FOR ANYONE GETTING QUOTES

What to ask before you buy a gate

Ten questions for whoever is quoting you, and the answers we hear about in year three.

Why this is coming from us. We spend our days servicing gates that other companies installed. That means we see what happens in year three, year eight, year fifteen. The company that sold the gate usually never finds out. We are not writing this to win your install. We would rather be the ones you call when it needs work.

Ask whoever is quoting you

		THEIR ANSWER
1	**What class of operator is this and why that one for my property?** Operators are rated for different amounts of traffic. Undersized operators on busy gates are the single most common thing we get called out to.	
2	**What safety equipment is included?** Photo eyes, edge sensors, signage. Ask whether it meets the current UL 325 requirements and get the answer in writing.	
3	**Do you service what you install, or only install it?** Plenty of companies do one and not the other. Find out now, not in year two.	
4	**Are parts for this equipment easy to get around here?** A good price on an uncommon brand stops being a good price the first time you wait six weeks for a board.	

5 **What does maintenance cost a year and what does it include?**

If nobody can answer this, nobody has thought about year two.

6 **What happens in a power outage?**

Battery backup, manual release, and who on site knows how to use it.

7 **What is the warranty on your work, separate from the parts warranty?**

These are two different things and both matter.

8 **What is the plan for the foundation?**

Around here, tree roots and soil movement shift posts over years. A gate that goes out of alignment usually started underground.

9 **Is solar realistic on this property?**

Under heavy tree cover it often is not, and finding that out after installation is expensive.

10 **Who pulls the permit?**

What people call us about later

Notice that none of these are about how the gate looks. People buy on appearance and call about function.

Operators undersized for the traffic. Solar panels under trees. Cheap access control that was obsolete inside five years. Foundations nobody planned for. And most often, a good gate that nobody ever maintained, because nobody ever told the owner it needed maintaining.

One last thing

That last one is the easiest to avoid. A gate lasts 15 to 20 years with care. However long the installation takes, it ends. The maintenance does not. It is worth deciding who handles that part before the gate goes in rather than after something breaks.

When your gate is in, running or not, we are here. That is the part we do.

NEXT STEP

Bring us your quote and we will tell you what it is missing.

Repair when it breaks, maintenance so it does not, upgrades when you want more. Across Washington State, 40+ years, 30+ trusted manufacturers.

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Keeping Washington SECURED since 1979. If you have a gate, we keep it working.