

## Asian & Australian Distributors' Business Conference November 6 - 8, 2011 Singapore Hilton Singapore

ENECON's Asian and Australian distributors gathered at the Hilton Hotel in Singapore for the second consecutive year for a Distributors' Business Conference that has become a highly anticipated annual event. ENECON Corporation was well represented, headed by Executive Vice President Mike Tedesco, who was joined by VP Andy "JR" Janczak, and SE Asian Sales Director Mady Baruah



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# Welcome Dinner..



# Conference Day 1...



Several Distributors brought some of their key management and sales personnel with them this year, making the conference all the more informative and inspirational.

Right from the start, this dynamic group of fast-growing ENECON Distributors put on a show for one another that won't soon be forgotten!



The Conference began with a welcome dinner surrounded by a wall of windows at the top of the Singapore Hilton hotel. Old friends had a chance to greet one another, and new members of the ENECON Family took the opportunity to introduce themselves to their new colleagues.



The meetings began the next morning with a welcome from Mike Tedesco, and introductions by conference "emcee", Mady Baruah.

Mike also presented Jason Quek with a commemorative plaque recognizing his efforts in assisting ENECON in hosting this memorable event.



Jason Quek and Derek Tan kicked off the presentations with a discussion of the impressive success they have had developing the ENECON market in Singapore, despite having only been a distributor for a little more than a year.

They were followed by our group from "down under" – Matt Kenna and his top sales director Sean Barrett. The guys from Australia made a great presentation about the value of nurturing small accounts and growing them into big business. They proved the point – and "wowed" the group - by highlighting a recent project that required 9 tons of CeramAlloy CBX!



# Conference Day 1 Continued...



Next came a technical session from Mike Tedesco, which focused on the introduction of a couple of new products – DuraTough ER and ENESEAL MP/HS. Mike also took time to conduct a general technical Q&A session which proved informative as usual.

The afternoon began with a presentation by Karan Yamdagni and Winas Honghirun from Thailand, who highlighted some of their recent projects, and stimulated some good conversation concerning various aspects of getting the ENECON business started in a new territory.



The day concluded with a very impressive session conducted by Mark Balayut from the Philippines, along with Ariel Bamba – one of the key managers in their growing organization. They detailed several installations, highlighted by a recent project that required 600 buckets of ENESEAL CR!



# Day 1 Dinner & Night Safari...

That evening the entire group was transported by bus to the Ulu Ulu Safari Restaurant for dinner. The meal was followed by a tram ride and tour of their famous "Night Safari", where the group had the chance to get up close and personal with elephants, hippos, lions, tigers – as well as a few interesting new odors!



# Conference Day 2...



The next morning began with a presentation from Mizanul Gaffar, the manager for ENECON and EAM's exclusive distributor in Bangladesh. Gaffar spent time discussing the fantastic success they have had developing the market for ENEFLOW and the FUEL BUDDY.

The great results they have had using the products to reduce fuel consumption in diesel generators was especially enlightening.



Next came the “DuraTough King” – J.W. Kim from Korea. It was talent and pro-fessionalism on display when Mr. Kim, joined by a key member of his team, Seo-Yeon Lee, gave the group a good look at the way he and his organization have built a thriving business in his territory.



The morning session concluded with Andy Jr. giving a talk on the specific methods used to recruit independent ENECON Sales Representatives, a time tested way to grow a thriving ENECON sales organization.



After lunch, it was time for some magic – courtesy of Andy Pranata from Indonesia! Even more magical has been Andy's work growing his organization. He and his group have done impressive work developing the market in Indonesia, the results of which were on display as his upbeat and inspiring presentation was the last of the day.

The second day ended with an open discussion – providing a forum for the participants to ask questions, offer suggestions, and interact.

# Farewell Dinner on Sentosa Island...



The conference concluded with a farewell dinner in a stunning waterfront setting at the Rasa Sentosa Resort on Sentosa Island. Great food and beautiful surroundings made for a memorable evening, the perfect way to close out an enjoyable and productive couple of days.

All in attendance agreed that the 2011 Asian and Australian Distributors' Conference was one to remember – *and everyone is looking forward to doing it again soon!*



# Conference Attendees

Matt Kenna  
Brandie Hodgins  
Sean Barrett  
Mizanul Gaffar  
Paul Low  
Warners Suen  
Jason Cai  
John Lim  
Naba Basumatary  
Srinivasa Sheshan  
Andy Pranata

Iskandar Lim  
Iwan Mudriawan  
Gimin Leung  
J.W. Kim  
Mrs. J.W. Kim  
Pan Woo Lee  
Ms. Og-Bun Kim  
Seo-Yeon Lee  
Raymond Teoh  
Alen Ten  
Mark Baluyut

Arturo Baluyut  
Ariel Bamba  
Jason Quek  
Jennifer Quek  
Derrick Tan  
Stanley Lee  
Karan Yamdagni  
Winuttakun Honghirun  
Andrew S. Janczak  
Madhuriya Baruah  
Mike Tedesco



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