



ONE Wholesale Distributor.  
ENDLESS Access Control Products and Services.

# ENCON INSIDER

## GRADUATION @encon



ON TUESDAY APRIL 13, ENCON'S ORDER ENTRY REP, DANIELLE RAMIREZ, GRADUATED FROM HEALD BUSINESS COLLEGE IN HAYWARD, CALIFORNIA. DANIELLE SUCCESSFULLY OBTAINED A DEGREE IN MEDICAL INSURANCE BILLING & CODING (MIBC).

SHE PLANS TO FURTHER HER EDUCATION BY PURSUING A DEGREE AS A PHARMACY TECHNICIAN. FOR NOW, SHE IS HAPPY BEING THE VOICE OF ENCON AND SO ARE WE. ENCON IS PROUD TO HONOR THIS ACADEMIC ACHIEVEMENT AND SUPPORT HER FUTURE EDUCATIONAL AND PROFESSIONAL GOALS.

Congratulations Danielle



"This was a great hands-on seminar. I benefited from the computer applications and the product reviews."

- Steven Norris, Wes Day Enterprises in Stockton, CA.

"A very informative seminar. It covered a little bit of everything."

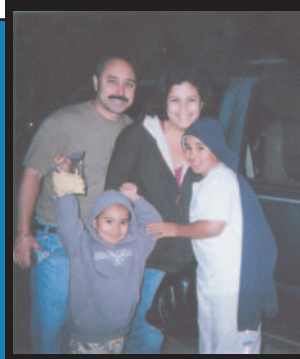
- Alfredo Ortega, Ornamental Iron Solutions of Watsonville, CA

## DOORING TECH WORKSHOP



huge sports fan / dedicated father & husband / devoted Encon employee

## JON



Jon Rodriguez began his working years as a mail handler and mail carrier in the San Mateo and San Francisco areas. After being a dedicated employee at the post office for 11½ years, he resigned in order to pursue an unknown and uncertain professional future. Over the next four years Jon acquired experience at several companies including American Airlines and a small, family oriented candy distributor. Jon then answered a newspaper ad and found his way through our doors where he landed a long term gig with another small, family oriented distributor called Encon Electronics.

April 1, 2001 Jon joined the warehouse team. For over a year, he contributed to all the shipping and receiving duties required in the warehouse. At that point, it was obvious that Jon's knowledge and experience could be utilized and he was then promoted to Encon's purchasing manager.

In this position, Jon is responsible for overseeing the warehouse and purchasing all inventory products. This is no easy task considering Encon stocks over 60 different manufacturers, but Jon has it mastered. "I enjoy the challenge of maintaining a warehouse stocked with product. My primary responsibility is evaluating our warehouse and determining the most cost-effective shipping method to place an order." This requires Jon to research quantity costs, schedule the most cost-effective shipping methods and to work with our manufacturers.

Jon's daily goal is to save our customers and Encon money by stocking appropriate product quantities which in turn helps us ensure same day shipping. Jon thrives on the challenge and for over 8 years has excelled in the role. "I love coming to work every day. There are never any feelings of dread because I like the work and I get along with everybody here. Encon offers a sense of community and Betty is the driving force."

Married to long time companion Lily, Jon stays extremely busy maintaining his community at home which consist of four children: Monica (almost 21), Jon Jr. (17), Jon Darin (10) and Gabriel (6).

The two younger boys are following in their father's footsteps by participating in several baseball leagues throughout the year. Jon bounces from their practices to games and enjoys every minute. He is the die-hard Giants fan and has been a season ticket holder for over 21 years. His devotion/obsession with sports ranges from baseball to boxing to hockey. And when he's not watching a game, he's on vacation with his family.

## MAY MEGA PROMO

RECEIVE 1 FREE 250 CODE WKP250LM3 WIRELESS KEYPAD WITH EACH LIFTMASTER MEGA SWING, MEGA SLIDE OR MEGA ARM GATE OPERATOR YOU ORDER BETWEEN MAY 1 AND MAY 31, 2010.

(\$125 value)



## IDA SHOW

# \$100

ENCON ELECTRONICS ATTENDED THE IDA EXPO 2010. THREE WINNERS WALKED AWAY WITH \$100 CASINO CHIPS COURTESY OF ENCON JUST FOR VISITING THE BOOTH. TRADE SHOWS ARE A GREAT WAY FOR DEALERS TO LEARN ABOUT NEW CHANGES IN THE INDUSTRY AND NEW PRODUCTS. THEY ARE ALSO A PERFECT OPPORTUNITY FOR YOU TO MEET ENCON REPRESENTATIVES IN PERSON. IF YOU HAVE QUESTIONS ABOUT ANY OF THE SHOWS WE ATTEND THROUGHOUT THE YEAR, PLEASE CONTACT US AT 800-782-5598 FOR DETAILS.

