

One Wholesale Distributor.
Endless Products and Services

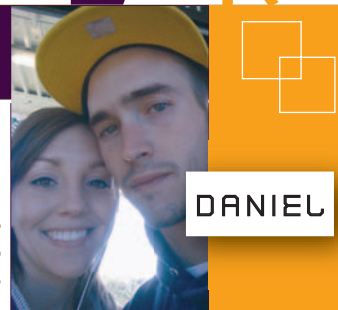


JUNE 2011

ENCON INSIDER

WEEKEND WARRIOR

Daniel Forte



DANIEL

Throughout our 26 year history, Encon has thrived on a tradition of hiring via employee referrals and promoting from within.

In the winter of 2003, based on a recommendation from Mark Sousa and Justin Kilby, Encon hired Daniel Forte to fill a job opening for the warehouse. Daniel's Encon connection didn't stop there. He also attended Hayward High School at the same time as fellow co-workers Bernadette Bias and Billy Kennedy.

Daniel's enthusiastic work ethic and mechanical aptitude would guide a natural progression towards Encon technical sales. Within a year, he began work in our FAAC gate operator repair program. Encon Electronics is an authorized FAAC Repair Center which offers services that include non-warranty repairs, complete operator rebuilds and a refurbished operator program. Today, Daniel continues to run the actuator rebuild program along with Justin.

After 2½ years of warehousing, working in the FAAC repair center, learning Encon's product line and refining his technical skills, Daniel was brought into sales to help bolster the already busy department.

"I started in sales, but would pick up tech calls off hold from day one."

Daniel went through one month of intense sales training while still improving his troubleshooting skills. Four months later he officially joined tech.

Encon understands that in an industry of inherent and continual change, training for every Encon technical sales representative must remain a passionate and ongoing process. Daniel has travelled to Seattle, Los Angeles and Tucson receiving product specific manufacturer training and continues to participate in various industry-focused training workshops.

Armed with a full array of product knowledge, Daniel began attending trade shows. Initially resistant to the idea and a self proclaimed "home body", Daniel now feels shows are "a great place to meet the people I deal with day to day along with some of the people behind the scenes." As the Encon sales department has grown, show assignments have become more dispersed yet Danny still attends shows every other year.

He now has developed an interest in seeing new places and tries to schedule a weekend out of town each month with his girlfriend Megan.

Encon has always been a haven for the sports fanatic and as a huge 49ers and Giants fan Danny is no exception. He has "Believed" in the Golden State Warriors for as long as he can remember, loves everything CAL and admits to a growing appreciation of Notre Dame. Daniel played football and soccer growing up and follows the World Cup faithfully. Go USA, Italy and Ireland!

Daniel is also proud to be a Hayward High Farmer and is quick to point out the luminaries the Bay Area school has produced including Hall of Fame Football coach Bill Walsh, current WBA super middle weight champ Andre Ward, NBA player Eddie House and ESPN baseball announcer Jon Miller.

Daniel feels the most rewarding part about being with Encon is "seeing my buddies, who I grew up with, successful...you could almost make a feel good movie about our trials and tribulations."



NEW PRODUCTS

ALL-O-MATIC SL-90DC

ENCON OFFERS YOU ANOTHER DC OPTION IN SLIDE GATES WITH THE ALL NEW ALL-O-MATIC SL-90DC. DESIGNED FOR GATES UP TO 40', 1200 LBS. 12" PER SECOND. 120/220 VAC SINGLE



CHEMQUE LOOP SEALANT

ENCON IS EXCITED TO ANNOUNCE OUR NEW MANUFACTURER CHEMQUE AND THEIR Q-SEAL 290S LOOP SEALANT. THE 290S IS A ONE COMPONENT POLYURETHANE DETECTOR LOOP SEALANT DESIGNED FOR BOTH ASPHALT AND CONCRETE PAVEMENT TO PROVIDE A WEATHER AND CHEMICAL WATERPROOF SEAL. See back for details.



HYSECURITY SLIDESMART DC15

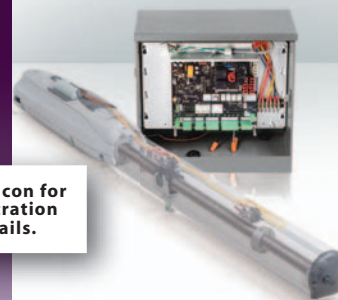
THE ALL NEW SLIDESMART SLIDE GATE OPERATOR IS DESIGNED FOR GATES UP TO 40', 1500 LBS. THIS SOLAR READY OPERATOR CAN BE USED FOR RESIDENTIAL AND COMMERCIAL APPLICATIONS. See enclosed flyer for details.



ENCON VIKING SEMINAR

Wednesday, July 28
9am - 4pm

Encon Training Facility
Hayward, CA



Call Encon for registration details.