

# ENCON INSIDER

September 2011

SEE BACK TO REGISTER

## AAS/APOLLO SEMINAR

SEPTEMBER 15 ENCON TRAINING FACILITY 9AM - 4PM

## UPCOMING ALL-O-MATIC BD LOOPS SEMINAR

On September 15, Encon is offering a combination seminar featuring All-O-Matic and BD Loops. National Sales Manager Luis Gutierrez and head engineer Fortino Tarula will provide a technical overview of their extensive gate operator line in the first half of the workshop.

From 2-4 PM Brian Dickson of BD Loops will provide a presentation on their impressive line of preformed and saw-cut loops.

This seminar offers a great opportunity for our dealers to learn about two entirely different product lines in one day.

Register NOW!!!



"KEVIN DOWNING, RON SWARTZ AND JOHN ANDERSON DID A GREAT JOB PRESENTING TECHNICAL INFORMATION TO THE GROUP. OUR DEALERS BENEFITED FROM THE EXPLICIT TROUBLESHOOTING INSTRUCTION HANDS-ON PRODUCT DEMO AND THE ONE ON ONE Q&A. ENCON PRIDES ITSELF ON PROVIDING QUALITY TECHNICAL WORKSHOPS LIKE THE AAS/APOLLO SEMINAR."

- ZACH EICHENBERGER  
Encon Sales Manager

## SEMINAR HIGHLIGHT REEL

Encon hosts this annual event to thank our dealers and manufacturers for their support throughout the year. Without their participation and the incredibly generous donations from our vendors, we would not be able to coordinate a tournament of this magnitude and caliber. This year a total of 18 manufacturers sponsored the event including: Aerotech, All-O-Matic, AAS, Ameriline, Apollo, BD Loops, DAC Industries, DoorKing, EDI, FAAC, HySecurity, LiftMaster, Linear Corporation, MillerEdge, Remote Control Systems (RCS), Reno A&E, Sirt and Viking Access Systems.

The tournament revolved around a sports theme and attendees were welcomed with custom baseball cards. Then, those up for the challenge participated in the "Field Goal Pitching Contest" sponsored by gate operator manufacturer, FAAC. Next, it was off to the links where 22 groups played in a best ball scramble tournament. Players had the opportunity to win raffle tickets by competing in the sports themed contests.

A&D Automatic Gate of Redwood City, Calif. was the hands down winner of the day. After a sudden death playoff victory against Central California Ornamental Iron (CCOI), they took home first place honors with a 9 under par.



## ENCON ANNUAL GOLF TOURNAMENT

SEE INSERT FOR MORE PICTURES. FULL ARTICLE FEATURED IN OCT. ISSUE OF WORLD FENCE NEWS

Participants enjoyed a gourmet Mexican themed dinner courtesy of MillerEdge, DoorKing and RCS and all beverages for the day were sponsored by LiftMaster. A raffle ceremony featuring lavish gifts from the tournament sponsors followed dinner. Twenty different Encon dealers won extravagant raffle prizes. According to Betty Mullin, "The loyal support of our dealers and vendors makes this event extremely valuable to Encon. It is one opportunity where we can interact with our customers while having a great time on the golf course. You couldn't ask for a better setting for developing customer relationships and networking."

## NEW PRODUCT ALERT

Remote Control Solutions (RCS) now offers an ALL-IN-ONE Receiver. This receiver gives users the capability to use any two RCS receiver cards simultaneously. It includes a 4.7 Kohm pull-up resistor. Ask an Encon representative for more details.



## UPCOMING SEMINAR



VIKING SEMINAR  
THURSDAY, OCT. 20  
9 AM - 4 PM



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