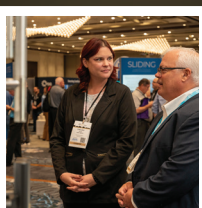
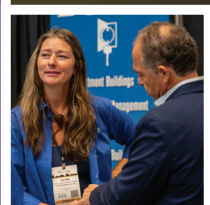
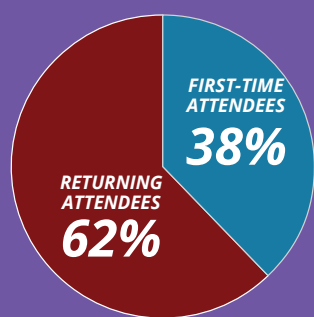




POST-EVENT OVERVIEW



FIRST-TIME VS. RETURNING



DHI conNextions

OCT. 9-10, 2024 • LAS VEGAS, NV

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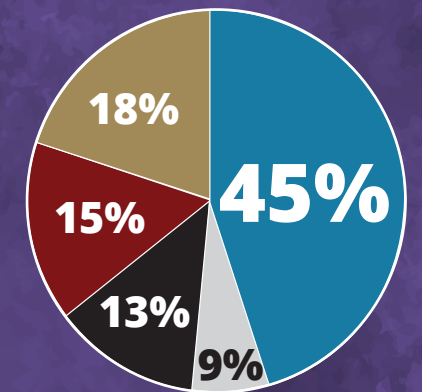


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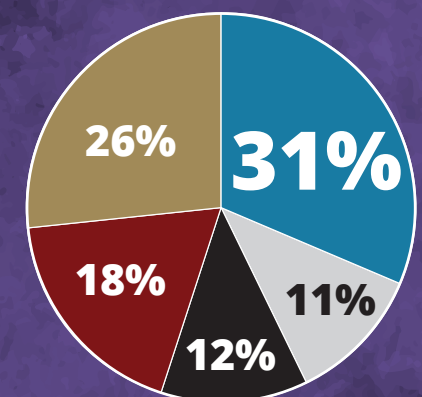
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- NON-EXHIBITING MANUFACTURER/SUPPLIER**
- OTHER**
(consultants, speakers, installers, end-users, unknown)
- STAKEHOLDER**
(architect, code official, contractor, facility manager, locksmith, security integrator)



- EXECUTIVE MANAGER**
(c-suite, president, director, VP, SVP, EVP)
- MANAGER**
(project manager, sales manager, spec writer)
- OWNER/PRINCIPAL**
- NON-MANAGER**
- OTHER**



“ONE OF THE GREAT ADVANTAGES OF BEING IN PERSON AT AN EVENT LIKE THIS IS ATTENDING THE EDUCATIONAL SESSIONS. NOT JUST BECAUSE YOU’LL HEAR INFORMATION ABOUT DIFFERENT PRODUCTS OR SOLUTIONS, BUT YOU’LL ALSO GO OUTSIDE YOUR COMFORT ZONE. YOU’LL LEARN ABOUT ARTIFICIAL INTELLIGENCE (AI). YOU’LL LEARN IN-DEPTH ABOUT CODES. YOU’LL LEARN ABOUT HOW TO STRUCTURE YOUR BUSINESS, HOW TO BUILD YOUR BUSINESS, HOW TO BUILD YOUR CAREER. AND THERE’S SOMETHING ABOUT BEING IN A ROOM WITH A SPEAKER WHO YOU CAN GO TO AFTER THE SESSION AND ASK FURTHER QUESTIONS AND REALLY LEARN A LOT ABOUT HOW TO MOVE FORWARD.”

— MARK BERGER, GENERAL MANAGER AT SECURITECH



BY GIGI WOOD, EDITOR,
IRONMARKETS

One of the most compelling aspects of attending DHI conNextions is the collaboration and education focused on improving school safety. For years, DHI leaders have addressed the ways in which proper policies and the latest in door and hardware technology can enhance security at schools. As is well known, there are many different opinions and perspectives on what equipment, mechanisms and strategies work best to secure schools. While educators and DHI professionals alike are committed to elevating school safety and security at schools, shrinking education budgets make the issue challenging. At DHI conNextions 2024, several school security topics were discussed in various educational sessions, from lockdown measures and grant applications to facility assessments and safety on higher education campuses. Experts from Allegion and Salto shared

best practices for door and hardware professionals to pursue throughout the year.

Ken Cook, Allegion’s Director of National School Safety and Advocacy, talked about how to assess school facilities for safety, while Christin Kinman and Randy Jump, End User Consultants for Allegion, discussed a number of lockdown measures and how to fund them. Meanwhile, Ron Shaffer, Salto’s Industry Solutions Leader in Education, led a session on the future of security on higher education campuses. Their presentations represent the forefront of research, technology and solutions available to schools.

Kinman and Johnson emphasized a consultative approach to identify assets, threats and vulnerabilities to keep schools safe. For example, they stressed the need for secure door systems, such as push bars and patent key systems, and the importance of monitoring door positions and using latch bolt monitoring. They also

recommended retrofitting with secure hardware and ensuring compliance with jurisdictional requirements for key access to all doors. They shared a number of tips on how to implement new technology into existing school facilities, as well as some best practices for funding these improvements.

“We would love for you to have the knowledge needed to apply best practices for either electromechanical or electronic locking solutions in both new construction and retrofit conditions as well as understand what the current landscape looks like in K-12, because it’s pretty different this year than it has been in recent years,” Kinman said. “And then understand the grant process and key information that we need if you’re working with and would like to pursue outside funding.”

Cook later reviewed the Partner Alliance for Safer Schools (PASS) guidelines, an important standard in assessing and improving K-12

school safety. He walked the audience through PASS strategies, and how door and hardware professionals can speak to school administrators about the best ways to improve door safety at schools. He described security failures that occurred in past school safety incidents and how those can be corrected in the future.

Salto’s Shaffer focused on higher education security, discussing access control technology changes within the industry. He reviewed how digital IDs and smart access control tools are changing the way students and faculty navigate campus buildings and classrooms, and even pay for products. Those digital ID cards will very likely replace physical keys, key fobs and even RFID cards. He discussed how the new technology advancements are shifting the student experience and offering improved campus security and operational efficiencies, leading to what he calls Campus 2.0. ■



HOW DOORS, FRAMES AND HARDWARE IMPROVE HEALTH CARE SETTINGS

BY GIGI WOOD, EDITOR,
IRONMARKETS

As the health care industry continues to grow, the need for clean, safe and secure facilities increases. According to several sources, the U.S. hospital market is expected to reach roughly \$1.5 trillion in 2025, continuing to expand at a rate of 3.46% annually through 2029. As the industry grows and evolves, so too, does facility design of its facilities.

One of the prevailing themes of DHI conNextions over the years has been teaching professionals how to take on new types of customers, industries and facilities within their local regions. That's what Tom Morgan, Director of Business Development for Health Care at ASSA ABLOY, explained during his session, "How Doors, Frames, and Hardware Enhance the Healing Environment" at DHI conNextions 2024.

"I'm trying to educate our industry on how to bring this to market," Morgan said.

He led DHI professionals through the changing needs of health

care facilities, which increasingly need secure, patient-centered environments as the facilities build out their continuum of care to provide better health care to local populations. He talked about how modern trends are focused on evidence-based and nature-centered designs to improve patient outcomes and reduce stress. These approaches integrate sustainable materials, decorative hardware, acoustics and advanced access control systems like mobile and wearable credentials. These innovations improve safety, efficiency and overall well-being, Morgan said.

Clinicians are experiencing a high level of burnout, especially since the COVID-19 pandemic. That pandemic, coupled with evolving needs of patients, has led to a dramatic shift in health care facility design. One example of those changes is taking grey, metal doors in patient rooms and hallways and replacing them with doors that are more aesthetically pleasing.

"They're moving away from a sterile, utilitarian look to something that's a little bit more

pleasant and is just as secure," Morgan said. "You can see brighter lights, different colors, more inviting colors, to create environments that promote better patient outcomes."

Door and hardware professionals can stand out to local health care customers by helping providers make the best decisions regarding integrating delivery networks and evidence-based design, while maintaining a healing-based atmosphere for patients and staff. Health care facilities need to incorporate elements such as fire inspection-approved doors and frames, infection control measures, low-touch strategies, modernized noise reduction strategies and more.

Morgan discussed the importance of collaboration between all parties involved, including hospital leadership, which needs to meet Joint Commission standards. Sustainability practices, such as energy-efficient operations, are important as well, not only to meet growing demand but also to control costs. Overall, the health care industry is trending

toward facilities that are inviting, secure and sustainable that prioritize efficiency and holistic care. Doors, frames and hardware play a significant role in creating a healing environment, and door and hardware professionals can play a part in the creation of those environments. The use of proper doors, for example, can greatly reduce noise while maintaining security protocols.

Those in the industry can help educate health care professionals on how to ensure evidence-based design principles are implemented in facilities and provide information on delivery networks. Door and hardware professionals can serve customers by discussing the impact of aesthetics, security and design on patients and staff in health care facilities, and help customers explore decorative hardware solutions and integrated access control system solutions. They assist health care facilities with purchasing decisions for doors, frames and hardware, while also helping to establish the audit trails necessary for compliance. ■

“

GOING TO A TRADE SHOW LIKE DHI CONNEXTIONS IS ONE OF THE BEST WAYS TO EDUCATE YOURSELF ABOUT THE INDUSTRY, ABOUT THE PEOPLE IN THE INDUSTRY

AND CONNECTING FOR YOUR FUTURE. THERE'S A LOT WE CAN DO WITH TOYS LIKE THIS [HOLDS UP PHONE]. BUT WHAT I CAN'T DO IS GET TO A PRODUCT AND ACTUALLY TOUCH IT, UNDERSTAND IT AND KNOW WHAT'S REALLY GOING ON. AND AT A SHOW LIKE THIS, YOU HAVE THE OPPORTUNITY TO MEET WITH PEOPLE FROM COMPANIES WHO MIGHT BE POSSIBLY ON A ZOOM OR TEAMS MEETING AT SOME POINT, BUT YOU CAN'T GO IN-DEPTH WITH THEM. BEING IN THE ROOM WHERE IT HAPPENS IS THE BEST WAY TO DO IT.”

— MARK BERGER, GENERAL MANAGER AT SECURITECH



“BUSINESS IS ALWAYS CHANGING. IT’S FUN TO MEET OTHER VENDORS THAT YOU’RE NOT USED TO DEALING WITH AND LEARNING ABOUT NEW PRODUCTS, ALL THAT GOOD STUFF. IT’S A GREAT EVENT, AND IT’S WONDERFUL HERE IN VEGAS. AND I ENCOURAGE ANYBODY IN THE HARDWARE BUSINESS TO COME TO THE SHOW.”

— AJ ROCKER, SALES REPRESENTATIVE AT BR JOHNSON



“IF YOU’RE THINKING ABOUT ATTENDING DHI CONNEXTIONS, I THINK ONE OF THE BIG PIECES AND DRIVERS FOR JOINING WOULD BE GETTING TO REALLY MAKE THOSE CONNECTIONS WITH THOSE CUSTOMERS FACE TO FACE. I THINK BUILDING RELATIONSHIPS IN PERSON IS INVALUABLE, AND SOMETHING THAT WOULD REALLY DRIVE YOUR BUSINESS FORWARD IN THE FUTURE.”

— SHAYE NEWMAN, CATEGORY MANAGER AT USA WOOD DOOR



LEADING MINDFULLY

BY GIGI WOOD, EDITOR, IRONMARKETS

Within the door and hardware industry, there exists strong professional relationships that have grown stronger throughout the years, strengthening the organization and the industry. At DHI conNextions, industry professionals gather to build those relationships, as well as learn about the latest trends and technologies. An important facet of the conference is the camaraderie and how it inspires and motivates attendees to improve performance and profits.

As industry leaders wade through the mounting stress of a modern world, as they navigate new regulations, shifts in pricing and industry needs, and the many demands of customers, employees and vendors, it’s easy for those leaders to feel as though they are being pulled in many directions.

At DHI conNextions 2024, industry attendees came together to learn how to become more effective leaders during the keynote address, presented by Angela Buttimer. Owner of the Atlanta Center for Mindfulness & Well-Being, Buttimer discussed ways industry professionals could cut through the noise of today’s business world to improve their perspective and ultimately, operate a more successful business.

Buttimer is a licensed psychotherapist, author of two books and is a daily columnist for the Atlanta Journal-Constitution. She is a corporate trainer, a

motivational speaker and has presented on TEDx. To a packed audience at DHI conNextions 2024, she explained how mindfulness can be used in business to improve performance, productivity and profits, while also reducing stress. She pointed out that chronic stress costs U.S. companies more than \$330 billion annually and impacts 75% of employees, leading to illness, injuries, increased absenteeism and poor performance in the workplace.

To combat this phenomenon, Buttimer encouraged DHI professionals to focus on the 3 Cs of mindfulness: Calm, Compassion and Clarity. One of the simplest ways to improve calm is through breathing exercises, such as deep breathing and box breathing.

“Mindfulness is defined as being fully present and aware, backed by discernment and wisdom. The benefits of mindfulness include reduced stress, increased resilience, and improved performance and productivity,” Buttimer said.

She also emphasized the importance of self-compassion and empathetic communication in the workplace, while also focusing on single tasking instead of multi-tasking, and using digital tools with intention, instead of doomscrolling.

“Compassionate communication and body language are key to building trust and engagement among employees,” Buttimer added.

She encouraged door and hardware professionals to try mindfulness strategies when they returned home and to apply them in the workplace. Even in small quantities, changes toward mindfulness can make a big difference.

“Each of you has the potential and the power to shape the future,” Buttimer said. “Each of you has

that with every decision you make, every action you take. I encourage you to practice calm, compassion and clarity in your leadership and inspire others to do the same. Collectively, you will create a legacy in this industry and beyond. The world needs your leadership and I encourage you to step forward and make your mark.” ■



IMPROVING MINDFULNESS IN THE WORKPLACE

Buttimer suggested these strategies to harness mindfulness, which studies show can reduce stress and create a healthier workplace:

- Practice deep breathing and box breathing techniques regularly.
- Implement a morning ritual to set a positive tone for the day.
- Evaluate digital engagement and set boundaries to avoid distractions.
- Reflect on personal narrative and practice self-compassion.
- Delegate tasks and responsibilities to build a high-performing team.

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"WE'RE VERY EXCITED TO BE HERE — SEE A LOT OF CUSTOMERS, SHOW OFF SOME NEW PRODUCTS AND CELEBRATE OUR 175TH ANNIVERSARY THIS YEAR. IT'S IMPORTANT TO HAVE EVENTS LIKE DHI CONNEXTIONS FOR THE EDUCATIONAL ASPECTS, AS WELL AS SEEING CUSTOMERS AND HAVING A GOOD TIME.

I THINK IT'S VERY IMPORTANT TO CONTINUE EDUCATION IN THE DOOR AND HARDWARE INDUSTRY BY GETTING NEW PEOPLE IN AND EDUCATING THEM ABOUT WHAT WE DO HERE AND THE ASPECTS OF SAFETY AND SECURITY."

— SONNY HAGER, MARKETING COMMUNICATIONS MANAGER
AT HAGER COMPANIES



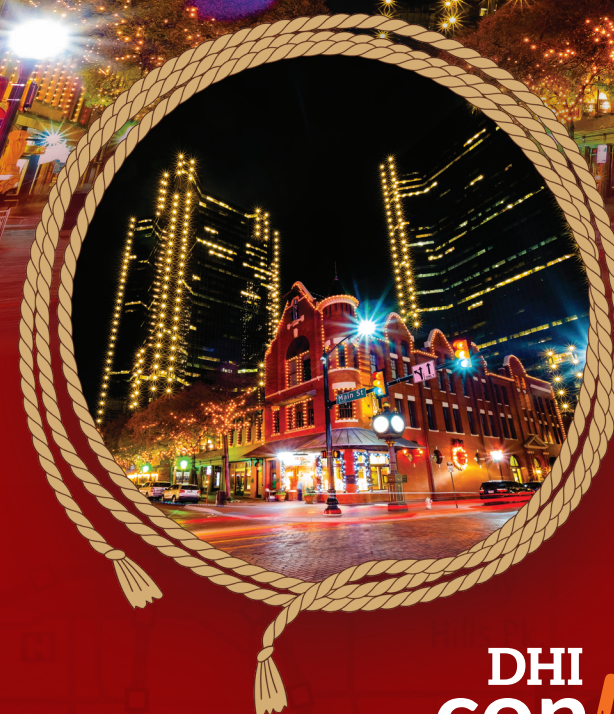
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