

March 2009

INSIDER

ENCON



PRICE INCREASE



ON FEBRUARY 23 2009, THE ENTIRE FAAC PRODUCT LINE UNDERWENT A MODEST PRICE INCREASE. CALL ENCON FOR SPECIFIC PRICING DETAILS.



ENCON DOORKING SEMINAR



Encon is hosting its first seminar of the year in collaboration with DoorKing Access Systems on Wednesday, March 25th. Ron Miller, national sales trainer for DoorKing, will be introducing their newest product releases including a review of the 1812 Plus Series, the 6500 Swing Gate Operator, the 9000 Slide Gate Operator, battery backup system and Internet PC programming. Call Encon at 800-782-5598 for registration information.

When

WEDNESDAY, MARCH 25
9AM - 4PM
8:30AM (SIGN IN BEGINS)



Where

ENCON ELECTRONICS
TRAINING FACILITY
28310 INDUSTRIAL BLVD.
SUITE G.
HAYWARD, CA 94545

Upcoming Seminars

APOLLO SEMINAR 
MAY 2009

VIKING ACCESS SYSTEMS
JUNE 2009



HUNTER
DOG HANDLER
DIRT BIKE RIDER
MADDEN ADDICT
ENCON VETERAN

Lawrence Bourke

After nearly 24 years with Encon, Lawrence has carved a lasting mark. He started in the warehouse and worked his way up to the respected technical sales representative he is today. His experience in the industry coupled with his tenure at Encon makes him uniquely qualified to provide knowledgeable support to Encon customers.

According to Lawrence, "Witnessing the development of the industry throughout the years while contributing to the growth of Encon has been a great journey. It has been interesting to see the progression from old school products to cutting edge technology."

While Encon continues to expand its product line, our one on one customer service remains the same ol' Encon from yester years. Lawrence is a perfect example of the long-standing quality service we continue to promote. "After being on the phones for so many years, I have developed strong relationships with many of our dealers. A few of our customers have even gone hunting with me and my dogs."

Speaking of dogs...Lawrence's pride and joy undoubtedly belongs to his two German short-haired pointers. His oldest baby, Malt, is a young 13, while his 2 and a half year old puppy, Bruschi, has already earned American Kennel Club "champion" status. With Lawrence as his handler, Bruschi has competed in several dog competitions, recently receiving Best of Breed honors.

Lawrence's love for his dogs is only surpassed by his affection for his girlfriend and now fiancée, Kim Brown. On February 14th, Lawrence popped the question. The two are in the process of planning their wedding and Encon can't wait to celebrate with the happy couple. Congratulations LB!

Take advantage!

The launch of our *25 deals 25 days* promotion was a huge success. We will continue to offer the best deals possible for our dealers.

Watch your mail EVERY WEEK for GREAT DISCOUNTS



First GOIC Exam at Encon

On Saturday, February 28, nearly 60 people took the Gate Operator Installation Certification Exam including Encon's entire technical sales team. We are proud to announce that all 10 of Encon's technicians passed, making Encon the first distributor in the industry to boast a completely "certified" technical support team.

Encon continues to promote certification in our industry. Future exam dates are pending. Please note, you do not have to be an Encon dealer to participate. Watch for mailers announcing Encon's next testing date and congrats again to all our guys!