

The # 1 Mistake People Make When Buying Turnstiles

I've been working with turnstiles, entrance control, and security systems for more than 25 years.

During that time, I've been asked lots of interesting and challenging questions. For example:

- How many turnstiles do I really need?
- What's the best readers or latest technology being used with optical turnstiles?
- How do I make this system work with my current facility and personnel requirements?
- What's the difference between a speed gate, an optical gate, a swing gate, security entrance lane, and an optical turnstile?

You get the idea. And these are all great questions!

But the one question that comes up again and again is:

What's the # 1 Mistake People Make When Buying Turnstiles?

That is an important question.

And it's tough because every situation and application is different. Trust me, there are plenty of ways to get into trouble!

There is however one key mistake I see over and over again, and it's a costly one. However, the good news is... it's one that can be easily avoided.

This big mistake involves only looking at the initial cost of buying the turnstiles without considering the true overall costs of owning them, over time.

Sometimes buyers/specifiers are so focused on the purchase price that they fail to consider that this only represents, in some cases, a fraction of the total cost of ownership over the full lifetime of the turnstiles (10 - 15 years typically). Adding to that are the frustration and grief stemming from security equipment that does not last or function as it was intended.

This can be a very costly - if not fatal - financial mistake.

Consider a simple example, a household appliance. Let's say it costs \$1,000 to purchase. It does the job and runs beautifully with minimal maintenance or down time. Maybe you pay for recommended periodic maintenance or tune-ups, minimal expense. In this case you could say that would be a reasonable lifecycle cost experience. On the other hand, if you spent \$500 on the bargain value brand (lower price!) and then it needed costly repairs each year just to keep it running, then you may want to find a new appliance solution soon. You can't afford the expense, the downtime, and hassle, right?

And so it goes in the Security Entrance Control world. When considering the purchase of a turnstile, portal, optical security lane, or any other type of entrance control system remember that the purchase price is just one element of the lifecycle cost. In order to make informed decisions, and to avoid making costly application and/or financial mistakes, it's important to consider much more than just the initial costs of the equipment. There is so much more that affects your total overall cost over the lifetime of the equipment.

Here's the solution.

My company has prepared a handy guide that will help you calculate the full lifetime costs of turnstiles and entrance control systems. It defines the big lifecycle cost areas you should examine and will even help you to assign a value to each - to get a true cost of ownership. You can get a free copy of this guide at this link: [\(Total Cost of Ownership Security Entrance Control\)](#).

Author: *Derrick Allison is a security and entrance control expert whose customer list reads like a who's who across such industries as financial, automotive, and large scale property management. For 25 years, he has been called upon to help design and implement many types of access control strategies and security solutions. Derrick is Regional Sales Manager at Automatic Systems, based in Chicago.*

Contact your regional sales manager:



Automatic Systems:

4005 Matte blvd, unit: D
Brossard, Qc, J4Y 2P4
1-800-263-6548

45 Rockefeller Plaza, suite 2000
New York City, NY 10111
1-877-944-9498

For more information contact:

Derrick Allison
(630) 450-6285

dallison@automatic-systems.com

www.automatic-systems.com

