



43rd Annual Industry Advancement Summit
Registration List as of April 26, 2013

Distributor Attendees

Access Hardware Supply - San Leandro, CA

REAM, John, Vice President
ROLLINS, JR, Sales Manager
SMOYER, Bill, Western Regional Sales Manager

Accredited Lock Supply Company - Secaucus, NJ

HAGEE, Eric, Sales Manager
WEAVER, William, Asst. General Manager

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

DESROCHERS, Claude, President

Akron Hardware Consultants, Inc. - Akron, OH

CRUTE, Roy, Vice President - Sales
HOHMAN, Donald, National Accounts Manager
JUBARA, William, Vice President - Business

Brunet - Goulard Agencies, Inc. - Ottawa, ON

GOULARD, Marcel, President
SHAW, Corbin, Manager-Ottawa Branch

Clark Security Products, Inc. - San Diego, CA

BARRETT, Amy, Regional Sales Manager
BERG, Peter, IP Sales Access Control Systems
BROWN, Steve, Product Manager - Access
BROWN, Terry, Regional VP of Sales
EDELIN, Beau, Regional Sales Manager
HALLFORD, Baron, Regional VP of Sales
HIGHTMAN, Tom, Regional Sales Director
KURUVILLA, Susan, President
MILLER, Stephanie, Regional Vice President of
O'DONNELL, Tina, Marketing Communications
RIGBY, Joe, Regional Inside Sales & Operation
WILLIAMS, Ron, Regional Purchasing Manager

Doyle Security Products - Minneapolis, MN

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

Dugmore & Duncan, Inc. - Hingham, MA

CULLUM, AHC, Bob, Vice President

E. L. Reinhardt Company, Inc. - Vadnais Heights, MN
STEMIG, Kenneth, Vice President

Fried Bros., Inc. - Philadelphia, PA
EBRAHIMZADEH, Alexander, President
RUDOLPH, Ryan, Assistant Growth Manager

Hans Johnsen Company - Dallas, TX
ESPINOZA, Saul, Vice President
HILL, Reid, VP Sales & Marketing
JOHNSEN, Howard, Chief Executive Officer

Herbert L. Flake Company - Houston, TX
EULER, Katherine, Regional Sales Manager
FLOECK, Dan, Partner
HOWELL, Travis, Marketing Manager

IDN, Inc. - Grapevine, TX
GROOVER, Mike, President/CEO

IDN - Acme, Inc. - Dallas, TX
JOHNSON, Barry, President
REED, Scott, Director - Sales & Marketing

IDN - Armstrong's, Inc. - Chamblee, GA
BURKE, John, President
MORRIS, Wayne, Director of Sales and Marketing
MULLINS, Viri, Retired

IDN - H. Hoffman, Inc. - Norridge, IL
HAY, Tom, General Manager
HOFFMAN KAHL, Karen, President
LAM, Dan, Inside Sales Manager
RANIERI, Paul, Operations Manager

IDN - Hardware Sales, Inc. - Livonia, MI
GOLDMAN, Arnold, President
STEFANCIN, Ray, Product Marketing Manager

IDN - West, Inc. - Phoenix, AZ
CONRAD, Cheryl, Operations Manager

IDN Canada - Toronto, ON
DYSON, Steve, President
JOHNSTON, Mark, Director of Business
LOGUE, Brent, Business Development & Branch

Intermountain Lock & Security Supply - Denver, CO
BRIENZI, Gino, Branch Manager-Denver

Intermountain Lock & Security Supply - Phoenix, AZ
BRUNS, Mike, Branch Manager

Intermountain Lock & Security Supply - Van Nuys, CA
KATZ, Mike, Branch Manager-Los Angeles

Intermountain Lock & Security Supply - Salt Lake City, UT

COX, Donny, Director of Marketing
CRUMP, Paul, Branch Manager - Salt Lake City
KAUFMAN, Mike, Purchasing Manager
STEINMANN, Bob, President
STEINMANN, Sean, Vice President of Sales &

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

Mid West Wholesale Hardware Co. - Kansas City, MO

ECHAVE, Jorge, President
GREASHABER, Jeff, Marketing Manager
HOPPER, Derek, Sourcing
LAMPROS, Mike, General Sales 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, General Manager

Shield Supply & Service - Winnipeg, MB

WIECHMAN, Ian, Sales Manager

Silver Sales, Inc. - Plano, TX

SILVER, Bill, CEO
SILVER, Judee, President

Southern Lock & Supply Company - Pinellas Park, FL

AUSEKLIS, Peter, Sales Manager
MATTHIES, David, CEO
SWARTZ, David, COO

Standard Wholesale Hardware, Inc. - New York, NY

BARDACH, Paul, President
EMMEL, David, Marketing Manager

Stone & Berg Company, Inc. - Worcester, MA

CONROY, Jeremy, Field Sales Representative
PAGANO, Jennie, President & Chief Executive

The Locksmith Store, Inc. - Arlington Heights, IL

SWIDEREK, Josh, President

Top Notch Distributors, Inc. - Carson City, NV

ASHLEY, Brad, Director, Commercial/Electronic

Top Notch Distributors, Inc. - Honesdale, PA

HILLER, Keith, Director of Marketing

VIETMEIER, Sean, Purchasing Manager

U. S. Lock Corporation - Jacksonville, FL

O'BRIEN, Susan, Director of Merchandising

U. S. Lock Corporation - Brentwood, NY

BURT, John, Brand Manager, US Lock

TOANONE, Samuel, Merchandising Product -

Wilco Supply - Oakland, CA

HEATON, Eric, General

WILLIAMS, Emily Rose, Inside Sales Manager/ VP

WR Ringheim - Minneapolis, MN

SMITH, Taylor, President

Associate Attendees

ABUS USA - Phoenix, AZ

COQUYT, Tom, Regional Sales Manager

MARTELL, Jenna

MEYER, Jade, Regional Sales Manager

REQUEJADO, Leo, Regional Sales Manager

TWIGHT, Zac, CEO & VP

Adams Rite Manufacturing Company - Phoenix, AZ

BAKER, Scott, President

GENTNER, Ron, Director of Sales - EMS and OEM

GOLDMAN, Heather, Product Manager

Advanced Diagnostics USA - South San Francisco, CA

GARRETT, Shaun, Managing Director

PRESIDIO, Tony, Director of North American Sales

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

Architectural Control Systems, Inc. - St. Louis, MO

KLEIN, Eric, National Sales Manager

Arrow Lock and Door Hardware - Salem, VA

HARRIS, Tom, General Manager

ASSA ABLOY Architectural Door Trim & Accessories - Memphis, TN

CREAGAN, Kevin, Western Regional Sales
VAN METER, Mark, Sales Manager

ASSA ABLOY Canada - Vaughan, ON

LAFRANCE, Bob, Director of Business
WITTENBERG, Steve, Regional Sales Director,

ASSA ABLOY USA - Monroe, NC

GILLS, Daniel, Western Regional Director
POWER, William, Director of Sales Wholesale
SYLVESTER, Dave, President ASSA ABLOY - DSS
WILSON, Reid, Director of Sales Wholesale

ASSA, Inc. - New Haven, CT

BERGER, Lance, Western Regional Sales Manager
STETSON, Bob, General Sales Manager -

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

LOGAN, Ross, President

BEA Inc. - Pittsburgh, PA

CHIAPPETTA, Tim, Director of Diversification
CHRISTIFULLI, Steve, Technical Service
HOCHSTRATE, Jeffrey, National Sales Manager

Bianchi USA, Inc. - North Olmsted, OH

BIANCHI, Giulio, Sales Manager
KOCAB, Erin, Marketing Manager
WINLAND, Chad, Deputy General Manager

Cal-Royal Products, Inc. - Commerce, CA

MULCAHY, Patrick, National Sales Manager
YASHAR, David, C.E.O.

Camden Door Controls - Mississauga, ON

GOLDBERG, Heidi, President

Cansec Systems Ltd. - Mississauga, ON

COURVILLE, Marc, VP Sales

CCL Security Products-An Eastern Comp. - Wheeling, IL

BURHANS, Jerry, Sales Manager

Codelocks Inc. - Costa Mesa, CA

DALESSIO, Joey, Director of Business
MACDONALD, Grant, President

CompX Security Products - Mauldin, SC

GALVAO, Lou, Distribution Manager
JAMES, Scott, President
KAVULIC, Mike, Vice President Sales and

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

Don-Jo Mfg., Inc. - Sterling, MA

ROY, Timothy, President
VAILLANT, Peter, National Sales Manager

Framon/Hata - Alpena, MI

DELEON, Richard, President

Frontline Defense Systems, Inc. - Edmonton, AB

LOCKEN, Dale, Treasurer

Gardall Safe Corporation - Syracuse, NY

BAROODY, Edward, Salesman
RICCARDI, Jim, East Coast Sales Manager

GMS Lock Cylinders - Bellevue, WA

GREENING, John, V.P. Sales & Marketing
TONG, Mike, President

Hata Inc - Bath, PA

BRANDON, Richard, VP

HES/Hanchett Entry Systems, Inc. - Phoenix, AZ

BOWMAN, Wendy, Director, Marketing &
CHRISTIANSEN, Chuck, Director of Business
GYOLAI, Jason, Director of Operations
MILLS, Mike, Western Regional Sales Manager
OLSON, Stephan, Director of Sales
ROSE, Helen, Customer Satisfaction Manager
WEBB, Michael, Vice President of New Product

HPC, Inc. - Schiller Park, IL

BLITSTEIN, Alan, Vice President of Sales
HOFFMAN, Francie, President
JALOVE, Marty, Vice President of Marketing

Ingersoll Rand Security Technologies - Carmel, IN

AIKIN, Brad, Product Management
AINZA, Linda, Product Management
BRISBEN, Barry, VP Regional Sales
CROSS, Roger, Director Wholesale & Catalog
FLINK, Emily, Product Management
GOLYCH, David, Sales
HEBNER, Greg
HOLMAN, Mike, Product Management
ILIARDI, David
LARDIE, Henry, Channel Marketing Manager
MANILLA, Rick, Sales
MARRIS, Brian, Product Management
MEHROTRA, Anshu, Category Leader
MITCHELL, Cindy, Marketing Services
O'KANE, Tim, Director Wholesale Accounts
POE, Steve, Director Wholesale Accounts
SMALLING, Richard, Director Wholesale Channel

SMITH, Brian, Sales
URBAN, Joe, Sales
VERSAW, Melanie, Product Management
WILSON, Mark, Director of Sales & Marketing
YOUNG, Bill, Director Catalog Channel Sales

Jet Hardware Mfg. Corporation - Brooklyn, NY

AUERBACH, Marc, VP- Marketing

JMA - Mexico Production Plant - Zapopan, Salisco,

MIRANDA, Enrique, Plant Director

JMA USA Inc. - Grand Prairie, TX

EL HARIF, Anthony, National Sales Manager
RIPOLL, Mike, General Manager
URBIETA, Eduardo, Sales Manager Mexico - Latin

Kaba ADS Americas - Winston-Salem, NC

KINCAID, Michael, VP / General Manager
LANG, Richard, VP of Sales
POLLACK, Stephan, Sr. Vice President - Strategic
SIDERANKO, Carl, Executive Vice President

Kaba Ilco Corporation - Rocky Mount, NC

BELFLOWER, Frank, COO
BYE, Scott
MURRAY, Chuck, General Manager

Keedex, Inc. - Placentia, CA

HILL, George, Product Engineer
MCCLUNEY, Julie, President

Kidde Safety - Mebane, NC

BURNETT, Bill, Sales Director
CURLEY, Sean, VP Sales
DEBBAN, Mark, Director of Sales
OWENS, Alan, Sales Director
WEBER, Christian, Channel Director

KSP (Killeen Security Products) - Worcester, MA

DEGRE, Gene, President
GROTTS, Tom, Sales Rep
ZAWALICH, Karen, VP Sales & Marketing

LAB - Bristol, CT

RORABACK, Gerald, Executive Vice President

LockeyUSA - Mt. Pleasant, MI

HILL, Douglas, President
WOJCIK, Scott, Director of Sales

Lucky Line Products, Inc. - San Diego, CA

DAVIS, Kaytee, Marketing Manager
FLEMING, Bill, President
HOWARD-MERUTKA, Janet, Vice President -
LA FLAMME, Suzanne, Account

Marks USA - Amityville, NY

SPORRE, William, Director - Global Sales &

Master Lock Company - Oak Creek, WI

COLLINS, John, Canadian National Sales &

EAGAN, Bruce, Sr. Manager Advanced Key

GANNON, Kevin

HANSON, Sherri, Automotive and Door Hardware

HEPPNER, John, President & CEO Fortune Brands

LEGREE, Tim, National Sales Manager, Security

MEIERHOFER, Michele, Director Marketing,

QUILLIN, Michael, Vice President Sales, Security

VAN DE SYPE, Miriam, Sr. Vice President -

Medeco High Security Locks, Inc. - Salem, VA

KAIKA, Thomas, President

STROM, Brian, Director of Sales

National Guard Products, Inc. - Memphis, TN

SMITH, JR., Charles, President

WHITE, Dan, Sales

Norton Door Controls - Monroe, NC

SCHOENER, Jeff, Business Development Manager

Olympus Lock, Inc. - Lynnwood, WA

DONOHUE, Michael, Vice President of Sales

MARTIN, Jerry, President/CEO

WEAVER, John, Southwest Regional Sales

Pro-Lok - Orange, CA

DUBERSTEIN, Adam, Director of Business

WEINRAUB, Adam, President

WEINRAUB, Jeremy, Director of Operations

Rutherford Controls Int'l Corporation - Cambridge, ON

GREENDA, Alex, Product Manager

WALKER, Mike

Sargent Manufacturing Co. - An ASSA Abloy Group - New Haven, CT

HIGGINSON, David, Director of Business

Securitron Magnalock Corporation - Phoenix, AZ

AUER, Adam, Product Manager

HATZINGER, Tamara, Director of Product

SELECT Products Limited - Portage, MI

CRONK, Robert, COO

PYATTE, Steve, Dir, Sales & Mktg

S&G (Sargent & Greenleaf, Inc.) - Nicholasville, KY

BROWN, Nate, Director of Marketing

URSCHEL, Ned, Vice President of Sales

ZIMMERMAN, Aaron, Sales

Strattec Security Corporation - Milwaukee, WI

BAKER, Jeff, Distribution Sales Manager

GILLES, Stephen, Director New Business
LATUS, Vera, Customer Service Representative

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

Press, Speakers, Spouse and Staff

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

ALOA Security Professionals Association - Dallas, TX
MAY, Mary, Executive Director

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

Locksmith Ledger International - Arlington Heights, IL
JOHNSON, Gale, Editor- In-Chief
LEVENSON-BROKAMP, Nancy, Publisher
OLSON, Ryan, Midwest Account Manager

SHDA - Annapolis, MD
LILLY, Patricia, Executive Director
MEASEL, Michelle, Associate Director
THOMPSON, Kristin, Associate Director

Shield Supply & Service - Winnipeg, MB
WIECHMAN, Lynne

Southern Lock & Supply Company - Pinellas Park, FL
MATTHIES, Joann

SVM E-Business Solutions - Somerset, NJ
DESTEFANO, Bob
SCHATZ, Suzi

The National Locksmith - Streamwood, IL
ADAIR, Jeff, Director - Sales & Marketing
MANGO, Greg, Editor
SCHERTZING, Debbie, Advertising Account

WR Ringheim - Minneapolis, MN
SMITH, Noelle

