

SUMMER REVIEW 2016



A Day in the Life of Dave Blake

Technical Manager

Dave has worked at the company for 8 years following a career change of heart from the RAF to a more technical route. He is the Technical Manager looking after a team of five.

What does a typical day involve for you?

A typical day involves handling some of the more technical enquiries which might require something more bespoke. If I'm not handling technical queries, I am often talking with suppliers about upcoming changes to products, their technical features and seeking out ways to expand our range.

How regularly do you meet with customers/suppliers?

I see and talk to customers on a daily basis. Some may come into the office either as a regular user of automation or as someone completely new to the industry. I meet with suppliers to discuss new product launches or changes, but the bulk of my work involves the installer.

What is the most popular product range and why?

Gate automation products are very popular, and our advanced access options including GSM and mobile phone technology are of growing interest.

How do you get up to date on the growing product range?

As our product range is forever evolving, it is important to keep tabs on what we have going on and when. I keep track of this by means of regular talks with our MD who makes decisions on our purchases, and by also checking up on competitor interest and activity. It's always useful to know what else we're up against with our distribution rivals.

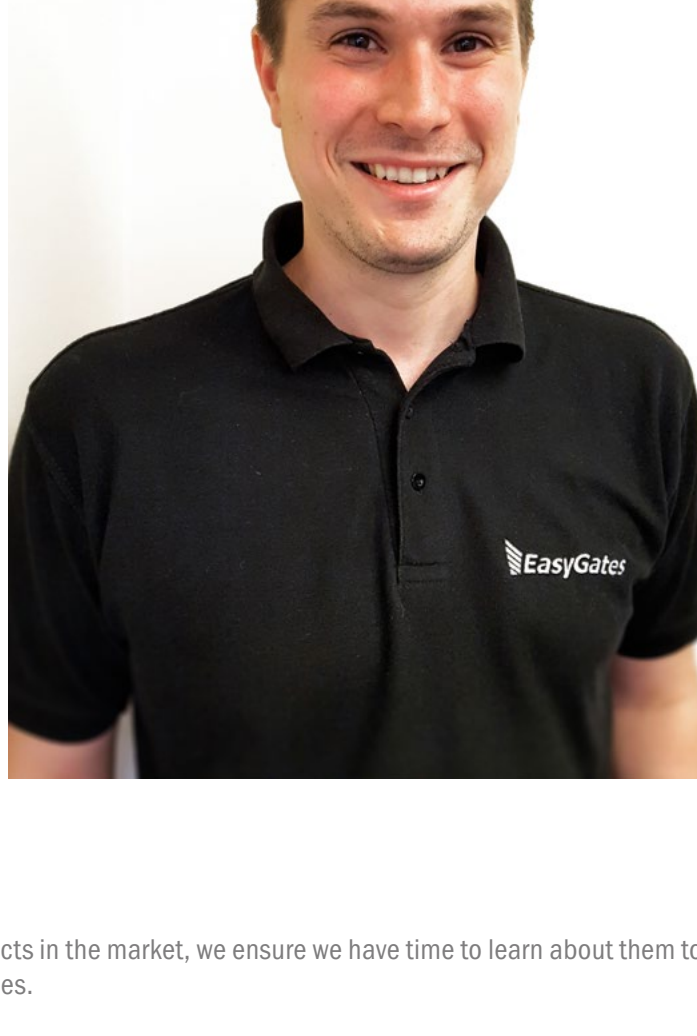
We have a system in place to keep on top of all the latest products in the market, we ensure we have time to learn about them to enable us to support our customers with their purchasing choices.

Please explain how you work with the back office/rest of the team to train and update them on the latest products?

We have a very open way of working in our offices and I like to keep in touch with the team about any new developments in products / technical features I think they should know about. I hold regular training presentations that detail the products and how they can be sold in a structured method.

What do you enjoy most about your job?

I enjoy seeing day to day how this company is growing, and how we as a team at EasyGates are helping push towards our targets for future growth. Since I started here I have seen massive changes and it is great to see no end to the future potential of this company. The great relationship we have with customers is a blessing and makes the job very rewarding.



New Recruit

We have expanded our technical support team with the recruitment of a trainee technical advisor.

Timothy Kirton, 27 from the West Midlands has qualified as an electrical installer and customer service and business manager, he joins the company from a retail management position.

Tim said: 'I am really looking forward to the opportunity of growing my technical knowledge and understanding of the automation and access control sector. The team I am joining are committed and highly skilled in what they do.'

Steven Gooding, Operations Director at EasyGates said 'Tim's experience in customer services, combined with his technical knowledge, will be very beneficial to this trainee position.

'Our sales and technical support staff have a vast knowledge of our wide product range and are regularly trained on the latest additions to ensure we are well equipped to support our customer's needs'.

We stock over 2,000 products relevant to the electric gate & garage door automation, access control and safety sector. Customers can get support via phone, live chat and email or refer to manuals online at manuals.easygates.co.uk



EasyGates Produce DHF Code of Practice Videos



On the 27th June 2016, the DHF (Door & Hardware Federation) trade body that represents the UK gate & door industry released a new code of practice. Several key elements of this code of practice have been designed to demystify complex standards and make things clearer for installers & maintainers of gates and barriers to understand.

EasyGates are in the process of producing a number of animated videos to make it easier to understand the code of practice document and to show how to practically implement some of the new testing requirements.

EasyGates will produce four videos with the following subjects: portal area test piece, force testing, swing gate lower rail hazards and swing gate hinge areas. These will be available to view on our website www.easygatesdirect.co.uk and YouTube in the coming months.

Product Spotlight

'A simple upgrade to control devices with a mobile phone.'



The Solo mobile phone app bluetooth receiver replaces existing remote controls. It allows the user to control their gate or garage door from their smartphone using a Bluetooth connection. The Solo app is free to download on iOS and Android stores and can be used on up to 10 separate devices at a time. No wires or technical support is needed for the installation. The app can memorise up to 4 fixed or rolling code remotes, simply place them next to the SOLO and the app's step by step guide helps with the process.

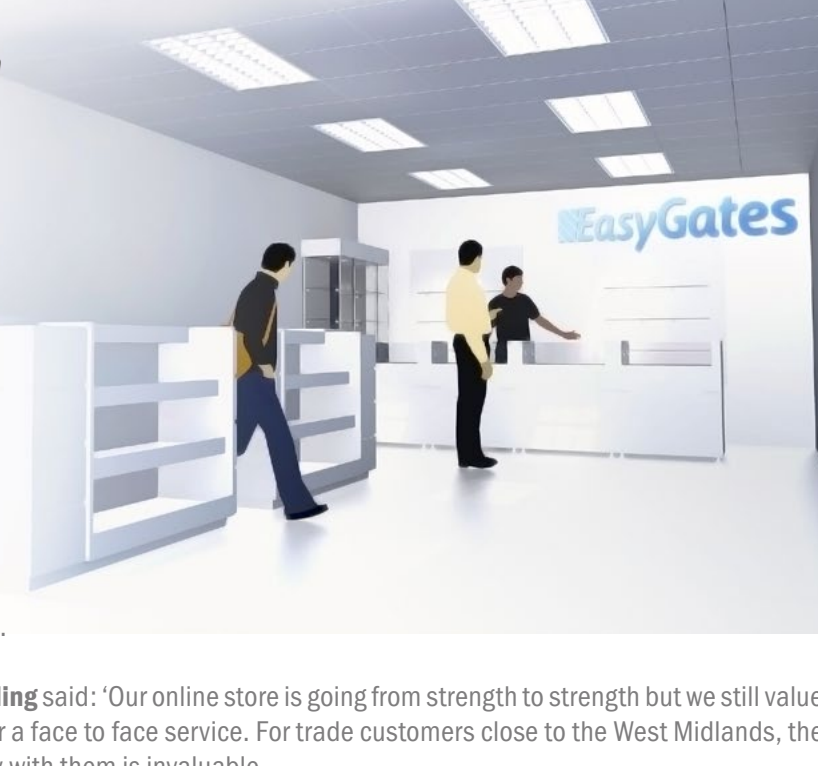
Trade Counter

The final phase of work is taking place on the trade counter with the addition of dedicated customer parking at our West Midlands unit. The counter is set to open by the end of September.

The counter will provide trade customers with a fast and convenient way to purchase over 2,000 products. It will also enable customers who have pre-ordered products to have them ready for collection in efficient time.

An experienced member of staff will be on hand to answer questions and offer advice on the most suitable products to meet the individual's requirements.

The entire EasyGates range will be available to purchase from the trade counter with support from our technical sales team as and when required.



Managing Director of EasyGates, **Tony Daniels-Gooding** said: 'Our online store is going from strength to strength but we still value and appreciate the importance of being able to offer a face to face service. For trade customers close to the West Midlands, the ability to pop by and place an order and take it away with them is invaluable.

'We will be looking to add new additions to our trade counter range and plan to display key items for trade customers to familiarise themselves with prior to purchase. We will also be offering a repairs service that can be booked in at specific time slots.'

FenceX 2016

PERIMETER SECURITY AND ACCESS CONTROL EXHIBITION

We will be exhibiting at FenceX in Coventry on 12th October. The exhibition takes place every 2 years and this year will have 52 stands on site.

EasyGates will be taking a 3 x 6 metre stand, promoting the wide range of products that we supply. We will also be showcasing the new SENTIR Safety Edges 15.25 & 35.85, part of the ASO KS 4 Plug 'N' Sense range.

There will also be an opportunity for visitors to register to the upgraded EasyGates Direct website and make great savings and earn access points.

Managing Director of Easygates, **Tony Daniels-Gooding** said: 'As a large independent supplier of specialised products in the gate and garage door sector, FenceX is still the only dedicated show for our industry and is vital for us to have a presence at. We welcome any opportunity to engage with our customers and showcase our latest products.

The stand will include safety products from ASO, keypads, remotes, photocells and much more from the 2,000 product range.

Product Offer

ACI Farisa GSM Intercom - 1MCF CPL - £299 +VAT

GSM Intercom System with Keypad and Backlight .

Includes PL11G door station, PRS210 transformer, FC52PL keypad and PL92 rain shelter.

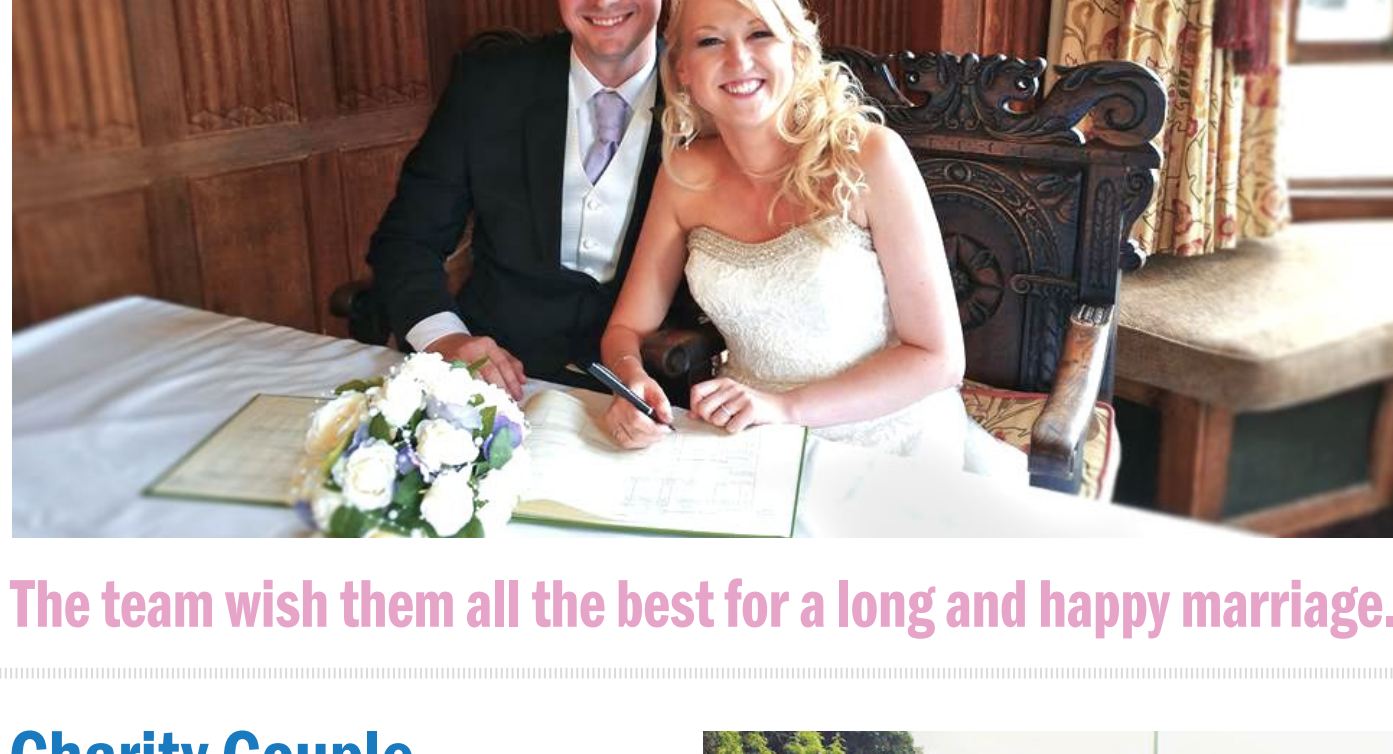
- ✓ Programming by USB, SMS (texting) or directly on SIM card
- ✓ 2 Relay Keypad
- ✓ CLIP function available. (Dial to open feature)



Offer Expires 30.09.2016

EasyGates Wedding

We have recently celebrated the wedding of two EasyGates staff members. **Dave** and **Andie Blake** tied the knot in August at Dumbleton Hall, Evesham. Andie works in the accounts department and Dave is our Technical Manager.



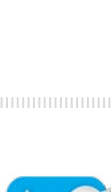
The team wish them all the best for a long and happy marriage.

Charity Couple

We are a very charitable bunch here at EasyGates and have two staff members that combined will have raised over £850 in the coming months.

Matt Geddes, 23, works in our sales and technical department. He took part in a charity boxing match at the Tower Ballroom in Birmingham recently and raised £450 for Promise Dreams, a charity for terminally ill children. Matt also sold 40 tickets to the event to family and friends who got to witness him win in the first round! Matt trained twice a week for 12 weeks to prepare for the event.

Lauren Baker, 20, is EasyGates' receptionist. Lauren will be taking part in a charity Sky Dive to raise money for Birmingham Children's Hospital. In 2006 at age 10, Lauren fell onto a bath tap, punctured her back and had to spend over 5 months at the hospital. She will be sky diving from 10,000ft in Nottingham and is hoping to raise a minimum of £400 for Birmingham Children's Hospital as a thank you for all their help.



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