

Easygates Direct Produce Video on Sliding Powered Gate Safety Legislation

We have produced a third 3D animation video to depict and re-enforce the core safety messages on sliding power gates.

The video focusses on the information released by the DHF & HSE regarding gate safety legislation and standards, specifically the drawing-in risk on powered sliding gates.

In late 2012 at a residential site in the UK a young child who was riding on a powered gate was carried into the gap between the gate leaf and the supporting pillar, becoming trapped and sustaining serious internal injuries which required surgery.

The child was small enough to be carried through the gap between the vertical bars of the gate leaf and the support pillar. The safety edges fitted on the support pillars failed to prevent this as they were not best positioned to avoid the foreseeable risk from drawing-in and whole body access between the moving gate leaf and stationary parts.

The current standards cover force, speed and recommendations for measurements of hardware, but the hazard of a whole body access is not currently recognised. A formal objection has already been made and the standard is currently being revised, it is anticipated that the revised standard will fully take this issue into account.

Managing director of EasyGates Tony Daniels-Gooding said 'Gate designers, installers, suppliers and owners need to be able to recognise and avoid this risk of potentially serious or fatal injury from whole body access. We felt that creating this video would help share this information quickly and easily to the powered gate industry.'

You can view the video at www.easygatesdirect.co.uk/blog

SENTIR Edge 85/65
www.easygatesdirect.co.uk/store

ASO INDUS Inductive Transmission System
www.easygatesdirect.co.uk/store



Gate Safety Conference confirms guest speakers

ASO Safety Solutions are teaming up once again with EasyGates to hold a third Gate Safety Conference on Wednesday 14th October 2015 at The Village Hotel, Dudley.

The event will take place during the DHF's Powered Gate Group, Gate Safety Week and will include guest speakers from across the industry addressing the ongoing issue of gate safety awareness.

Following the success of the last two conferences, ASO Safety Solutions and EasyGates felt it was the ideal time to host a third event.

The conference is designed to give a comprehensive and up to date overview of the progress made so far and ongoing developments and changes in the industry.

It also offers an opportunity for businesses to find out how they can play an active part in developing the safe and legal future of gate installation and supplies.

A number of guest speakers are now confirmed for the event including Stuart Charles from the HSE, Nick Perkins from DHF, Neil Sampson from PGG and Helmut Friedrich from ASO Safety Solutions. Gate Safe, Nsi and EasyGates will also be speaking.

We anticipate a high volume of interest in attendance at the conference and feel it is relevant and beneficial to a number of sectors including installers, manufacturers, architects, specifiers and property managers.

To register your interest in attending the Gate Safety Conference on Wednesday 14th October please visit www.gate-safety-conference.co.uk and scroll to the bottom of the page to complete the 'Register your interest' section.

EasyGates are ASO Safety Solutions UK competence partners, supplying a number of the core safety products to the UK marketplace and providing quality, safety and technical service to a wide range of customers.

Gate and accessory purchasing made easy with tailor made solutions from Easygates.

We are pleased to report that we are seeing an increase in sales due to our tailor made solution packages.

The company pride ourselves on offering customers unique step by step support when embarking on the purchase of gate automation and related products.

Over the last 6 months investments in the trade website, 3d animation and training programmes have raised the bar in terms of our customer offering and support.

We are one of a number of key providers of gate automation and associated products across the UK and acknowledge it is becoming an increasingly competitive marketplace.

We believe our favourable prices, quality products, and quick delivery are enhanced by our tailor made solutions and make us stand out from the rest.

Our customers receive pre and post sales and technical advice from our dedicated in-house team to ensure the right purchasing decisions are made. They can utilise our 3d animated reference guides and tutorials as well as the plethora of detailed manuals.

We also offer 3d proposed installation imagery to show customer what the gates and accessories would look like in situ and offer personalisation of products through our laser etching department.

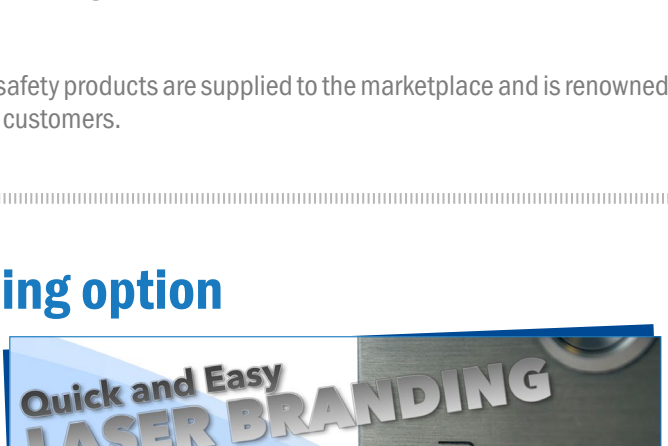
As ASO Safety Solutions UK competence partners, a number of core safety products are supplied to the marketplace and is renowned for supplying quality, safety and technical service to a wide range of customers.

Making our mark with laser etching option

A recent investment in a state of the art laser etching machine to personalise customer products has been made.

A wide range of products can be laser etched with company logos, production dates, contact details, safety instructions and bespoke requests.

Remote controls, enclosures, CE Plaques and Photocells can all be etched with a permanent and waterproof mark that will never rub off or degrade.



This is a service we are happy to offer customers who purchase a minimum quantity of relevant products to improve their brand awareness and personalise the products they are supplying or installing to their customers.

The laser etching machine takes seconds to mark items and can include detailed designs and information that can be created in EasyGates in-house design studio.

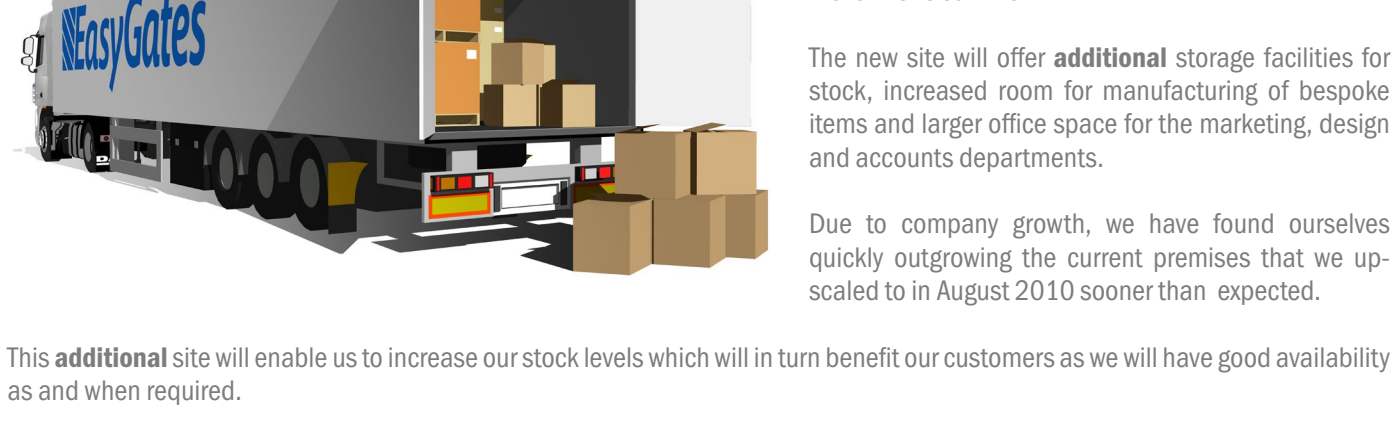
It's an impressive piece of equipment and interesting to see in action, we have created a video about the benefits of personalising products via laser etching and shared it on You Tube, you can also view at www.easygatesdirect.co.uk/blog

Summer Expansion Plans

An **additional** 16,000 sq.ft premises near our existing site in the Midlands has been purchased with plans to move in this summer.

The new site will offer **additional** storage facilities for stock, increased room for manufacturing of bespoke items and larger office space for the marketing, design and accounts departments.

Due to company growth, we have found ourselves quickly outgrowing the current premises that we up-scaled to in August 2010 sooner than expected.



This **additional** site will enable us to increase our stock levels which will in turn benefit our customers as we will have good availability as and when required.

The space that this will generate in our current site will be utilised by re-arranging the layout of our sales and technical team and creating **additional** space for the testing and training of new product that we supply.

EasyGates has continued in growth in the last 9 years and supplied over a trade website relevant to the gate & garage automation, access control and safety supply market. The launch of a dedicated trade website earlier this year and the investment in production of a number of safety and guidance videos has helped raise awareness of the tailor made solutions and support offered by the company.

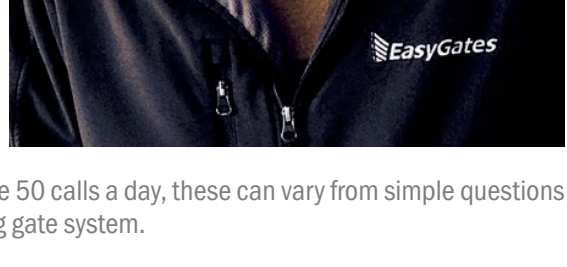
Day in the life of an EasyGates Sales & Technical Solutions Support Team

EasyGates Sales & Technical Solutions staff play an integral role in the business, ensuring customers have the information and the options available to them to make the right decisions when purchasing gate automation, accessories and safety products.

With a growing number of sales generated and processed online across the company and the industry, EasyGates continue to believe in the benefit and support that someone at the end of the phone can offer.

We asked one of our sales & tech staff to share a typical day in their role, Savva Xiourouppas has been with EasyGates for two years.

'A normal working day starts with checking emails to the info@ and technical@ addresses to see if any queries or questions have been raised that need answering out of office hours, I then go to the EasyGates forum to see if anything needs actioning there.



The phones normally start to ring around 8:30am and on average we each take 50 calls a day, these can vary from simple questions about a replacement remote control to a complicated commercial interlocking gate system.

We receive calls from manufacturers, suppliers, installers and homeowners seeking advice or support on over a 1,000 different products, so our knowledge on these products has to be second to none.

The Easygates manuals website is a great tool to have to hand and the team regularly refer to it, it can also be accessed directly at <http://manuals.easygates.co.uk> by anyone with internet access.

We pride ourselves on offering customers one contact that they can deal with throughout the purchasing process from pre sales support and advice, ordering, delivery, installation and after sales.

One of the things I enjoy most about the job is building positive relationships with customers and knowing they appreciate the advice and support we offer. Also the opportunity to discuss the importance of safety as some of the products are heavy pieces of moving equipment and need to be respected and understood as a safety hazard if the proper precautions aren't taken.

The company has expanded and continues to grow year on year which is great to be part of and opens up future opportunities for my personal progression.

Product Spotlight – Intratone GSM Radio Remote System - Intra GSM Kit

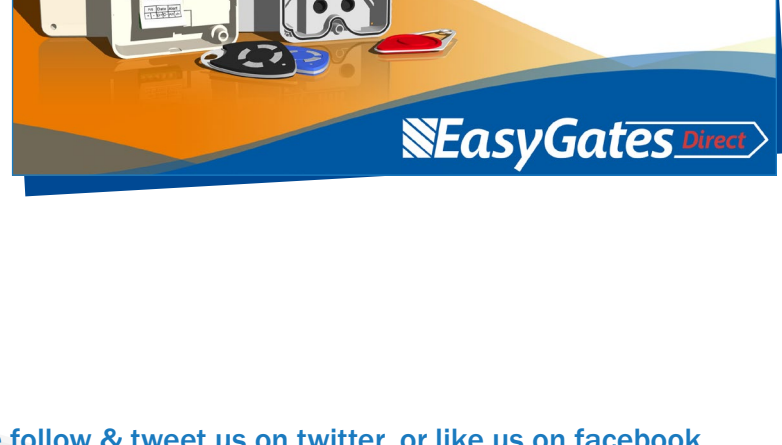
In this issue we are focussing on the Intra GSM Kit from Intratone in our product spotlight. By using GPRS technology and online software, this system gives you direct access to programme remotes, proximity tags and even mobile phone entry from wherever you are in the world.

Each remote key fob consists of a unique serial number which, once entered into the database can be uploaded to the memory of the sites receiver via GPRS.

There are no registration fees, 10 years' worth of free data usage, no annual fees and up to three months of event memory logging.

The option is also available to add time ranges for fobs and to add, delete and delete individual fobs online. You can have full control of who has access to your property at any one time.

Once installed, the system can be used on a variety of applications from gate entry barriers to underground car parks.



You can view the video at www.easygatesdirect.co.uk/blog