

Gatepost

Autumn 2009

The latest news on security and gate opening systems

Thoughts on beating tough time blues

There's no getting away from it we're being bombarded with the bleak picture of concerns about the economy so it's difficult to retain the view of a glass being half full as opposed to being half empty.

It's worth remembering, however, that economically challenging times can be the seed for creating opportunities if we only stop a while to give thought to what we can do that we may not have done in the more buoyant past.

Two thoughts that immediately spring to mind:

- Expand your partnership with FAAC
- In addition to seeking new customers, look to former customers for opportunities

Now is perhaps the ideal time to partner with a supplier like FAAC for taking greater advantage of our product and service offerings.

Simply keeping abreast of new product offerings for example can represent opportunities for tapping into them.

New product developments can present opportunities to retro fit or upgrade a former customer's system.

We've expanding on this subject inside so I trust you will find this edition of interest.

Oscar Ianni

FAAC Australia

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How to improve profits

The FAAC Group - our place in the world

The 'control freak' has arrived

At last: A wireless, self aligning beam

FAAC is delighted to announce that after many requests from our loyal installers we've released a new wireless self-aligning SAFE-BEAM system.

As you would know, every installation is different and running cables across an entrance may not always be an option.

The solution you're now presented with is the XP 15W.

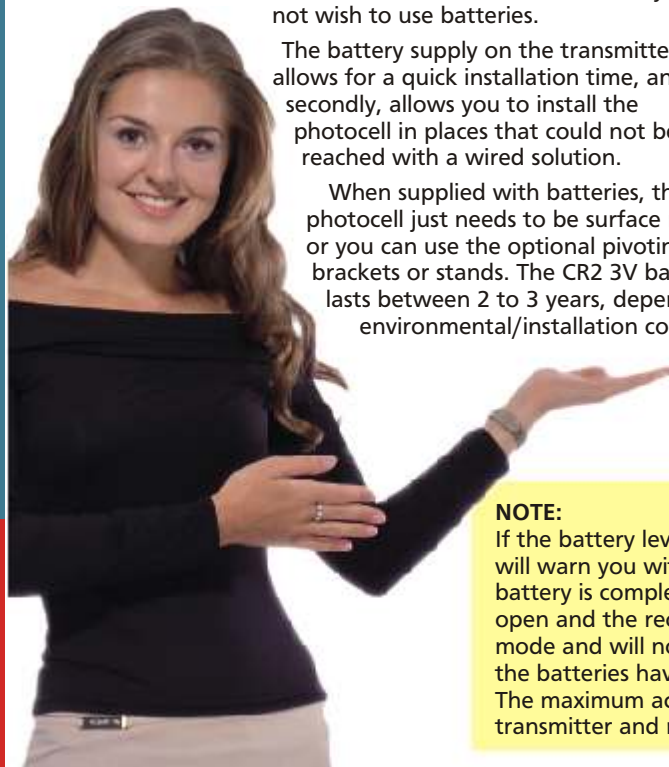
The beauty of this unit is that it makes installation considerably easier as its clever beam to beam system means you don't have to spend time creating a perfect alignment.

The key features of the XP15W are:

- Self-aligning mechanism
- The transmitter is supplied with batteries (the receiver still needs to be connected with a cable like traditional photocells)
- 4 selectable transmission channels (enabling you to install up to 4 pairs of photocells on the same system)
- The transmitter can also be connected with a cable if you do not wish to use batteries.

The battery supply on the transmitter allows for a quick installation time, and secondly, allows you to install the photocell in places that could not be reached with a wired solution.

When supplied with batteries, the photocell just needs to be surface mounted or you can use the optional pivoting wall brackets or stands. The CR2 3V battery lasts between 2 to 3 years, depending on environmental/installation conditions.



NOTE:

If the battery level is low, an LED on the receiver will warn you with rapid blinking. When the battery is completely discharged the gate will open and the receiver will go into a 'safe' mode and will not enable the gate to close until the batteries have been replaced.

The maximum achievable distance between transmitter and receiver is 15m.



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How to improve profits when times are slow... and in fact at all times...

Sooner or later the needs of your customers are going to change, or alternatively product advancements will make what you've installed outmoded.

These reasons alone are good reasons why it pays to maintain contact with your customers - even by an occasional letter reminding them that if any maintenance is needed you're ready and able to provide it.

It pays to keep yourself in the minds of your customers because it's certainly not in your interests for the customer to forget you and call on someone else to do their work.

There's no time like the present to:

- Network with clients
- Attract new customers and retain existing ones
- Develop marketing tools to convey the desired message

One of the main reasons the custom installation market exists is that, in order to get the most out of anything beyond a "product in a box," the customer needs the services of a highly skilled installer.

By the same token, the installers need to partner with a supplier able to offer a consistent product, consistent stock availability, services and support.

And that's how we see the role of FAAC.

FAAC makes it a priority to offer the level of service and support that installers need and deserve.

In these challenging times it's a good idea to become as familiar with our product range and services as you possibly can because our product and service offerings are aimed at helping you to achieve greater success.

DIVERSIFY YOUR BUSINESS

If your business is starting to see the effects of the recession and it's beginning to bite into your profits it could mean you're too reliant on one large customer or one main product or service line.

Perhaps you cater to one target market.

In order to see your business through these difficult times, don't be afraid to ask for assistance.

FAAC's five main product families are remarkably diverse:

- Gate, Door & Garage Door Automation
- Automatic Doors
- Automatic Barriers
- Access Control & Traffic Bollards
- Tubular Motors

We're here to work together so if you're interested in expanding your services or maybe you need extra man-power for a project or product training we may be able to help you ourselves or obtain help through our many contacts.

There are many ways to diversify your business to accommodate a wider variety of customers and maximise profits.

All you need to do is put on your thinking cap and you may find a few small changes

The FAAC Group - our place in the world

What do we do in the FAAC group?

We design, we build and we market complete products and solutions for the control and automation of pedestrian and vehicle accesses in residential, commercial and industrial sites.

The main families of products are gate openers of every type, garage door openers, industrial door openers (folding doors, sectional doors or up-and-over doors), together with shutter openers, automated systems for automatic pedestrian doors and automatic barriers for car parks and motorways.

There's also complete car parking systems and systems for control of pedestrian access and concealing traffic bollards.

The field of automation for gates, doors and automatic barriers has become increasingly sophisticated with a steady stream of new product development occurring along with a steady development in access control equipment, traffic bollards and tubular motors.

World wide organisation

FAAC was founded in 1965 by Giuseppe Manini and rapidly became a market innovator. It was the first company to develop miniaturised electronic controls with micro processors and portable transmitters in gate control. It has gone on

to register many patents. From 1990 to 2007 a total of 42 international patents of its own design solutions were registered. It has become renowned for quality components, highly efficient production processes and reliability of its products.

The field of gate automation has evolved into being a massive one, resulting in the Italian parent company, FAAC S.p.A. Now having 13 FAAC branches around the world and turnover in 2008 reaching 179 million euros:

Branches are located in Australia (Sydney), Austria (Wals-Siezenheim), Belgium (Bruges), China (Shanghai), The United Arab Emirates (Dubai), France (Lyon and Massy), Germany (Freilassing), India (Noida-New Delhi), England (Basingstoke Hampshire), Holland (Den Haag), Poland (Warsaw), Spain (Madrid), Sweden (Perstorp), Switzerland (Illnau), and the USA (Cheyenne and Jacksonville).

Manufacturing plants

Then there is FEL in Ireland, a company producing electronic devices in Dublin; DAAB in Sweden producing automatic systems in Perstorp; Voltec in France, producing shutter openers in Bordeaux,

Spazio Italia, which produces Access Control systems in Padenghe sul Garda and Altron in Italy, producing tubular motors in Sesto San Giovanni.

The organisation currently employs 770 people throughout the world, and has people speaking 16 languages every working day.

Approximately 15% of all FAAC people in the world, work in Research and Development or in Technical Support, 40% work in Production, 33% work in the Commercial and Marketing sector of the group and 12% work in the Administration and Finance sector.



FAAC HAS AN ENORMOUS RANGE OF PRODUCTS WHICH MAY OFFER YOU THE OPPORTUNITY TO WIDEN THE SCOPE OF YOUR BUSINESS SERVICES

In addition to providing the following range of products we have the capacity to work with you to customise automation solutions to the needs of a building taking into consideration space, dimensions, speed & power, volume of vehicles and pedestrians, access logs, security levels etc.

FAAC's product range

- Automatic systems for - Swing Leaf Gates; - Up & Over Doors; - Sliding Gates; - Folding Doors
- Operators for Sections Doors
- Automatic Barriers
- Automated system for Rolling Shutters
- Universal automated system for French Windows & Heavy Shutters
- Tubular motors for Rolling Shutters & Sun Blinds
- Automated Doors sliding swing revolving semi circular entrances complete entrances
- Traffic Bollards
- Parking Systems
- Access control systems for residential, condominiums and industrial use
- Residential wireless alarm system
- Accessories such as transmitters, receivers, control systems, security devices

THE 'CONTROL FREAK' HAS ARRIVED

In our last newsletter we mentioned the E124, the most advanced 24V control board for controlling the automation of 24v gate operators was on its way

Well, it's now arrived.

This control board can be as simple or as complex as you want it to be depending on how many features you wish to use.

Over the next few months we'll be holding training sessions for our customers.

E124 24V control board features:

- 32bit microprocessor
- 2 digit LCD display
- 12 different logics available, including a customisable logic
- Possibility to choose a pre configured logic for
 - Operators 413/ 415/ 770/ 740
 - Operators 391/ S700 H
 - Non FAAC operators
- Encoder management
- Adjustable Leaf Speed (10 different settings)



- 50 different force settings
- Connections for standard photocells or BUS photocells
- **12 INPUTS**
 - 5 completely programmable (e.g. non bus accessories, loop detectors)
 - 4 for eventual travel limit stops
 - 2 for encoders
 - 1 for BUS connection
- **6 OUTPUTS**
 - 2 programmable

- 2 for motor 1 and motor 2
- 1 for Lamp
- 1 for Electric lock
- Anti Wind Function
- Soft Touch
- Last cycle management (you can choose the status of the gate when batteries are low)
- Traffic light management (by status outputs)
- Diagnostic table to detect errors
- **USB PORT** - The USB provides the possibility to connect a laptop with dedicated software allowing the installer to:
 - View all the programmed parameters
 - Set passwords to protect the programming
 - Save setting to a computer
 - In-built 7 day timer function

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