

## 2009 European Distributors' Business Conference Hotel Rey Juan Carlos • February 12-14 • Barcelona, Spain



Juan Margarit, President of ENECON Ibérica, played host to this year's European Distributors' Business Conference in beautiful Barcelona, Spain.

ENECON distributors from Belgium, Holland, Germany, England, Italy, Croatia and, of course,

Spain, gathered for a few days to share their ENECON success stories, new business development ideas, marketing strategies and have a few laughs as well.

Juan and his ENECON Ibérica team put together a fantastic program and

made sure that everyone was well looked after and every conference detail was perfectly coordinated - from the conference rooms, to the evening banquets, to Saturday's sightseeing excursions to learn about gothic Barcelona.

This was truly a memorable event that future Distributor hosts will find difficult to match.







**Luc Van den Berg**



**Alex Mancinelli**



**Dieter Neuhauser**



**Juan Margarit**



**Zarko Ban**

The Conference highlight was Juan's presentation describing his *One Million+ Euro* ENECON project at a nuclear plant in Spain.



**Graham Wilson**

As the host Distributor, Juan was afforded the opportunity to showcase his ENECON operations in Spain which he has developed into the most successful ENECON Distributorship in Europe.

In 2008, Juan also acquired the distribution rights for France which he has already begun to develop.



**Frank Dujardin & Theo Bras**

One of the highlights of Juan's presentation focused on a very successful application of DuraQuartz, DuraFill and CHEMCLAD SC at a nuclear power plant in Spain. This ONE MILLION+ Euro project is one of the largest ENECON applications ever and his fellow distributors were simply fascinated with Juan's detailed presentation.







The other European Distributors then followed with excellent presentations highlighting their own successes in their respective markets. These included Graham Wilson from England; Luc Van den Berg from Flanders, Belgium; Theo Bras and Frank Dujardin from Holland; Dieter Neuhauser from Germany, Alex Mancinelli from Italy; and Zarko Ban from Croatia.

Marek Marzec, ENECON's new Distributor in Poland, was not able to attend this conference but he had personally visited with

Juan and Dieter during the prior week. Andy had also stopped in Poland a few days prior to traveling to Barcelona in order to provide some additional training and input for Marek and his ENECON Poland team.

Of course, as is usually the case when ENECON family members get together, there were plenty of opportunities for lively discussions over fine wine and great food - perfectly orchestrated by Juan and his ENECON Ibérica team.







The boys visit the historic Church of Santa Maria del Mar.



The Roman wall.



Juan & Ed visit one of the oldest synagogues in Europe.



Touring the Old City of Barcelona...

On Saturday, Juan arranged for a tour guide to accompany some of the Distributors who had remained, as well as Ed and Andy, on a tour of gothic Barcelona. This was certainly an enjoyable and very educational experience.

Our thanks to Juan and his Team.

*¡Viva Espania!*



Barcelona City Hall