

INSIDER

Nov. 2010

THANK YOU!

Encon would like to take this opportunity to thank our devoted customers. Have a safe and happy Thanksgiving!

Feliciano Santamaria



During a birthday party for his niece, Feliciano Santamaria was introduced to Encon President Betty Mullin. Betty's son worked with Feliciano's brother in-law at the time. Feliciano made a great impression and with a need to fill a warehouse opening, Betty hired Feliciano that same day - Saturday March 16, 2007.



Prior to joining Encon he held two jobs simultaneously but dreamed of working in a bigger company. A native of Honduras, Feliciano initially experienced some difficulty adjusting to Encon as he understood very little English. Although thinking early on he would lose his job because of the language barrier, he was able to overcome this set back and flourish.

Co-worker Andres Sanchez proved to be an invaluable source as he provided most of Feliciano's warehouse training and showed him how to properly use the shipping computer.

After exhibiting an interest in some of the more technical aspects of the products, Justin Kilby and Danny Forte began training Feliciano on the installation of battery backup systems and the pre-wiring of gate operator systems. Now, whenever they are unavailable, Feliciano has the opportunity to prepare pre-wires. Currently, he averages one to two pre-wires a month.

Feliciano officially became involved in Encon's FAAC repair center in 2009. Encon's sales manager Zach Eichenberger began a deliberate training program in order to show him the details of operator repair. One of Feliciano's many goals is to be proficient in the assembly of an FAAC 760 operator. In a few short years at Encon, Feliciano has come a long way.

He has been with his girlfriend Rosa for 3 1/2 years and they have a 2 1/2 year old son Jayden Zahed. He and Jayden both share a love of soccer. With baby number two on the way Feliciano now looks forward to his son having a companion. Feliciano relaxes by playing pool, cards and watching his favorite soccer team Barcelona play.



"Encon has been a very good company for me."

Encon hosts another SUCCESSFUL SEMINAR



Reno A&E founder and CEO, Tom Potter, details loop installation to a group of Encon dealers. Mr. Potter covered installation techniques, new products and the advantages of using their vehicle identification system.



All-O-Matic owner John Williams (far left) and head engineer Fortino Tarula (middle) talking to Steve Norris of WD Gate Systems. Dealers learned first hand about their revolutionary brushless motor and user friendly circuit board from national sales manager, Luis Gutierrez.

Encon Holiday Schedule

Nov. 25: Closed
Nov. 26: Closed
Dec. 24: Closed
Dec. 31: Closed

NOVEMBER PROMOS

ULTIMATE DEAL

From Nov. 15 through Nov. 19 Encon is offering incredible discounts on the following MillerEdge products. One Week Only. No other discounts apply. Limited to stock on hand. See enclosed flyer for details.



\$79.99
INVISI-GUARD PHOTOELECTRIC SENSOR



\$89.99
MWRTA02 RECEIVER TRANSMITTER COMBO KIT

361LM TRANSMITTER OFFER

LiftMaster 361LM remote controls for only \$7. Restrictions may apply. Excludes all other discounts and offers. Quantities are limited.



ONLY \$7

Limited time only dealer price! Offer ends November 12, 2010.

Chamberlain LiftMaster OPERATOR & TELEPHONE ENTRY SALE

See enclosed flyer for details.



5% OFF

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EVENTS

CHAMBERLAIN

CHAMBERLAIN SEMINAR
December 9, 2010
Encon Training Facility
REGISTRATION ON BACK



AFA FENCETECH
February 8-10, 2011
Mandalay Bay
Las Vegas, NV