

IN SID ER EN CON

July 2009

UPCOMING EVENTS

ENCON ANNIVERSARY CELEBRATION
AUGUST 7 (HAYWARD, CA)
3-5PM *RSVP by July 31st!*

ENCON 10TH ANNUAL GOLF TOURNAMENT
TRACY GOLF AND COUNTRY CLUB (TRACY, CA)
AUGUST 8 *Register Now!*

CFCA WEST COAST TRADE SHOW
OCT 1-3 (RENO, NV)
AGCIC TEST (OFFERED AT THE CFCA)



"Viking has new products that will revolutionize the telephone entry market."



"... best seminar I've attended"



"Daniel has more technical knowledge than any other seminar instructor I've seen. He listened to the issues and provided on the spot solutions."



general manager
concert junkie
sports nut



JEFF HARRIS

ALL AROUND FRIEND

Jeff Harris began his journey in the industry as an installing dealer in the Bay Area and as a customer of Encon. It didn't take long for Joe and the rest of the sales team to recognize that he had plenty to offer Encon...as an employee. After using his greatest recruiting efforts to date, Joe convinced Jeff to be a sales technician for us and Encon has been a better place to work ever since.

After only two years in sales and tech, Jeff was promoted to Assistant Sales Manager. His responsibilities consisted of evaluating new products and manufacturers, developing vendor relationships and working closely with our dealers and our sales crew. In a year's time, Jeff took over as Sales Manager while Joe hit the road in an outside sales capacity. Managing a team of 5, Jeff continued to excel as the Sales Manager and established himself as an essential part of the Encon team.

Jeff gained significant knowledge about the product and the distributor industry. He also established strong relationships with dealers and manufacturers. This combined with his unique ability to manage Encon employees in a casual yet professional way made him the perfect candidate for a General Manager position.

As General Manger, Jeff seemingly does it all. He oversees the shipping, marketing, purchasing, order entry and customer service departments while constantly being inundated with daily issues concerning the inventory, the computer system, vendors, summer barbecues, human resources, company events, etc. His unmatched energy and personal interaction with everyone at Encon helps keep the company operating smoothly and also keeps the employees united. Fortunately, Jeff enjoys his job as much as we enjoy having him here. "Every day I wake up and want to come to work. I appreciate the environment that Betty's created and most importantly, the people I get to work with."

Jeff keeps himself equally busy in his personal life. His only son, Jeffrey, joined Encon 4 years ago. A self proclaimed concert junkie and sports nut, he balances time between going to concerts and Raider and Giants games. His devotion to his hobbies is equivalent to his devotion to Encon.

25TH ANNIVERSARY Celebration

JOIN ENCON EMPLOYEES AND MANUFACTURERS ON FRIDAY, AUGUST 7TH AS WE CELEBRATE 25 YEARS IN THE INDUSTRY.

- BARBECUE DINNER COURTESY OF ENCON
- JUMPY HOUSE *for the kids!*
- GAMES & PRIZES

Call Encon at 800-782-5598 if interested in attending.

new product alert

CHAMBERLAIN

LiftMaster



LA 412

SOLAR POWERED GATE OPERATOR WITH SMART TECHNOLOGY. CAPABLE OF OPERATING GATES UP TO 16 FEET/550 POUNDS.