

Encon Holds Viking Access Systems Seminar

Encon Electronics held its third consecutive seminar this year at their training facility in Hayward, Calif. They collaborated with gate operator manufacturer Viking Access Systems on June 24th offering a technical workshop to over forty Encon dealers.

Viking chief engineer, Daniel Perez, conducted the all day seminar and participants truly benefited from his technical expertise. "The lecturing style of Mr. Perez coupled with his hand written diagrams and slide presentation made the material easy to grasp," noted Encon's Vicki Jones.

Perez opened the seminar by questioning the attendees, "What issues do you want Viking to address and what changes would you like us to make to our product line?" While gathering feedback from the attendees, Mr. Perez offered on the spot solutions and wrote down notes to himself for future designs.

Perez then covered Viking's battery backup systems, a standard feature offered on every operator manufactured by Viking. According to Perez, "Viking's unique helical-bevel gear system is the reason our battery backups are so efficient. They are designed to distribute the load and reduce vibration and noise. The battery backup cycles can range anywhere from 100 to 400 depending on the gate operator." Several attendees were astonished by Perez' battery cycle claims. Perez insisted, "The helical-bevel system provides smoother operation which results in less power being consumed on 24V. As a result, we can obtain more cycles in the event of a power loss."

Next, Perez outlined the new products Viking recently released including the heavily anticipated and now available B-12 barrier operator. He explained the two year research and development process involved with the design of the B-12. "I scrapped two prior versions of the B-12 operator before approving the final product. The most important thing to us was to produce a quality barrier operator."

The recently launched Viking Blue is creating buzz. "The Viking Blue software works with PDAs and/or select Smartphones. Installers can wirelessly configure master slave units and conduct diagnostic tests using the wireless Bluetooth technology in Viking Blue," Perez said.

He explained the many features integrated into the soon to be released Viking Telephone Entry System. Jeffrey Harris II, Encon technical sales representative said, "The Viking phone will revolutionize the current telephone entry market when it is released." According to Perez, the phone will offer unique features such as a touch screen, video messaging, motion activated camera, voice commands and it will integrate skype. "This is a telephone entry system aimed at the 21st century," Harris added.

The next portion of the seminar was dedicated to troubleshooting and installation of Viking operators. Perez outlined what each LED indicator signifies, how to analyze the EMI board, battery backup systems and solar installation techniques. He described how to install solar panels using the Viking power box and provided tips on testing voltage.

Attendees appreciated Perez' ability to discuss the technical aspects of the operator while sharing relevant examples with the audience. "Daniel Perez has more technical knowledge than any other seminar instructor I've seen. His ability to listen to the issues and provide on the cuff solutions was impressive," noted one attendee.

Encon concluded another successful seminar with an exciting raffle highlighted when Encon dealer Bill McLean of Marin Fence in San Rafael, Ca won a T-21 swing gate operator courtesy of Viking Access Systems.

“Encon Electronics continues to lead the industry with our unrivaled training efforts. This technical based seminar strengthens dealer knowledge and helps increase revenue potential,” Zach Eichenberger, Encon sales manager said.

For information on upcoming Encon seminars or to schedule customized training sessions with one of Encon’s technical representatives visit www.enconelectronics.com or call toll free 800-782-5598.