

# 10-15% OFF ONLINE PROMOTION

In honor of our NEW WEBSITE: [www.EnconElectronics.com](http://www.EnconElectronics.com) we are offering 10% OFF all first online orders OR 15% OFF all first online orders over \$5000.

(See backside for additional details.)

One Time Only  
No Other Discounts Apply



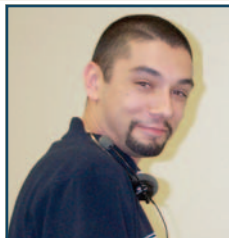
March 2010

# INSIDER

## Justin Kilby

*A calming presence with a wealth of knowledge and ambition.*

Encon was fortunate to add him as a member of the warehouse team roughly 10 years ago and he has been making a name for himself here ever since.



With two years of manager experience in the food industry under his belt, Justin took on Encon's shipping and receiving in January, 2000. After working both jobs for a year and half, he took over purchasing responsibilities for Encon. Six months later, he was promoted and became our youngest technical sales representative to date.

Justin admits in the beginning it was challenging to be the new kid on the block. "Working with experienced industry veterans like Tim, Joe and Lawrence made it difficult to build trust with longtime customers and there was some pressure to succeed."

Today, Justin is so confident providing training and support to our customers, that it's hard to believe he ever struggled with the technical or customer service aspects of his job. "Initially, I wasn't comfortable on the phones and I spent a lot of time after hours studying. I would bring product home, take it apart and then reassemble it until I knew I could walk someone through the same process." Justin also managed the FAAC repair center for three years where he gained even more experience conducting certified rebuilds of FAAC arms for the 400, 402, 750, and 760. A service Encon still offers.

Justin's dedicated training process is indicative of his overall performance today. Customers regularly ask for Justin because he truly has the knowledge. "Every day on the phones there are different challenges. I like the variety of the calls I receive and the different puzzles I am able to try to solve."

Two and half years ago, he was given the opportunity to test his knowledge on the road as one of Encon's outside technical sales representatives. In this capacity, Justin visits customers and provides on-site technical support in the San Francisco peninsula area. He enjoys the responsibility of being "on your own" adding that it's a testament to your discipline and ability.

In addition to being one of our top in-house techs and a bi-weekly outside rep, Justin is also one of only two Spanish speaking technicians at Encon. Teaching himself Spanish when he was only eleven, Justin has an obvious affinity to language that he continues to pursue. After almost four years studying Mandarin, he is working toward mastering the 59,000 characters it requires. Despite, studying 1-2 hours a day, he insists he is still a good three years away from considering himself fluent in Mandarin and his next endeavor – Arabic.

Justin met his wife Ale at Encon, and their wedding five years ago marked the first and only union of two Encon employees. As San Francisco residents, the two enjoy hanging out in the City with friends and attending Raider football games with Justin's season tickets. They also travel whenever possible visiting Cancun, Seattle, Peru and their next scheduled trip – Japan.

## UPCOMING EVENTS

IDA EXPO 2010  
APRIL 21-24 (LAS VEGAS, NV)



HYSECURITY TECH TRAINING  
MAR 9-11 (KENT, WA)



ENCON DOORCKING SEMINAR  
APRIL 7 (HAYWARD, CA)



## Encon Website Highlight of AFA FenceTech



**WE RECENTLY RETURNED FROM THE ORLANDO AFA FENCETECH SHOW. THE EVENT WAS A GREAT VENUE FOR US TO SHOWCASE OUR NEW WEBSITE. ENCON EMPLOYEES WERE ABLE TO GIVE ONE-ON-ONE DEMONSTRATIONS TO ATTENDEES WHILE GATHERING VALUABLE FEEDBACK FROM THESE HANDS-ON USERS.**

**IN ADDITION, ENCON'S TRAINING DIRECTOR, TIM NORDSTROM, CONDUCTED A SEMINAR LECTURE AT THE SHOW PROVIDING AN OVERVIEW ON CHANGES IN THE GATE OPERATOR INDUSTRY.**

**PLUS, TWO LUCKY WINNERS WALKED AWAY WITH FLIP VIDEO CAMERAS COURTESY OF ENCON SHOW RAFFLES.**



# Congrats!



**LOG ON TODAY!**  
[WWW.ENCONELECTRONICS.COM](http://WWW.ENCONELECTRONICS.COM)

### Visit Encon at the IDA EXPO 2010

Las Vegas, NV April 21-24  
Booth #3029



## MEGA PROMOTION

Receive 24 FREE 371 LM Transmitters with the purchase of every MEGA operator.

**OFFER VALID NOW THROUGH MAR. 31**

Plus new LOWER PRICES on the following Mega models:

- MSW DC BB3
- MA DC BB3
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- MSL DC BB3
- MAT DC BB3
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- MSLX DC BB3

