class #E3**Class Title: CPR & AED Certification**

Instructor: DJ Dabenigno

Sponsored by Celtic Training Academy

Wednesday, Oct 23rd**6pm – 9pm****\$75 (class size 6 slots maximum)**

Students will learn to recognize life-threatening emergencies, provide CPR, use an AED, and relieve choking according to current American Heart Association guidelines, with certification valid for two years. Class begins promptly at 6PM. We suggest that you arrive 10 minutes early; late arrivals cannot participate. Wear comfortable clothing for practicing chest compressions, rescue breathing, and using an AED on adult and infant manikins.

THURSDAY (DAY TWO)

Class #6**Class Title: E-Plex Certified Installer Program**

Instructor: Lee Schofield and Joe Lederman

Sponsored by dormakaba

Thursday, Oct 24th**8am – 5pm****\$550**

This hands-on class includes information on various E-plex models, including installation, programming the lock at the door, offline and online programming options, troubleshooting and repair. Each student will receive over \$1,000 in products. Students will learn to identify various models of E-Plex standard locks and to properly install the E-Plex 5031 series electronic lock. Electronic locks will be programmed manually and with software. The software will be used to pull an audit trail and to run diagnostics. Potential problems will be identified and resolutions will be discussed. Selling tips for E-Plex products will be provided.



Class #6 (continued for E-Plex Certified Installer Program)

After successful completion of this class, students will receive a free listing on the dormakaba website as an E-Plex Certified Installer and receive a badge. Students receive an E-Plex 5031 electronic pushbutton lock, a Six-in-One screwdriver and small screwdriver, an E-Plex Standard Electronic Pushbutton Lock Certification, and an E-Plex Certification Training Binder.

Class #7 (Two Companion Half Day Sessions)

Thursday, Oct 24th

Class Title: Mechanical Door Closers & Fire Door Assembly

8am – 5pm

- Review of Codes & Required Inspections

\$200

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

Sponsored by Allegion

Morning Session – Mechanical Door Closers: Door closers don't just close a door, they control the opening through the entire swing cycle of the door! We will review door closer functions, discuss how to pick the appropriate closer, and demonstrate the options available to service a wide variety of applications. You will learn where door closers can be critical in ensuring an opening is code-compliant. You will meet and exceed your customers' needs by knowing the functional and durability requirements of their specific application. We will cover installation tips and adjustments. Students will receive adjustment and service tools.

Afternoon Session – Fire Door Assembly: We will review the NFPA, IBC, and BOCA codes governing Fire Rated Assemblies. We will discuss the associated ADA and Life Safety codes that affect these same openings. We will cover the requirements and standards for Fire Door Assembly Inspections, how to prepare for inspections and some options for compiling your work. We will present the business case for including Fire Door Inspections as part of your services.

There are a lot of choices for electrically or electronically locking an opening. Each option has functional differences and there are code implications for some of these choices. The old standbys (electric strikes and mag locks) will always have a place, but the industry now offers a lot more choices! We will be presenting a non-brand specific review of the major types of product categories and review the code driven requirements that affect each of the categories.

An overview of how to create a description of operation for each choice will help to ensure that you and your customer are in agreement on the goals of the project. For some shops, this means the whole project is handled by that business. For others, this is a chance for partnering with access control integrators. We'll take a look at case studies of how some shops have made partnering a big part of their business



Class #3B (see class description under Day 1, 3A)

Day 2: If you registered for #3A, you must also register for #3B

Thursday, Oct 24th

8am – 5pm

Class #8

Class Title: LaGard Electronic Safe Locks: Comprehensive Overview of, Components, Programming, Service & Defeat

Thursday, Oct 24th

8am – 5pm

\$400

Instructors: Phil Sutherland

Sponsored by MBA USA

This class focuses on LaGard Electronic Safe Locks. Discussion will highlight the hardware, language, and programming of these locks. Direction will be given in selecting the correct hardware lock model for your application. Understanding the lock language and its importance in successful servicing will be shown. We will demonstrate the different programmable features to help you differentiate between lock models.

The locks discussed in this seminar include LGBasic, 700 series, 700Basic and 39E. We will show servicing methods, troubleshooting tips, and defeat techniques, including By-Pass (Little Black Box), Spiking (Lance Mayhew) and Drilling (Drill Points).

Class #9A and #9B

Class Title: Basic and Advanced Master Keying

Instructor: Harvey Arkawy

Sponsored by Rabbitsoft

Thursday, Oct 24th

8am – 5pm

(2-day class) \$700

Note: Students must take both Class #9A and #9B. Please register separately for each class, you will NOT be automatically enrolled.

Students will need to bring: Pencils & erasers, 8 ½" x 11" pad of ¼" graph paper, Looseleaf notebook for taking notes. This master keying class will provide the necessary information and training to provide quality master keying services for your customers. We will discuss what a good master key is, how to progress the master key to create change keys and how to properly determine and use the various sub-master ("GHOST") keys. This instruction will help prevent unwanted cross keying. The seminar will also include information on various ways to create keying charts using the master key and the developed change keys, why floor plans with door identifications are necessary and how to create a master key system based upon customer requirements.



Class #9A and 9B (continued for Basic and Advanced Master Keying)

Upon completion of the class, the student should have the required information and understanding to accomplish almost any MASTER KEYING assignment

On Thursday we will start the discussion of what is a good master key, what is a bad master key, and why locks are master keyed. We'll discuss the "planned destruction of security." You will develop beginning progressions, creating the Key Biting Array, Order of Progression, and Compare to the Odometer. We will talk about Constants, including when to use them, when not to use them, step increment and progress change keys.

On Friday we will work on Advanced Progressions, including X masters, Y masters, Z masters, W masters, "Ghost" keys, Key Identification, and Rotating Constants. You will create a System, which may include integrating floor plans, door numbers, people who need keys, multiple level masters, standard master keying, rotating constants, and Maison master keying.

Class #10

Class Title: Kaba ILCO & Advanced Diagnostics Automotive Product Lines

Thursday, Oct 24th

8am – 5pm

\$200

Instructor: Mannie Natal & Elton Taleno

Sponsored by Kaba ILCO & Advantage Diagnostics

Notes: Class Skill Level: Intermediate. Attendee Experience: 12 months or more experience in transponder key programming. Attendees are encouraged to bring their Advanced Diagnostic Equipment for review if possible.

Instructors will present the features, benefits, and performance highlights of Kaba Ilco & Advanced Diagnostics products. The class includes a combination of hands-on demonstrations and powerpoint presentation. A review of automotive related products and resources for both product lines will be presented. This class will include discussion and demonstration of the targeted products. This class is not structured for the purpose of selling products. Product Information Packets with current reference material will be provided to students. The proper CEU Credits can be awarded to those who attend this class.

Specific products and topics may include:

- ✓MYKEYsPro – overview and demonstration.
- ✓Smart Pro – demonstration, troubleshooting and review of newest software.
- ✓Kaba-Ilco – latest key cutting technology with emphasis on the Futura Series.
- ✓Transponder Key Cloning with RW5 Technology and GTI Pro Chips.
- ✓Smart Aerial Plus – review and demonstration.
- ✓Hands-On Vehicle Programming Demonstration – focusing on latest development.
- ✓ROI Model – available upon request.
- ✓Customer Equipment review, updates if needed performed. (Time permitting)
- ✓Open discussion.

DAY TWO EVENING

Class #E4

Class Title: Allegion's On-Line and Digital Tools

Instructor: Jamie Lyn Callahan, Sarah Melluso

Sponsored by Allegion

Thursday, Oct 24th

7pm - 9pm

No charge

Allegion has created several tools to help hardware and security professionals survey openings, order restricted products, specify the right hardware for a client's needs and to help with project materials lists and submittals for proposals. We will cover our Restricted Product Ordering Portal, Literature and Template Directories, Online Training Sessions, Overtur, and more.

Class #E5

Class Title: Principles of Key Management with SimpleK

Instructor: Clyde T. Roberson and Jonathan Bedard

Sponsored by Medeco Security Locks

Thursday, Oct 24th

7pm - 9pm

No charge

2-Hour evening seminar in which the instructors will cover the principles of Key Control, highlights on how to design your own key management policy, and live hands-on tips and tricks on using SimpleK Software for best practices in Key System generation and management.

Class #E6

Class Title: How is Your Business Organized?

Focus on TIPS for Marketing/Finance/Operations

Instructor: Joey Dalessio

Sponsored by KEYINCODE

Thursday, Oct 24th

7pm - 9pm

No charge

Whether you are a one-person service or a store-owner business with multiple employees, organizing your business is critical to your success. When well organized, marketing, finance, and operations contribute to its success.

When not well organized and left to "chance" they contribute to the "constant struggle." The Instructor will address these aspects of the business in the context of security products sales and services and share some "best practices" and general ideas from similar business owners. You will not fall asleep in this class. There will be printed handouts, as well as question and answer opportunities.



FRIDAY(DAY THREE)

Class #9B (see class description under Day 2, 9A)

Course Title: Basic & Advanced Master Keying

Day 2: Reminder to register for BOTH #9A & #9B for this course.

Students must take both classes.

Friday, Oct 25th

8am – 5pm

Class #11

Class Title: High Security Cylinders

Instructor: Clyde T. Roberson and Peter Field

Sponsored by Medeco Security Locks

Friday, Oct 25th

8am – 5pm

\$200

An 8-hour class covering high-security cylinders in the US and from around the world. We will cover the standards that define high-security cylinders, the attacks they were designed to protect against, and the innovative mechanisms and designs used to add extra protection to the pin tumbler cylinder design from those attacks.

The first half of the class will cover the definition of high security, different attacks, standards, and a detailed slide survey of exotic and historical lock designs from around the world. The second half of the class will cover cylinders used in the US and Canada and can be used to help students pass the ALOA PRP elective for High Security Cylinders.

Class #12

Class Title: Electric Strike Applications and Installation:

NE Update of IBC and NFPA 80 Fire Rated Assemblies

Instructor: Roger Schmidt

Sponsored by Assa Abloy

Friday, Oct 25th

8am – 5pm

\$200

Understanding building codes in relation to electronic locking hardware is critical to your business. We will review current local and state codes for the New England states. This will give you the background information you need before conducting Site Surveys. We will review the ICC, IBC, and NFPA Codes relating to electronic door hardware, including details on how to use and understand the sections of the Code Books related to door hardware.



Class #12 (continued for Electric Strike Applications and Installation)

We'll discuss Delayed Egress and Controlled Egress doors. The complexities of securing elevator lobbies and stairwells will be demonstrated. We will review Magnetic Lock standards and Fire Rated Assemblies (NFPA 80). We will review electric strike selection, basing our options on the specifics of the opening and the code details discussed. Electric strike installation will be demonstrated.

Students will receive Electric Strike Installation Templates from HES, a Strike Selector Guide, and tools to use when conducting site surveys.

Class #13

Class Title: Safe Drilling Class

Instructor: Sam Wasson & Pete Bailey

Sponsored by MBA USA

Friday, October 25th

8am - 5pm

\$550

Join the ranks of our industry elite by learning the skills needed to open safes like an expert. Drill site selection, dial removal, drilling apparatus, drill bits, inspection lights, borescopes, number transferring, relockers, emergency dials and more are covered in this class. You will go home with the skills and confidence needed to grow in this profitable field. The following is covered in detail:

- How to plan your attack
- How to remove various dials
- Opening burglarized safes
- How lock handling affects the drill site
- Hardplate and how it is used
- The pros and cons of templates
- Drilling the fence off
- HSS, cobalt, carbide, and diamond drill bits
- Pros and cons of lever rigs and fixed rigs
- How to transfer numbers
- Relock triggers and devices
- Thermal relock triggers
- How to use an emergency dial
- Reading through the change key hole
- Ophthalmoscopes & borescopes



Class #13 (continued for Safe Drilling Class)

Do you need this class? Test yourself with these questions:

- When scoping the change key hole of a modern S&G 6730, do you first see wheel 1 or wheel 3?
- Are cobalt bits effective against most hardplate?
- At what dial number do many modern spline keyways align?
- Why is reading through the change key hole on a Mosler MR302 a bad choice of attack method?
- How is it possible to determine that a lock's relock trigger is engaged before even driving out to look at the safe?

Class #14

Class Title: High-Security Automotive Locks

Instructor: Jeff Baker and Ed Woods

Sponsored by Strattec

Friday, Oct 25th

8am - 5pm

\$300

First, there will be a presentation on the history of high security and all of the eight styles, including the evolution of the locks used in modern GM Ford and Chrysler vehicles. We will then review STRATTEC updates and, most importantly, the hands-on pinning exercises for the newest versions of Ford and GM trucks. Both Ignition and door locks will be assembled into fully functioning locks.

Once you understand the inner workings of these locks through the pinning exercise, we will break out the tools used to pick, decode, and make the working keys. For the most part Li-Shi, Accureader, and Octokeys will be used in the afternoon session.

Class #15

Class Title: Two Half-Day Certification Sessions

Morning Session: KEY-IN-CODE Certification:

Instructors: Jim Heath & Paul Cernak

Friday, Oct 25th

8am - 5pm

\$200

Afternoon Session: BORG LOCK Certification:

Instructors: Joe Charnley & Mike Mabee

Sponsors: KEYINCODE and Borg Locks

Note: Class #15 will be ½ day

KEY-IN-CODE & ½ day Borg Locks Training



Class #15 (Two Half-Day Certification Sessions – Key-in-Code & Borg Locks Certifications)

Morning Session: Key-in-Code powered by KoreLock will introduce you to their wireless remote management PCB. This new technology combines "manual at keypad, Bluetooth, and WiFi by APP" programming options throughout the entire product line. Their newest product, a narrow-stile aluminum door stand-alone wifi retrofit lockset will be discussed. You can manage this lock remotely without the monthly fee, or manage by Cloud Dashboard. The hands-on class will include instruction on installation, programming, and remote management.

Afternoon Session: Borg Locks has several patented and innovative lock products. We will discuss and demonstrate a variety of Borg locks, including the Easi-Code Pro code "change on the door with the door closed" and Marine Grade Pro locks built for exterior use. Borg is gaining momentum throughout the USA. Borg Locks are an upgrade to all the existing mechanical push-button locks in the market and are very popular wherever we have had hands-on training.

FRIDAY EVENING

EVENT #E7

YANKEE SECURITY TRADE SHOW KICKOFF SOCIAL

Location: Sheraton Hotel.

Please pre-register for this event. Free appetizers and cash bar.

Cash Bar

Friday, Oct 25th

6pm – 9pm

SATURDAY MORNING

Class #S1

Class Title: "Industry Interest" Electrified & Electronic

Hardware Review – Pros, Cons & Codes

Instructors: Steve Monroe, Don Cherry, Sarah Melluso,
Jamie Lyn Callahan, Rich Conroy, Nick Ferraro, Jon Kowal
Sponsored by Allegion

Saturday, Oct 26th

9am – 11am

No charge

There are a lot of choices for electrically or electronically locking an opening. Each option has functional differences and there are code implications to some of those choices. The old standbys, electric strikes and mag locks will always have a place, but the industry is offering a lot more choices!



Class #S1 (continued for “Industry Interest” Electrified & Electronic Hardware Review)

We will be presenting a non-brand specific review of the major types of product categories and review the code driven requirements that affect each of the categories. An overview of how to create a description of operation for each choice will help to ensure that you and your customer are in agreement with the outcome of the project.

For some shops, this means the whole project is handled by that business, for others, this is a chance for partnering with access control integrators. We'll take a look at case studies of how some shops have made partnering a big part of their business.

TRADE SHOW HOURS

SATURDAY , OCTOBER 26th

12PM – 5PM

TRADE SHOW CHECK IN

SUNDAY, OCTOBER 27th

10AM – 2PM

Starts 1 Hour Before Doors Open.

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.

Those just registering for the tradeshow can also register for free prior to September 30, 2024. Anyone registering for the trade show or evening classes on October 1st or later will be charged a \$15 registration fee.

Find out more show information and details on the exciting and informative speakers that will be teaching at the 44th Annual Yankee Security Convention in the pages that follow.





MEET THE SPEAKERS

INSTRUCTOR BIOS

At the Yankee Security Convention, our commitment to "Securing the Future" is made possible through the dedication and expertise of our esteemed instructors. These industry leaders generously share their time and knowledge, ensuring our programming remains top-notch year after year. Their unwavering dedication and passion for the security industry inspire countless attendees to return annually to elevate their own expertise.

We are proud to feature a diverse lineup of instructors, each bringing a wealth of experience and innovative insights to their courses. These experts not only enhance the convention but also contribute significantly to the professional growth of our community. In the pages that follow, you will find detailed bios of our instructors, categorized by the class numbers they teach. We encourage you to learn more about these exceptional individuals who are instrumental in making the Yankee Security Convention an unparalleled educational experience.

Instructors

CLASS #1

LEO SCHOFIELD & JOE LEDERMAN

also Class #6

Lee Schofield is a Learning Leader for dormakaba. Prior to this position he practiced locksmithing for over 20 years and was the Chairman of the Alabama Locksmith Association. Lee specializes in Locks, Mechanical Push Button Locks, Stand Alone Electronic Hardware, Safes and Safe Locks and 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, and a chief contributor to license legislation in Alabama.

Joe Lederman is a manufacturer's representative with M.A.S. Associates. representing dormakaba in New England. M.A.S. Associates specializes in companies selling locksmith products, access control solutions, builders hardware and specialty categories including division 8 & 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 exceptional service, support, and integrity.



INSTRUCTOR BIOS

LISTED BY CLASS #

Instructors

CLASS #2

DON CHERRY, PSP, CCPR

also Class #7 & E1

Don Cherry has been in the hardware industry for 37 years and has been with Allegion for the last 22 years as the Electronic Sales Engineer for the New England territory. Don carries the following certifications: PSP, (Physical Security Professional) with ASIS, CDT (Construction Documents Technologist) and CCPR (Certified Construction Product Representative), with CSI, the Construction Specifications Institute.

RICHARD CONROY

also Class #7 & E1

Rich Conroy 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 holding many responsibilities. For the past 5 years he has worked with Allegion's Locksmith Partners. Rich was also the Biometric Consultant for New England for 20 years. He has been in the MLA (Massachusetts Locksmith Association) for 40 years and a member of ALOA and SAVTA for almost 30 years. Rich prides himself as a person who believes in Great Customer Service.

NICK FERRARO

also Class #7 & E2

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, and as a Project Manager and Locksmith for a distributor. Nick holds an MBA in Business Management.

JONATHAN KOWAL

also Class #7 & E2

Jonathan Kowal has worked in the hardware industry for 10 years. He joined Allegion 2 years ago working as End User Sales Consultant. Jonathan 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 C.R.L. from ALOA.

INSTRUCTOR BIOS

LISTED BY CLASS

Instructors

STEVE MONROE

CLASS #2 (continued)

also Class #2, 7 & E1

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 through the Door and Hardware Institute and a Construction Document Technologist (CDT) certified through the Construction Specification Institute.



Instructor

ROGER SCHMIDT

CLASS #3A & 3B

also Class #12

Rodger Schmidt is an ALOA Certified ACE instructor and Certified Fire Door Inspector, with 23 years of fire, security, and access control experience. Rodger has held positions including Sales Manager, Training Manager (for a company with over 140 technicians) and Service Manager. Rodger was instrumental in the planning and development of a state-of-the-art operational training



INSTRUCTOR BIOS

LISTED BY CLASS

CLASS #3A & 3B (continued)

Rodger Schmidt (continued)

also Class #12

center. This facility was used for in-house, hands-on training for technicians and for hosting the Arizona State Fire School program for building and fire inspectors. Rodger has worked for ASSA ABLOY in the Phoenix, AZ facility for the past 10 years as a national trainer. He has developed 40 unique in-person and virtual classes and conducted over 3,000 classes over this time with over 28,000 attendees including locksmiths, access control technicians, 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 7 years. In March of 2003, Rodger retired from the US Air Force with over 22 years of active duty and reserve military service.

Instructor

CLASS #4

PHIL SUTHERLAND

also Class #8

Phil Sutherland, Business Development Manager for MBA USA, holds decades of experience in the Safe & Vault industry and has worked in areas that include: Business Development, Project Management, Technical Sales, Technical Support, Training, and Distribution. Fully bi-lingual, English & Spanish, he is currently fulfilling these tasks at MBA USA, Inc. He is an ALOA ACE certified instructor. 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.

Instructor

CLASS #5

ED WOODS

Ed Woods is a long time Instructor for ALOA, Just Cars, and many Distributors over the years. 2006, 2008, and 2013 Instructor of the year at ALOA. As a locksmith he makes keys from scratch for most makes of Automobiles, Motorcycles, and Trucks.

Instructors

CLASS #6

LEO SCHOFIELD & JOE LEDERMAN

also Class #1

Complete bios for **Leo Schofield & Joe Lederman** can be found under Class #1.



INSTRUCTOR BIOS

LISTED BY CLASS

Instructors

CLASS #7

DON CHERRY, RICHARD CONROY, NICK FERRARO, JONATHAN KOWAL & STEVE MONROE also Class #2, E1 +/OR E2

Complete bios for **Don Cherry, Richard Conroy, Nick Ferraro, Jonathan Kowal & Steve Monroe** can be found under Class #2.

Instructor

CLASS #8

PHIL SUTHERLAND

also Class #4

Complete bio for **Phil Sutherland** can be found under Class #4.

Instructor

CLASS #9A & 9B

HARVEY ARKAWY

Harvey Arkawy has been a locksmith for more than 45 years, first as an employee, then a business owner, and eventually as an industrial locksmith. As a member of the California Locksmiths Association, Harvey has held several elected and appointed positions.

Harvey has written and sold several computerized master key programs including Ultimate Master, Ultimate Master 2000, FasterMaster, FasterMaster II Pro, FasterMaster Lite, Krypto Kodes, Combinations, FasterNoMaster and FasterNoMaster II.

Harvey has been teaching master keying for 3 decades. including seminars for industry distributors, locksmith associations, the Society of Professional Locksmiths (SOPL) and the Yankee Security Convention.

Harvey has been the Administrative Director of the Society of Professional Locksmiths, an online web based training organization, for the past 10 years. He is currently lead instructor for SOPL.





INSTRUCTOR BIOS

LISTED BY CLASS #

Instructors

CLASS #10

MANNUEL NATAL, CMAL, CMFAL, CRL, ACE

Manny Natal is an Automotive Security Professional; it is his chosen profession; he exudes enthusiasm, passion, protectiveness, proactivity and knowledge of its many idiosyncrasies. As an practitioner of automotive security he is at the forefront and has experienced many of the facets and nuances that are permeating the industry. He is and or has been involved in many facets of automotive security education and its respective organizations. As a dedicated Automotive Security Professional, over 95% of his work is vehicular locksmithing and has been since his decision to focus on and dedicate his expertise to automotive locksmithing in 2003. He is an ALOA Certified Educator. Manuel has earned the certifications of CMAL, CMFAL, CRL and ACE in the locksmithing profession. He has assisted in the creation, development, advancement and continuation of many automotive security curricula and classes. As a staunch supporter of ALOA and its mission he was at the forefront of the development of its IAAL (International Association of Automotive Locksmiths) division.

He is well respected in the automotive security industry. His expertise is gleaned, sought and highly regarded in the development, advancement and use of some of the automotive security products and services we use today.

ELTON TALENO

Elton Taleno has been in the industry since 1999 and started his career with Clark Security Product – West Sacramento, Ca. He held different positions and finished as a National Sales Manager companywide, where his everyday role was to service, direct, and educate locksmiths on the proper equipment to invest in the right channel to generate opportunities.

After 15 years of serving the locksmith community in the California area, he started a new career avenue with HATA INC, where he held many positions. He worked as a business development manager, National Sales Manager, Key Programming Specialist, Trainer, and Regional Sales Manager. From 2014 to 2021, Elton was also in the field programming keys for multiple dealerships, auto auctions, consumer, retail channels, and car Rentals. In March of 2021, Elton started a new career with Kaba Ilco and Advanced Diagnostics as the East Coast Regional Product Specialist and has recently been certified as ALOA – CIA (certified Instructor Aloa).



INSTRUCTOR BIOS

LISTED BY CLASS

Instructors

CLASS #11

CLYDE T. ROBERSON, CML, CMST, AHC, CPPE

Clyde T. Roberson heads the Medeco training department and is the Director of Product Management and Field Services for Medeco and ASSA ABLOY.

Clyde has been with Medeco for over 25 years and active in the locksmith and security industry for over 35 years. He is on the ALOA Board of Directors and is President of the IAIL. He has conducted training classes for ALOA, ASIS, DHI, ELF, regional and international associations, and is known for specializing in high security cylinders, methods of cylinder attack, intelligent keys, master keying, and key management.

PETER FIELD, RL

Peter Field is a Retired Director of Research, Medeco Security Locks

Additional bio information is pending

CLASS #12

ROGER SCHMIDT

also Class #3A & 3B

Complete bio for **Roger Schmidt** can be found under Class #3A & #3B.

CLASS #13

PETER BAILEY

Pete Bailey, President of MBA USA, 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.

Peter holds a degree from Eastern Kentucky University with a Bachelor of Business Administration with an 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.



INSTRUCTOR BIOS

LISTED BY CLASS

Instructors

CLASS #13 (continued)

SAM WASSON

Sam Wasson's fascination with the lock industry began at the age of 14, when he took a part-time job quality checking and packaging safe deposit locks. Since joining MBA USA in 2019, Sam has performed tasks within the company wherever needed. He has filled a number of vital roles, including shipping & receiving, product assembly, customer service, inside sales, technical support, product development, and purchasing. He currently serves as an instructor at MBA USA. Sam is a certified Kaba Mas X-10 instructor, and assists with all facets of GSA security training.

Instructors

CLASS #14

JEFF BAKER

Jeff Baker has been with Strattec Corp. for over 26 years. He has worked in various roles within Strattec including Quality Engineering, Customer Service, Management, and as Distributor Sales Manager for the locksmith market and conducting training for 20 years. He is based out of Milwaukee, WI headquarters and manufacturing facility.

ED WOODS

also Class #5

Complete bio for **Ed Woods** can be found under Class #5.

Instructors for Keyincode segment (1/2 day)

CLASS #15

JIM HEATH

Jim Heath, Director of KIC Dealer Certification from Kansas is a veteran of the electronic and mechanical push button lock market. He is a trained locksmith, pilot, guitar playing, comedian and has been on the stage, trained thousands of Locksmiths served in National Sales & Training Positions

PAUL CERNAK

Paul Cernak is a lock industry veteran from the State of New Jersey. Paul is trained on mechanical and electronic hardware, will be representing KoreLock Keyincode, PCB Partner, from KoreLock Denver, CO.



INSTRUCTOR BIOS

LISTED BY CLASS #

Instructors for Borg Locks (1/2 day)

CLASS #15 (continued)

JOE CHARNLEY

Joe Charnley does design engineering, has invented several products and is from Borg Headquarters in the UK. Joe has a global perspective, understands application and will help you with all aspects of application, installation, ongoing service and maintenance.

MIKE MABEE

Mike Mabee is from Saugus, MA and is Operations Manager at BLINC (Borg Lock USA) Mike understands the capabilities and limitations, applications and opportunities for this quality mechanical product line. He is a trainer on changing codes, finding lost codes and servicing Borg locks.

Instructors

CLASS #S1

STEVE MONROE, DON CHERRY, SARAH MELLUSO, JAMIE LYN CALLAHAN, RICH CONROY, NICK FERRARO, JON KOWAL

Bios for all instructors for this Saturday morning class can be found under Class #2 or Class #E4 for Jamie Lyn Callahan's bio.

Instructors

CLASS #E1

STEVE MONROE

Bio for **Steve Monroe** can be found under Class #2.

DON CHERRY

Bio for **Don Cherry** can be found under Class #2.

Instructors

CLASS #E2

JONATHAN KOWAL

Bio for **Jonathan Kowal** can be found under Class #2.

NICK FERRARO

Bio for **Nick Ferraro** can be found under Class #2.



INSTRUCTOR BIOS

LISTED BY CLASS

CLASS #E3

Instructor

DJ DABENIGNO

DJ Dabenigno is a native of Stoneham, Massachusetts and is the owner of the Celtic Training Academy. He is a certified instructor through the American Heart Association. While this is DJ's first-time teaching at Yankee Security, he has been attending annually since 2004 and a Director since 2015. DJ has also served as the President of the Massachusetts Locksmiths Association for 3 terms and served on several committees within the Association since 2007.

In 2023 DJ was recognized by the Greater Philadelphia Locksmiths Association with the Lee Rogdon award which recognizes individuals who foster communication, comradery, and bringing our locksmithing community together through their leadership and innovation. DJ is the owner and founder of Dabbs Lock also of Stoneham and is a Notary Public with the Commonwealth of Massachusetts.

CLASS #E4

Instructors

JAMIE LYN CALLAHAN

also Class #S1

Jamie Lyn Callahan is a Channel Sales Manager at Allegion, where she drives growth in security and door hardware across four go-to-market channels in two regions. Since joining Allegion in 2006, she has held various roles, focusing on wholesale distribution, aftermarket sales, and electronic security. Since Fall 2021, she has also served as the Sales Sponsor for Allegion's Early Career Sales Development Program. Jamie Lyn is a board member of the Security Hardware Distributor Association (SHDA), serving on the Education Committee since 2015. In 2023, she was honored by the SIA Women in Security Forum as a Power 100 Honoree for her contributions to the industry.

SARAH MELLUSO

also Class #S1

Sarah Melluso is a Wholesale Sales Consultant with Allegion. Sarah has over two decades 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.



INSTRUCTOR BIOS

LISTED BY CLASS #

CLASS #E5

Instructors

CLYDE T. ROBERSON, CML, CMST, AHC, CPPE

Bio for **Clyde Roberson** can be found under Class #11.

JONATHAN BEDARD

Bio for **Jonathan Bedard** is pending.

CLASS #E6

Instructor

JOEY DALESSIO

Joey Dalessio began his career as a locksmith in the business started by his Father, Joe Sr. in Medford, Massachusetts, working his way into a field tech position at 17 years of age. He then became a manufacturers' sales rep, succeeding and moving on to national sales manager and vice-president of worldwide sales for a leading high-security manufacturer.

Joey was responsible for creating and implementing a business growth strategy to double the business, which was greatly exceeded at that time. He accomplished this by helping over 1200 lock and security business owners across the USA and Canada develop their businesses to be more efficient, more profitable and able to grow, as a business catalyst.

Hosted Event

SPECIAL EVENT #E7

YANKEE SECURITY CONVENTION KICKOFF SOCIAL

Back for the second year, this Friday evening social, hosted by the Yankee Security Convention, and planned for October 25th from 6-9PM, is a great way to kick off the trade show with networking and socializing with industry peers. Appetizers will be served and there will be a cash bar. You must register in advance for this event.

Hosted Event

SPECIAL EVENT

ASSA ABLOY EVENT

ASSA ABLOY hosts a popular industry event on Saturday, October 26th from 5-8PM.

Our industry is strong and successful because we work together! This show provides many ways to engage, teach, and learn from each other, during classes, demos, social events and networking on the show floor.



YANKEE SECURITY CONVENTION

SECURING OUR FUTURE TOGETHER

Are you a manufacturer or industry professional with expertise to share? We'd love to speak to you about becoming an instructor at a future Yankee Security Convention. Please see us at the show or email education@yankeesecurity.org.

Don't see a class you would like to take? Let us know your suggestions for courses and training sessions. We'll do our best to include classes that will help you and your team develop and grow. Please see us at the show or email us at education@yankeesecurity.org.

Have questions about registering or the show itself? We're happy to help. Just email us at info@yankeesecurity.org or visit the website www.yankeesecurity.org for additional information. Curious about exhibitor or sponsorship options? Would you like to put on a training session at the Demo Zone during the weekend trade show? Email us at exhibitors@yankeesecurity.org to find out what is available.

REGISTRATION IS NOW OPEN!

Click here or the button at right for classes and the trade show.

REGISTER NOW



THANK YOU TO OUR SPONSORS

THE TECHNICAL RESOURCE FOR THE PHYSICAL & ELECTRONIC SECURITY SPECIALIST
LOCKSMITH LEDGER
International

Locksmith Ledger

Sponsoring Yankee's Saturday Morning Bagel Breakfast for show guests, and a diamond sponsor for the event, Locksmith Ledger is known for providing honest, straightforward, and technically accurate info on products, installation procedures, and business practices in key market facets. To learn more about Locksmith Ledger, visit them at locksmithledger.com and stop by to see them at the show.



SECLOCK

Diamond sponsor SECLOCK is an industry leader and master distributor of mechanical and electrical door hardware with locations in Massachusetts, Illinois, Nevada, and Florida. Always gracious and generous, SECLOCK remains an industry icon and is sure to put on a show-stopping exhibit in October. [Learn more about SECLOCK here](#), check them out during the event and thank them for supplying the show carry bag for all that swag!



American Key Supply

American Key Supply joins us again this year as a Ruby Sponsor and will be the show's lanyard sponsor for 2024. As a leading distributor of professional hardware and locksmith supplies, American Key Supply has been a long-time supporter of the Yankee Security Convention's mission to enhance the lives and business futures of those in the locksmith industry. Find out [more here](#) and plan to stop by to visit their booth at the convention.



YANKEE SECURITY CONVENTION
2024: SECURING THE FUTURE

THANK YOU TO OUR SPONSORS



Killeen Security Products

Ruby sponsor KSP will be providing the reception area pens. Since 1983, KSP proudly manufactures all its security hardware products in the USA offering keyways for Small Interchangeable Core products compatible with Best, Arrow, and Falcon, along with key blanks for every keyway, as well as providing locksmith tools, capping blocks, housing wrenches, staking tools, and more. Learn more about KSP, [here](#) and see them at the show!



Top Notch Distributors

Special thanks to Top Notch Distributors who will be sponsoring lunch for attendees on Thursday during the show as a ruby sponsor for the event. Distributing Architectural Door Hardware since 1975, they strive to be the foremost distributor in the industry by exceeding customer expectations with integrity, knowledge, and the drive to provide the best service. Find out more at the show and to visit Top Notch Distributors, [click here](#).



Commonwealth Lock Company

Emerald Sponsor Commonwealth Lock is a national wholesale distributor of door hardware, locksmith supplies, and related items and another great advocate for the work of the Yankee Security Convention. This year, join us in thanking them for sponsoring the water stations and [find out more about them here](#) and on the show floor in October.



YANKEE SECURITY CONVENTION
2024: SECURING THE FUTURE



YANKEE SECURITY CONVENTION
2024: SECURING THE FUTURE

THANK YOU TO OUR SPONSORS



Hudson Lock, LLC

Hudson Lock, LLC, founded in 1963, is a versatile manufacturer of security products and a global leader in security solutions. Known for their trusted brand names—Hudson Lock, HPC, and ESP. The company offers a comprehensive range of locking products and services. An emerald sponsor this year, look for their insert in your show bag and make plans to stop by to learn more during the convention or find them on the web [here](#).



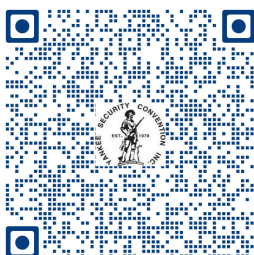
JMA USA

JMA USA will be supporting Yankee as a ruby sponsor and will have an insert in your carry bag. As a leader in manufacturing automotive keys, key duplicators, remote controls, and transponder technology, they have over 80 years of experience and innovation. We appreciate their support in enhancing lives and securing the future of those in the locksmith industry. See them at the show and [find them on the web here](#).



Join Us As A 2024 Sponsor

Looking to make a lasting impression on show attendees at the 44th Annual Yankee Security Convention? We still have some amazing opportunities for sponsorship. Get advance publicity about your participation in the event, more exposure at the event and together, help us in Securing the Future of an industry we have all dedicated our lives to! To find out more, contact the Board at exhibitors@yankeesecurity.org.



For more info on the exciting benefits for 2024 exhibitors and sponsors download the Exhibitor Manual or scan the QR code for a quick read! You can also reach us by email anytime at exhibitors@yankeesecurity.org.

REGISTER TODAY FOR THE
YANKEE SECURITY CONVENTION

SEE YOU IN OCTOBER

October 23 – 27, 2024

info@yankeesecurity.org
exhibitors@yankeesecurity.org

www.yankeesecurity.org

Follow Us On Social

[Facebook](#)

[LinkedIn](#)



YANKEE SECURITY CONVENTION
2024: SECURING THE FUTURE

REGISTER NOW

