

INSID ENCON

June 2009

UPCOMING EVENTS

ENCON VIKING SEMINAR
JUNE 24 (HAYWARD, CA)



Viking Chief Engineer, Daniel Perez, will introduce Viking's newest products and review their complete line of gate operators on June 24th.

REGISTER TODAY!



ENCON ANNIVERSARY CELEBRATION
AUGUST 7 (HAYWARD, CA)



ENCON 10TH ANNUAL GOLF TOURNAMENT
TRACY GOLF AND COUNTRY CLUB (TRACY, CA)
AUGUST 8



CFCA WEST COAST TRADE SHOW
OCT 1-3 (RENO, NV)



ARMED AND READY

Barrier Options

APOLLO SIGNO 4/SIGNO 6

SIGNO 4: ARMS UP TO 12 FT.
SIGNO 6: ARMS UP TO 20 FT.

all new

APOLLO BA12

ARMS UP TO 16 FT. WITH COUNTER WEIGHT/12V DC MOTOR

DOORING 1601/1602/1603

1601: ARMS UP TO 14 FT. (WOOD)/ 12FT. (PLASTIC)
1602: ARMS UP TO 20 FT. (WOOD)
1603: ARMS UP TO 14 FT. (ALUMINUM OR WOOD) - OPTIONAL SPIKES

HYSECURITY STRONGARM 320

ARMS UP TO 36FT. DEPENDING ON MODEL

VIKING B-12

ARMS UP TO 14FT/24 V DC MOTOR

all new

NEW PRODUCT ALERT

SwingSmart DC 20 Operator

SWINGSMART DC 20
SOLAR CAPABILITY
GATES UP TO 20 FT. 1300 LBS.



Apollo Seminar Makes Impression



"The best seminar I have attended."

"Going outside and learning to use my meter to check amperage on solar panels, accessories, etc. was priceless."

... job well done."



David Aldave

Over the past 14 years he has emerged as one of the most respected and knowledgeable technicians at Encon.

David moved from Peru to the United States at 16 and joined the Encon family 5 years later. After only 7 months in the shipping department, he was promoted to warehouse manager. While ensuring timely shipments and managing a crew of 4, he oversaw product purchasing and Encon's inventory. He also worked on pre-wire requests and fabrications.

Between his strong product knowledge and growing technical ability, the next inevitable step for David was the Sales Department.

In 2001, David became Encon's first bilingual technical sales representative. This transition helped mold David into the person and technician he is today, and proved to be an important asset for Encon. With an increasing number of Spanish speaking customers, David can troubleshoot these on-site calls directly. According to David, "More and more customers are discovering Encon offers bilingual technical support. Between Justin and myself, we troubleshoot at least one Spanish speaking customer a day." Thanks to David's strong technical skills, Encon has been able to expand its customer base and provide our existing dealers more support services.

David values everything he has learned working at Encon and appreciates the diversity of his job the most. "In my position, I am constantly challenged with new questions and problems. I have the opportunity to work with my hands, troubleshoot different issues over the phone and visit customers face to face."

Early 2009, David joined Joe and Justin in the outside sales program. Every other week, he conducts on-site visits with new and existing customers. This allows him to educate our customers on new products and manufacturers and enables him to meet dealers that he's talked on the phone for years.

David's role at Encon continues to expand, as does his role at home. He is a devoted father of 1 son and 3 girls, David Jr. (11), Biennell (8), Briggette (4) and Briannett (2). He spends the majority of his time away from work with his children and wife, Jerika. David also maintains a serious soccer hobby and a love of football.

manufacturer news