AN 30: Competitive Comparison

MySpot 500 vs. typical Chinese barriers

Our MySpot 500 is manufactured by our affiliated factory in China. Yet we are typically more expensive that other Chinese parking Locks. Here is a comparison to prove the adage that "you get what you pay for".

- **Size**: The MySpot 500 is physically larger than most Automatic Single-Space Parking (ASSP) barriers on the market. In comparison, most of the Chinese barriers look like toys.

- **Attractive**: The MySpot 500 is an elegant and appealing product that enhances the look of your property. Most f the low cost competitors' are clunky and unattractive.
- **Battery**: All competitive ASSP barriers use a rechargeable lead-acid battery. These batteries self discharge quickly, and, combined with the power consumption from their barrier, need recharging every 3-4 months even with low usage.

  Recharging is a great inconvenience. The barrier must be opened up, battery removed, taken indoors for charging, then 12 hours later placed back in the housing.

  Our MySpot 500 uses alkaline batteries that have a 10 year shelf life. Advanced mechanical and product design reduces power consumption to the point where batteries need to be replaced only every 2-3 years in residential applications (4 activations per day). No recharging is required. Replacement batteries can be purchased at any drugstore or hardware store and installed without removing the barrier from its anchoring. The cost for regular battery maintenance is covered at the end of this Application Note, and is many times the cost of the initial investment.

- **Advanced Control Options**: The handheld fobs that are supplied with the MS500 barrier can each control **9** individual barriers side by side. None of our competitors can control more than 3 or 4 barriers. Each barrier can be controlled by 15 transmitters. None of our competitors can be controlled by more than 3 remotes.
- **Adding transmitter**: To pair a new transmitter, in the case of the MySpot 500 use an existing paired transmitter to pair an additional one. In the case of all our competitors, you need to open the unit, disconnect the barrier and go through a sequence.
- **HomeLink Compatibility**: HomeLink is a dashboard mounted transmitter which allows control of hundreds of garage door systems. MySpot 500 is compatible with this system, meaning that owners of cars equipped with HomeLink need not carry the fob transmitter. None of the competitive system have this capability.
- **Central Controller**: Up to 250 MySpot 500 barriers can be controlled wirelessly from one remote location, using our PK250 keypad controller. None of our

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competitors have this capability.

- **Water Proof**: Only the MySpot 500 can operate and survive in locations where water pools after the rain. There are no exposed wires, batteries or antenna that can be damaged by water. None of our competitors can make this claim.
- **CE and FCC certification**: Our MySpot 500 and the transmitters are certified to meet CE and FCC RF emission regulation. Offering such products for sale in most countries, without such certification, is subject to heavy fines.
- **Warranty:** The MySpot 500 comes with a 1 year Limited Warranty. Our warranty is backed by a USA company and is subject to the laws of the US.

  Most of the Chinese products carry a limited 90 days warranty, and may be hard to enforce.

LIFE CYCLE COST

When comparing the cost of any two products, one needs to include the cost to own and maintain the product, in addition to the initial purchase price.

The worksheet below calculates the man-hours required to maintain the batteries in Lead-Acid Parking Locks, vs. in long-life battery systems like our MySpot 500 's.

Assumptions:

- Battery Life: 4 months
- User purchased extra batteries so batteries are exchanged with charged ones
- Time to travel to site, round trip: 1 hour
- Number of units to be maintained at a time: 10
- Time to exchange one battery: 15 minutes
- Units requiring a second visit (car was parked over the unit): 10%
- Time to charge 10 batteries in the office (setup, pack, etc.) = 30 minutes
- Cost of extra battery: $15
- Cost of loaded man-hour including service vehicle and overhead: $70

Calculations:

1. Each visit is 1 hour travel + 10 x 10 minutes work + 30 min batteries charge = 3 hours
2. Need 3.3 trips per year (including the re-visit for non-accessibility)
3. Total hours per year per 10 units = 10 hours.
4. Cost per year to maintain one Lead-acid unit **$70 if part of a cluster of 10**.
5. Cost per year if **standalone** is 5 hours = **$350**.

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