

## ***Encon Holds First of its Kind DoorKing Workshop***

April 7, leading wholesale distributor Encon Electronics teamed up with manufacturer DoorKing Access Systems for a first of its kind technical seminar.

DoorKing National Sales Trainer, Ron Miller, structured the event as a hands-on workshop versus the typical classroom forum. The nearly thirty attendees were divided into three small groups. Each group had either a DoorKing or Encon technical representative guiding them while Miller provided instruction to the entire class.

The goal was to educate the attendees on the latest DoorKing products while providing them actual equipment to program, wire, etc., and according to attendees, the new format was a success. "This was a great hands-on seminar. I especially benefited from the computer applications and the product reviews," noted attendee Steven Norris of Wes Day Enterprises in Stockton, Calif. Alfredo Ortego of Ornamental Iron Solutions of Watsonville, Calif. agreed, "I thought it was a very informative seminar. It covered a little bit of everything."

Miller began with an overview of the new enhancements available on the 1812 AccessPLUS and discussed the soon to be released 1835 AccessPLUS. Encon's Sales Director, Joe Weber found, "the new format complimented DoorKing's release of Internet accessible telephone entry and access control products."

Each group was stationed with a computer and various DoorKing products. Attendees were asked to wire a DoorKing card reader to the 1812 and also learned about IP addresses and application to the phone systems via Ethernet off site. Jacob Balsbaugh from Valley Entry Systems in Escalon, Calif. preferred the technical interaction the new format fostered. "The workshop portion of the seminar was very good. I was able to personally work on the product and received valuable hands-on instruction."

Next, Miller covered the new DoorKing 6.2 software, available as of April 2010. According to Miller, "The new software offers double the speed of communication which literally cuts data transfer time in half. Some new features of the 6.2 are live streaming, Internet programming, and local area programming allowing you to program by modem, DoorKing server, LAN and/or WAN," Miller added.

The second half of the workshop focused on the new DoorKing 1000/1500 power backup system and the 6500 and 9000 series gate operators. "The 1000 power backup system offers full time UPS support for a 1/2 HP motor and all related accessories. The 1500 supports two 1/2 HP motors and all accessories," said Encon technical representative Justin Kilby.

Throughout the seminar Miller encouraged and actually rewarded attendees who asked questions. Every dealer who asked a question received a DoorKing mug plus eight attendees walked away with a tool bag courtesy of DoorKing.

Although the format was entirely different, attendees and Miller viewed the workshop as a success. "The new format worked very well. Dealers in our industry are not accustomed to sitting in a classroom. Many installers learn better when they are able to work with hands-on product. We want to incorporate the feedback we received and expand on this format even more," Miller said.

"Encon continues to promote training and education in the industry with seminars and hands-on workshops like this one. We support DoorKing's efforts to create new ways to inform and educate our dealers. This truly technical based seminar strengthens dealer knowledge and helps increase revenue potential," Zach Eichenberger, Encon sales manager said.

For information on upcoming Encon seminars or to schedule customized training sessions with one of Encon's technical representatives visit [www.enconelectronics.com](http://www.enconelectronics.com) or call toll free 800-782-5598.