

Encon Holds Viking Access Systems Seminar

Wholesale access control distributor, Encon Electronics held its third technical seminar in three months. This time they hosted leading gate operator manufacturer Viking Access Systems at their Training Facility in Hayward, Calif. on October 20th.

Over thirty Encon dealers attended the hands-on workshop led by Viking Chief Engineer, Daniel Perez. He began the seminar with a Q&A session where he provided ad-hoc solutions to attendee questions. "We welcome suggestions and even complaints from the dealers because we build the operator for the dealer, not the end user. I am available to talk at any time and encourage everyone to visit me in our corporate offices in Irvine, Calif."

Based on attendee feedback Perez' honest and approachable interaction was appreciated and respected. "The speaker was very well informed and open to feedback. His presentation style kept it interesting," said John Bridston of Ornamental Iron Supply Depot in San Jose, Calif. Dean Sizemore, Tholl Fence in Sparks, Nevada said "I appreciated the opportunity to communicate with the manufacturer directly. He provided detailed information and concrete details." "Mr. Perez was very knowledgeable and listened to all the suggestions for changes," added Thom Morgan of Morgan Fence and Iron, Inc. in Vallejo, Calif.

Perez followed with the presentation portion of the seminar but maintained an informal format throughout the day. This allowed for an open flow of information between the attendees and Perez. He discussed wiring, voltage settings and the advantages of using a plug-in transformer. He also provided an extensive overview of Viking Blue Technology. "The Blue wireless communication system has a range of 100 to 1000 feet depending on the size of the antenna you install. You need to make sure the antenna is externally mounted to get maximum range."

"The Viking Blue offers a sophisticated diagnostic system that allows remote operation of the timer adjustment and obstructor sensor." You can use "Blue" to monitor AC/DC voltage, to program motor amperage and to troubleshoot the operator without using a meter." The technology works through a cellular device using touch or voice commands. "You can literally close or open the gate without getting out of your car," Perez boasted. Attendee and Encon technical representative Daniel Forte pointed out, "Viking blue is ideal for high-end installations where you are unable to run cable under the driveway."

Next, Perez outlined the multiple new features being implemented into all of the Viking operator models. One of the most popular elements is the new electronic limit switch. "With designated left and right switches, it is easier and more accurate to program. Viking also incorporated a position sensor that tells exactly where the gate is at all times and gives you better control. The new EMI board provides visual communication and gives the installer the ability to test AC and DC."

All new machines have 25% more torque and an On/Off power switch to easily disconnect the electrical. He explained that these changes are in progress now and the new design will officially launch at the AFA Fencetech show in Miami Beach, Florida on January 25-27.

He concluded the seminar with a brief brainstorming session addressing the G5 swing gate actuator. This operator is currently being updated and Perez seemed to truly appreciate the valuable input provided by the attendees. Before everyone cleared out, one lucky raffle winner was announced. Brian Wood of Automatic Gate Installation in Campbell, Calif. left the seminar with a K-2 residential swing gate operator courtesy of Viking.

Overall, Encon dealers found the seminar to be extremely valuable. "I am new to the industry and greatly appreciated the opportunity to talk troubleshooting and problems directly with the manufacturer," said Steve Cleveland of Tholl Fence Sparks, Nevada. "It was a very informative seminar. I learned a lot about the product and troubleshooting," echoed Cody Thompson of Automatic Gate Installation, Campbell, Calif.

Encon General Manager Jeff Harris added, "Organizing seminars with cutting edge manufacturers like Viking Access Systems represents the type of quality training and service that we strive to provide our customers. Interaction between our dealers and the manufacturers is critical to the evolution of product design in our industry."

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