

The

Monitor

INSIDE

Meet Apollo's new MD

Changing To Green

Tech Talk

Ulster Hall

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Editor: Debbie Osborne.



PROTECTING FREEDOM

Apollo fire detectors protect The Statue of Liberty – the most potent symbol of freedom in the world – and Ellis Island, New York City. The fire detection systems are based around the CSimon Fire System from Computrols Inc, which received UL Listing last year.

See centre spread for full story.



Back to school for APOLLO

Apollo-based fire detection systems are being installed in schools across North Lanarkshire in Scotland as part of a major refurbishment programme to upgrade lighting and fire alarms. Emkay Fire Detection Ltd is one of the electrical contractors appointed by the client, North Lanarkshire Council, to supply systems for these projects. The Council is responsible for 130 primary schools and 26 secondary schools, as well as a number of nurseries and special needs units.

To date, Emkay Fire Detection has fitted new fire systems in ten schools as part of the Council's refurbishment programme. Most of the schools have straightforward fire protection requirements and range in size from Auchinloch Primary, a 1930s village school serving 100 pupils, to Mossend Primary & Nursery which has around 360 pupils. Emkay chose Apollo's XPlorer range for these installations, as Tommy Flynn, Emkay's Managing Director, explains.

"Apollo's XPlorer range is particularly suited to small and medium premises because it combines flexible system integration with simple design and commissioning without losing the essential benefits of analogue addressable technology, such as a pre-alarm to reduce incidents of false alarms."

On larger projects such as Cumbernauld High School, however, Emkay recommended that Apollo XP95 analogue addressable fire detectors should be used. "The XP95 range is better suited to the scale and complexity of buildings like Cumbernauld High, plus it was more economical for this particular application," says Tommy.

Cumbernauld High School comprises a main building that houses classrooms in three low-rise blocks, plus separate buildings linked to the main block by corridors that house the departments of technology, business studies & sciences and home economics. There is also a large main assembly hall and a PE block that includes a swimming pool.

The existing fire protection treated each building separately, with no communication between the different blocks.

Emkay supplied a networked fire detection system comprising five Advanced Electronics control panels - one for each of the main buildings. These monitor around 400 Apollo XP95 fire detectors and will trigger an immediate evacuation of the entire school in the event of an alarm.

TECHNICAL TIP: The XPlorer range has been designed to provide the benefits of analogue systems without having to commit to complex design and commissioning. Key features include proven digital technology, a pre-alarm to help reduce false alarms and flexibility of system configuration. The range includes an optical smoke detector, a standard heat detector, a high temperature heat detector, a manual call-point and a choice of two bases. A range of XPlorer interfaces for equipment switching is also available.



CHANGING TO GREEN

Waste management and recycling are becoming increasingly important on a social, political and economic scale. Apollo has always placed environmental management high on its list of priorities, often anticipating new regulations and implementing procedures that not only comply, but often exceed legislative requirements. An example includes Apollo's early adoption of the WEEE Directive. The proactive approach has paid off: Apollo has implemented an Environmental Management System (EMS) that has been certificated to the international standard BS EN ISO14001:2004. The development, training and introduction required to implement the new EMS took just five months.

"The speed with which we have introduced the required procedures proves that we were already implementing good environmental practice," said Rachel Surman, Quality Assurance Manager. "Gaining ISO14001 gives formal recognition to our efforts and helps those we do business with to understand the benchmark we have achieved. We will continue to assess our business activities and their impact to make sure we remain an environmentally responsible company."

“The way I see it...”

Danny Burns is only the fourth Managing Director in Apollo's history and the first MD to come straight to the job from outside the parent group. *The Monitor* asked him about his perspective on the company, and where it should be heading next.

What were your first impressions of Apollo?

“The first thing that struck me was the very knowledgeable and committed workforce, which is an enormous asset. It is the basis for Apollo's outstanding record of customer service, which I've learned is the envy of our competitors.”

What was your first priority on joining the company?

“I spent my first months getting out to meet as many customers and suppliers as possible, taking in some main trade events, such as Intersec and Fire India, along the way. Everyone I met has been really positive about Apollo, its products...its people...its approach. There wasn't a single negative remark from anyone - that's almost unhealthy! I also took time to understand 'the numbers' and began to identify some key challenges for the business.”

Where do you think Apollo stands at present?

“Demand for our products is good and we've invested heavily in our product development and in our manufacturing capabilities. The fire protection industry is, however, becoming increasingly competitive, with pressure from industry giants, new low cost Asian suppliers and aggressive start-ups. We therefore need to monitor our



investments to ensure that they deliver what is important to our customers. This way we will keep ahead of our competitors, and those who want to be our competitors, and maintain the strong financial performance that will sustain the cycle of repeated investment.”

What is the worst thing that can happen in business?

“Complacency. The assumption that because some things are going well, or because you have a record of achievement then everything will always be OK. I really don't want Apollo to fall into that trap. The company has been ahead of the game for so long, and has such a good reputation, it would be very easy to sit back and take the success for granted. We cannot afford that type of attitude. We have to stay focused on every level: project delivery, cost control, innovation - even the amount of time spent in meetings.”

What is your long term vision for Apollo?

“I want to ensure that the good will, the pride and the loyalty I've witnessed among staff, suppliers and customers alike can continue to flourish. I believe the company's long-term prospects are reliant on retaining its enthusiasm and eliminating complacency. Apollo may be over 25 years old but that doesn't mean we have to develop middle-aged spread. We need to encourage a sense of urgency and excitement in our work and create an atmosphere in which all innovation, not just new products, is recognised and nurtured. We will have to work hard to keep Apollo out in front, but there is no better fun than being a winner.”

“The very knowledgeable and committed workforce at Apollo is an enormous asset. It is the basis for Apollo's outstanding record of customer service, which I've learned is the envy of our competitors.”

Overseas *triumphs*

New Zealand - over 1,000 Discovery devices are being installed to upgrade fire protection at the Christchurch Hospital.

Fiji - Ampac has won the contract to supply a fire detection system including over 1,200 XP95 detectors for the Intercontinental Resort development at Natadola.

NEW CHINA

Apollo's China office has moved into new premises in Shanghai. They are now based at 24D Huamin Empire Plaza, No.726 Yan An Road (W), Shanghai, China 200050. Tel: (+86) 21 5237 0922. Fax (+86) 21 5237 0920. Tony Ye, Apollo's representative in China, took this picture of Tim Williams, Apollo's Sales Export Manager, making his first visit to the new office.



PROTECTING FREEDOM

Apollo analogue addressable fire detectors protect The Statue of Liberty - the most potent symbol of freedom in the world - and other structures on Ellis Island, New York City. The fire detectors are part of new systems designed around the CSimon Fire System from Computrols Inc, which received UL Listing last year.

The Statue of Liberty and the environs of Ellis Island are important historical emblems for many. Between 1892 and 1954, approximately 12 million steerage and third class steamship passengers entering the United States through the port of New York would have seen the statue as a symbol of their new life in the New World. All were legally and medically inspected at Ellis Island.

Both heritage sites have been the subject of substantial restoration. The \$87 million programme to restore the Statue of Liberty began in 1984 and was completed in 1986, in time for

“The new system integrated seamlessly and came online without a hitch,” said John J Culkin, President of C&S Building Services, the authorised dealer in charge of both installations. “The system has lived up to and exceeded the expectations of C&S and our client, The National Park Service.”

the centennial celebrations in July. The site was closed for a time following the events of September 11 in 2001, but reopened in August 2004. The Main Building on Ellis Island reopened in 1990 after major refurbishment and is now a museum dedicated to the history of immigration and the important role that the island played during the mass migrations of the late 19th and early 20th centuries. The Main Building is currently the only building open for public viewing and is one of nearly three dozen structures on the island.

The CSimon Fire System is the newest member of Computrols' family of building automation products, and delivers not only cutting edge analogue addressable fire detection and control, but also integrates with third party devices as well as Computrols' renowned CBAS software. Used in conjunction with Apollo fire detectors, it was more than equal to the challenge of providing fire protection for these complex sites

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FREEDOM TO CHOOSE

Apollo has long believed in freedom of choice in the field of fire detection. Its decision to use an open digital protocol as the basis for all its products is testament to this.

The open protocol allows system designers to choose freely from a range of panels and other system components, and enables installers and users to obtain advice and technical support on Apollo-based systems from a number of independent sources. Now Apollo is taking its message across the Atlantic to America.



As part of its US marketing campaign, Apollo Fire Detectors America is exhibiting with other companies from the Halma Fire & Security Division at the National Fire Protection Association (NFPA) World Safety Conference and Exposition in Orlando, Florida. The company is teaming up with Air Products and Controls and Fire Fighting Enterprises to show potential customers just how much choice they have to mix and match products and components from each company to develop a custom fire protection system.

Apollo is showcasing its Discovery range of fire detectors. The range includes a carbon monoxide detector, multisensor, ionisation and optical smoke detectors and a heat detector and meets the needs of customers varying applications. The possibilities are widened even further because Discovery is compatible with the XP95 range, which offers flame and beam detectors as well as a host of other ancillary devices.

Customers can also choose from a range of Apollo-compatible control panels. US manufacturers Computrols Inc and Vision Systems Inc are showcasing their latest models at the NFPA show.

- A new distribution deal covering the US and Canada sees Apollo's Series 65 and XP95 technology bundled under the 'Summit' brand, which was launched in April at the ISC West Expo.

Freedom to browse: for more information on Apollo-compatible products in the US visit:

- Air Products and Controls www.ap-c.com
- Computrols www.computrols.com
- Fire Fighting Enterprises www.ffeuk.com
- Vision Systems www.vision-fs.com
- Mircom www.mircom.com
- Gamewell www.gamewell-fci.com



WESTMINSTER CATHEDRAL II

Phase II of the intelligent fire detection system at the Cathedral Church of Westminster, the pre-eminent Roman Catholic place of worship in Great Britain, is nearing completion. The system is being supplied and commissioned by Technical Alarm Systems Ltd of Southampton and is based on Apollo XP95 analogue addressable fire detectors.

The initial phase of the fire detection system, as featured in edition 24 of *The Monitor*, was completed in 2004. Phase II has involved the installation of a further one hundred XP95 devices and an aspirating system. Arranged over four loops, the system will cover the main body of the Cathedral, its side chapels and associated buildings. The fire services are automatically alerted in the event of a fire.

NEWS BYTES

CPD IS HOT - Gardiner Security attracted a great deal of interest for its first fire training events for CPD (Continuing Professional Development), which were held in Northern Ireland, Scotland and the north of England. Each two-day event covers all the issues, products and solutions required to comply with legislation such as DDA and false alarm management and is led by manufacturers who are experts in their fields. Under the terms of CPD, members must complete at least 35 hours of approved training in a year. Gardiner's CPD training programme is being backed by BSi, BFPSA and BAFA and more events are planned in the Midlands, South and West in the second half of the year. For further information contact Rishi Vig on 01706 343343 or email rvig@gardinersecurity.co.uk

ADVANCED R&D - Advanced Electronics, a specialist manufacturer of control and indication equipment, including Apollo compatible panels, unveiled its new research and development facilities on 17 May. Commenting on the new facility, the company's Managing Director Ray Hope told *The Monitor*: "Our new building provides engineers with a fantastic environment and allows our sales team to provide technical training on simulated installations in the most up-to-date facility of its type in the country."

SOUTH AFRICA LAUNCH - Apollo representative Technoswitch has recently signed a sales distributorship agreement with Advanced Electronics. The new agreement further strengthens the synergy between Technoswitch, Apollo and Advanced Electronics and the resulting new product offering was launched at the prestigious Eagle Canyon golf estate in February. Keynote speakers included Ian Thompson (Advanced Electronics), Kim Williams (Apollo) and Carlos Wachter (Technoswitch).

TECHtalk

Laser optical devices

The specification of laser optical smoke detectors has prompted a number of enquiries from customers seeking equivalent Apollo products. Paul Pope, Technical Sales Manager, and Dr Rob Dudley, Conformance Manager, offer this advice.

Laser optical detectors offer higher sensitivity levels than regular point detectors and have a broad range of selectable settings. They are often requested in situations where the owner or specifier perceives a high risk or wants to build in additional protection for a valuable asset, usually in the mistaken belief that the more sensitive a fire detector is, the earlier it will warn of a fire.

European standard EN54-7 sets a maximum sensitivity level for smoke detectors of .05dB/m. Laser optical detectors generally comply with this standard only when set to their lowest sensitivity setting. Use of these devices at any other sensitivity setting does not comply with any European or International Standard for the following reasons.

There is no agreed test for the other laser sensitivity bands; these devices are not proven – indeed, they are unapprovable. Use of the non-proven settings therefore needs agreement from all interested parties and should be entered on to relevant certificates to fully comply with BS 5839-1:2002. There could also be insurance implications in using a non-compliant setting, where cover is linked to the fire detection arrangements.

Alternatively, you can save yourself a lot of time and trouble and substitute an Apollo Discovery multisensor (mode 1 High Sensitivity) - which conforms to EU Standards and matches the sensitivity of a laser optical detector's only compliant setting. Even at this high setting, Discovery uses proven technology to ensure that transient high readings are disregarded, drastically reducing the likelihood of nuisance alarms.



Discovery multisensors lie at the heart of an intelligent fire detection system installed to protect Belfast's Ulster Hall. Featuring different sensitivity levels depending on the time of day, the fire system was supplied and commissioned by Ashdale Engineering Ltd, who are also responsible for its maintenance.

A two-storey concert hall and exhibition venue, The Ulster Hall dates back to 1862 and is one of the oldest buildings owned by Belfast City Council. Constructed largely of timber, it has the capacity to host approximately 2,000 people in the main hall and 200 in the group hall. The design of the fire detection system had to accommodate the varied uses of the building to ensure that false alarms caused by special effects machines and cigarette smoke were avoided.

Colin Simms, Service Manager for Ashdale Engineering, comments: "Apollo technology is very versatile. Using Discovery multisensors allowed us to provide different levels of sensitivity for the building at different times of day. For example, the fire detection system can switch the combined smoke/heat multisensors in the roof space to heat detection only when performers are using smoke machines in the main hall."

The fire detection system is programmed with two modes of operation: 'performance mode' and 'non-performance mode'. The first is activated when a show is on, with a three-minute interval before evacuation to allow an alarm to be investigated by staff. Non-performance mode is used at night and when the building is not occupied.

An alarm in this case will effect an immediate 'one out, all out' evacuation of the building.

The Ulster Hall fire detection system incorporates over 150 Apollo Discovery multisensors as well as 100 loop-powered beacons. A number of interface units enable an alarm to shut down the boiler control panel, open the smoke extraction vents, bring the lift to the ground floor and operate the aspiration system in the lift shaft. The system is governed by a purpose-designed Advanced Electronics four-loop panel plus four repeater panels networked together. A Signet PA/VA system is also connected.

TECHNICAL TIP: Apollo Discovery fire detectors feature five panel-selectable sensitivity bands that make them particularly adaptable to changing conditions. To help to protect against unwanted alarms even further, devices in the Discovery range are equipped with inbuilt drift compensation, a non-volatile memory and fail-safe operation.



**"Apollo technology is very versatile. Using Discovery multisensors allowed us to provide different levels of sensitivity for the building at different times of day."
Colin Simms, Service Manager, Ashdale Engineering.**

LOGISTICALLY PERFECT



Apollo fire detectors have been specified for one of the largest logistics centres to be built in Argentina. The 28,000m² warehouse is being constructed for Disprofarma, the largest distributor of pharmaceutical products in the country.

The contract to supply the fire detection system was won by Isolse, Apollo's representative in Argentina. Installation is taking place in two phases. Isolse has already installed the first phase, which protects the main storage area and is centred around two networked, eight-loop FireSense control panels and a full command repeater panel. There are currently 22 beam detectors situated to protect the upper level and 400 XP95 smoke detectors to protect at racking level. The system also includes manual call points, and sounder beacon bases, plus 32 mini switch monitors that integrate signals from the extinguishing system. Phase II will involve the installation of a further 700 devices to protect associated offices and laboratories.

Welcome on board

A big Apollo welcome to Eduardo Pullido, who joined our Spanish company Apollo SA in April. Eduardo's main responsibilities are order preparation and stock control, although he is also responsible for literature and general administration. His ambition is to become a fully trained technical engineer in the future. We offer him our support and wish him every success with Apollo SA.

NEWSFLASH

Apollo's newly updated loop calculator is now available online and can be accessed at

www.apollo-fire.co.uk

APPROVALS

The XP95 Flame Detector has been certified by LPCB to EN54 Part 10.

Apollo's Discovery range of intelligent fire detectors has achieved BOSEC approval in Belgium.

Reader Reply Card

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

- XPlorer
- Discovery
- XP95
- Series 65
- I would like to arrange to visit Apollo and tour the facility

Name _____

Position _____

Company _____

Address _____

Tel _____ Fax _____

Email _____

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

DIARY DATES

27-30 June - FIREC, Kuala Lumpur, Malaysia



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