

## **Encon Electronics takes spring training seriously**

Leading wholesale access control distributor Encon Electronics conducted several customized training days throughout April and May and announced a dedicated Technical Training Manager.

Long-time employee Lawrence Bourke recently expanded his role at Encon by becoming the Sales/Technical Training Manager. Bourke will lead all dealer and in-house training for Encon Electronics going forward. He is now responsible for conducting customized training requests as well as researching and training Encon employees on new products. This new position will be in addition to his existing role as one of Encon's leading technical/sales representatives.

Dealers are encouraged to schedule training at Encon on any topic they want to learn more about. This is a free service the Company offers their customers throughout the year. According to Bourke, "Scheduling tailored training with an Encon tech is a great opportunity for dealers to expand their knowledge on new products or to receive training on a product they've always wanted to learn how to install. They can also utilize this service to train new employees. Our techs have expert knowledge on so many different manufacturers, and we can cover such a wide variety of products. The agenda topics our customers can choose from are practically endless," Bourke added.

Affordable Fence based in Stockton, California took advantage of this unique training service in April. Encon Sales Director Joe Weber conducted a comprehensive training seminar to small group of employees from Affordable Fence. They were able to create an agenda customized for their needs and Weber covered only the products they wanted to learn more about.

The day began with an overview of DoorKing and Viking Gate Operators. Weber covered both wired and solar installations and demonstrated both slide and swing installations to the group.

Next, he discussed a wide range of access control products including keypad, receivers, card readers, Miller Edges, photo beams and more. Weber also had the group look at additional products like the new cellular based intercoms. Two of the exciting new cellular options he covered were the Ascent X1 manufactured by Security Brands, Inc. and BFT's all new Call Box

Encon and Affordable Fence were fortunate to have the BFT Cell Box inventor, Paul Creighton from Belfast Northern Ireland, on-site to assist in the BFT portion of the training. He personally reviewed the latest BFT products and was able to answer any questions the group had about the new technology.

For more information about Encon's extensive training services or to schedule a custom training day for your company, visit [www.EnconElectronics.com](http://www.EnconElectronics.com) or call 800-782-5598.