

ISC WEST 2018 SHOW ISSUE

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HOW HALL OF FAMERS PLAYED CARDS RIGHT

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SPECIAL REPORT

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LUCKY 7

Ironically, if it was fame they were after the special individuals being honored with induction into the SSI Industry Hall of Fame would likely have chosen a field other than security. Yet that only makes their exceptional achievements all the more impressive. See who is receiving one of the industry's highest accolades and why.

Luck is what happens when preparation meets opportunity. When viewed in that context, the seven individuals elected into the SSI Industry Hall of Fame this year must be among the luckiest people to ever have come to understand the purpose of a security control panel.

In each unique case, series of circumstances and events — whether realizing it or not at the time — they were prepared, if not in experience than certainly in grit, determination and moxie,

to seize opportunity when it presented itself. When they encountered the proverbial forks in the road everyone does, more often than not they chose the best route — even when often it was far from the path of least resistance. Most crucial of all, when things inevitably did not go according to plan, they picked themselves up and demonstrated uncommon resiliency. For the Hall's Class of 2018, those qualities loomed large in helping these seven men attain an exceptional

level of career achievement.

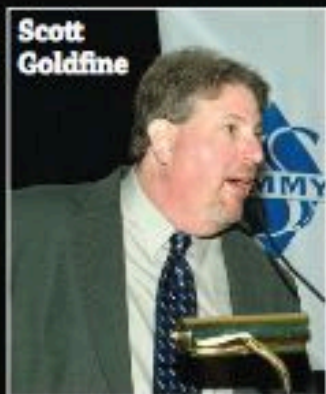
It has been told here before but what makes this distinction so praiseworthy cannot be overstated. Typically, the "hall of fame" moniker invokes thoughts of those who excelled on sports fields or entertainment stages. Not to denigrate such pursuits and institutions or tarnish the deserving people saluted for those endeavors, but let's get real — it's not life and death. The SSI Industry Hall of Fame, on the other hand, honors those



Pierre Trapanese



Tim Creenan



Scott Goldfine

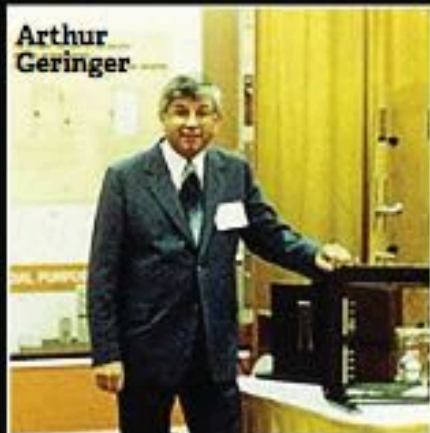


Marc Mineau

whose efforts have had life-and-death ramifications. Every person serving in the security/life-safety industry plays a role in the overarching scheme to protect people and property. SSI's Hall calls out those who have made the most significant contributions to this mission.



Controls; Scott Goldfine, editor-in-chief/associate publisher of Framingham, Mass.-based *Security Sales & Integration*; Joe Grillo, CEO of Las Vegas-headquartered ACRE; Marc Mineau, late founder of Kantech and former CANASA and SIA president; Dennis Stern, renowned legal counsel



Arthur Geringer

The diverse Class of 2018 is comprised of a security installation and monitored services founder who's given back immeasurably to the industry; a door locking and access control inventor; a publishing figure whose work propelled the trade forward; an access control executive and dealmaker who has led some of the top players; an access control and security innovator whose trade association work unified the industry; a legal leader who guided some of the most prominent firms and closed some of the biggest M&A transactions; and a holistic integration trailblazer whose company is a high-tech sector superstar.

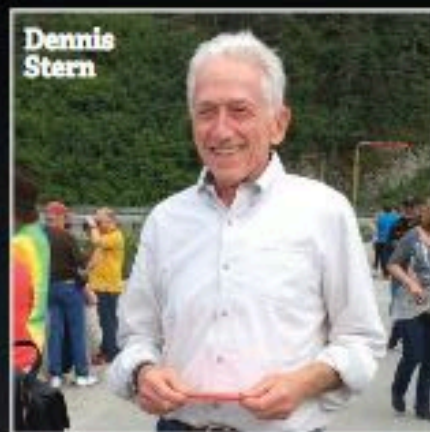
and M&A expert; and Pierre Trapanese, CEO and owner of Milpitas, Calif.-headquartered Northland Control Systems.



Joe Grillo

This year's Hall of Fame inductees in alpha order are: Tim Creenan, CEO of Buffalo, N.Y.-based Amherst Alarm; Arthur Geringer, late founder of Camarillo, Calif.-based Security Door

Founded in 2004 to represent the highest commendation for going above and beyond in professionalism, conduct and achievement, the SSI Industry Hall of Fame now numbers nearly 100 members (see page 66). The current Selection Committee is comprised of Hall of Famers Bill Bozeman, Alan Forman, Ken Kirschenbaum and Ralph Sevior. Another Hall member, Ron Davis, advises the group and presides over the official induction ceremony, this year set to take place during the SAMMY Awards the eve of ISC West (April 10) at the Sands Convention Center in Las Vegas.



Dennis Stern

With that, here are the stories behind each of the Hall's Class of 2018. >>>





Arthur Geringer
Deceased (2016), Founder,
Security Door Controls (SDC)

Why He's on the List

- ▶ Door hardware and access control innovator who pioneered design and practical application of electricity to door openings for security and fire/life safety
- ▶ Actively involved in the door hardware business for more than 60 years, founding Security Door Controls (SDC) in 1972
- ▶ Inventor of numerous electronic lock designs, he is credited with ushering in modern era of access control hardware with development of the 90° throw electric lock that is now commonly used
- ▶ Invented first dual failsafe, electromechanical lock for locking perimeter doors that used repelling magnets in lieu of moving parts and spring to retract the locking mechanism
- ▶ Received certification as Architectural Hardware Consultant in 1982; recipient of Door and Hardware Institute's Founders' Award and Distinguished Consultant award
- ▶ Member of the Door and Hardware Institute, Builders' Hardware Club of Southern California, SIA and ALOA, among other organizations, participated in standards setting and contributed content to industry periodicals

Road to Opportunity Unlocked

Childhood experiences in the family business and war service providing safety and security enforcement were forerunners of a future career and success in the security industry. He grew up in his father's architectural hardware business in Chicago, at age

four stacking hinges there. Upon graduating high school began working in a shipyard at the beginning of World War II before enlisting in the army. Returning to civilian life in 1945, he settled in California where he was employed at a major Los Angeles contract hardware firm. He eventually moved to a prominent architectural hardware company as sales manager.

Keys to Success

His self-reliant, can-do attitude and inquisitive "let's take it apart" nature are most responsible for his success in product design and innovation. His core values of devotion to family, god and country are most responsible for success in business and building a family-run entity celebrating its 46th year of existence. Probably the biggest challenge in his career became his biggest opportunity. While employed at Door Controls he had an idea for a failsafe lock to meet California State Fire Marshal (CSFM) requirements. He applied for a patent and offered the concept to his employer to produce it. When it became clear his employer wasn't interested, he resigned his job and founded SDC.

Toying With Ideas

Ideas for his groundbreaking, patented designs came from his ability to think outside of the box. He developed at least two patent design ideas that were sparked by toys.

One toy he recalled from childhood used repelling magnets to move skating figures around an ice rink. This led to the invention of the first dual fail-safe, electromechanical lock to be approved by fire marshals for locking perimeter doors, resulting in the changing of codes to accommodate the lock. This lock became the springboard for growth and SDC's first commercial facility. The toy also inspired the HETower lock, the first lock to be approved for access control of stairwell doors and has been installed in thousands of buildings around the world.

Another toy, a miniature train with a battery-powered sound chip used to make the engine noise and train whistle, also stimulated his imagination. It became the catalyst for the invention of the first and only delayed egress lock that integrated a human voice stored on a chip into a lock that notified shoplifters or wandering patients why the door would not open, when the door would open and that security was on the way.

Sometimes It Pays to Be a Square

After founding SDC, Geringer encountered a challenge providing a Minneapolis building with disability-compliant door levers. "This was a disaster to me because none of the mortise locks at that time had springs that could handle the weight of the levers," he had said. "That first job was furnished with cast bronze levers and the springs available just couldn't do the job. I had to find something to solve the problem." Initially, he sourced levers from Germany and then found American sources with levers of lighter weight. Yet he knew they couldn't get enough torque out of the springs and, ultimately they would fatigue.

He met with his spring supplier's engineer to find a way to get a strong enough spring into the small space available in the locks. The supplier's founder wandered in and asked about the problem. He took one look at the lock and replied: "Square wire." Although he had never heard of square wire, Geringer realized if it was equal in width to the diameter of a circular wire it would contain more material, and therefore be stronger. He had the solution! This reinforced his father's lesson that you can have all the college degrees in the world, but without experience you are guessing and headed for disaster.

The Geringer File

Born 1923 in Chicago ♦ Father owned hardware store, mother died when he was six and then raised by stepmother ♦ One of two siblings, brother Rickard ♦ Married to wife Mae, who helped him launch SDC ♦ Had two sons and a daughter, with 15 grandchildren and great grandchildren ♦ World War II army vet, served as a Stateside combat engineer and later transported war prisoners by train ♦ Other interests included construction projects, boating and attending grandchildren's sporting events well into his 90s

