

## ***Encon continues emphasis on training with Apollo technical seminar***

Access control products distributor, Encon Electronics collaborated with gate operator manufacturer, Apollo Gate Operators on May 12-13th for a joint technical training seminar. The first of the two-day workshop was held at the Encon Training Facility in Hayward, California. The second day was held at the Holiday Inn, Elk Grove, CA.

Nearly forty Encon dealers attended the two seminars conducted by Apollo technical support representative, Ron Swartz and west coast sales manager, John Anderson. Swartz began the seminar by covering the Apollo 835/836 circuit board in extensive detail. "Our existing operator line and all the new operators coming out will use our existing 835/836 board and will include all the standard features that everyone is familiar with today," Swartz said. He then described the ten dip switches on the board, covering functionality and troubleshooting for each dip switch. One attendee appreciated this overview by saying, "It was a true technical seminar. I walked away confident in my ability to sell and install the product."

The majority of the attendees thought, "The most impressive part of the seminar was the product demonstration." Swartz and Anderson displayed a fully functional product demo of the 3600 and the 1650 slide gate operators with a full sized gate connected.

Swartz used the product display to demonstrate several troubleshooting techniques. First, he simulated an operator malfunction. He then provided step by step instructions on how to repair the operator. Encon dealer, David from Security System Supply (Sacramento, California) said, "Going outside and learning how to use my meter to check amperage on solar panels, accessories, etc. was priceless. This was the best seminar I have ever attended."

After the troubleshooting segment of the seminar, Swartz highlighted the various new operators now manufactured by Apollo. "The Toona 5 swing gate operator is currently available and can accommodate gates up to 12 feet, 400 lbs. The Toona 7 works with gates up to 20 foot gate 800 lbs. They are both screw drive operators that run on 12 volt DC just like all the other operators that Apollo manufacturers. All the new products use the 835/836 circuit board and feature our current control box which is 18"X18" X8" deep, black powder coated, rated Nema 3R. Also, they will use the soft start/soft stop feature that used to be only available on our 1550/1650 products."

"The Metro is a behind the column mount unit swing gate operator that is available in single and dual. The Hyppo is our new inground, non hydraulic swing gate operator also available in single and dual kit. Both will be released on July 6, 2009."

Swartz' technical background and Q&A lecturing style made it easy for participants to ask questions throughout the seminar. Encon sales manager, Zach Eichenberger said, "Ron Swartz and John Anderson did a great job presenting technical information to the group. Our dealers benefited from the explicit troubleshooting instruction, the hands-on product demonstration and the one on one Q&A. Encon prides itself on providing quality technical workshops like the Apollo seminar. Plus, we were able to target a wider audience by offering the seminar in our training facility in Hayward and at a separate facility in Elk Grove."

Additional Encon seminars are scheduled at their training facility in Hayward, Calif. and customized training is offered by Encon throughout the year. Visit [www.enconelectronics.com](http://www.enconelectronics.com) or call toll free 800-782-5598 for more information.