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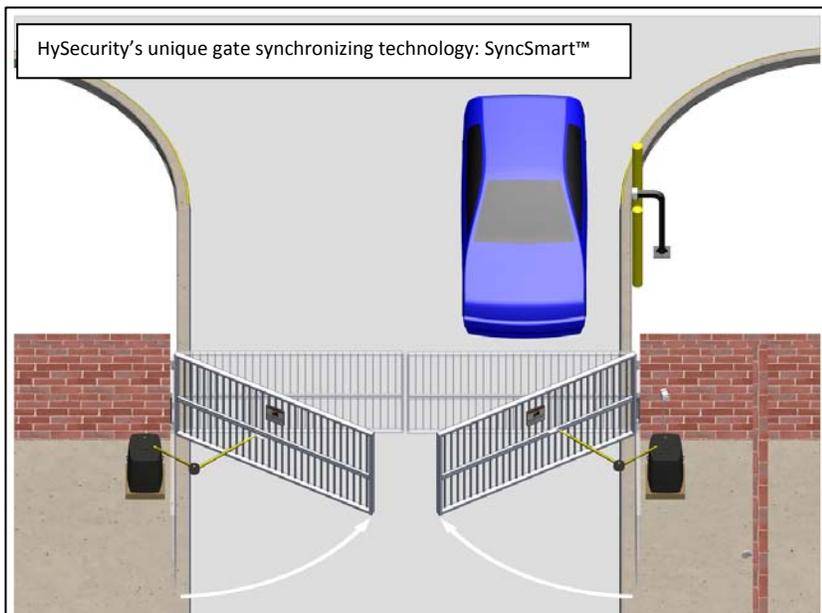
HySecurity Pays Installers, New and Old

HySecurity recently inaugurated an incentive which pays installers \$100 to install HySecurity's revolutionary pad mounted swing gate operator, SwingSmart DC. This electromechanical operator, specifically designed for residential and commercial applications, earns installation companies a \$100 rebate check with each installation.

"The first 200+ installers told us that SwingSmart is super easy to install," says Richard Woltjer, HySecurity Vice President of Marketing. "HySecurity went out of its way to eliminate pad mounted swing gate installation difficulties to insure high reliability and ease of installation. These are two of the most important installer concerns, as speed of installation and lack of call-backs guarantee consistent and high installer profitability."



"But installers also rave about SwingSmart's exciting new features," says Woltjer. "High among them is the ease with which an installer sets gate geometry. SwingSmart makes gate and operator geometry much less sensitive by automatically syncing dual gates using HySecurity SyncSmart™ technology so that gates close at the same time. This overcomes one of the hardest and most time consuming pad mounted swing gate installation issues."



Installing bi-parting, pad mounted swing gates so that they close in unison is painstaking, time consuming, and costly. It's all about gate and operator geometry. Installers must first establish proper operator placement, then adjust the arm-to-gate attachment until they get an attractive, simultaneous close. It's often not done well and when it is, the gates eventually get out of sync.

No more. In the first few gate cycles of a dual SwingSmart DC system, HySecurity SyncSmart™ automatically adjusts the speed of the gates to create a flawless close on every cycle. SyncSmart™ continues to autocorrect throughout the life of the operator for perfectly synchronized gates.

The only thing preventing some installers from trying SwingSmart, according to Woltjer, is fear. "Installers have been burned by manufacturers before. They don't want to guinea pig untested, unreliable equipment." Woltjer says that HySecurity did the most extensive, most thorough, most long term, tortuous and convincing beta test ever for a gate operator. "And the results speak for themselves," says Woltjer. Every beta installer raved about ease of installation, operator feature set and reliability. Those quick approvals convinced new SwingSmart installers in every market.

"SwingSmart has a forgiving arm geometry that allow for variations in site conditions," says Russ Enos, of Citiworks, Inc., a New England gate operator installer. "The operators are soundly built and have an amazing amount of power."

Joe Kuppe, President and CEO of Barnum Gate in Forest Lake, MN, reported, "We were impressed with the installation but we must say that we were blown away by the toughness and strength of such a small operator. Up here in Minnesota, we experienced record breaking cold this winter with temperatures 30 degrees below zero. We had a record 34 days that the high temperature stayed below 0 degrees and while other operators were causing us cold weather related issues such as heaters not working, and mechanical and electrical parts not being able to function in such extreme temps, the SwingSmart never once gave us any issues." This SwingSmart installation required no heater to function normally, even under such abnormally cold weather.



"SwingSmart DC is proving itself a great success," claims HySecurity President, Brian DeNault. "Installers get a great new operator, a DC based machine that continues to run for up to 300 cycles after AC power failure, and they get it for the price of a traditional, non-backed up, AC machine. SwingSmart is making its mark with installers and end users."

"To top it off," says Woltjer, "HySecurity's tech support lines are eerily quiet. Now that's what I call success."

HySecurity is so convinced that installers will convert to SwingSmart DC from their current pad mounted swing gate operator that they came up with the high dollar Installer Rebate program.

Additionally, to insure that new SwingSmart DC installers feel confident with their first install, HySecurity has developed a highly accessible and responsive tech support program to provide support, helping installers to easily and profitably make the transition from their current operators.

SlideSmart DC, HySecurity's new electromechanical chain driven, residential and commercial slide gate operator, will debut with its own rebate in 2010, providing HySecurity installers with a full range of residential and commercial swing and slide gate operators. SlideSmart DC shares SwingSmart DC's reliability, ease of installation and extensive Smart DC Controller features.

In addition to the SwingSmart DC rebate, HySecurity also offers a \$150 Installer Rebate for installing heavy duty, hydraulic slide and barrier arm operators, SlideDriver and StrongArm.

"Everyone is experiencing difficulty in this uncertain economy," says DeNault. "Installer rebates are a way to directly support HySecurity loyalists, and to invite new installers into the HySecurity family."

To learn more about the HySecurity Installer Rebate program, visit www.hysecurity.com/rebates.