

ENCON INSIDER

December 2009

Encon wishes everyone a safe and happy holiday season.



Born and raised in Oregon, Zach Eichenberger became an installer for Mike's Fence Company in Bend at the young ambitious age of twenty. As an Encon customer, he purchased product and troubleshot with veteran sales technicians Lawrence, Tim, and Joe, long before becoming an employee.

After deciding to pursue a Sales Manager position at a company in the lumber industry, Zach felt compelled to place a simple phone call to Encon to say goodbye, nice doing business together, etc. Six months later, Joe followed up with Zach and recruited him to be a technical sales representative for Encon. The rest, as they say, is history.

Zach uprooted and moved to California knowing only the Encon team and one thing – he had a job. After excelling in technical sales for four years, Zach was promoted to Sales Manager. In this role, Zach wears many hats and he wears them all extraordinarily well. On paper, he manages our existing product line, supervises eight in-house technical sales representatives, researches new products, strengthens vendor relationships and assists manufacturers. From day to day however, Zach spends the majority of his time working with Encon customers.

"Fortunately, I don't need to spend time managing our team. They manage themselves. This allows me time to focus on bigger customer issues and concerns. It also enables me to stay connected with our dealers which keeps me in tune with their needs." Zach values his role at Encon because he is able to be a part of a company that is very well respected in the industry. "I appreciate the opportunity to work under a strong, family oriented owner like Betty Mullin."

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Likewise, Encon appreciates having a dedicated employee like Zach. He is the perfect combination of vision and impeccable follow through. He is the brains and brawn behind many of our most ambitious projects. In 2005, Zach helped transform our demo room into a state-of-the-art training facility, which is now regularly used for customized training and seminars. He also managed the Encon office remodel. In 2007, Zach spearheaded the reconstruction of our warehouse and worked closely with our shipping department to convert four separate warehouses into one. He also helped incorporate a new product rotation system which has significantly increased inventory efficiency.

His task-oriented personality comes in handy when tackling home renovation projects as well. Zach's latest endeavor – a 4-wheel drive rebuild on his 1983 CJ7 Jeep. He also stays busy playing in two basketball leagues weekly and hitting the golf course when opportunities arise.

Although undeniably devoted to his hobbies and his duties at Encon, his main priority is his family. Zach met his now wife, Summer, while she was working at Sentex. During a manufacturer visit to Encon, Zach offered to take her on a tour of the Bay Area, and they've been linked ever since. Married in 2004, Summer and Zach have two children, Joshua Bode (3) and Elle Kailani (1). Time will tell whether his kids have the same commitment, work ethic and basketball talent that he possesses. For now, it looks like soccer is their game. A talent obviously inherited from their mother.



Holiday Schedules

ENCON
Dec. 24: 7am - 12pm
Dec. 25: Closed
Dec. 31: 7am - 12pm
Jan. 1: Closed

ALL-O-MATIC
Dec. 24: Open until 12pm
Dec. 25: Closed
Dec. 31: Open until 12pm
Jan. 1: Closed

CHAMBERLAIN
Dec. 24: Shortened Schedule
Dec. 25: Closed
Dec. 31: Closed
Jan. 1: Closed

DOORKING
Dec. 23: Open until 12pm
Dec. 24: Closed
Dec. 25: Closed
Dec. 31: Open until 12pm
Jan. 1: Closed

FAAC
Dec. 24: Closed
Dec. 25: Closed
Jan. 1: Closed

HYSECURITY
Dec. 11: Early Close at 2pm PST
Dec. 17: Early Close at 2pm PST
Dec. 28: Last ship date for operator orders in 2009.

LINEAR
Dec. 24: Closed
Dec. 25: Closed
Jan. 1: Closed

MILLEREDGE
Dec. 25: Closed
Jan. 1: Closed

RENO A&E
Dec. 24: Closed at 12pm PST
Dec. 25: Closed
Jan. 1: Closed

SECURA KEY
Closed Dec. 24th through Jan. 1st
Any NON-STOCK orders received after Nov. 25th may not ship until after Jan. 4, 2010.



\$100 OFF each CTE1000
\$80 OFF each WIM1000
\$30 OFF each GC1010
Rebate amount is per device sold and paid directly to the dealer from CelAccess. Dealer's end user must activate the device by setting up their CelAccess account by midnight on Jan 31, 2010. Upon device activation and order confirmation, CelAccess Systems will begin processing the rebate and pay the dealer directly.
Offer ends Jan 31, 2010



BUY 1 HYSECURITY SWINGSMART OPERATOR GET 1 FREE
Limited to one free SwingSmart with purchase of one full priced SwingSmart operator. Only ONE free operator per customer. Offer is only eligible to customers purchasing the SwingSmart for the first time.
Offer ends Dec 31, 2010



BD LOOPS NEW PRODUCT REBATE

Free Saw-Cut TB-KIT (\$250 value) from the factory with the purchase of any eight pre-formed saw-cut loops on the same invoice dated October 1 through December. Call Encon at 800-782-5598 for the mail in rebate form.
Offer ends Dec 31, 2010

Happy Holidays