



BLOG: LOCKING IT UP
March 2023

Codes: Unlocking the Secret to Success

Living Your Passion: An Interview with Industry Icon and Lockstar, Lori Greene

It may be Women's History Month, but this article isn't just about an industry icon and expert, who happens to be a truly successful woman in a male dominated industry.

This month, we celebrate the concept that if you have a passion, you can dream it, you can build it, you can become it and you can live it every day. And this is a message that reaches far beyond a month or a particular gender or any one career.

Read on for more about Lori Greene, DAHC/CDC, FDAI, FDHI, CCPR, and manager of codes and resources for Allegion.

Lori Greene is known by many in the industry as one of the leading experts in code requirements, and the impact those mandates have on how door and hardware industry professionals perform their work. She is a member of the Builders Hardware Manufacturers Association (BHMA) Codes, Government, and Industry Affairs Committee and works with the model codes and referenced standards related to door openings. She is also very involved with school security/ safety awareness and the importance of code-compliant fire door assemblies.

For more than three decades, Lori has experienced nearly every aspect of the door and hardware industry, from distributor and manufacturer's rep to specification expert and code crusader, and has done it with passion, grace, intellect and a relentless pursuit of what it means to be accountable to safety.

A Grand Plan Reveals Itself

In a recent interview with Lori about her beginnings in the locksmith and security industry she recalls she had no grand plan laid out when she started learning about doors and hardware. An architectural graduate of Vermont Technical College, she found herself a hardware detailer as she began her career. She feels fortunate





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that early on in her work, she discovered a passion for codes, and felt she could make a difference by understanding them and by helping others not only understand them, but come to care about their importance as she did.

As part of this desire, Lori knew she needed a bigger platform and more readily accessible information and training on codes and their requirements. So, in 2009, she started a website called iDigHardware. Her initial intent was to simply use the site as a way to put code information out where people could access it, but her site, fueled by her knowledge, had bigger plans.

In this day and age, blogs and experts come and go, but still going strong after 14 years, Lori's website, her blog and her growing following continues as a trusted resource to thousands of manufacturers, spec writers, consultants, architects, AHJ's and trade professionals worldwide.

The secret to her site's popularity (currently getting over 50,000 visits per month)? She freely gives away her expertise and is not afraid to dig in on tough questions or challenging opinions. She is accessible and knowledgeable, and the industry is incredibly thankful.

Lori trusts in the "ripple effect" of code knowledge and offers her time and expertise, not only in maintaining the iDigHardware site and providing information, but in the training that she has been able to lead virtually and in person.

**LOOK FOR LORI GREENE & HER SESSION AT THE YANKEE SECURITY
CONVENTION THIS OCTOBER IN SPRINGFIELD, MA**

What the Industry Has Done for Lori

Lori says that her joy comes from being surrounded daily by the very community that she has grown up with - one that not only met her family needs and financial goals, but on a deeply personal level has allowed her to contribute to the greater good while being part of life-changing code formation that she knows has made, and continues to make, the buildings and the world we live in, safer.

Ever humble, she is quick to cite others in the industry that have and continue to help her along the way by providing information on state and local legislation changes, code misinterpretations, standards, compliance issues, and the like. In addition, there were many people who invested their time in Lori's early education in doors and hardware, and have acted as mentors throughout her career.

Of the milestones she has achieved in her career, she says "The thing that remains the most important to me, on the professional side of my work, is that every single day, I am one person but capable of a ripple effect, and this ripple has helped change the codes, and I know that buildings are safer because of the work I have



done. Hardware is complicated – anyone involved in the selection, specification, supply, or installation of these products needs to understand the implications of the codes, and I’ve been so happy to see that I’ve been able to help many of them along the way.”

Lori’s Advice

“My advice is to be willing to learn all that you can, and share what you know. I offer support and guidance to anyone who asks, so that they can be better at what they do, and to improve the safety of building occupants. In your career, be open, be helpful, be patient. Have a passion for some part of what you do and find a way to turn that into your specialty.”

What’s Next?

There is still so much work to do when it comes to codes and standards and Lori continues to advocate for others to join in as stewards for safety and security. When the subject of school safety comes up, it is clear that this is an area of critical importance to Lori.

A mother herself, she truly digs in when it comes to providing the proper access and egress to our classrooms and schools. Lori shares, “In addition to an annual average of almost 5,000 fires in educational buildings in the US, there is a staggering number of non-fatal victimizations (fights, sexual assaults, bullying, etc.). This continues to support the need for first responders, security, staff and administrators to have access into and out of classrooms, and for students and teachers to have free egress. We all need to work hard to ensure that the doors and hardware integrated into our school systems meet stringent safety standards.”

Getting into the D&H Industry

They say many people get involved in this industry because of family members, but Lori is a shining example that you can be and do what you want to, no matter who you know or do not know. For her, the door and hardware industry literally came knocking...and she embraced it and never looked back.

After graduating with an architectural degree and ultimately deciding she didn’t want to be an architect, she paved the way for a career, where now, she routinely trains architects as well as manufacturers, consultants and other industry professionals on the important codes and standards they need to know.

The career outlook is promising and there is so much happening as technology evolves and guides the future of the door and hardware industry. This will create tremendous opportunities for people that are attracted to product design, architecture, standards, safety, security, and codes and will provide solid careers and success.

The industry has opportunity for everyone and shows like the Yankee Security Convention are just one way people can get educated, network and take advantage of its in-depth look at the industry and the many companies and lockstars that make it thrive.



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Special Thanks

A special thanks to Lori Greene for her time participating in this interview and the development of this blog. Additional thanks to iDigHardware.com, Allegion and Gigi Wood and Door Security & Safety Magazine, for their continuing education article on Lori.

For more on Allegion, visit www.allegion.com. For more on iDigHardware visit iDigHardware.com.

For more on the Yankee Security Convention visit www.yankeesecurity.org. Show dates for attendees and exhibitors for the Yankee Security Convention are October 25 – 29, 2023 at the MassMutual Center in Springfield, MA.

[Reference Source](#)