

2010 Trade Show & Security Conference Schedule

THURSDAY, MARCH 18TH

ADAPTABLE ELECTRONIC SECURITY (Schlage)8:00AM - 10:00AM

You can't predict what will happen tomorrow, but you can be ready for it. Learn all about Schlage's new AD-Series. New from the ground up these locks feature field changeable upward mobility. From code only, credential, off or on-line networked system all on the same software. One platform, one software, budget smart!

CCTV & DVR SECURITY BREAKTHROUGHS (CCTV).....8:00AM - 10:00AM

The world of camera surveillance and digital recording is changing extremely fast. This class is for the lock and security dealer who is familiar with basic cameras and DVRs, yet wants to update his knowledge and skills. Learn the latest in camera and DVR systems, products designed for specific applications, and improved selling and installation techniques. If you believe that selling and servicing CCTV and DVRs are critical for your success, then make sure to sign up for this seminar.

ACCESS CONTROL SOLUTIONS (Kaba Access).....10:05AM - 12:05PM

This is an informative seminar that will assist locksmiths in asking the proper questions and closing more sales, plus how to generate recurring revenue with Kaba products. The seminar will include demonstrations for upgrading existing locks and hardware. Students will receive an overview of Kaba's mechanical and electronic pushbutton locks and the newest Kaba products as well as selling tactics for use in the industry. This is a fun course and offers opportunity for student to student exchange. Some of the best lessons learned are from fellow students. Prerequisites: Basic understanding of locksmith terms and general installations.

DOOR & HARDWARE SOLUTIONS (Door Security Solutions).....10:05AM - 12:05PM

Solutions for everyday door and hardware problems. Discover unique solutions for security and latching problems with exit devices. Learn to be more competitive with durable lower cost low-energy auto operators. And dig into the toughest mortise lock with all the functions you use in one box.

KEYMARK X4 / REVOLUTION (Arrow/Medeco).....1:00PM - 3:00PM

Medeco KeyMark x4 Overview and Arrow New Product Review

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| 1. KEYMARK X4 OVERVIEW: 1-1/2 hours | 2. ARROW REVOLUTION: 1/2 hour |
| a. Technical Review | a. Features and Benefits |
| b. Method of Operation | b. Method of Operation |
| c. Features and Benefits | |
| d. Patents and Key Control Programs | |

2010 AUTOMOTIVE UPDATE (Strattec) 1:00PM - 3:00PM

Class will bring you up to date on vehicle platforms that STRATTEC services including GM., Ford, and Chrysler LLC. Technology changes regarding locks and keys will be covered including current trends and future applications from the "Big 3". You will also be updated specifically on what is serviced by STRATTEC for the 2009-10 model year vehicles. Students will have an opportunity to pin up a high security ignition from GM . In addition, foreign key blank technology, software, locksmith websites, tools and the STRATTEC online resources will also be covered. Instructor: Jeff Baker, Distributor Sales and Export Manager for Strattec in the North American market.

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THURSDAY, MARCH 18TH - continued

UNDERSTANDING ELECTRIC STRIKES (Trine).....3:05PM - 5:00PM

This seminar is designed to provide greater insight into the selection, installation and troubleshooting of electric strikes. This course covers basic low voltage, reading a voltmeter & troubleshooting electric strike problems. Attendees will witness actual electric strike installations to learn many time and money saving installation techniques. Class attendees will learn many troubleshooting techniques to overcome the most common issues with electric strikes during/after the installation. There will be a discussion on life safety codes, an Axion electric strike overview plus questions and answers at the end of the course. Instructors: Bob Staten, Regional Sales Mgr, Trine Access Technology Barry Campagna, Owner, Controlled Access Tech

TWIN MAXIMUM & ASSA CLIQ ACCESS CONTROL (ASSA, Inc.)..... 3:05PM - 5:00PM

This class will give the student an overview of the new ASSA Twin Maximum & ASSA CLIQ Concept-4 Access Control System: The ASSA Twin Maximum series cylinders is the mechanical platform that can be integrated by the ASSA CLIQ Concept-4 stand alone Electro-Mechanical Locking System that provides a High Security Locking Mechanism with Audit Trail and Time Zone functions. When desired by the End-User the system can be incorporated into existing access control systems. This is accomplished without the use of wires. A Flexible and Intelligent High Security locking system that can be used in a wide variety of applications. In addition to this class the student will get an introduction to the new ASSA Corbin Russwin 6 pin retrofit Large Format IC that is now available.

CLASS OUTLINE

Objectives:

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| 1.Twin Maximum & Concept-4 3.0 overview | ASSA CORBIN RUSSWIN LFIC |
| 2.(C-4) Concept 4 Integration | 1.ASSA Corbin Russwin LFIC View |
| 3.A view of the Audit Trail activity of Cylinder & Key | 2.Model Number and finishes available |
| 4.View of the Performer Software | 3.Components |
| 5.Programming Unit | 4.Pinning Format |
| 6.Assigning C-4 Keys to cylinders | 5.Required Shearing Tool |
| 7.Integration of C-4 into Twin Maximum | |
| 8.Managing your C-4 & Twin Maximum together | |
| 9.How to sell the C-4 system | |

FRIDAY, MARCH 19TH

CONTINUOUS HINGE APPLICATIONS (Select Hinge)8:00AM - 10:00AM

Those attending this class will learn why butt hinges and pivots often times fail in various entrance applications. They will be taught to look for signs of wear leading to hinge and door opening failure. Attendees will discover the added benefits and solutions that continuous hinges offer. Installation methods and techniques will also be covered to aid in future continuous hinge installations.

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SHOP MANAGEMENT (Presented by Mark Blum).....8:00AM - 4:00PM

This presentation investigates a sample company's financial picture, evaluates the basis upon which those calculations were made, and then calculates corrections needed to force profitability. In the evaluation of the sample company, the students will explore fixed and variable overhead costs, direct employee costs, wage costs, and necessary labor income needed to cover those costs. Upon completion, students will be able to:

- Standardize the length of a work week and project profitability.
- Recognize the per-hour cost to operate your business.
- Make timely corrections if necessary to force profitability.
- Know at all times the current operating costs per hour.

If you don't know how much it costs to operate your business, how do you know what to charge?

Required Material: Bring a calculator, pencil, and eraser.

This class has been approved for 1 point towards the ALOA PRP Recertification requirements.

The BUMP STOPS HERE (Master Lock) 10:05AM - 12:05PM

A two hour hands on training class that will familiarize the student with lock bumping techniques and the new BumpStop™ technology available in Master Lock products. Students will learn how bumping works, the technique and get to bump locks with and without the new BumpStop™ technology in them. Students get to keep the Factory made Bump Key. Presented by Billy Edwards, whose extensive training and expertise with these techniques and the technologies employed to thwart these attacks is well know in the industry. Learn from the best!

AUTOMOTIVE UPDATE (Advanced Diagnostics).....1:00PM - 3:00PM

Purpose: Features and Benefits of Advanced Diagnostics product line and investment tactics reviewed. Review steps and navigation of the AD USA Website. Technical Support updates and hands-on programming demonstrations.

- TCODE & MVP PRO Levels review.
- Security Code Smart Card Calculation review.
- AD-900 Cloning review.
- Programming Software review.
- Hands-On Programming Demonstrations.
- Open discussion.

The above agenda is accomplished through power point presentation, lecture and hands-on demonstration.

Special Notes: Raffle Prizes.

Hand Outs: Product Information Packets with current reference material.

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FRIDAY, MARCH 19TH - continued

INSTALLERS GUIDE TO LOW VOLTAGE ELECTRICITY (ASSA Abloy) 1:00PM - 5:00PM

This course covers everything a technician needs to know about Low Voltage Systems for use with our products. Who should attend: Locksmiths, Glazers, Facility Engineers, Installers Hardware consultants or technical sales reps. Course will have hands-on demonstrations using a multimeter. Students will be expected to use caution around live electrical circuits during this course. Instructor: Greg Anderson - Factory Product Technical Trainer

CEU Credits: CEU # 07-1994 .3 credits

SUBJECTS COVERED:

- What is electricity?
- Where did it come from?
- Basic Electronic Circuits
- Types of Electricity
- Multimeters
- Power Supplies
- Voltage, Current and Resistance
- Troubleshooting Strikes and Magnalocks
- Using wiring diagrams for troubleshooting
- Electronic Components
- Digital keypads

STEALTHLOCK™ (CompX) 5:00PM - 6:00PM

CompX Security Products announces the release of StealthLock™, an innovative, keyless cabinet lock operated by radio frequency technology. Be one of the first to learn more about this new product! Radio frequency allows the transmitter pad to be located anywhere within vicinity of the cabinet (up to 15'), giving a clean, and hardware free design. You will learn about the four modes of operation that give flexibility and a broad range of use in almost any wood cabinet application such as: Lockers, Closet cabinets and storage Kitchen cabinets, liquor cabinets entertainment units Audio visual cabinets Office furniture Reception & conference furniture Healthcare cabinetry Retail display cabinets In this "hands-on" class you will learn how to sell, install, program and service the StealthLock™.

2010 21ST ANNUAL DEALER TRADE SHOW & SECURITY CONFERENCE 6:30PM - 9:30PM

SATURDAY, MARCH 20TH

TRANSPONDER TECHNOLOGY (Kaba ILCO) 8:00AM - 10:00AM

Instructors: Joy Skowron & Mark Gloekler This class will take you through a review of transponder technology, cloning, on-board programming, origination with a TKO and troubleshooting when working with transponders. Moving on to new products and the emerging technology of cloning Philips transponders, and then walk participants through programming several different types of transponders.

HARDWIRED ACCESS CONTROL (Rosslare) 8:00AM - 10:00AM

Take the confusion out of hardwired access control! From keypads to proximity card access learn applications, installations and software. Class goal is to help you sell and install with confidence.

2010 21ST ANNUAL DEALER TRADE SHOW & SECURITY CONFERENCE 6:30PM - 9:30PM

