Encon Electronics Year in Review: Celebrating 40 Years of Excellence

As our 40th anniversary year comes to an end, we look back with immense pride at the achievements and milestones that have shaped our company's legacy. This year was a true testament to our commitment to excellence and customer satisfaction.

Valuable Partnerships

Throughout the year, we proudly spotlighted our manufacturing partners with a unique "Vendor of the Month" program which featured twelve incredible vendor companies including: All-O-Matic, BEA Sensors, BD Loops, DoorBird, DoorKing, EMX Industries, FAAC/Viking Access Systems, LiftMaster, Maximum Controls, Miller Edge, Nice/HySecurity, and USAutomatic.

The Vendor of the Month program allowed us to promote the impressive product lines of some of the over 70 manufacturers whose products we stock. Collaborating with each of these companies on co-op ads and monthly promotions is a perfect demonstration of the incredible partnerships Encon has developed during our 40 years in the industry.

Exclusive Deals

In 2024, we also offered exclusive promotions and discounts to our customers. Beginning in January with our 40th anniversary year special. Four lucky customers won a 65" screen TV. It was a fantastic way to kick off our anniversary year, and the savings continued month after month. Our customers enjoyed exclusive Encon discounts and fun giveaways, ranging from BBQs to gift cards, thanks to the donations of our generous Vendors of the Month.

Training for the Future: 20 Days of Seminars

Training and professional development have always been core to our mission and this year, we hosted 20 days of training seminars. Every month, manufacturer representatives provided unparalleled expertise to our team and customers.

From technical workshops to product demos, these training opportunities allowed our customers to stay ahead of industry trends and develop new skills. They also empowered the Encon crew to provide the level of service our customers expect—whether it's answering questions, troubleshooting issues, or providing recommendations.

Landmark Anniversary Celebration

One of the highlights of our year was the much anticipated 40th Anniversary Golf Tournament, where employees, vendors, and customers gathered to celebrate the decades of success we've built together.

The event, held at a Los Positas Golf Course, offered more than just a competitive round of golf—it was a time to reflect on the relationships we've forged, the milestones we've reached, and the future we continue to build.

Our NorCal Trade Show was another key event. The fun 1980s theme was ideal for our 40th anniversary year and set the stage for an incredibly special day. The trade show served as a perfect opportunity to showcase new cutting-edge products and for us to reconnect with our

loyal customers. The energy in the air was palpable as attendees won random ‘80s-themed raffle baskets and products donated by Encon on our over 20 exhibitors.

Industry Involvement

Encon also stayed committed to supporting industry trade shows and association events. In February, Jeff Harris and Dana Naylor attended the AFA Fencetech show in Nashville, Tenn.

In September, Encon exhibited and sponsored the West Coast Fence Show held at the Peppermill Resort in Reno, Nev. That same month, Encon techs Richie Ortega and Derek Zeng attended the Fence Show and Security Expo in Las Vegas.

Encon employees also attended various CFCA events held throughout the year. The events were an excellent way for Encon to support relevant organizations, stay current on industry-related topics and concerns, while networking and developing relationships with industry professionals.

Employee Highlights

In July, we celebrated Mark Sousa’s 25th year anniversary with Encon. Mark has served Encon and its customers over the past 25 years working in the warehouse, sales, and purchasing departments. His tenure reflects the dedication and loyalty of the entire Encon team, and we were excited to honor him and this impressive milestone.

In September, sales technicians Antonio and Aaron earned their AFA - CGAD certification. Encon has consistently led the industry in certification and education, demonstrating our ongoing dedication to staying informed about UL325 guidelines and other industry standards and regulations.

In December, Jeff Harris was nominated to the CFCA Board of Directors. He’s looking forward to continuing to participate in this association in a new capacity.

Staying True to Our Core Values

Despite the exciting milestones, events, and product launches, what truly sets us apart remains our commitment to superior customer service, same-day shipping, expert tech support, and a well-stocked inventory. Every day, we strive to ensure that our customers receive the products they need, when they need them. Whether it’s fulfilling an order on the spot or providing in-depth technical guidance, our team goes the extra mile to ensure that every interaction is seamless and satisfying.

As we reflect on this remarkable year, we are grateful for the unwavering support of our customers, vendors, and employees. We are excited for what the next 40 years will bring, knowing that we will continue to uphold the values that have made us leaders in our industry.

Here’s to another 40 years of growth, innovation, and excellence!