

SOUTHERN LOCK 2019 Trade Show & Learning Expo

**HILTON ST. PETE
CARILLON PARK**
950 Lake Carillon Dr.
St. Petersburg, FL 33716
Phone: 727-540-0050

Registration closes **June 14th**.
Onsite registration will be available
pending seat availability.

LEARNING EXPO CLASS SCHEDULE

TO REGISTER: Contact Sarah Duncan at 727-541-5536 or sduncan@southernlock.com

THURSDAY, JUNE 20TH

	VAN GOGH A	VAN GOGH B	PICASSO A	PICASSO B	PICASSO C	PICASSO D
8						
9	ASSA ABLOY 8am-12pm	HPC/Hudson Lock 8am-12pm	dormakaba 8am-12pm	Allegion 8am-12pm	Kaba Mas 8am-3pm	ASSA ABLOY 8am-11am
10	Basic Low Voltage Elec. for Installers	Making Money Master Keying	ED900 Swing Door Operator	NDE and LE Wireless Locks for Integrators	X-10 Certification	Aperio/EMAC: Unlocking the Complexity of Integrated Hardware
11	(Max. 20 students)				\$250 per student (Take both Kaba Mas classes for \$500)	
12	BREAK FOR LUNCH (ON YOUR OWN)					
1						
2	ASSA ABLOY 1pm-5pm	HPC/Hudson Lock 1pm-5pm	dormakaba 1pm-3pm	Allegion 1pm-5pm	Kaba Mas (continued)	Mul-T-Lock 1pm-4pm
3	Advanced Elec. System Wiring & Basic Troubleshooting	The 10 Step Marketing & Sales Strategy That Works	Introduction to Keyscan LUNA	Making Intelligent Decisions About Your Intelligent Openings	X-10 Certification	Mul-T-Lock Line of Products
4	MUST ATTEND BASIC CLASS (Max. 20 students)		Locinox 3pm-5pm		ASSA ABLOY 3pm-5pm	
5			Securing the World: Fast, Easy, Economically		How to Sell: Creating a Value Proposition	

FRIDAY, JUNE 21ST

	VAN GOGH A	VAN GOGH B	PICASSO A	PICASSO B	PICASSO C	PICASSO D
8						
9	Detex 8am-12pm	BEA 8am-9:30am	ASSA ABLOY 8am-12pm	Allegion 8am-5pm	Kaba Mas 8am-5pm	Mul-T-Lock 8am-11am
10	AO19 Low Energy Operator, Exit Devices, & Exit Alarms	EAC for Security & Low Energy Operator Appl.	Norton: When One Door Closes and Another One Opens...	Schlage AD-400 Wireless for Integrators	DKX-10 Installation & Certification	Mul-T-Lock Line of Products
11		CompX 10am-12pm			\$350 per student (Take both Kaba Mas classes for \$500)	
12		Mechanical, Keyless & Electronic Locks				
	BREAK FOR LUNCH (ON YOUR OWN)					
1						
2	Codelocks USA 1pm-5pm	Kaba Ilco 1pm-3pm	ASSA ABLOY 1pm-5pm	Allegion (continued)	Kaba Mas (cont.)	CDVI 1pm-5pm
3	CL5210 Installation & New Product Overview	Ilco/AD 2019 Product Updates & New Releases	Medeco Biaxial/X4: The Intelligence, Integrity and Innovation of Key Control Training	Schlage AD-400 Wireless for Integrators	DKX-10 Install & Certification	CDVI Atrium Access Control
4		Lockey USA 3pm-5pm				
5		Secure Everything!				

THURSDAY, JUNE 20

ORDERED BY CLASSROOM

VAN GOGH A

ASSA ABLOY: Basic Low Voltage Elec. for Installers Max 20 students

8am-12pm • 4 hours • Van Gogh A • Instructed by Russ Anderson

Designed to educate the attendees in the basic electronic knowledge needed to wire an electronic locking system. Includes a balance of instructional and hands-on exercises.

ASSA ABLOY: Advanced Elec. System Wiring & Basic Troubleshooting Max 20 students

1pm-5pm • 4 hours • Van Gogh A • Instructed by Russ Anderson ***MUST ATTEND BASIC CLASS***

Designed for participants with previous basic electronic knowledge and use of a multimeter. Covers advanced access control and system wiring techniques, installation, and product troubleshooting. Includes instructional and hands-on exercises.

VAN GOGH B

HPC/Hudson Lock: Making Money Master Keying

8am-12pm • 4 hours • Van Gogh B • Instructed by Marty Jalove

Master Keying is a skill that everyone in the Physical Security Industry must understand. Knowing how to write and implement a system quickly and accurately makes you essential to your employers and customers success. In this class you will learn how to write a master key system and learn 3 different types of systems and when to use them. You'll learn to write a system on paper and in software and fast key generating secrets. After taking this class you will walk away with the ability to write master key systems and generate more business.

HPC/Hudson Lock: 10 Step Marketing & Sales Strategy

1pm-5pm • 4 hours • Van Gogh B • Instructed by Marty Jalove

You are a professional Locksmith and have spent years perfecting your skills. Do your potential customers really know about your expertise? Marketing and Sales does not have to be a strange or difficult task. In this class, you will learn a simple 10-step approach to getting referrals that will turn into real business and separate yourself from the pack.

PICASSO A

dormakaba: ED900 Swing Door Operator

8am-12pm • 4 hours • Picasso A • Instructed by George Nimee, Product Training Manager

Employing an innovative electromechanical drive and a state-of-the-art microprocessor motion control system, the new ED900 is dormakaba's most advanced low-energy swing door power operator. The operator is exceptionally quiet, safe, and easy to use. In this course, students will understand how the ED900 can meet your customers' security and ADA needs, learn how to save time on installation and maintenance, select appropriate application methods and wiring, and properly program and troubleshoot the operator.

Who should attend? Facility managers, End users, Distributors, Installers, and Consultants

dormakaba: Introduction to Keyscan LUNA

1pm-3pm • 2 hours • Picasso A • Instructed by Stephen Fitzgerald, Southeast Security Sales

This course will cover dormakaba's latest release into the Electronic Access & Data world, the Keyscan LUNA 1-6 door Access Control System. Attendees of the class will view our complimentary LUNA Software, they will have access to LUNA SDAC panels and our compatible hardware from Rutherford Controls. Learn about LUNA's software capabilities and benefits—how to manage users, assign credentials, adjust performance, set permissions and holiday schedules, and pull transaction reports. Attendees will be presented with real-world installation scenarios and power/wiring requirements. **Plus, one attendee will win a free LUNA SDAC panel at the end of the class!**

THURSDAY, JUNE 20

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PICASSO A

Locinox: Securing the World - Fast, Easy, and Economically

3pm-5pm • 2 hours • Picasso A

Complete overview of the Locinox lines from hydraulic hinges and closers to mechanical lock latches and electronics. This class will include instructions on installation and best applications. If you attend the class, you will qualify for Locinox's preferred installation certification program!

PICASSO B

Allegion: NDE and LE Wireless Locks for Integrators Max 18 students

8am-12pm • 4 hours • Picasso B

The NDE and LE wireless locks and gateway with ENGAGE technology give you more ways to solve your customer's access control challenges, and can save you time and money on installations. Installing an NDE or LE Series lock and gateway can be as easy as setting up your home electronics. Upon completion of this hands-on course, you will be able to install NDE/LE Series locks, locate and install gateways with the ENGAGE app, administer your ENGAGE partner account, and resolve common install/setup issues.

Allegion: Making Intelligent Decisions About Your Intelligent Openings Max 18 students

1pm-5pm • 4 hours • Picasso B

With so many access control solutions and so many options for implementing them, how do you determine what's best for your facility, your customer, and you? Join Allegion for an exploration of Schlage and Von Duprin intelligent door hardware, including their modes of operation, architectures, network technologies, and more. Upon completion of this course, you will be able to identify intelligent products from Schlage and Von Duprin that solve the needs of customers' access points, explain these systems to end users, prepare IT managers of facilities to efficiently and securely implement these solutions on their network, and respond to common questions/concerns from your end users and facility IT representatives.

Who should attend? Integrator Sales Engineers, Project and Operations Managers, IT representatives involved in physical security of a facility, Sales Professionals

PICASSO C

Kaba Mas: X-10 Certification Max 10 students ***\$250/student (Take both Kaba Mas classes for \$500)***

8am-3pm • 6 hours • Picasso C • Instructed by Seth Blumberg

This factory authorized certification course provides in-depth training for installation, operation and programming of the X-10 lock and presents the differences between it and the X-09. Students will be taught to install the X-10, set up the lock in various modes of operation, change combinations, auditing procedures, and basic troubleshooting. *A multiple-choice exam is given at the end of this course. Students must score 76% or higher to receive the X-10 certification of training from Kaba Mas.*

ASSA ABLOY: How to Sell - Creating a Value Proposition

How to align with your customer's goals and objectives to make the sale

3pm-5pm • 2 hours • Picasso A • Instructed by Leroy Garza

What is separating you from your competition? A critical part of the professional and consultative sales process is understanding the goals and needs of your customer and adjusting your message so that you meet or exceed those goals. This workshop is designed to help you identify, market and deliver your value proposition while strengthening your relationship with your customer.

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PICASSO D

ASSA ABLOY: Aperio/EMAC - Unlocking the Complexity of Integrated Hardware

Why integrated hardware can be a better fit than traditional EAC products

8am-11am • 3 hours • Picasso D • Instructed by Doug Hotaling, CWNA, CML

Want learn how to secure a building in a cost-effective and efficient way? Join us for an electromechanical overview and learn how physical meets access control. Whether you are looking for e-cylinders, wiegand or wireless locks - we have the right solution for any door opening. Your job can be hard enough, join us for this interactive course as we unlock the complexity of integrated hardware. Integrated hardware doesn't need to be difficult, join us for and overview of ASSA ABLOY's electromechanical products. See how they integrate together and work with our various technologies.

MUL-T-LOCK: Mul-T-Lock Line of Products

1pm-4pm • 3 hours • Picasso D • Instructed by Rami Almosnino, Product Specialist

Introduction to Mul-T-Lock's high security products, key platforms, master key systems & applications.

FRIDAY, JUNE 21

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VAN GOGH A

Detex: AO19 Low Energy Operator, Exit Devices and Exit Alarms

8am-12pm • 4 hours • Picasso A • Instructed by Scott Peck, Sales Engineer

This informative course will cover when and where to specify, understanding requirements of the application, what will be needed for the designated installation location, recognition of possible installation problems and what will be needed to overcome these problems. This course will also go over programming and operation of the Detex Low Energy Operator, the installation and usage of all other support equipment that may be required such as electrified panic hardware, wireless pushbutton, etc.

Codelocks USA: CL5210 Installation & New Product Overview

1pm-5pm • 4 hours • Picasso A • Instructed by Alfredo Mondragon, Trainer and Tech. Support Specialist

In this hands-on course, you will learn how to install a CL5210 Heavy Duty Electronic Tubular Latchbolt and receive an overview of Codelocks' new products. After attending this course, you will have a deeper knowledge of Codelocks access control products and applications—including Mechanical Locks, KitLocks, Electronic Locks, Smart Locks, and the Codelocks K3 Connect App.

VAN GOGH B

BEA: Electronic Access Control for Security and Low Energy Operator Applications

8am-9:30am • 1.5 hours • Van Gogh B • Instructed by Jeffrey Hochstrate, Segment Manager

BEA offers a complete line of products designed to maximize a building's safety, security and efficiency. From request-to-exit sensors to advanced logic modules and touchless activation, you will learn how BEA's product line can be applied in real world applications on access control and low energy door applications.

CompX: CompX Mechanical, Keyless, & Electronic Locks

10am-12pm • 2 hours • Van Gogh B • Instructed by Sheldon Herd

This course will cover new mechanical locks from CompX as well as components for cabinets and keyless & electronic locks.

FRIDAY, JUNE 21

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VAN GOGH B

Kaba Ilco: Ilco/AD 2019 Product Updates & New Releases

1pm-3pm • 2 hours • Van Gogh B • Instructed by Stephen Fitzgerald, Sales Representative

In this course, Ilco will present the Smart Pro, RW4 Plus Cloning Bundle, and Futura line of key machines including the Futura Pro, Futura Pro One, and Futura Edge, as well as other 2019 new releases from Ilco and Advanced Diagnostics.

Lockey USA: Secure Everything! Efficient, Economical Security Solutions

3pm-5pm • 2 hours • Van Gogh B

This class will offer education on the vast line of products that LockeyUSA offers, including installation and mechanics of keyless entry combination locks, hydraulic gate closers, panic hardware, exterior gate solutions, and much, much more. Security starts before you get to the front door!

PICASSO A

ASSA ABLOY: Norton - When One Door Closes and Another Door Opens...

It's because you have the right Door Closer!

8am-12pm • 4 hours • Picasso A • Instructed by Rodney Weaver

When it comes to door closers, selecting the right closer can be challenging. This course is designed to take the guess work out of identifying the right closer for the right application. Join us as we review the different types of closers, the anatomy of the closer, applications, standards and codes, environment and sustainability and of course budget.

ASSA ABLOY: Medeco Biaxial/X4 - The Intelligence, Integrity and Innovation of Key Control

1pm-5pm • 4 hours • Picasso A • Instructed by Dale Bowman

All facilities need patented key control to effectively secure exterior and interior openings. This strength of integrity allows security managers to have peace of mind when it comes to managing the system by providing controlled access, accountability, physical security and system management. This course will cover the features and benefits of intelligent keys, applications, installation and more!

PICASSO B

Allegion: Schlage AD-400 Wireless for Integrators Max 18 students

8am-5pm (break from 12pm-1pm) • 8 hours • Picasso B

The Schlage AD-400 wireless locking solution gives you more ways to solve your customers' access control challenges, and can save you time and money on installations. Setting up the AD-400 system can be as easy as setting up your home electronics--if you can set up your TV at home, you can learn how to hookup an AD-400 system, too! Upon completion of this course, you will be able to install your AD-400 lock, select/locate/install the Panel Interface Module (PIM400) and set up successful wired communication to your controller, secure your AD Series locks from unauthorized use, and resolve common install/setup issues.

PICASSO C

Kaba Mas: DKX-10 Certification Max 10 students ***\$350/student (Take both Kaba Mas classes for \$500)***

8am-5pm (break from 12pm-1pm) • 8 hours • Picasso C • Instructed by Seth Blumberg

MUST BE X-10 CERTIFIED

Installation and certification of Kaba Mas' FF-L-2890-B approved life safety devices. The DKX-10 has been approved by the General Services Administration (GSA) to meet the requirements of Federal Specification FF-L-2890B, Types III & IV. The integration of FF-L-2740B high-security locks with a Dorma F9300 fire-rated exit device creates a powerful solution that complies with security, fire and life-safety codes.

FRIDAY, JUNE 21

ORDERED BY CLASSROOM

PICASSO D

MUL-T-LOCK: Mul-T-Lock Line of Products ***REPEAT OF THURSDAY'S COURSE***

8am-11am • 3 hours • Picasso D • Instructed by Rami Almosnino, Product Specialist

Introduction to Mul-T-Lock's high security products, key platforms, master key systems & applications.

CDVI: CDVI Atrium Access Control

1pm-5pm • 4 hours • Van Gogh A • Instructed by Jorge Carvajal, National Sales Director

The ATRIUM access control system redefines ease of use and performance. ATRIUM allows you to manage up to 500 doors (proximity card readers, keypads, or Schlage® door handles), using ATRIUM's embedded web server or ATRIUM's FREE software. The embedded web server provides instant results using any web browser, smart phone, or tablet. This class will provide a product overview, along with demonstrations on software, programming, and applications. Attendees are encouraged to bring a laptop, smart phone, or tablet to participate in this hands on training!

CLASS REGISTRATION FORM

Please register with the following information to Sarah Duncan at
sduncan@southernlock.com or **727-541-5536 x1112**

Registration closes **Friday, June 14th**. Onsite registration will be available pending seat availability.

Attendee Name(s):

Company:

Phone:

Email:

Classes: