

ENCON INSIDER

February 2009



25 Deals 25 Days

Beginning Friday February 13th, Encon is launching a one of kind 25 DEALS 25 DAYS promotion. In honor of Encon's upcoming 25th anniversary, we will be offering a **blow out discount** on one product for one day every week for the next 25 weeks. Watch mailers and emails for weekly promotion details. You don't want to miss out on these insane deals.

Linear

PRICE INCREASE

On Feb 15 2009, a Linear price increase will go into effect. The entire product line will increase an average of 4%. The percentage varies depending on the product. Please call Encon for details.

JOE WEBER

THE 1/2 MILLION MILE MAN



Encon's Sales Director and dedicated outside sales representative, Joe Weber, hit the 1/2 million mile mark. Since 2000, Joe has been traveling from company to company to ensure that our dealers are informed about new products, new manufacturers and the latest literature. Joe also offers technical assistance at job sites for dealers in the local area.

Along Betty's side, Joe has been an integral part of the success and growth of Encon over the past 25 years and he considers his current position the most valuable. "The most important and enjoyable part of my job is meeting our customers and developing those relationships" Joe said.

Joe's on-site visits are so well received by our customers that we recently expanded our outside sales program. While Joe remains the only completely dedicated outside sales person, veteran techs Tim Nordstrom and Justin Kilby now visit Encon dealers on a weekly basis as well.

According to Joe, "The core Encon values that Betty established from the beginning are still present today. Superior customer service is the foundation of Encon and the outside sales program is another example of how we put our customers first." If any of our dealers are interested in receiving a visit from Joe, Tim or Justin, please contact Encon for more information.

JANUARY BIRTHDAYS



Every month, Encon takes time out to celebrate employee birthdays. In January, Maria Carrillo (Order Entry) turned 22 while Jeffrey Harris II (Technical Sales) hit milestone year 25. Our customers are always welcome to join in our birthday festivities. This month, Tim Dubato from TD Access made an appearance.

AFA FENCETECH '09

The 47th Annual AFA Convention & Trade Exhibition

With a new redesigned booth, Encon headed to New Orleans for the recent AFA FenceTech. Attendees were able to interact with Encon employees while learning about our new products and services. Four separate individuals walked away with a \$100 AMEX card during our show raffle. Call us for more information on any of the upcoming trade shows.

IDA EXPO 2009

April 24-25

Gaylord Opryland Resort
& Convention Center
Nashville, Tennessee

VISIT US AT BOOTH #416

