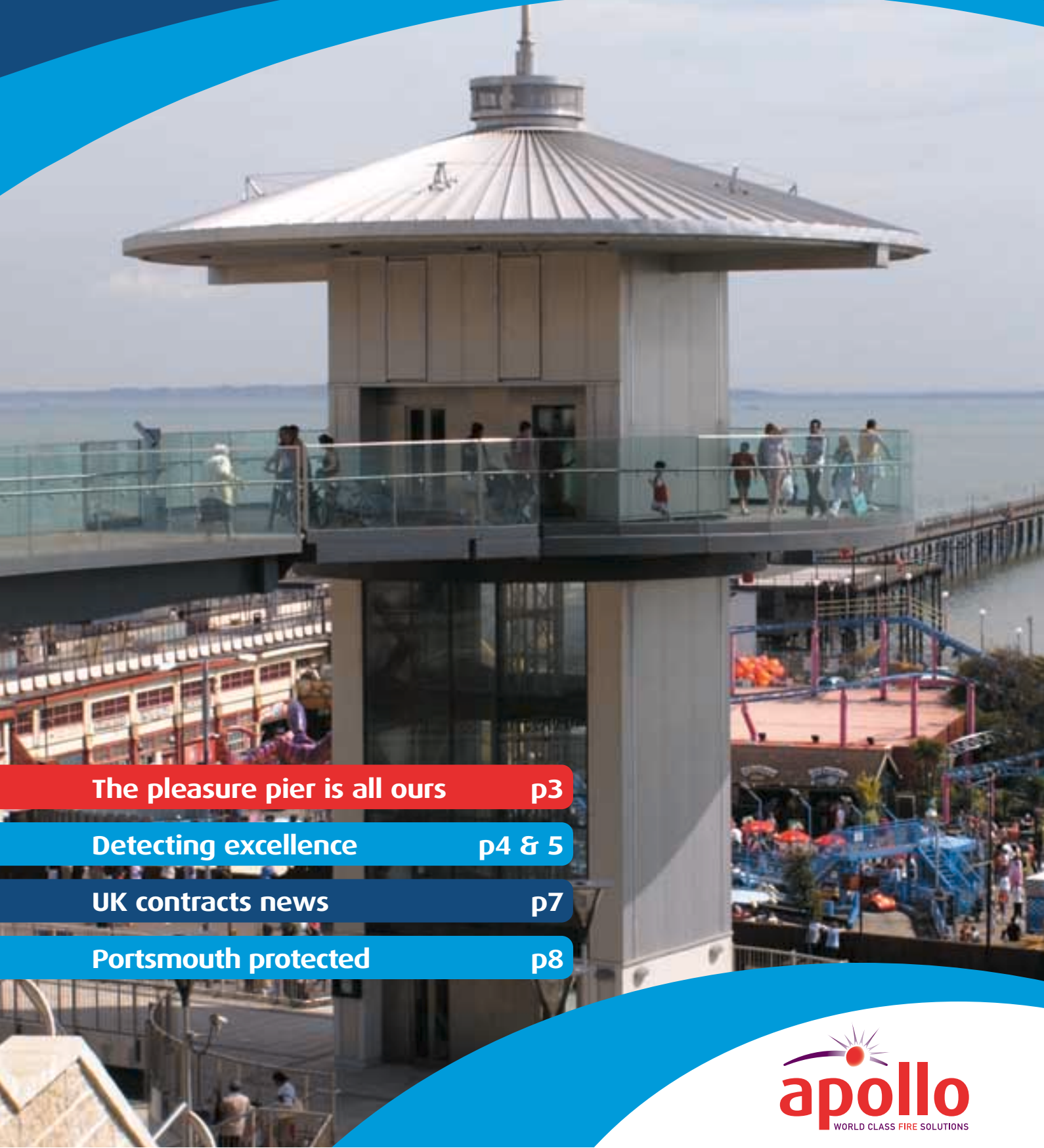


The Monitor

Issue: No 40, October

Editor: Linda Truong

www.apollo-fire.co.uk



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Burning issues



Richard Bramham
Marketing Director

As Apollo's new Marketing Director I'd like to welcome you to this issue of the Monitor.

One of the things that impressed me most when I first arrived at Apollo in June 2009 was the level of commitment from everyone here to making truly excellent products. In this issue, we'll take you through the process of producing an Apollo fire detector (centre pages). I'm sure that, like me, you'll find it a fascinating journey. Don't forget that, as a valued partner, you can request a free tour of Apollo's facilities so that you and your customers can witness this process for yourselves.

We're constantly seeking ways to provide you, the customer, with better technological solutions so that you can meet client expectations. The latest examples include the Discovery® Open Area Sounder Beacon, which can be used to provide point detection and audible and visual warnings in large internal spaces, and the Deckhead Mounting Box that prevents ingress of contaminants through the base. These products, together with news about our flush-mounted Plateau fire detector, can be found on page 6.

We also know how busy our customers around the world have been in the last few months. In Belgium, for instance, Limotec has recently completed a major contract for Centea Bank (see page 6), while in the UK we have news about projects from Scotland to Southend-on-Sea (see opposite and page 7).

So, despite difficult economic conditions, it is clear that innovative products and excellent customer service continue to be the basis for good business.

NewsBytes

PRODUCTIVE MOVES

Manufacturing skills at Apollo have been enhanced with two new appointments. Dave Bull joins as Supply Chain Manager and brings a wealth of experience from previous positions with BAE and Tyco Healthcare. Reporting to Dave is Gary Steere, who has worked at Apollo for 11 years and has moved from Warehouse Co-ordinator to become our new Production Scheduler.

NEW SET OF WHEELS

Apollo's marine products now carry the Wheelmark logo, pictured opposite, which indicates compliance with the Marine Equipment Directive (MED). The MED is now obligatory for equipment fitted to vessels flying any European flag. Apollo is proud to be one of the first manufacturers of fire detection equipment to gain MED approval.

RAISING THE BARCODE

Apollo is introducing an improved barcode labelling system across all its products to aid purchase ordering, tracking and dispatch. The new labels are just one of several initiatives being introduced to improve our customer service even further.

MARKETING EFFICIENCIES

Following the promotion of Alison Lippiett to Senior Marketing Executive, Linda Truong and Theresa Berry have joined the Apollo team as Marketing Executive and Marketing Assistant respectively. We are also delighted to welcome William Lay, who is on a one year undergraduate placement.

NEW HORIZONS

Apollo continues to expand its global reach by developing strategic partnerships in key territories. We have recently welcomed WLS Electronics in Serbia, Makpetrol in Macedonia and Company ECOS in Kazakhstan to our international team.



The pleasure pier is all ours

The longest pleasure pier in the world is looking forward to a fire-free future thanks to Apollo.

Apollo fire detectors have been specified to protect visitors and amenities at Southend-on-Sea Pier in the UK. The new fire system is being installed as part of a major restoration project to restore this historic structure.

At more than one mile in length, Southend-on-Sea Pier is the longest existing pleasure pier in the world. Among its many attractions is the dedicated railway that carries visitors from the shore to the Pier Head. Built in 1830, the Pier has survived boat crashes and two world wars, as well as standing up to the wind and waves for almost 180 years. It has also suffered a number of fires during its history, the most recent of which occurred in 2005 and destroyed the Pier Head.

A major restoration programme is aiming to fully restore the Pier and

upgrade the associated amenities. As part of this programme, modern fire detection equipment was specified for the buildings on the foreshore. The foreshore area includes the public entrance, train station and workshops, the administration offices, a museum, tourist information centre and amusement arcades.

Apollo's Discovery range includes a multisensor that can be set to match local environmental conditions

Prince Safety And Security Systems Supplies Ltd won the contract to supply fire detection and support services for this complex. The company recommended Apollo's

Discovery range of intelligent fire detectors, which includes a multisensor with five selectable operating modes that enable the response of the device to be matched to local environments. Prince Safety And Security also supplied the compatible control panel, manual call points and Apollo sounder beacons.

The fire detection and alarm system was installed and commissioned by Southend-On-Sea based Blake Fire & Security Systems. Arranged over two loops, the Apollo equipment is connected to an Ampac FireFinder control panel. The fire system is also capable of interfacing with other critical plant and access control systems.



START
FINISH

BIG IDEAS

Success is the result of a good idea, well executed. We involve everyone in the process of new product development, including our customers. Ideas are evaluated against market demand and feasibility. The final choices are developed into prototypes which are rigorously tested before making it through to full production.



COMPONENTS FOR SUCCESS

Depending on the device, an Apollo product can contain between five and 200 separate components. Our purchasing team sources only the best materials from the best suppliers. It's then the job of our component stores team to ensure that the right components reach the assembly lines on time to keep the process flowing.

INNOVATION



Passing the test

From concept to completion, an Apollo fire detector undergoes many different tests to make sure it is fit for purpose. These include bespoke tests to assess and perfect new product designs and a series of environmental performance tests.

These environmental tests ensure that our products will withstand the most rigorous 'real life' situations, including extremes of temperature and humidity, vibration and impact, and electro-magnetic interference. In addition, we have our own fire test laboratory, which enables us to carry out industry standard tests. This gives us confidence that the detectors will pass external testing, which speeds up third party certification.

The result is a comprehensive range of products that are certified to all key international industry standards.

Detecting excellence



PACKED WITH QUALITY

Having undergone a series of production tests to check calibration and functionality, the final destination for any new fire detector is our packing area. Here a final visual inspection is made to ensure that the product leaves our manufacturing facility in perfect condition. All devices are carefully packed by hand to ensure they are fully protected in storage and transit, labelled, and then sent to our warehouse and dispatch teams for immediate shipping to our customers.



The Monitor sets out to find the people and the processes that make Apollo fire detection products world class.



INVESTING IN EXCELLENCE

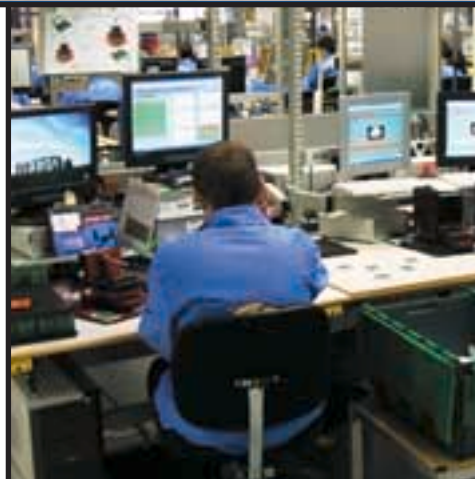
Apollo surface mount machines work 24/7 to assemble the printed circuit boards that lie at the heart of our fire detectors. Representing an investment of £2 million over the last five years, our world class surface mount facility can produce up to 130,000 components per hour.

CUSTOMER SERVICE



TOGETHER AS ONE

Every Apollo fire detector is actually assembled by hand. That way we can personally guarantee the quality of the finished product. Staff on our general assembly lines are extremely accurate and efficient: they complete a new detector every 20 seconds.



MAN AND MACHINE

While we use surface mount techniques to populate printed circuit boards, we continue to use manual assembly techniques in other aspects of the build process. This includes hand soldering delicate internal components. We invest continuously in training and personal development among our staff to ensure that our skills base can continue to deliver excellence every time.

INVESTMENT



Your chance
If you or your customers would like to witness the production process at Apollo's manufacturing facility in the UK, please return the Reader Reply Card and we will arrange a suitable time and date.

Banking on Apollo

Centea Bank in Antwerp, Belgium, has a new fire detection system thanks to Limotec NV, Apollo's longstanding representative in the country.

The Centea Bank occupies six different buildings - one of which is of historical significance - so the new fire detection system had to be flexible enough to offer comprehensive protection in both modern and listed building environments. The client also specified a fire system to meet Belgian (BOSEC) certification standards.

Apollo makes sure that its fire detectors are certified to all major international standards

Limotec equipped each building with its own control panel and installed more than 1000 Apollo devices, including 911 XP95® multisensors and 87 manual call points. For areas where hard wiring was not appropriate due to the historic nature of the building fabric, XPander® wireless fire detectors were used. Any alerts

are fed back to the main security centre for investigation and the final decision to evacuate rests with the security team.

Jan Herreman, Limotec's General Manager, says: "The recent introduction of the wireless range of XPander fire detectors in particular made the Centea Bank project much easier. In addition, Apollo makes sure that its fire detectors are certified to all major international standards, so meeting BOSEC requirements was easily achievable."



UK contracts news

Product Update

OUT IN THE OPEN

New from Apollo is the Discovery Open Area Sounder Beacon. Making full use of our proven Discovery protocol, this device is suitable for use in open areas indoors. The sounder and beacon settings can be controlled individually, while volume and tone settings for the sounder function are selectable via the control panel. During commissioning, a magnetic wand can be used to adjust and test each sounder locally.

In addition to fire alerts, the Discovery Open Area Sounder Beacon offers tones that can be used for non-fire purposes, such as signalling break times in schools or shift changes in a factory. There is also a low volume option that is ideal for hospitals and nursing homes. The Discovery Open Area Sounder Beacon can be switched individually or, in order to shorten response time, as groups or simultaneously. It is available with either a red or a white beacon lens.

FLUSH WITH SUCCESS

Plateau, Apollo's flush-mounted smoke detector, will be available soon. Designed for use where aesthetic or safety conditions make standard fire detectors unacceptable, Plateau fits into a hole in the ceiling so only its plastic cover plate is visible. It uses the light scatter principle to detect smoke: the light beams are projected through the cover plate and reflections are picked up by an internal receiver. Plateau also features continuous self monitoring to check for contamination of the cover plate and will raise a fault signal if it is too dirty to function normally.

ALL DECKED OUT

September 2009 saw the launch of Apollo's new-design Deckhead Mounting Box. This device is ideal for marine applications and protects bases, sounder bases and sounder beacon bases from ingress of water and other liquids.



Left: Discovery Open Area Sounder Beacon

Above: Plateau flush-mounted detector

Right: Deckhead Mounting Box



SAFE IN SCOTLAND

Scottish Borders College, a new £13.4 million educational centre which combines further and higher education facilities on a single campus, is being protected using Apollo intelligent fire detection technology. The co-location project (pictured above) is the first of its kind in rural Scotland and offers a unique learning and teaching environment to thousands of students.

SAFE Systems, based in Galashiels, won the contract to supply, install and commission a site-wide networked fire detection system for the main buildings, plus stand-alone systems for remote buildings with specific requirements, like the halls of residence. In total, the company installed 11 Advanced Electronics control panels and 2,427 Apollo intelligent fire detection devices in a two-phase programme of works.

Graeme Millar, Senior Fire Engineer for SAFE Systems, says: "Apollo's open protocol gave us the degree of flexibility we needed to meet multiple requirements across the campus buildings, while the choice of compatible interfaces and ancillary devices helped us to link the new fire detection system to other critical equipment quite easily. In essence, Apollo fire detection technology has enabled us to meet the clients' requirements and complete the project on time."

NORTHERN HIGHLIGHTS

C-TEC has recently supplied two projects in the North of England with Apollo-based fire detection systems. The first safeguards The Friary in Liverpool - the rehearsal theatre of the world-famous Royal Philharmonic Orchestra - and is based around a C-TEC XFP addressable control panel and 200 Apollo XP95 devices. The fire system was installed by Amsec UK.

The second fire system protects Boatman Court, a purpose-built student accommodation block in Lancashire. False alarm reduction was a critical factor on this project and specialist installation company Solid State specified Apollo XP95 devices and C-TEC Hush Buttons to meet this requirement.

BELFAST REVISITED

Ashdale Engineering has completed an addition to the Apollo intelligent fire detection system at the historic Ulster Hall, Belfast. The company originally installed an Apollo-based fire system in 2006 and needed to extend coverage to accommodate a new extension. Additions include XPander wireless devices where hard wiring was impractical.



Portsmouth protected

Portsmouth Football Club has installed a new Apollo fire detection system to protect fans visiting its Fratton Park stadium.

A major factor for the club was ensuring that enjoyment of a game was not interrupted by a false alarm. Says Derek Stone, Safety Officer: "We've had incidents previously where steam from the showers fooled the fire system into thinking it was smoke. I don't want to be responsible for evacuating fans unnecessarily!"

Locally-based Christie Intruder Alarms installed a fire system based on Apollo Discovery technology. It features a special match day mode to enable any potential incidents to be investigated discreetly by trained fire officers.

Richard Bramham, Apollo's Marketing Director, said: "It seems very appropriate that locally manufactured products are protecting local people as they support their local team. We wish Portsmouth every success for this year's football season."

All's well that ends well

A water well sponsored by Apollo will soon be making an appearance somewhere in Africa, thanks to the company's decision to purchase its water coolers via AquAid. For every four plumbed-in coolers taken by a company, AquAid pledges to support Christian Aid and Pump Aid in the construction of a well to provide fresh water to a remote community.

ReaderReplyCard

To receive further information on any of Apollo's products or services, please complete the coupon below:

- Discovery
- Plateau
- XPander
- Deckhead Mounting Box
- Discovery Open Area Sounder Beacon
- I would like to arrange to visit Apollo and tour the facility
- I would like to receive the monthly eMonitor

Name _____

Position _____

Company _____

Address _____

Tel _____ Fax _____

Email _____

Return to: Theresa Berry, Apollo Fire Detectors Limited, 36 Brookside Road, Havant, Hants PO9 1JR, UK. Fax: +44 (0) 23 9249 2754.

Diary Dates

16-19 October - China Fire, Beijing, China

3-6 November - Europort, Rotterdam, Holland

1-4 December - Marintec, Shanghai, China

17-19 January - Intersec, Dubai, UAE

Overseas Offices:

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By Appointment to
Her Majesty the Queen
Manufacturers of Fire Detection & Alarm Products
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