

Encon DoorKing Technical Seminar – A highlight of new DoorKing Products

HAYWARD, CALIFORNIA

On March 25 access control products distributor, Encon Electronics collaborated with leading manufacturer DoorKing for a joint training seminar. The seminar was held at Encon's fully equipped training facility in Hayward, California.

Encon's Sales Director and seminar emcee, Joe Weber, led with important announcements. He acknowledged Encon's now fully certified technical sales team and informed attendees of the Encon Gate Operator Installation Certification (GOIC) testing event scheduled on May 16th. This will be the second GOIC exam held at Encon in the past three months. Weber then passed the microphone to DoorKing national sales trainer, Ron Miller, who conducted the full day DoorKing seminar.

Nearly forty Encon dealers attended the seminar in hopes of learning more about the latest products now offered at DoorKing. Dominic Fawver from R&S Overhead Garage Door said, "The seminar was a good mix of sales and troubleshooting" while another attendee described Miller as "A great presenter with a positive attitude and extensive knowledge on DoorKing's new product features."

Miller began the seminar with an overview of the DoorKing products that are currently available or scheduled for production. He began with the completely revamped DoorKing 1812 residential telephone entry system.

"In addition to the traditional 1812 telephone entry system, there are two newly enhanced models now available: the 1812-PLUS and the 1812-Access PLUS. The 1812-PLUS offers a completely redesigned control board, with new circuitry for virtually every function, a new audio circuit design intended to enhance audio quality and voice reproduction, and a new power supply that provides clear communication with less interference from marginal installation factors."

"Additional features of the 1812-PLUS include: 50 available entry codes, dial out functionality for up to 27 phone numbers, automatic answering machine bypass, and programming from system keypad or from a telephone," Miller added.

"The best thing about the new model is that customers can enjoy all the new enhancements of the 1812-PLUS at the exact same price as the original 1812 telephone entry system," Encon technical sales representative, Lawrence Bourke pointed out.

Miller then discussed the advantages of the 1812-Access PLUS. "This model has all the enhancements the 1812-PLUS offers with multiple additional features including card access and PC programming. It allows the user to control all access points from a PC and is capable of interfacing with up to 23 individual phone lines," Miller said.

After covering technical installation of various card access connections for the 1812-Access PLUS, Miller discussed troubleshooting and provided in depth information on DoorKing's new commercial swing gate operator- the 6500.

The 6500 is available in ½ and 1 HP models. This operator features adjustable electronic magnetic limits that will not wear out or break and simple connections for the secondary operator in a bi-parting system.

All the participants found the seminar and Miller's presentation to be extremely valuable. Attendee James Ahl of Automatic Door Systems said, "The seminar had good people, good food and good information."

Encon Sales Manager, Zach Eichenberger, said “As always, Encon will continue to provide technical and sales seminars throughout the year. We believe it is especially important to offer increased training opportunities during these turbulent times. Dealers can develop new skills and learn about new technology which in turn, will allow our customers more product and pricing options when bidding against competitors.”

Encon has a two-day Apollo Gate Operator seminar scheduled for May 12th at their training facility in Hayward, Calif. and May 13th in Sacramento. They also will be hosting a Viking Access Systems seminar on June 24th. Call toll free 800-782-5598 to register for either of these seminars or visit www.enconelectronics.com for more information.