



2011 Annual Conference
April 25-29
Phoenix, Arizona

DISTRIBUTOR MEMBERS

Access Hardware Supply - San Leandro, CA

REAM, John, VP
ROLLINS, JR, Sales Manager
SMOYER, Bill, Outside Sales Manager

Accredited Lock Supply Company - Secaucus, NJ

WEAVER, Charles, General Manager
WEAVER, Ronald, President
WEAVER, Ryan, Education Coordinator
WEAVER, William

Agences W. Pelletier Inc. - St. Laurent, QC

DESROCHERS, Claude, President
GALVANO, Lorraine, Purchaser

Akron Hardware Consultants, Inc. - Akron, OH

JUBARA, William, Vice President - Business Development

Brunet-Goulard Agencies, Inc. - Ottawa, ON

GOULARD, Marcel, President

C.C. Craig Company, Ltd. - Calgary, AB

DURST, Bill, District Manager

C.C. Craig Company, Ltd. - Winnipeg, MB

AULD, J.Keith, President

Clark Security Products, Inc. - San Diego, CA

BERG, Peter, COO
BROWN, Terry, Regional VP
EDELLEN, Beau
HALLFORD, Baron, Regional Sales & Ops Manager
KURUVILLA, Susan, President & Chief Financial Officer
MERCER, Sue, Director of Finance, Assistant
MERRIFIELD, Marshall, CEO
MILLER, Stephanie, Regional Vice President Operations
O'DONNELL, Tina, Marketing Communications Director

Clark Security Products (continued)

RICKER, Jim, V.P. Marketing Security Solutions, U.S.
RIGBY, Joe, Regional Ops Manager
SCHEIRER, Robin, Regional Operations Manager / Chief Merchant

Doyle Security Products - Minneapolis, MN

EDQUIST, Eric, Vice President
JUSTEN, Paul, President
JUSTEN, Robert, Accounting
POTTORFF, Jerry, Purchasing Manager

Dugmore & Duncan, Inc. - Hingham, MA

CULLUM, AHC, Robert, Vice President
FAHERTY, Lisa, Manager of Branch Operations

E. L. Reinhardt Company, Inc. - Vadnais Heights, MN

STEMIG, Kenneth, Vice President

Fried Bros., Inc. - Philadelphia, PA

EBRAHIMZADEH, Alexander, President
SZAFRANSKI, Robert, Assistant Growth Manager

Hans Johnsen Company - Dallas, TX

ESPINOZA, Saul, Vice President
HILL, Reid, Director - Sales & Marketing
JOHNSEN, Howard, Chief Executive Officer

Herbert L. Flake Company - Houston, TX

BRITT, Tim, National Accounts Manager
FLOECK, Dan, Partner
FLOECK, Jeff, GM/Partner

IDN - Acme, Inc. - Dallas, TX

GROOVER, Mike, President/CEO
JOHNSON, Barry, President
REED, Scott, Director - Sales & Marketing

IDN - Armstrong's, Inc. - Chamblee, GA

BURKE, John, President
MORRIS, Wayne, Sales & Marketing Manager
MULLINS, Virl, Retired

IDN - H. Hoffman, Inc. - Norridge, IL

HAY, Tom, General Manager
HOFFMAN KAHL, Karen, President
RANIERI, Paul, Operations Manager

IDN - Hardware Sales, Inc. - Livonia, MI

GOLDMAN, Arnold, President
STEFANCIN, Ray, Product Manager

IDN - West, Inc. - Phoenix, AZ

CONRAD, Cheryl, Operations Manager
DENNISS, Jay, Director Sales and Marketing

IDN - West, Inc. - Riverside, CA

CLARK, Rich, General Manager

IDN Canada - Toronto, ON

DYSON, Steve, President
JOHNSTON, Mark, Director of Business Development

Intermountain Lock & Security Supply - Denver, CO

BRIENZI, Gino, Branch Manager-Denver

Intermountain Lock & Security Supply - Phoenix, AZ

SWINDLER, Bryan, Branch Manager-Phoenix

Intermountain Lock & Security Supply - Van Nuys, CA

KATZ, Mike, Branch Manager-Los Angeles

Intermountain Lock & Security Supply - Salt Lake City, UT

CRUMP, Paul, Branch Manager – Salt Lake City
DONOHUE, Heather, Director of Marketing
KAUFMAN, Mike, Purchasing Manager
STEINMANN, Bob, President
STEINMANN, Sean, Vice President of Sales & Marketing
SWINDLER, Bryan, Branch Manager

K-D-L Hardware Supply, Inc. - Seattle, WA

SNYDER, Marc, Sales Manager
SNYDER, Ron, President

Mayflower Sales Company, Inc. - Brooklyn, NY

WEINSTEIN, Jeff, Vice President

Maziuk Wholesale Distributors - Syracuse, NY
MAZIUK, Stanley, President

McDonald Dash Locksmith Supply, Inc. - Memphis, TN
THOMAS, Jimmy, President

McGregor Hardware Distribution - Vancouver, BC
DAIGNEAULT, Dennis, Sales Coordinator
GRIEVE, Darryl, Purchases/Sales
PETERS, Richard, General Manager

Mid West Wholesale Hardware Co. - Kansas City, MO
HOPPER, Derek, Purchasing Manager
SCOTT, Jan, Operations Manager

R & H Wholesale Supply, Inc. - San Francisco, CA
THOMPSON, Robert, Vice President
WALLACE, James, President

Robert Skeels & Company - Carson, CA
JORDAN, Ken, President

Security Plus, Inc. - Phoenix, AZ
MARCOU, Steven, President
NIELSON, Theo, Sales Manager

Shield Supply & Service - Winnipeg, MB
WIECHMAN, Ian, Sales Manager

Silver Sales, Inc. - La Jolla, CA
SILVER, Bill, CEO

Southern Lock & Supply Company - Pinellas Park, FL
CUTSON, Marvin, CEO
MATTHIES, David, President
SWARTZ, David, Director of Operations

Stone & Berg Company, Inc. - Worcester, MA
BROWN, JR., Duane, General Manager
PAGANO, Jennie, President & Chief Executive Officer

The Locksmith Store, Inc. - Arlington Heights, IL
SWIDEREK, Josh, President

Top Notch Distributors, Inc. - Honesdale, PA

BARNES, Larry, Business Development Representative
FREYMUTH, Jerrad, Electrical Access Control Consultant
HIGHHOUSE, Larry, Purchasing Manager
WEHR, Mike, Midwest Regional Manager

U. S. Lock Corporation - Brentwood, NY

CHRISTIANSEN, Lauri, Director of Marketing and Business
Development
EULER, Katherine, Marketing Manager U.S. Lock
LAY, Ken, Merchandise Manager Interline Brands
TOANONE, Samuel, Product Manager

Wilco Supply - Oakland, CA

HEATON, Eric, General Manager/Secretary/Treasurer
UYEMURA, Del, Purchasing Manager
WILLIAMS, Emily, Inside Sales Manager
WILLIAMS, Robert, Vice President

ASSOCIATE MEMBERS

Abus Lock Company - Phoenix, AZ

MEYER, Jade, Sales and Marketing

Adams Rite Manufacturing Company - Pomona, CA

PHILLIPS, Michael, Director of Brand Management

Advanced Diagnostics USA - South San Francisco, CA

GARRETT, Shaun, Commercial Manager
PRESIDIO, Tony, National Sales Manager
STEINER, John, Director

Alarm Lock Systems, Inc. - Amityville, NY

HEVIA, Jorge, Senior Vice President - Sales
SWOOPE, Bob, Vice President - Sales

American Security Products Company (AMSEC) - Fontana, CA

GIBSON, AJ, National Sales Manager

REEVES, Tim, Southern Regional Sales Manager
RUSSELL, Tracy, Regional Sales Manager
SALLEE, Robert, VP

Arrow Lock and Door Hardware - Salem, VA
HARRIS, Tom, General Manager

ASSA ABLOY USA - Monroe, NC
BAKER, Scott, President EMS & OEM Group
CARR, Michael, Sr. Director of Sales Wholesale
POWER, Bill, Director of Sales Wholesale
WILSON, Reid, Director of Sales Wholesale

ASSA, Inc. - New Haven, CT
BERGSTROM, John, Director of Business Development - Door Closers &
EISEN, Richard, Director of Sales & Marketing
SAUNDERS, Leslie, Vice President

Auto-Security Products (ASP, Inc.) - Redmond, WA
LOGAN, Ross, President

Bianchi USA, Inc. - North Olmsted, OH
MOSCHETTA, Louis, General Manager

Cal-Royal Products, Inc. - Commerce, CA
YASHAR, David, C.E.O.

Camden Door Controls - Mississauga, ON
GOLDBERG, Heidi, President

CCL Security Products-An Eastern Comp. - Wheeling, IL
BURHANS, Jerry, Sales Manager
SPLETZER, Paul, General Sales Manager

Codelocks Inc. - Costa Mesa, CA
DALESSIO, Joey, Director of Business Development
LAMBAREN, Annie, Sales
MACDONALD, Grant, President
WILLIAMS, Helen, CEO

CompX Security Products - Mauldin, SC
GALVAO, Lou, Distribution Manager
JAMES, Scott, President
KAVULIC, Mike, Vice President Sales and Marketing

Corbin Russwin Architectural Hardware - Berlin, CT
FALCE, Wayne, Brand Manager

Detex Corporation - New Braunfels, TX
HACKNEY, Gary, Manager Channel Sales
MORIN, Karen, Manager Inside Sales/Service

Digitlocks Inc. - Costa Mesa, CA
FOSTER, Rick, President

Don-Jo Mfg., Inc. - Sterling, MA
ROY, Timothy, President
VAILLANT, Peter, National Sales Manager

Frontline Defense Systems, Inc. - Edmonton, AB
CLIFFORD, Randy, President
KRYSKO, Jim, General Manager

Gardall Safe Corporation - Syracuse, NY
BAROODY, Edward, Salesman

Hata Inc. / Framon - Alpena, MI
BRANDON, Richard, Business & Technical Director

Hata/Framon - Bath, PA
DELEON, Richard, President

HES/Hanchett Entry Systems, Inc. - Phoenix, AZ
BOWMAN, Wendy, Director, Marketing & Communications
HATZINGER, Tamara, Brand Manager
LOWENSTEIN, Peter, Regional Sales Manager
WEBB, Michael, CEO

HPC, Inc. - Schiller Park, IL
BLITSTEIN, Alan, Vice President of Sales
HOFFMAN, Francie, President
JALOVE, Marty, Vice President of Marketing

Ingersoll Rand Security Technologies - Falcon - Carmel, IN
SALWAY, Monte
SELSTAD, Leif, Category Leader

Ingersoll Rand Security Technologies - LCN - Carmel, IN
LACY, Yong, Exits & Closer Category Leader

Ingersoll Rand Security Technologies – Schlage – Carmel, IN
PARSONS, Reyn, Vice President

Ingersoll Rand Security Technologies - Carmel, IN
BRISBEN, Barry, VP Regional Sales
CASEY, Mark

CHRISTENSEN, Ejnar, Director Field Marketing
COLLINS, Terry, Sales
CROSS, Roger, Director Wholesale & Catalog Channels
GEISLER, Ann
HECKMAN, Ian
HERNANDEZ, Juan, Sales
HOLMAN, Mike, Product Management
KEATING, Karen, Marketing
LARDIE, Henry, Channel Marketing Manager
LEONARD, Sean, Marketing
LYNN, Jeff, Customer Support
O'KANE, Tim, Director Wholesale Accounts
OTTO, Doug
POE, Steve, Director Wholesale Accounts
SMALLING, Richard, Director Wholesale Channel
STRAUSS, Chuck, VP Regional Sales
SULLIVAN, David, VP Commercial Sales
VAIDA, Joseph
VIGREN, Mark, VP Regional Sales
VIGUE, Beverly, Marketing
WEIDMAN, Josh, Marketing

Jet Hardware Mfg. Corporation - Brooklyn, NY

AUERBACH, Marc, VP- Marketing
BUCHINGER, George, Secretary/Treasurer

JMA USA Inc. - Grand Prairie, TX

EL HARIF, Anthony, National Sales Manager
MIRANDA, Enrique, Plant Director
RIPOLL, Mike, General Manager
URBIETA, Eduardo, Sales Manager Mexico - Latin America

Kaba Access Control - Winston-Salem, NC

ALLEN, Mark, Marketing Manager
KINCAID, Michael, General Manager
LANG, Richard, Director of Sales

Kaba Ilco Corporation - Rocky Mount, NC

BELFLOWER, Frank, COO
GREENING, John, Director of Marketing & Aftermarket Sales
MURRAY, Chuck, General Manager

Keedex, Inc. - Placentia, CA

HILL, George, Vice President
MCCLUNEY, Julie, President

KSP (Killeen Security Products) - Worcester, MA

DEGRE, Gene, President

GROTTS, Tom, Sales Rep
ZAWALICH, Karen, VP Sales & Marketing

LAB - Bristol, CT

BERTRAM, George, Director of Sales & Marketing LAB Brand
RORABACK, Gerald, Executive Vice President

Lockey Systems - Mt. Pleasant, MI

HILL, Douglas, President
WOJCIK, Scott, Sales Manager

Lucky Line Products, Inc. - San Diego, CA

HOWARD-MERUTKA, Janet, Vice President - Marketing
STANFORD, Katia, Account Manager/Customer Service

Marks USA - Amityville, NY

SPORRE, William, Director - Global Sales & Marketing

Master Lock Company - Oak Creek, WI

BADAMI, David, Regional Sales Manager - Commercial
BURGESS, Steve, General Manager, Canadian Operations
COLLINS, John, Canadian National Sales & Marketing Manager
DAINO, Franco, VP Commercial Marketing & Product Development
FICCADENTI, John, Sr. Product Manager, Commercial & Industrial
HEPPNER, John, President & CEO Fortune Brands Storage & Security
LEGREE, Tim, Regional Sales Manager - Western Region
LOVE, David, Vice President & General Manager - Commercial Busi
PINSON, Greg, Regional Sales Manager - Southern Region
QUILLIN, Michael, Director of Sales

McKinney Products Company - Berlin, CT

NEWMAN, Vicki, Director of Business

Medeco High Security Locks, Inc. - Salem, VA

KAIKA, Thomas, President
STROM, Brian, National Sales Manager

National Guard Products, Inc. - Memphis, TN

SMITH, JR., Charles, President

Olympus Lock, Inc. - Lynnwood, WA

DONOHUE, Michael, Vice President of Sales
MARTIN, Gerald, President/CEO

Pro-Lok - Orange, CA

PENASKOVIC, Julie, National Sales Manager
WEINRAUB, Adam, President

Rutherford Controls Int'l Corporation - Cambridge, ON
LAFRANCE, Bob, Vice President, Marketing & Sales
WALKER, Mike

Sargent & Greenleaf, Inc. - Nicholasville, KY
BRISLIN, Michael, Customer Support
BROOKES, Jeremy, Vice President North American Sales

Sargent Manufacturing Co. - An ASSA Abloy Group - New Haven, CT
HIGGINSON, David, Director of Business Development

Securitron Magnalock Corporation - Sparks, NV
CHRISTIANSEN, Chuck, Group Director of Sales
GENTER, Ron, Regional Sales Manager

SELECT Products Limited - Portage, MI
CRONK, Robert, VP
LOFFREDI, Ken, Regional Sales Manager
PYATTE, Steve, Sales Manager

Strattec Security Corporation - Milwaukee, WI
BAKER, Jeff, Distribution Sales Manager
LATUS, Vera, Customer Service Representative

Supra - Salem, OR
BOES, Rick, National Sales Manager
DEBBAN, Mark, National Account Manager

Yale Locks & Hardware - Greensboro, NC
AGANS, Gary, Product Manager

PRESS AND GUESTS

Agences W. Pelletier Inc. – St. Laurent, QC
ASSOULINE, Naomie

ASSA, Inc. – New Haven, CT
BERGER, Lance

Associated Locksmiths of America, Inc. – Dallas, TX
LOWELL, CAE, CML, David, Executive Director

Brunet – Goulard Agencies, Inc. – Ottawa, ON
GOULARD, Francine

IDN Canada – Toronto, ON
DYSON, Pamela

Locksmith Ledger International – Arlington Heights, IL
JOHNSON, Gale
LEVENSON-BROKAMP, Nancy
OLSON, Ryan

National Publishing Company – Streamwood, IL
ADAIR, Jeff
GOLDBERG, Marc
MANGO, Greg
SCHERTZING, Debbie

Security Plus, Inc. – Phoenix, AZ
MARCOU, Janet

Shield Supply & Service – Winnipeg, MB
WIECHMAN, Lynne

Silver Sales, Inc. – La Jolla, CA
SILVER, Judee

Southern Lock & Supply Company – Pinellas Park, FL
CUTSON, Sonya
MATTHIES, Joann