





## **ENECON** International Distributors' Conference June 24 - 26, 2007







ENECO



ENECON's Distributors, sales executives and guests began arriving on Friday and Saturday in order to get rid of some of the inevitable jet-lag that accompanies longdistance travel. Some took advantage of this down-time in order to visit Manhattan - just 45 minutes away by rail - or take in some of the local Long Island sights. Others simply relaxed at the hotel.

Bob Barr, Garry McGehee, John Huber and Ted Griffith got in a round of golf at one of Long Island's premier local courses on Sunday, perhaps thus starting a new tradition - the 'ENECON Open' golf competition. We have already decided to host

another ENECON Open during our next Distributors' Business Conference which will celebrate the Grand Opening of our new Global Headquarters some time in 2008.

By Sunday evening everyone finally had arrived and they were able to meet and greet their friends and colleagues at our Welcome Dinner **Celebration at the** Garden City Hotel ...





Tripp, Wendy, Jack, Camille & Sal



Fouad (Middle East) Liz Tony



Matt & Denis (Brazil)



Mike, Andy & Chris





Paul

## Smile... You're on Candid Camera!



Andy, Tom & Bob



Ted, Matt & Camille



Zarko (Croatia), Gustaw (Poland) & Ted



Atsushi (Japan), Matt, Alex (Italy), Paul, Ed, Denis (Brazil), Yossi (Israel) & Juan (Spain)



Atsushi (Japan) & Vivian



Alex (Italy), Yossi (Isreal) & Fouad (Middle East)



Mady (South East Asia), Andy (Indonesia) & Sanjeet (India)



J.W., Sunhae Park, Hyejin Kim (Korea) & Andy



Andy, John & Helen



Dieter (Germany), Brien, Andy & Denis (Brazil)



Eddie & Jenny (China)



Dieter (Germany), Helen & Lauren

### **ENECON DISTRIBUTORS' CONFERENCE**

Monday & Tuesday, June 25 - 26, 2007 The Garden City Hotel Garden City, Long Island, New York

#### MONDAY

mondat					
8:00 AM	CONTINENTAL BREAKFAST	All Ed Krensel			
9:00 AM	Welcome & Introductions • State of the Company / 2006 - 2007 Overview				
	State of the Company / 2007 2007 Overview     Special Presentations:     Induction of New 'Ten Year Club' Members     Special 'Outstanding Achievement' Award     'Best Application' Contest Winners	Andy Janczak			
9:45 AM	New Products & Technical Update	Andy Janczak			
	CeramAlloy CBX	Bob Kneuer			
	ENESEAL CR     ENECLAD CFS as a Primer	Mike Tedesco			
	New Products				
	Technical Q & A				
10:45 AM	BREAK	All			
44.4E AM	ENECON Italiate Based to Outcome				
11:15 AM	ENECON Italia's Road to Success     The Past: Building Solid Foundations	Alex Mancinelli			
	The Present: Past Hard Work Is Starting to Pay Di				
	The Future: Taking Advantage of ALL Opportuniti	es			
11:45 AM	Sealing Leaks in the Montreal Subways	Martin De Serres			
	Project Highlights:				
	<ul> <li>ENECRETE WP Stops Hydrostatic Water Leaks</li> </ul>				
	Also: Paper Mill Selects CHEMCLAD SC				
	In a Special Color to Protect Vital Equipment				
12:30 PM	BUFFET LUNCH	All			
1:30 PM	ENECON Ibérica Presentation	Juan Margarit			
	<ul> <li>Focus on the Hydroelectric Industry,</li> </ul>				
	Nuclear Power & Military Applications in Spain				
2:15 PM	ENECON Brazil Presentation	Denis Luz			
	Building Solid Foundations				
	for Growth in South America				
2:45 PM	BREAK	All			
3:15 PM	ENECON UK Presentation	Graham Wilson			
3:15 PM	Focus on Power Generation Applications	Granam Wilson			
	in a Highly Competitive Environment				
4:00 PM	SESSION ENDS				

Leave For NY METS Baseball Game • Private Bus Will Take Us to Shea Stadium • ENECON Day at the Stadium • Beer, Soda, Pretzels, Chips, Hot Dogs & Burgers for Dinner ... yum! 5:30 PM All



TUESDAY					
8:00 AM	CONTINENTAL BREAKFAST	All Tim Healy			
9:00 AM	Recruitment & Sales Training • S-Q-C: Stop – Question – Clarify				
11:00 AM	BREAK	All			
11:30 AM <u>ENECON Australia Presentation</u> • Interesting Applications from 'Down Un • CeramAlloy CBX Performance Studies		, Matt Kenna			
12:30 PM	BUFFET LUNCH	All			
1:30 PM	ENECON India Introduction • New Master Distributor for India	M. Annamalai Sanjeet Sarkar			
1:50 PM	E.A. Magnetics Overview • New Marketing Strategies for ENEFLOW	Tony Mantella Andy 'JR' Janczak			
2:30 PM	Bob Barr Bill Woods				
3:00 PM	Conference Wrap-Up Closing Comments & Stirring Remarks	Andy Janczak Ed Krensel			
3:15 PM	CONFERENCE ENDS				









## ENECON's 10+ Year Club Membership Continues To Grow!



#### Andrew A. Janczak

From: Andrew A. Janczak Sent: Tue 3/27/2007 2:12 PM To: ENECON Family Subject: TWO MORE ADDITIONS TO ENECON'S 10-YEAR CLUB



We are delighted to announce that two more individuals have been inducted into ENECON's very exclusive **TEN YEAR+ CLUB**. Our congratulations go out to **Bob Kneuer** and **Brien Neill** who both joined ENECON in 1997.

Both of these gentlemen received their TEN YEAR RINGS at our recent Sales Directors' Conference .

#### Congratulations, Bob & Brien! Here's to the next 10 years!

#### TEN-YEAR CLUB MEMBERS:

Andy Janczak (1990) Ed Krensel (1990) Mike Tedesco (1990) Tony Mantella (1990) Helen Janczak (1990) Vivian Krensel (1990) John Balducci (1990) Kazuo Azuma (1990) Garry McGehee (1991) Bob Barr (1991) Lauren Otto (1992) John Huber (1992) Bill Woods (1994) John McGehee (1994) Andy 'JR' Janczak (1995) Chris Tedesco (1995) Michael Barr (1995) Carl Durham (1995) Graham Wilson (1996) Juan Margarit (1996) Akbar Khan (1996) Matt Goldberg (1996) Bob Kneuer (1997) Brien Neill (1997)



John Balducci, an ENECON founding shareholder and Director, looks on approvingly



ELECON® NEVIS

# **'Best Application' Contest Winners!**



1st Place J.W. <u>Kim</u> Korea \$2,000



ENECON NEWS Congratulations



2nd Place Martin De Serres Canada \$1,000



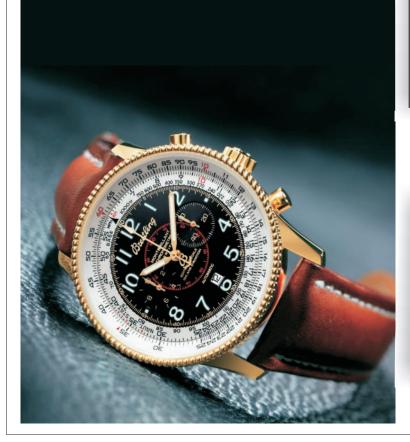


3rd Place Juan Margarit Spain \$500



# **Outstanding Achievement Awards**

Andy and Ed presented beautiful Breitling watches to three individuals in recognition of their outstanding contributions to ENECON's growth and success over the past 15 years. They have collectively produced many millions of dollars in ENECON business.





Mady Baruah, ENECON's Regional Sales Director for India and South East Asia, has been responsible for bringing many new distributors into the ENECON Family and in the process, Mady has developed millions of dollars in business for ENECON in this critically important part of the world.



**J.W. Kim**, ENECON Korea, was recognized for his great advances in market development in Korea. Especially in the commercial marine market as well as the power industry.



Bob Barr, ENECON Northeast, has been a top ENECON producer for well over a dozen years and he and his organization have made great contributions to our collective success - both commercially and technically.





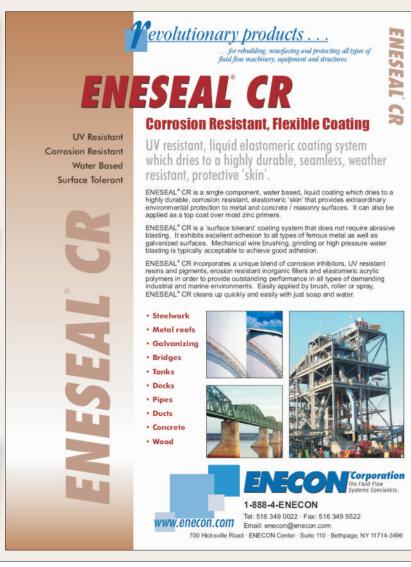




## **ENESEAL**<sup>®</sup> **CR** is hailed as one of the most successful new products ever to come out of our Research & Development Laboratories.

Intended for larger scale applications on steelwork as well as concrete, **ENESEAL CR** is a corrosion inhibiting, yet surface tolerant coating that is already posting extraordinary sales figures in the limited time it has been on the market. Special production equipment had to be purchased in order to keep up with the incredibly high demand for this unique product.

Bob Kneuer and Mike Tedesco provided a comprehensive Power Point presentation highlighting the extraordinary properties and potential uses for this revolutionary new material.



# ENECON's current manufacturing and warehouse facilities are literally 'bursting at the seams' in order to keep up with a 60%+ increase in business in 2007.



A decision, therefore, was made to build a new and much larger global headquarters facility in Medford, NY (near the Brookhaven National Laboratory) - just 30 miles east of our current plant located in Bethpage, NY.







# A number of Distributors captivated the audience with their presentations which focused on a wide variety of topics and applications...



Alex Mancinelli, ENECON Italia, discussed how they started, where they are today and where they are going in the months and years ahead.

Martin De Serres, ENECON Quebec, riveted the audience with his detailed account of a major leak sealing project in the subway tunnels of Montreal.





Juan Margarit, ENECON Iberica, created excitement with his entertaining discussion regarding numerous large projects successfully completed in Spain - especially in the power industry.

Denis Luz, ENECON Brazil, provided a very impressive outline of the extraordinary efforts that had to be expended in a relatively short period of time to establish ENECON in Brazil: local language videos, literature, etc.





**Graham Wilson, ENECON UK**, discussed numerous successful projects that he has completed in this highly competitive market.

Tim Healy, ENECON's recruitment and sales training consultant, presented a highly informative as well as entertaining program that focused on his special "Stop - Question - Clarify" technique of selling.





Matt Kenna, ENECON Australia, discussed a number of very successful projects that he has completed in Australia with special emphasis on CeramAlloy CBX.

M. Annamalai, ENECON India, introduced his organization - The Murugappa Group, a \$2 Billion dollar company - who have recently acquired the Master Distributorship for all of India.



Andy 'JR' Janczak & Tony Mantella, E.A. Magnetics, and ENECON Subsidiary, provided a fascinating introduction to the 'world of magnetics' as part of our decision to shift marketing and sales development responsibilities for ENEFLOW Fluid Dynamic Power Cells to EAM in the future.

Bob Barr & Bill Woods, ENECON Northeast, closed out the program with an extremely impressive presentation focusing on ENESEAL CR being tested for coating a bridge over the Hudson River in upstate New York.



## At ENECON we believe you have to work hard and play hard too...



Whether it was a round of golf before the Conference, a New York Mets baseball game on Monday evening, a cup of coffee or simple dinner conversation at the end of the Conference, everyone agreed that this was an event that they would not soon forget.



Yossi and his boys enjoying the game



Wendy and Tripp enjoy a snack



"Do they serve Kangaroo here?"



The four amigos



Fun times on the bus



Juan is looking for the goalkeeper



Make sure Ed gets the check



"Hey, where did everyone go?"



**Denis and Mike approve** 



Just relaxing at the ballpark



"What's for dessert?"



Lee and Ed talk shop

# USA

### The ENECON Family continues to expand. Over 60 participants representing 28<sup>\*</sup> countries made this our largest Business Conference to-date.

		Ö			*	***
Australia	Bahrain	Boliva	Brazil	Brunei	Canada	China
		٢		¢		
Croatia	Germany	India	Indonesia	Israel	Italy	Japan
			٢	*		
Korea	Lebanon	Malaysia	Paraguay	Philippines	Poland	Qatar
	<b>(</b> **					*
Saudi Arabia	Singapore	Spain	Taiwan	UAE	Great Britain	Uraquay

### **Conference Participants**

#### **North America**

Andy Janczak Helen Janczak Edward Krensel Vivian Krensel Andy 'JR' Janczak Mike Tedesco **Chris Tedesco** Mike O'Shea **Tony Mantella Bob Kneuer** Liz Reisert Lauren Otto Matt Goldberg Jack Sheets Sal DeMarco **Camille Segobia** Brien Neill Bob Barr Mike Barr **Bill Woods** John Huber Garry McGehee Tripp Waynick Wendy Waynick Paul Yancy

John Balducci

**Howard Kotler** 

Lee Lora

**Ted Griffith** 

**Tim Healey** 

**Steve Cody** 

**Mike Quigley** 

Tom Wilson

**Kevin Balfe** 

Michael Rosedale

**Martin DeSerres** 

Juan Margarit **Dieter Neuhauser Gustaw Groth** Zarko Ban

rope

Alex Mancinelli

Graham Wilson

**South America Denis Luz** 

#### **Middle East** Yossi Geller Fouad Al Ahmar

Southeast Asia Mady Baruah

Arturo Baluyut Andy Pranata M. Annamalai D. Dhanagopal S. Sarkar

J.W. Kim Sunhae Park Hyejin Kim Atsushi Ushida Eddie Bu Jenny Wan

Australia Matt Kenna

\*ENECON presently has Distributors operating in over 30 countries!