



# NZ Trade & Training Weekend

Novotel Rotorua Lakeside Hotel, Rotorua

The MLAA & New Zealand Executive is pleased to invite you to attend this year's Trade & Training weekend at the Novotel Rotorua Lakeside Hotel from Friday May 13 to Saturday 14th.

The weekend schedule is as follows:

Friday September 13th - Trade Training / AGM

Saturday September 14th - Trade Training / Trade Show / Gala Dinner

We encourage you all to attend in what will certainly be a great weekend for all involved.

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# MLAA LOCK-TRAIN

# MIND THE TRAINING GAP



## ROTORUA | NOVOTEL ROTORUA | SEPTEMBER 13 - 14

Kia Ora,

We would like to extend a warm welcome to all our current members, trade partners, and visiting locksmiths, and invite you to enjoy this year's Training & Trade weekend in Rotorua.

This year we are pleased to announce that this is the major event on the MLAA calendar and as such, we have provided you with the opportunity to participate in **over 20** different training & information sessions, to immerse yourself in a bigger and better Trade Expo; to attend the MLAA's Gala Dinner and participate in the Association's Annual General Meeting.

Product knowledge is obviously an important part of our industry and we will again provide an open invitation to all locksmiths to attend the Trade Expo. We hope you will take the time to visit all our trade partners' booths and make welcome Members and non-members alike.

See you in Rotorua

**MLAA NZ Committee**

### Schedule of Events

• Training Classes	Friday	10:00am – 5:00pm	Saturday	9:00am – 5:00pm
• MLAA General meeting	Friday	5:00pm – 6:00pm		
• Trade Expo	Saturday	10:00am – 5:00pm		
• Product Presentations	Saturday	9:30am – 5:00pm		
• Gala Dinner	Saturday	7:00pm – 11:30pm		
• Prize Draws	Friday	During AGM	Saturday	During Gala Dinner

### Major Sponsors



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Ingersoll Rand

GD Rutter Ltd  
Australian Lock Company



Company: \_\_\_\_\_  
 MLAA Membership No. \_\_\_\_\_  
 Attendee Name: \_\_\_\_\_  
 Contact Phone No. \_\_\_\_\_  
 Email: \_\_\_\_\_

- TRAINING & GALA DINNER  NZ\$ 135.00 per person  
 TRAINING ONLY  NZ\$ 85.00 per person  
 DINNER ONLY  NZ\$ 65.00 per person  
 TRADE EXHIBIT ONLY  FREE ENTRY

**Please note:**

Main package includes entry to the exhibition hall, formal dinner (subject to availability), trade training & pre-dinner happy hour drinks. Payment must be made with registration and no registration will be processed without payment details. Prizes will be drawn from your registration number and confirmation of receipt will be made by email.

\* One registration required per attendee.

Name on Card			
Type of Card (tick one)	<input type="checkbox"/> VISA	<input type="checkbox"/> MASTERCARD	
Credit Card No.	<input type="text"/>	<input type="text"/>	<input type="text"/>
Expiration Date	<input type="text"/>	<input type="text"/>	
CSV No. (last 3 digits on back)	<input type="text"/>	Amount NZD \$	
Signature			
<input type="checkbox"/>	CHEQUE ATTACHED		

All payments will be processed by the Master Locksmiths Association of Australasia.  
 Please return your forms via email ([jarad@masterlocksmiths.com.au](mailto:jarad@masterlocksmiths.com.au)) or fax +61 3 9338 6299 or by post  
**Master Locksmiths Association, 4a/34 Carrick Drive, Tullamarine, VIC 3043**

# MLAA Rotorua Training Booking Forms



Please select the training classes you'd like to attend below. Some classes have limited capacity, so please return your training preferences early. MLAA Members will be given priority.  
 Email ([jarad@masterlocksmiths.com.au](mailto:jarad@masterlocksmiths.com.au)) or fax this form to **+61 3 9338 6299** to secure your place.

## Personal Details

Name: \_\_\_\_\_ Business: \_\_\_\_\_

MLAA Member no. \_\_\_\_\_ Email Address: \_\_\_\_\_

Contact No. \_\_\_\_\_ Attending AGM (Friday 5:00pm?) Please circle **YES / NO**

## Training Schedule

Session	Friday	Saturday	Saturday
Impressioning Pin Tumbler Locks	<input type="checkbox"/> 10:00am – 12:00pm <input type="checkbox"/> 3:00pm – 5:00pm	<input type="checkbox"/> 9:00am – 11:00am <input type="checkbox"/> 1:00pm – 3:00pm	
Picking Pin Tumbler Locks	<input type="checkbox"/> 10:00am – 12:00pm <input type="checkbox"/> 3:00pm – 5:00pm	<input type="checkbox"/> 9:00am – 11:00am <input type="checkbox"/> 1:00pm – 3:00pm	
Car Opening 101	<input type="checkbox"/> 1:00pm – 2:00pm	<input type="checkbox"/> 1:00pm – 2:00pm	<input type="checkbox"/> 3:30pm – 5:30pm
Generating keys to Motorcycles	<input type="checkbox"/> 11:30am – 12:30pm	<input type="checkbox"/> 1:00pm – 2:00pm	<input type="checkbox"/> 3:30pm – 4:30pm
Picking the Ross 600	<input type="checkbox"/> 11:30am – 12:30pm <input type="checkbox"/> 3:30pm – 4:30pm	<input type="checkbox"/> 9:30am – 10:30am <input type="checkbox"/> 11:00am – 12:00pm	
Top 10 Transponder mistakes	<input type="checkbox"/> 12:30pm – 2:00pm	<input type="checkbox"/> 1:00pm – 2:30pm	
MLAA Master Keying	<input type="checkbox"/> 1:00pm – 2:30pm	<input type="checkbox"/> 9:00am – 10:30am	
Pro Master 7 Interactive	<input type="checkbox"/> 1:00pm – 3:00pm		
Internet Marketing	<input type="checkbox"/> 1:30pm – 2:30pm	<input type="checkbox"/> 2:30pm – 3:30pm	
Picking the Ross 100	<input type="checkbox"/> 1:30pm – 2:30pm	<input type="checkbox"/> 1:00pm – 2:00pm <input type="checkbox"/> 2:30pm – 3:30pm	
NZ Fire Egress Laws	<input type="checkbox"/> 3:00pm – 4:00pm		
Troubleshooting Dialling errors	<input type="checkbox"/> 3:30pm – 4:30pm	<input type="checkbox"/> 1:00pm – 2:00pm	
Profitable automotive business tips	<input type="checkbox"/> 3:30pm – 5:00pm	<input type="checkbox"/> 9:00am – 10:30am	
Basic computing for locksmiths	<input type="checkbox"/> 4:00pm – 5:00pm	<input type="checkbox"/> 9:00am – 10:00am	
Competenz – NZ Apprentices	<input type="checkbox"/> 4:00pm – 4:30pm		
Electronic Access Control - SALTO		<input type="checkbox"/> 9:30am – 10:30am	
Introduction to locksmithing		<input type="checkbox"/> 1:00pm – 3:00pm	
Yale Wireless Alarms		<input type="checkbox"/> 1:00pm – 2:00pm	
What makes a Safe?		<input type="checkbox"/> 2:30pm – 3:30pm	
2013 Cloner Review		<input type="checkbox"/> 3:00pm – 4:00pm	
Remote Solutions – Beginners guide		<input type="checkbox"/> 4:00pm – 5:00pm	

## **Training / Information Sessions**

### ***Basic Computing for Locksmiths***

Use the computer to make your business run better! This class is aimed at the business owner and will provide you with hands on experience in using Microsoft Excel and Word. We will look at creating templates to assist in the day to day running of your business and develop simple to use databases to organise your digital records. This class will be a basic class and no prior computer skills necessary! Experienced Microsoft users will also find the tips helpful as a refresher.

***Instructor: Jarad Morrison***

### ***Using the Internet to market your business***

Learn how the internet can help you market your business. We will look at the do's and don'ts of web design, search engine optimisation, social media and simple ways in which you can portray a more professional image using IT. This class should be considered a must for every business owner!

***Instructor: Jarad Morrison***

### ***2013 Cloner Review***

Back by popular demand, this session will compare and review each of the main Cloner options for Locksmiths in our part of the world. The categories these cloners will be tested on include: ease of use, chip information, chip cloning (range covered), future proofing, extra features, Texas Crypto cloning, Philips Crypto cloning, portability and cost. This session is essential for locksmiths looking to see what options are out there.

***Instructor: Jeremy Phillips  
(Saturday only)***

### ***What makes a Safe?***

A special chance to see what makes a safe specific for a particular job. Safe manufacturer, Gunnebo has supplied an industry expert from their Indonesian factory to explain the different methods of construction used to make a range of different Safes. This will also include detail about the testing procedures safes need to go through to match Australian and NZ standards. This class should be considered essential for any locksmith involved in selling Safes as it will help you explain the subtle differences that make one safe more appropriate than another.

***Presented by Mick Rushton (Gunnebo)***

### ***Top Ten Transponder Mistakes***

Wouldn't it be nice if everything was as easy as the manual says it should be? A panel of Australian and New Zealand top Automotive Locksmiths share the benefits of their years of experience by bringing this class together to explore the main traps and pitfalls for locksmiths working in the automotive sector. Troubleshooting programming problems when things don't go the way they are supposed to go accounts for a lot of un-billable time, so come and learn how to avoid these often expensive mistakes! A Q&A time will be allowed at the end for those looking for specific answers and advice.

***Presented by Adam Marotte, Chris Rose and Vern Bowler***

### ***Tips to running a Profitable automotive locksmithing business!***

Feel like you're missing out on the lucrative Automotive market? This class will be conducted by guys who have been there and done that. Locksmiths and Managers alike are encouraged to attend this class where our panel of experts will share their advice on Marketing, Machinery and the best way to educate yourself. If you are looking to branch out, get to the next level or streamline an existing operation – this is the class for you!

***Presented by Adam Marotte, Chris Rose and Vern Bowler***

### ***ProMaster 7 Interactive: Build a system***

This class will guide you through the steps to entering in a complete system to ProMaster 7. This is a hands on class where YOU will do all the work! This class is ideally suited to locksmiths who are complete novices to the program. Class numbers are strictly limited.

***Presented by Phil "Flick" Sadgrove***

### ***MLAA Master Keying***

The Master Keying portion of the MLAA Trade Assessment has recently changed. This class will ensure that you are familiar with all of the new terminology used as well as the skills required to pass this exam. Topics covered will include: Terminology, Drawing a Matrix, Identifying Phantoms and Ghosts, Assigning bittings, Drawing pinning charts, Alternative Locking Systems and Ethics and Laws pertaining to Master Keying. This class is ideally suited to locksmiths with an existing knowledge of Master Keying and those looking to sit this component of the MLAA Trade Assessment.

***Presented by Phil "Flick" Sadgrove***

### ***NZ Fire Egress Laws***

Marrying building security and fire egress is not a simple thing these days. The laws surrounding the use of Deadbolts in NZ may not be as black and white as you think! Phil Sadgrove has been both a Locksmith AND a Fireman and is ideally suited to shed some light on this subject. Following this presentation, there will be a Q&A session.

***Presented by Phill "Flick" Sadgrove  
(Friday only)***

### ***Impressioning Pin Tumbler Locks***

Impressioning is one of the core locksmithing skills. This class has been put together by a long time recognised industry expert. Peter Easter's career in lock opening techniques spans over 20 years and the highlight will surely be teaching YOU in Rotorua! This is a practical hands-on class and numbers will be strictly limited. All tools provided.

***Presented by Peter Easter***

### ***Picking Pin Tumbler Locks***

In this practical, hands-on class, industry expert, Luke McGuinness will walk you through the steps to becoming an expert in picking the pin tumbler lock using the "Single Pin" picking technique. Throw away the Rotary Pick and learn to open doors like a true professional! This class will be strictly limited in numbers. Please bring your own pick kit.

***Presented by Luke McGuinness***

### ***Introduction to Locksmithing***

Back by popular demand, this class will walk you through an introduction to locksmithing, covering the history of our trade as well as the basic mechanical principles behind common locking systems. This class is ideal for non-technical staff as well as new comers to the trade. It will give you a solid understanding of the foundations of our industry.

***Presented by: Rae Mortimer  
(Saturday only)***

### ***Car Opening 101***

This class will consist of a series of live openings on cars. Adam Marotte will demonstrate the correct methods to use when opening a range of different vehicles. This will include the use of wires and Lishi tools and maybe one or two "outside the box" methods as well! In order to increase the chances of a hands-on experience, class sizes will be limited.

***Presented by: Adam Marotte***

### ***Generating keys to Motorcycle locks***

In this class you get a chance to try a new range of tools designed to quickly and easily produce keys for Motorcycle ignitions. Immotech's Chris Rose will be on hand to provide expert instruction in the use of these Accu-Readers. This will be a practical, hands-on class and numbers will be limited.

***Presented by: Chris Rose (Immotech)***

### ***Yale Wireless Alarms***

A Locksmith-centric product, Yale wireless alarms provide a perfect opportunity for locksmith to become the "one stop" professional solution for your residential customer electronic security requirements. In this class we will navigate you around the different kits offered, demonstrate changing parameters within the system and how to add accessories. **One lucky participant will receive at the end of the presentation a Yale Premium kit to take home**

***Presented By: ASSA ABLOY  
(Saturday only)***

### ***Picking the Ross 600***

This practical, hands-on class will give you the chance to perfect your Lever lock picking skills by picking one of the most common lever locks found in a wide range of safes today. Numbers will be strictly limited.

***Presented by: Fraser Burns***

### ***Remote Solutions - Beginners guide to Garage, Gate, Automotive, Cloning Remotes & K2 Forge System***

Athco Locksmith Supplies will show you how easy it is to deal with the ever increasing influx of remote customers. In this course Athco will cover identifying basic garage and gate remotes and supplying the correct replacement.

Introducing genuine and aftermarket remotes into cars (there will be a live demo car outside for those wanting the 'hands on' experience); cloning basic fixed-code remotes with the RCR10 generic cloner, and finally, creating your very own popular branded car remotes in store with the K2 Forge remote creator.

***Presented by: Athco Locksmith Supplies  
(Saturday only)***

### ***Troubleshooting Dialling errors***

One of the most common scenarios the locksmith faces is the combination safe lock which doesn't open.

This practical class will teach you some of the basics to making sure that the lock is working correctly and then give you the chance to identify and correct some of the more common faults you may come across.

***Presented by: Cliff Forrester***

### ***Electronic Access Control - Made for Locksmiths: SALTO***

SALTO combines the best of mechanical and electronic solutions into a flexible, easy to use, highly programmable and functional mechatronic solution, SALTO provides the opportunity for locksmiths wanting to enter the electronic security market. In this session you'll see an overview of how SALTO can revolutionise your business.

***Presented by: Scott Barber and Scott Leonard (LSC)  
(Saturday only)***

### ***Competenz: NZ Apprentices – The new scheme***

The future of our industry depends on the next generation of locksmiths. The NZ Apprenticeship scheme has finally started to get some traction, with a designated trainer for New Zealand as well as a dedicated training workshop. 2014 will be seeing some major changes to the Locksmithing qualification and it's vitally important that employers know about the changes that are happening and are due to happen.

Steve Brooks from Competenz will be running a one session explaining where the qualification is at, and what needs to happen in the future. There will be time for a Q&A afterwards. Please make this session!

***Presented by: Steve Brooks (Competenz)  
(Friday only)***

**MLAA LOCK-TRAIN**

**MIND  
THE  
TRAINING  
GAP**



**ROTORUA | NOVOTEL ROTORUA | SEPTEMBER 13 - 15**

**Additional Information**

- *Accommodation bookings at the Novotel Rotorua Lakeside Hotel and the IBIS Rotorua can be made using the booking code ROTBG3. See the MLAA website for further details ([www.masterlocksmiths.com.au](http://www.masterlocksmiths.com.au))*
- *Arrival Tea and coffee will be provided for those starting early classes*
- *Morning and afternoon tea will be provided on Friday & Saturday between classes*
- *Some class numbers will be limited as they are hands on so please book early*
- *Happy hour drinks will be held outside the formal dinner hall*
- *Business owner prizes and Locksmith prizes will be drawn in the Rutherford room ( you must be in attendance to win)*
- *Gala Dinner requires semi-formal dress (that means jacket and tie gents & no denim)*
- *Annual General Meeting will be on Friday night at 5pm in the Matariki Room*
- *When returning training booking forms, please note it is one form per person.*