

# INSID ENCON

Oct 2009

## manufacturer news & promotions

Limited Time Only

### CHAMBERLAIN

#### CHAMBERLAIN DROP SHIP POLICY

1. For orders requested as drop shipment, there will be a 25% fee assessed for each order.
2. A minimum of \$25 is required for each order.
3. Chamberlain does not ship outside Canada or the United States.



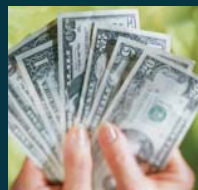
#### CELACCESS SYSTEMS FALL HOLIDAY REBATE OFFER

Beginning October 6th, ALL Encon dealers are eligible to receive **\$100 OFF each CTE1000**, **\$80 OFF each WIM1000** and **\$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.

#### ADDITIONAL OFFER:

Attend the October 6th Webcast presented by Encon and CelAccess and receive an additional rebate amount!



#### DOORKING CASH-4-CLUNKERS

Replace those old, dilapidated gate operators and telephone entry systems with new DoorKing equipment. To receive your \$50 or \$100 CASH-4-Clunkers rebate check:

1. Must be an access control or gate operator installation company.
2. Install an eligible DoorKing telephone entry system or gate operator product that you purchased from your authorized DoorKing Distributor, Encon Electronics, within 30 days of purchase date.
3. Complete the CASH-4-CLUNKERS rebate form and mail it to DoorKing with the required Information within 30 days of the date of Installation.

#### BUY 1 HYSECURITY SWINGSMART OPERATOR, GET 1 FREE

Limited to 1 free SwingSmart with purchase of 1 full priced SwingSmart operator. Only ONE FREE operator per customer. Offer is only eligible to customers purchasing the SwingSmart for the first time. Promotion ends December 31, 2009.



#### BD LOOPS NEW PRODUCT & REBATE

Encon introduces the ALL NEW Saw-Cut Template Block Kit (TB-KIT). This is made to work with BD Loops new 3/16 preformed detection loops. FREE Saw-Cut TB-KIT (\$250 value) with purchase of any eight pre-formed saw-cut loops, placed on the same order. Refer to attached flyer for details.

Refer to enclosed flyers for more information on all the promotions listed here or call Encon at 800-782-5598.

## Encon CelAccess Systems Webinar

JOIN ENCON FOR A CELACCESS WEBINAR ON TUESDAY, OCTOBER 6 FROM 11 A.M. - 12 P.M. PDT. LEARN WHY YOU NEED TO OFFER THIS ONE-OF-A-KIND CELLULAR ACCESS CONTROL AND MONITORING SYSTEM TO YOUR CUSTOMERS. SPACE IS LIMITED. RESERVE YOUR WEBINAR SEAT NOW AT: <http://www2.gotomeeting.com/register/236326131>



## Nelson Call

*Nelson has a talent, a gift really...for creativity.*

March 1997, Encon became an even more rewarding place to work with the addition of an employee named Nelson Call. Originally hired for Order Entry, Nelson (or "Nelly" as he has been affectionately nicknamed) was responsible for hand writing every order.

Over a short period of time, it was obvious Nelson had way more to contribute to Encon than impeccable handwriting. Nelson has a talent, a gift really...for creativity. He can draw incredibly accurate pictures of just about anything, including gate operators. This combined with a

great sense of humor and a one-of-a-kind point of view meant there was only one spot that could properly utilize his abilities - the Marketing department.

Nelson was a one man Marketing team for years, coordinating with Joe on ad campaigns, monthly flyers, etc. Nelson recalls, "The projects that I work on now are very similar to the projects I worked on then. But, the tools I use to make them are far more sophisticated and advanced." Instead of creating a box of text in Word, Nelson can design just about anything in Illustrator, and that's what he enjoys. "I appreciate the creative part of my job the most, especially when I have a chance to design from scratch."

He has plenty of opportunity with the amount of marketing collateral that Encon produces and prints in-house. Between product announcements, target market booklets and monthly flyers, Nelson helps keep Encon at the forefront of industry Marketing.

The best way to see his artistic ability at work is looking back at the ideas and designs of the past ten golf tournaments - all of which Nelson was directly involved in organizing. From the "Monopoly Betty" of this year, the Olympic chipping rings used last year, and all the custom tournament logos, Nelly puts his creative flare on just about every portion of the tournament.

In addition to his Marketing responsibilities, Nelly is Encon's in-house IT guru. Whenever there is a computer problem or the printer is not functioning properly, Nelson has become the person that we all rely on.

His creative passion is visible in life outside of Encon as well. As an experienced steel pan player and Taiko performer, Nelson trains with two different Taiko groups and performs in festivals and shows all around the Bay Area. He has a twenty year old son named Kyle who is also an accomplished musician.

## UPCOMING EVENTS

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



AGOIC TEST OFFERED AT THE CFCA  
A 2 HOUR TEST PREVIEW PROVIDED  
BY ENCON'S OWN, TIM NORDSTROM, WILL BE OFFERED PRIOR TO THE EXAM. CALL ENCON FOR MORE INFORMATION.



ENCON CELACCESS WEBINAR  
OCT 6 (SEE ENCLOSED FLYER FOR LOGIN INFO)

AFA FENCETECH 2010  
FEB 17-19 ORLANDO, FL (ENCON BOOTH #1509)

