

CSA Certification Expected Soon

AutoGate has always been a champion of UL 325 safety standards. As our global footprint expands, we have taken another step with our commitment to providing the safest products possible. We have recently undergone evaluation to receive our Canadian Standards Association (CSA) certification. We expect written confirmation of approval by the end of the year.

The CSA mark indicates that a product, process or service has been tested to a Canadian or U.S. standard and meets the requirements of an applicable CSA standard or another recognized document used as a basis for certification. For consumers, the mark provides increased assurance of quality and safety. For manufacturers, international recognition of the mark helps to ease their entry into foreign markets.

Only when a product has been certified to an applicable standard is it entitled to bear the appropriate CSA International Certification mark. Certification marks appear on product packaging and on, or adhered to, the product itself depending on the individual requirements of each applicable standard. (Source: www.csq-international.org)



New Standard Operator Package

In an effort to streamline our manufacturing process and provide greater flexibility to our customers, AutoGate has standardized our operator package.

What does our standard operator package now include?

All operators now include:

- Built-in AMP meter
- Cycle counter
- Pre-wiring the reversing/free exit 11-pin socket base
- Pre-wiring the photo beam
- Pre-wiring the radio receiver

How does this benefit you?

This standardization will help us reduce our turn time which will allow you to get product to your customers more quickly. It will also allow you to easily add items post-production as the wiring will already be in place. The standardization has also resulted in a price decrease which we have passed on to you.

Will AutoGate still provide receivers, beams, and loop detectors?

Yes. We will still carry a full line of accessories and reversing devices. We can install and/or include them with your order for an additional charge. If you prefer, you may provide your own.

What about additional accessories like an SOS system or Click2Enter?

These items will need to be identified in your order and installation charges will apply.



AutoGate

Gate Entry Systems

Mark Your Calendars

In July of 2010, AutoGate is planning to celebrate our 25th anniversary with an open house. We will offer educational workshops, plant tours, food and entertainment as well as door prizes. Plan to come and visit us! Northern Ohio is considered a prime vacation destination and boasts attractions such as Cedar Point, the Lake Erie Islands, and The Rock and Roll Hall of Fame, to name just a few. Look for more details in the next few months.



CSI Specs Coming Soon!

Over the past 12 months, AutoGate has been making efforts to have our products specified into projects at the design stage. By the end of November, we will have our Construction Specifications Institute (CSI) specs completed. These specifications aid architects and engineers during the design phase of projects. AutoGate has seen a notable increase in instances where our products are being written into plans. We expect that trend to continue with the completion of the CSI specifications. These specs are available to you and your clients at no charge. They will be available online on our website and at www.CADDetails.com. This is a valuable marketing tool we hope you will take advantage of.

Frequently Asked Questions

What does UL 325 mean?

The primary focus of UL 325 is pedestrian safety. UL 325 is a safety standard that all gate operators are supposed to be manufactured to meet. We are proud to say we were the first UL 325 certified Vertical Pivot Lift gate system.

Is a steel gate or aluminum gate better?

Unlike steel, aluminum does not rust and is overall a better choice, however aluminum gates are more expensive to produce. Normally we fabricate gates up to 20' long with steel and use aluminum on gates longer than 20'. Materials will vary with gates taller than 7' but we fabricate most from aluminum.

How do I know what length of gate to order?

The general guideline is to add 2' to the width of the road or driveway you are gating. For example, a 15' driveway would require a 17' gate. This allows for setback. However, the length specification can vary if your gate will be installed behind an existing fence or a wall.





AutoGate

Gate Entry Systems

New Kid on the Block

AutoGate has been in business since 1985 and plans to be a cornerstone in the industry for many years to come. To achieve that goal, we have made some key decisions.

In September, AutoGate hired a National Sales Manager, Brian Fritz, to help us shape our future. "We are very excited to have Brian join our team," said Bill Rodwancy, AutoGate's President. "Brian brings with him experience and skill sets that will allow us to grow our organization in terms of market share. Brian will be instrumental to AutoGate by helping us capitalize on what we already do well and guiding us through the waters of emerging markets. Brian will be integral to our growth."

Brian states, "I am excited to be part of the team. The company already has a strong reputation in the security market and the possibilities that The Shield® offers are limitless. I am thrilled to be working in an industry near and dear to my heart."

Brian has a strong background in sales, security, and manufacturing. In addition, Mr. Fritz is a former commissioned officer in the United States Army.



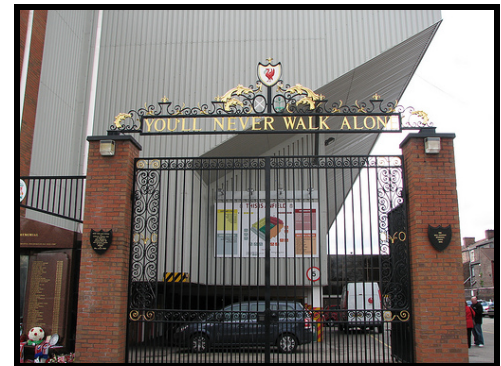
10 Years of Service



Denise Hipp



Gate Trivia



This ornate gate is located in Europe. Do you know the famous location it protects?

E-mail your answer to:
Ruth@AutoGate.com!

Calendar of Events

Nov. 26 & 27 - Closed

Dec. 24 & 25 - Closed

Jan. 1 - Closed



Help Us Help You

We hope you utilize our website as a resource. We are constantly looking for ways to improve our service. If you have any comments or suggestions regarding our website or any of our technical or marketing materials, please contact your Sales Consultant or e-mail Judy@AutoGate.com.

www.AutoGate.com

Show Schedule

FenceTech 2010

**Orlando
Feb 17-19**

ISS Spring

**Las Vegas
Mar 1-3**

ISC West

**Las Vegas
Mar 24-26**

SSA Spring Colorado Springs

Apr 20-22



**AutoGate, Inc.
7306 Driver Road
P.O. Box 50
Berlin Heights, OH 44814**