

One Wholesale Distributor  
Endless Access Control  
Products and Services

April 2010

## BYAN MANUFACTURER REBATE

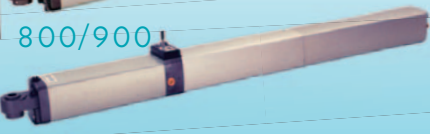
500



600



800/900



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Refund check will be sent directly  
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now, Encon processes the paper-  
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OFFER ENDS APRIL 30, 2010

## VISIT US AT THE IDA SHOW

Las Vegas, NV April 21-24

Booth #3029



E N C O N

# I N S I D E R

LOVING FATHER • BAY AREA LANDLORD • NINER FAN  
ENCON ACCOUNTING MANAGER

## CHICO

As Francisco Rodriquez creeps up on his 10th Anniversary at Encon, we look back on the unexpected circumstances that led him to his well deserved and respected position as Accounting Manager.

Looking for a change from his post office job, Francisco (aka Chico) noticed a "Now Hiring" sign on Industrial Boulevard and found his way to Encon Electronics. Although the sign was not posted by Encon, we were in fact hiring for the warehouse. Coincidence or destiny? From our perspective, maybe both. Ultimately, we all agree we're just lucky to have landed such a valuable, dedicated and reliable employee.

After three months in the warehouse, six months in Order Entry and successfully completing Chabot accounting classes (required by management), Francisco embarked on his new role. As Accounting Manager, he oversees the entire department and works closely with President and owner, Betty Mullin. He is responsible for A/P, making A/R calls, preparing the books, reconciling customer accounts and balancing at the end of each month. His experience in the warehouse and order entry allowed him to see all the sides of Encon. Francisco admits learning the product and getting to know the customers has definitely been an advantage.

*"Examining customer accounts is almost like reading a short story. I have to analyze the patterns, investigate outstanding credits and evaluate the best way to balance. My job is to be the Sherlock Holmes of accounting. My favorite part is helping people understand the numbers because numbers don't lie."*

And we would be lying if we said Francisco wasn't naturally gifted when it comes to numbers and finances. He has an affinity to managing money in both his work and home life. With his acute attention to detail, he has transformed the Accounting department into an efficiently run machine. Being bilingual, Francisco can offer Spanish speaking customers accounting assistance as well.

His overwhelming sense of responsibility is evident in the pride shown in his work and his success professionally and personally. Francisco is the rare combination of friendly and approachable yet is numbers driven and has business savvy. His office is a safe refuge if you're looking for a sensible and funny perspective and many coworkers find their way there for advice or a break from the work day.

He is equally responsible in his home life. After several years in rental property management, Francisco currently owns and manages one rental. He is also a father of two: Francisco (15) and Daniel (11). Raised in the Bay Area, he enjoys local trips to San Francisco with his sons and girlfriend Jessica. He also stays devoted to the "5 time Champion San Francisco Forty Niners" (his words) and takes the family to games when he can.



## DOORKING HANDS-ON WORKSHOP

**WHEN:** April 7 9AM - 4PM (Sign in begins at 8.30AM)  
**WHERE:** Encon Electronics Training Facility  
28310 Industrial Blvd. Suite G Hayward, CA 94545

### AGENDA TOPICS

ACCESSPLUS SYSTEMS  
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