



# Hans Johnsen Company Security Hardware Trade Show



Saturday, March 6, 2010  
9:00 am - 3:00 pm

8901 Chancellor Row  
Dallas, Texas 75247

1-888-879-1500

[www.hjc.com](http://www.hjc.com)

Lunch provided for Class Attendees!

Over 20 Training Classes held at  
the Crowne Plaza Dallas Market Center



Meet the Manufacturers in over 50 vendor booths, see the NEW ITEMS!

## Save Big with the Best Discounts of the Year!

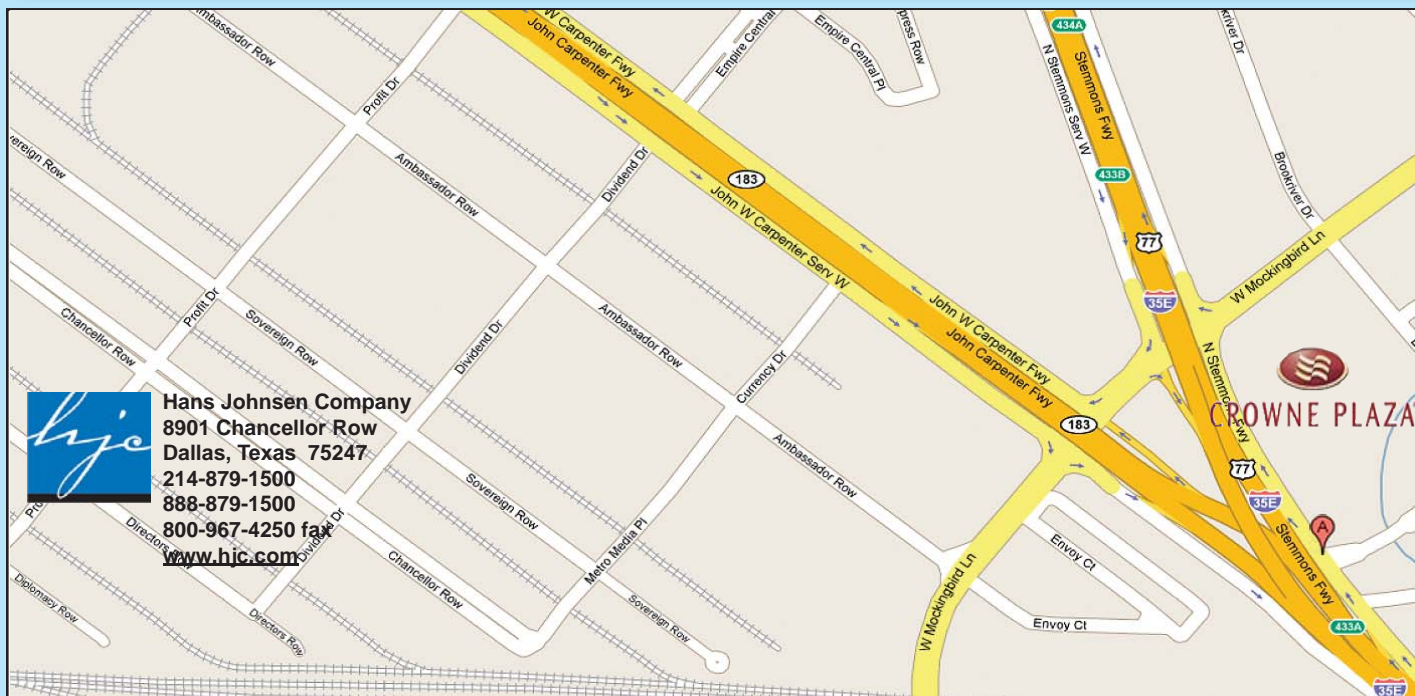
\$ \*Pay your SHOW order in 10 days and take a 10% CASH DISCOUNT!

\$ \*Pay your SHOW order by 30 days and take a 5% CASH DISCOUNT!

\* Credit Card orders are 8%-10 days or 3%-30 days CASH DISCOUNT

Account must be current in order to receive cash discounts.

If SHOW orders are not paid by above dates, then terms are NET after April 15th, 2010



**Crowne Plaza Dallas Market Center Hotel**  
7050 Stemmons Frwy  
Dallas, Texas 75247  
214-630-8500  
214-630-0037 fax

Use the following web link for On-Line Reservations:  
[https://resweb.passkey.com/Resweb.do?mode=welcome\\_ei\\_new&eventID=1823913](https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=1823913)

### Show Discounted Guest Room Rate \$83.00

- To guarantee a room AND the special rate, your reservation **MUST BE MADE** by February 18th, 2010.
- After 2/18/10, higher rates will apply and rooms will be subject to availability.
- Hotel reservations will be held until 3:00 pm unless you guarantee late arrival with one nights accommodation deposit in advance using your credit card.

#### Reservations:

##### On-Line :

[https://resweb.passkey.com/Resweb.do?mode=welcome\\_ei\\_new&eventID=1823913](https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=1823913)

##### By phone:

Contact reservations manager, George Villasenor  
1-214-259-1128, Group Rate ID: Hans Johnsen

The Crowne Plaza Hotel offers complimentary transportation to/from Dallas Love Field and to/from HJC the morning of the show.

- FROM THE AIRPORT, contact the hotel using the courtesy phones located in and/or near the baggage claim area.
- FROM THE HOTEL THE MORNING OF THE SHOW, go to the front desk or concierge desk and let the person know you are with the Hans Johnsen Company group and need a ride to the warehouse.

Thursday



### Basic Safe Servicing

Instructor: Grey Woodyear, CRL  
ACE, Certified ALOA ACE Instructor  
Cothrons School of Locksmithing



Thursday 3/04/10 8:00 am - 5:00 pm

- Learn the proper terminology for the various parts of a mechanical safe lock as well as the rating system used on fire and burglary containers.
- Learn to dissect a standard 3 wheel lock, look for major service points and trouble shooting methods when these parts fail.
- Instruction on the proper methods of combination changing and the rules which must be followed.

- Types of Safe Containers: Burglary, Fire, Combination
- Lock Disassembly: Terminology, Component Interaction, Service Points
- Installation on Container
- Combination Changing and Troubleshooting



### Life Safety Codes & ADA

Instructor: Tom Demont , AHC, CIL, CML, CSI  
Thursday 3/04/10 8:00 am - 5:00 pm



#### THIS IS A MUST CLASS FOR THE SHOP OWNER/MANAGER

The areas covered will include the new International Building & Fire Code ICC-2006, Underwriters Laboratories listings for hardware, Accessibility, Doors, N.F.P.A. 80-2006, 101-2006, Door and Hardware Institute guide to the ADA Act of 1990. OBJECTIVES: At the conclusion of the training, the student will be familiar with Model Building and Fire codes pertaining to hardware in the Means of Egress, Life Safety and alternative approaches, ADA hardware, accessibility, Doors and labels, Underwriters Laboratories testing procedure and how it determines what hardware we sell, and most importantly avoid any legalities with your work.



### Pushbutton Lock Certification Seminar

Instructor: Rick Shuford  
KABA Access

Thursday 3/04/10 8:00 am - 5:00 pm



Each student will keep \$1200.00 worth of products!

- 1000 series mechanical pushbutton lock
- 5000 series mechanical pushbutton lock
- 5000 series universal demonstrator mount
- 1000 series combination chamber
- 5000 series combination chamber
- Four-in-one screwdriver and another screwdriver (small)
- Free listing on kaba-access.com website as a Simplex factory trained dealer
- Factory Certified Certificate
- Factory Certification Training Binder

#### COURSE OUTLINE:

We will explore the many mechanical features and servicing of these unique and versatile keyless locks.

**This class includes training on the Simplex:**

900, 3000, 1000 , L1000, 5000, 7100, 6200 and 9600 Series locks.



### Access Control Solutions for Specific Applications

**\*\* No CEU Credit for this class**

Instructor: Rick Shuford  
Kaba Access

Thursday, 3/4/10 6:00 pm - 10:00 pm



Door Prize!  
E-Plex  
E5031 Lock

**We will offer a Door Prize of an E-Plex 5031 Cylindrical Electronic Pushbutton Lock to one lucky individual.**

#### COURSE OUTLINE:

- Students will be informed of situations and what type of pushbutton lock, electronic lock may be best suited for a specific installation.
- General questions that locksmiths should consider asking customers to assist with the type lock that is best suited for the application.
- Product overviews on Kaba's Pushbutton Locks and how they apply to certain situations.
- Class will also participate with hands-on demos for upgrading a variety of lock installations.
- An in-depth technical understanding of Kaba's Peaks product lines, keying and specifications.
- An introduction of Kaba's newest products.
- Attendees will gain a better understanding on how to help close the deals when talking to potential customers.

## Friday Morning OR Afternoon



### Transponder Tools Instructor: Tony Presidio

Friday 3/05/10 8:00 am - 12:00 pm  
OR  
Friday 3/05/10 1:00 pm - 5:00 pm



T-Code-Pro



MVP-Pro

- Introducing the T-Code-Pro and MVP Programmers
- Tricks and Tips on using these transponder tools
- Introduction to the latest software and accessories available.
- Features and benefits of the new T-CODE-PRO and the MVP Transponder Programmer Tools.

## Friday Evening



### AD Series Access Control Locks

Instructor: Lloyd Raforth

Friday, 3/05/10 06:00 pm - 10:00 pm



- Introduction to the AD-Series Access Control Locks.
- Designed from the ground up to be flexible, adaptable and scalable.
- AD-Series can be upgraded to meet evolving future needs.
- Can co-exist together with current CM, CL, WA and VIP locks.
- This class will cover the features and benefits of this dynamic product line as well as a product overview of the new Schlage Bright Blue and Wireless products with live demos.



### Automotive & Key Machines Factory Instructor: Rick Shuford

Friday 3/05/10 8:00 am - 12:00 pm  
OR  
Friday 3/05/10 1:00 pm - 5:00 pm



TKO



RW4



Tri-Code

- Introduction to the TKO Transponder Programming Tool
- Introduction to the RW4 Transponder Cloning Tool
- Learn the latest transponder tips, tricks and key blanks



### Transponder Tools & Keys

Instructor: Anthony El Harif

Friday, 3/05/10 06:00 pm - 10:00 pm



- Participants will learn the basics of transponder keys and will receive experience on cloning keys and recharging transponder keys.
- What are transponders and how transponders work
- Types of transponders
- Duplication of transponder keys
- Cloning
- Chipless keys



### Automotive Update

Factory Instructor: Jeff Baker

Friday 3/05/10 8:00 am - 12:00 pm  
OR  
Friday 3/05/10 1:00 am - 5:00 pm



- Review of changes for the Model Year 2010 vehicles.
- Electronic diagnostic equipment will be covered.
- Experts in the field will review vehicle lock service and repair techniques.



### S&G Electronic Safe Locks



SARGENT AND GREENLEAF® Factory Instructor: Michael Brislin

Friday, 3/05/10 06:00 pm - 10:00 pm

Receive a Free Mounted Safe Lock with this class! (One per Company)

Class size is limited to the first 20 students registered



- Introduction to the Z02 D-Drive & 6120 Biometric safe locks
- Lock applications and installation techniques, operating instructions
- Troubleshooting techniques
- How to understand and sell electronic safe locks

## Friday All Day

### Advanced Shop Management

Instructor: Tom R. Demont,  
AHC, CML, CIL, CSI, B.S Labor Negotiations



Friday, 03/05/10

8:00 am - 5:00 pm



**THIS IS A MUST CLASS FOR THE SHOP OWNER/MANAGER**

- Introduction to Advanced Shop Management
- Profitability
- Advertising and Marketing
- Service calls and dispatching
- Compensation and Wages
- Long Range Goals
- Bids and Proposals
- Training and Education
- Hiring Employees

The areas covered will include hiring employees, drug and alcohol abuse, compensating employees, training, advertising, bids and proposals, growth with a purpose.

**OBJECTIVES:** At the conclusion of this management class, the owner/manager will be familiar with how to choose the best apprentice through the interview process. The owner/manager can set up a powerful hierarchy of employees that will retain your locksmiths and apprentices. The owner/manager will have the skills to look at their company as a whole and adjust any weaknesses through his advanced training.



**ALARM LOCK**

### Networkx Certification

Instructors: **Bob Swoope, Alarm Lock**

Friday, 03/05/10

08:00 am - 05:00 pm

Cost of Dealer Certification: \$1000 per company  
(multiple people may attend)



- Conduct connectivity training on plugging into a customer's network.
- Setting up gateways
- Programming the locks from the PC over the network to the gateway and wirelessly to the lock.
- Dealers will learn how to set up common systems; schedules and set up the Emergency commands for Global lockdown and unlock of the Networkx products.
- Dealer certification program encompasses DL Windows Software training in creating systems, schedules, time zones and retrieving an audit trail.
- Discuss common network terms
- Discovering locks

#### Each company will receive a Networkx sales demo kit:

- PDL6100 mounted lock
- Gateway and router mounted on a display board
- Alarm Lock carry bag to carry lock and gateway demo board.

#### Value of Networkx sales demo kit:

List price: \$2450  
Dealer Cost: \$1000  
Dealer Savings: \$1450

#### Dealer cost of products if purchased separately:

30% off list: \$1793  
Dealer Cost: \$1000  
Dealer savings: \$793



**Upon successful completion of the seminar, all dealers will receive a certificate of certification**

**Bring your laptop computer for lab exercises and for the free software**

Dealers that complete training and have a sales demo kit will be in a much better position to sell and install Networkx products.

### Safe Deposit Box Lock Service

Instructor: **Grey Woodyear, CRL**  
**ACE, Certified ALOA ACE Instructor**  
**Cothrons School of Locksmithing**



Friday

03/05/10

8:00 am - 5:00 pm

**Class size is limited to the first 20 students registered**

- Safe Deposit Lock Servicing is a specialized and valuable skill for the locksmith.
- This class will cover history of Safe Deposit Locks
- Design, identification and terminology of lever locks
- Servicing and repair of various manufactures of locks.
- Gain hands-on experience with key generation and opening techniques.
- Security rules and liabilities will also be discussed.

## Saturday Evening



### Locksmith Ethics Class

Instructor: John Arnold

Saturday, 03/06/10

6:00 pm - 7:00 pm



- Ethics Defined
- Ethics in America
- What does ethics really mean
- Unethical Behavior
- Developing Strength of Character.
- Ethical pricing-Interactive exercises

## Sunday

### Door/Frame Installation Class

Instructor: Tom Warren

Sunday 03/07/10 8:00 am - 05:00 pm



- Learn how to properly install a continuous hinge
- Learn how to properly install an exit device
- Learn how to properly install a Trilogy Lever Lock
- Learn the various ways to properly install a door closer
- Installations Tips & Tricks



### Basic IC Core Servicing

Class size is limited to the first 20 students.

Instructor: Grey Woodyear, CRL  
ACE, Certified ALOA ACE Instructor  
Cothrons School of Locksmithing



Sunday 3/7/10 8:00 am - 5:00 pm

**Objective:** Students will be able to describe the applications in which IC cores can be used to mitigate loss prevention. Students will be able to rekey, pick and service IC cores.

- Descriptions and overview
- Design and Manufacturers
- Special tools for the job
- Picking IC cores
- Troubleshooting the problems
- Stack heights on chambers
- Doing the math
- Multiple shear lines
- Pinning a control key
- Pinning the operating key
- Masterkeying cores
- Decoding unknown keys

**Prerequisite:**

A basic knowledge of Master keying is needed

**CLASS REGISTRATIONS ARE TAKEN ON A  
FIRST COME, FIRST SERVED BASIS**

**LATE REGISTRATIONS WILL NOT BE ACCEPTED ONCE A CLASS IS FULL**

**NO CREDIT WILL BE GIVEN FOR REGISTERED CLASSES CANCELLED AFTER 03/01/10**

**CLASSES FILL UP FAST!**

**REGISTER EARLY!**

**Class Registration:** • **Must be a customer of HJC to attend classes and the Show.**

**Classes Schedule**

<b>Date</b>	<b>Class</b>	<b>Time</b>	<b>Cost</b>	<b>Credit</b>
Thursday	Basic Safe Servicing	8:00 am – 5:00 pm	\$100.00	None
Thursday	Life Safety Codes & ADA	8:00 am – 5:00 pm	\$100.00	None
Thursday	Kaba Simplex Mechanical	8:00 am – 5:00 pm	<b>\$ 375.00</b>	None
Thursday	Kaba Access Control Solutions **	6:00 pm – 10:00 pm	\$ 100.00	\$25.00
Friday	Network Certification	8:00 am – 5:00 pm	<b>\$1000.00</b>	\$50.00
Friday	Advanced Shop Management	8:00 am – 5:00 pm	\$100.00	None
Friday	Safe Deposit Lock Service	8:00 am – 5:00 pm	\$100.00	None
Friday	AM Advanced Diagnostics	8:00 am – 12:00 pm	\$100.00	\$25.00
Friday	AM Ilco Automotive & Key Machines	8:00 am – 12:00 pm	\$100.00	\$25.00
Friday	AM Strattec Automotive	8:00 am – 12:00 pm	\$100.00	\$25.00
Friday	PM Advanced Diagnostics	1:00 pm – 5:00 pm	\$100.00	\$25.00
Friday	PM Ilco Automotive & Key Machines	1:00 pm – 5:00 pm	\$100.00	\$25.00
Friday	PM Strattec Automotive	1:00 pm – 5:00 pm	\$100.00	\$25.00
Friday	IR AD Access Control Locks	6:00 pm – 10:00 pm	\$100.00	\$25.00
Friday	JMA Transponder Tools & Keys	6:00 pm – 10:00 pm	\$100.00	\$25.00
Friday	S&G Electronic Safe Locks	6:00 pm – 10:00 pm	\$100.00	\$25.00
Saturday	Locksmith Ethics	6:00 pm – 7:00 pm	\$25.00	None
Sunday	Basic IC Core Servicing	8:00 am – 5:00 pm	\$100.00	None
Sunday	Door/Frame Installation Class	8:00 pm – 5:00 pm	\$100.00	None

**CEU Credits = 1 per hour of training ( \*\* NO CEU's for Kaba Access Solutions Class )**

**ALOA Credits = 1 point for an 8-hour class, 1/2 point for a 4-hour class**

# Show Registration Form

**YES, I will be attending the March 6, 2010 Show.**

Account #: \_\_\_\_\_

Company Name: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Names of people attending: \_\_\_\_\_

Staying for lunch?  
 YES NO

I am flying to the Show  YES  NO

I need to be picked up at the airport

If flying, please indicate flight information below:

Airline: \_\_\_\_\_

Flight #: \_\_\_\_\_

Time: \_\_\_\_\_

Date: \_\_\_\_\_

Please fax or mail Show registration form to: Fax: 1-800-967-4250

**Class Registration: • Must be a customer of HJC to attend classes and the Show.**

Account # \_\_\_\_\_

Company Name \_\_\_\_\_ City, ST, Zip \_\_\_\_\_

Person making reservation \_\_\_\_\_

**Thursday, 3/04/10**

		Person(s) Attending
Basic Safe Lock Servicing	8:00 am - 5:00 pm	_____
Life Safety Codes & the ADA	8:00 am - 5:00 pm	_____
Kaba Simplex Mechanical	8:00 am - 5:00 pm	_____
Kaba Access Solutions	6:00 pm - 10:00 pm	_____

**Friday, 3/05/10**

Advanced Shop Management	8:00 am - 5:00 pm	_____
Networx Certification	8:00 am - 5:00 pm	_____
Safe Deposit Lock Service	8:00 am - 5:00 pm	_____
Advanced Diagnostics <b>AM</b>	8:00 am -12:00 pm	_____
Ico Auto & Key Machines <b>AM</b>	8:00 am -12:00 pm	_____
Strattec Automotive <b>AM</b>	8:00 am -12:00 pm	_____
Advanced Diagnostics <b>PM</b>	1:00 pm - 5:00 pm	_____
Ico Auto & Key Machines <b>PM</b>	1:00 pm - 5:00 pm	_____
Strattec Automotive <b>PM</b>	1:00 pm - 5:00 pm	_____
IR AD Access Control Locks	6:00 pm -10:00 pm	_____
JMA Transponder Tools & Keys	6:00 pm -10:00 pm	_____
S&G Electronic Safe Locks	6:00 pm -10:00 pm	_____

**Saturday, 3/06/10**

Locksmith Ethics	6:00 pm - 7:00 pm	_____
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**Sunday, 3/07/10**

Basic IC Core Servicing	8:00 am - 5:00 pm	_____
Door/Frame Installation	8:00 am - 5:00 pm	_____

Please Fax or Mail Class Registration form to: Fax: 1-800-967-4250

**Hans Johnsen Company**

8901 Chancellor Row Dallas, TX 75247

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U.S. POSTAGE

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