

The

Monitor

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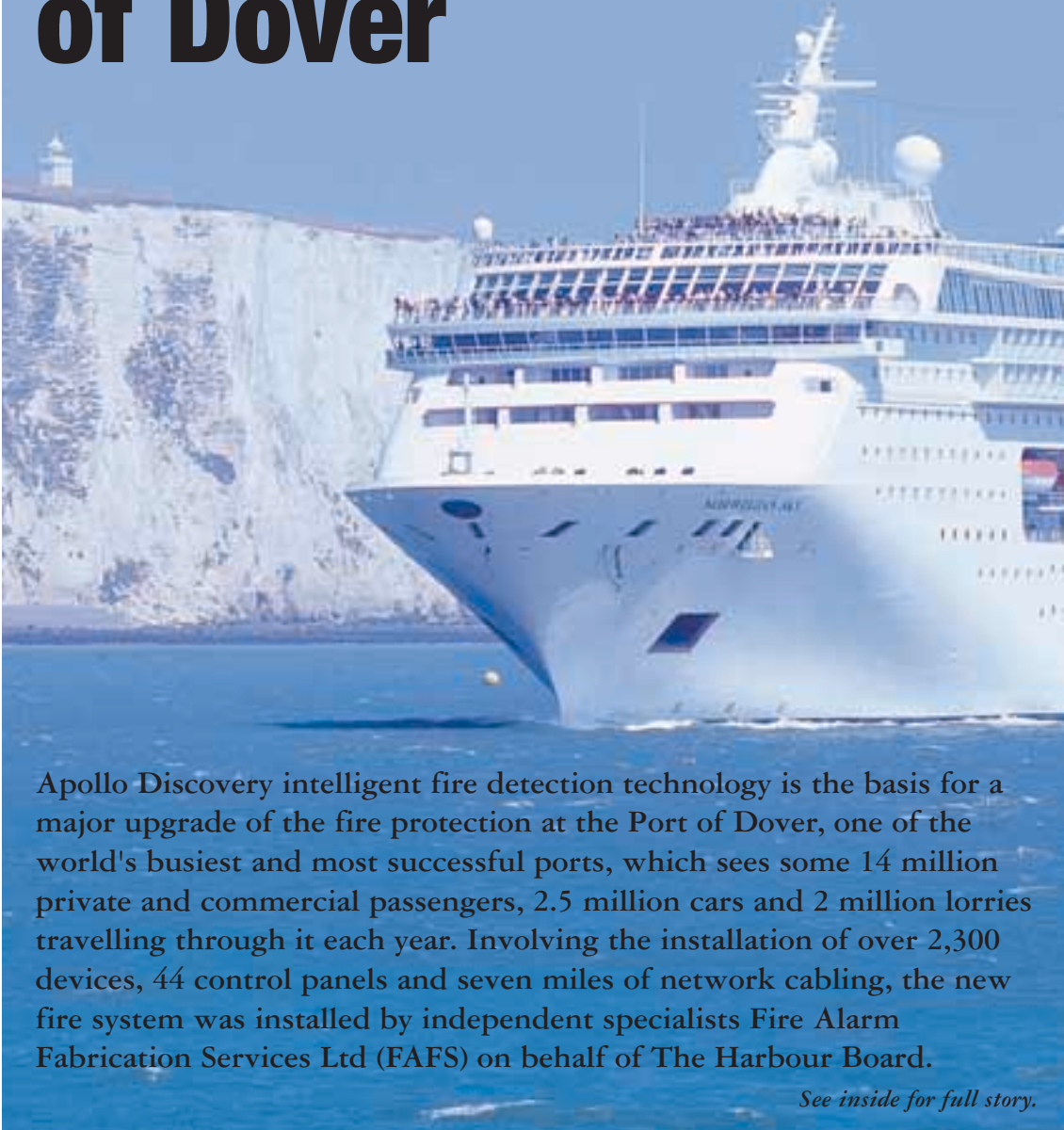
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Issue 31

Editor: Debbie Osborne.

Apollo watches over the White Cliffs of Dover



Apollo Discovery intelligent fire detection technology is the basis for a major upgrade of the fire protection at the Port of Dover, one of the world's busiest and most successful ports, which sees some 14 million private and commercial passengers, 2.5 million cars and 2 million lorries travelling through it each year. Involving the installation of over 2,300 devices, 44 control panels and seven miles of network cabling, the new fire system was installed by independent specialists Fire Alarm Fabrication Services Ltd (FAFS) on behalf of The Harbour Board.

See inside for full story.

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Cover story

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One of the world's busiest and most successful ports, Dover sees some 14 million private and commercial passengers, 2.5 million cars and 2 million lorries travelling through it each year. The Harbour Board is responsible for the Western and Eastern Docks, which include a wide array of passenger and freight facilities from cruise and ferry terminals to immigration holding areas and cold stores. In addition, it is landlord of Georgian flats along the seafront and has to manage a large number of listed buildings.

Following the tender process, FAFS was appointed to provide specialist fire system installation and maintenance support for the entire site. They selected Morley-IAS control panels in combination with Apollo intelligent fire detection devices as the equipment best suited to the task.

"One of the biggest challenges was to accommodate a wide range of detectors, some of which are up to 15 years old," said Terry Davies of FAFS. "The unique backwards compatibility offered by Apollo's open digital protocol enabled us to deliver a highly cost-effective solution. At the same time, the Docks present a hostile, corrosive environment and the chosen solution had to be suitably robust to withstand the pressures of the natural elements combined with the logistical demands of an international port."

The Port was sub-divided into four sections, each supported by a separate loop. A P1 system is specified for the parts of the complex that may be unmanned for any period of time, with the highest category P1/L1 system for the public buildings. To accommodate the diversity of activity across the site, the system includes optical, ionisation, beam and aspirating detection

TECHNICAL TIP: The open, digital protocol that Apollo detectors use has been available since 1986 and was the very first protocol to come to the fire detection market. It was first used in the Series 90 range, the company's first range of intelligent fire detectors. The protocol has been extended for XP95 and Discovery – but never modified. This ensures forwards and backwards compatibility between products, simplifying extension of systems or replacement of detectors to accommodate changes of use and making upgrades logistically easier because work can be carried out over time.



George King, Electrical & Mechanical Manager for Dover Harbour Board:

"We operate in a highly volatile market and the only thing that is guaranteed is change. With the Apollo system in place and the ongoing support of FAFS, we have a fire protection system with the resilience and flexibility needed to respond to whatever demands are placed on us in the future."

devices. Every device is monitored constantly at three separate locations, with any loss of signal investigated immediately. The whole network reports through to the police station situated at the edge of the Eastern Dock.

Evacuation procedures are tightly controlled and take into account the large volumes of traffic and people spread over a wide area. A pre-alarm function is used to isolate an area at risk, enabling staff to check the potential problem and restrict or evacuate the area as necessary, so minimising disruption.

FAFS continues to support the fire detection equipment by undertaking regular service and maintenance, delivering comprehensive training for Harbour Board staff and providing advice and support.

INDIAN COLLABORATION



Apollo representative Nitin Fire Protection Industries Limited provided speakers for a seminar hosted by one of its major distributors, Fire Hut, and held in New Delhi, India. The aim was to explain the latest developments in available fire detection technology to existing and potential customers.



FOCUS ON FIREX NORTH

Don't forget to drop in on Apollo Fire Detectors at Firex North, which this year is being held at Harrogate International Centre between 17-18 October. Representatives from the company are on hand throughout the exhibition on stand number A40 to answer your questions and discuss the latest fire protection issues.

Our display this year features the Multi-tone Open area Sounder Beacon, the new audio-visual fire alarm device from Apollo for large, open areas. Featuring an audible alarm, a visual alarm and short circuit isolation all at one point, the device is particularly suited to protecting areas where there are high ambient noise levels - such as machine rooms, engine test bays and heavy vehicle loading bays - and also aids compliance with the Disability Discrimination Act.

This Sounder Beacon offers selectable tones including the Apollo standard tone, the DIN tone, and the Slow whoop tone. In addition, the sound output for the device can be changed from 100dB(A) to 92dB(A). All variants of this device, including a weatherproof version, comply with EN54-3 and the Construction Products Directive.



China team grows



Apollo has further strengthened its activity in China with two new appointments. Mike Lam (Lam Wai-ming) joins Apollo China as Director of Marketing. Mike, pictured, will take responsibility for developing strategy in the region, building distributor relationships, developing Apollo's marine business in China and customer support. He will also undertake some work on behalf of the Halma Fire division investigating opportunities for our sister companies.

The second new face at Apollo China is Mr. Tom Ji, who joins as technical sales engineer.

Tom will supply technical support on all Apollo products being sold in China and supply product training for our key distributors in the country, as well as lending a hand with standards approval matters, including CCCF.

Commenting on these developments, Michelle Agius, Apollo Sales & Marketing Director, said: "These appointments represent a further investment in our China operation and show our resolve to gain a position in this important market, building on our success over the past 12 months in both land-based and marine business."

Appointments

Congratulations to Jeff Cutler who has been promoted to become Apollo's Head of Technical Services.

Roger Barrett, Apollo's Technical Director for six years, has taken up the newly created position of Chief Technical Officer. His brief is to identify promising new technologies and partner organisations that Apollo can engage with to create new, innovative, market-leading products.

Lisa Smith has been appointed Export Sales Co-ordinator. She has excellent product knowledge and customer service skills, having worked in a number of areas of Apollo previously.

Michelle Creighton has accepted the position of Despatch Supervisor on a permanent basis, having fulfilled the role temporarily to cover maternity leave. Julia Randall, has returned to work after her maternity leave and now takes on the post of Sales Office Co-Ordinator.

Klaxon calls

Stuart Mason, Apollo's UK Sales Manager, is leaving to become Sales Director for our sister company, Klaxon Signals. Stuart's many years' experience within the fire industry will help Klaxon to achieve their strategic aim of moving into the fire market. Klaxon and Apollo already have mutual customers and a good working partnership, so Stuart's appointment will endorse and expand this relationship for the benefit of our customer base. Stuart's new role is effective from 6th November 2006.

TECHtalk

ARE YOU READY FOR RRO?

Apollo's technical team looks at the implications of the forthcoming Regulatory Reform Order and the opportunities it presents for fire companies.

The Regulatory Reform (Fire Safety) Order (RRO) is due to come into force on October 1st 2006 and will apply to virtually all commercial premises in England and Wales. It is intended to reduce confusion regarding responsibilities of businesses and individuals under fire safety law and places a greater emphasis than previous regulations on fire prevention. Installers and specifiers need to be aware of the responsibilities of their customers in order to offer best advice.

In brief, each organisation must identify a Responsible Person, usually the owner or employer, to ensure compliance with the RRO. This person remains accountable for fire safety even if they delegate certain aspects of their role to employees. A Competent Person with sufficient training

experience and knowledge in fire control must also be appointed to assist the Responsible Person. However, this role does not necessarily have to be taken up by an employee - it can be outsourced to a sub-contractor, which opens up a host of new business opportunities for fire companies.

Key areas for demonstrating compliance involve minimisation of unwanted alarms through correct selection of reliable products and a regular routine for testing and maintenance. In addition, organisations are required to prepare risk assessments of their premises. Organisations that do not meet their responsibilities will be penalised, either financially or through the Courts, under the terms of the RRO.

If you need to get up to speed with detection technology Apollo holds regular training sessions and workshops for specifiers, installers and end-users to ensure a sound knowledge of the products available, their application and maintenance requirements - all of which aids Apollo customers in helping organisations to comply with the new regulations.

Apollo also offers a number of support products and services that can be used to ensure a fire detection system continues to perform its function correctly. These include a range of test sets and other recommended equipment for product testing, as well as a cleaning and calibration service to ensure that Apollo products continue to perform to the required standards.

RRO - THE OPPORTUNITIES

What can fire companies do to prepare themselves and maximise the opportunities that will come with the Regulatory Reform Order? Here are two examples:

WIN BUSINESS WITH BAFE

Northumberland-based Cortech Fire & Security Systems has achieved BAFE certification, succeeding in the four modules of design, installation, design review, commissioning and handover, and maintenance. This comprehensive endorsement of the company's standards of working, which have been in place for 20 years, has placed Cortech in a strong market position.

Managing Director Kevin Scovell explains: "We have held NACOSS/NSI Gold accreditation for several years on the security side and we wanted something similar for our fire protection business, particularly with the changes in legislation that are due."

According to Cortech, many fire companies are not yet properly certified and will lose business as a result. "We already work with customers including Burberry, NPower and Draeger," says Kevin. "With BAFE in place, we can continue to support our existing customers as a company that is suitably approved to work on fire alarm systems. New customers are attracted by the certification too: we have already picked up two new contracts in as many months."

ERIF ON THE BALL

In preparation for RRO, Erif UK has established a new department to offer customers Fire Risk Assessment and Fire Safety Training. The department will be headed up by Mick Ball, who has over 30 years experience at senior level in the fire and rescue service, which includes leading serious fire investigation teams, carrying out fire safety inspections and training fire fighters. Prior to joining Erif UK, Mick was Fire Safety Officer for a large blue chip company and holds a National Examination Board in Occupational Safety and Health (NEBOSH) Certificate so he has the ideal background to help companies cope with the new responsibilities under RRO. Erif UK is already reaping the benefits - it has secured a major contract to supply Fire Risk Assessment to the Four Seasons Hotel in Park Lane.



All together now

The united front shown by Apollo and the Halma Fire Division Companies at the NFPA show was a huge success. We managed to get all the representatives of Halma plc, Apollo Fire Detectors, Apollo America, Fire Fighting Enterprises, Air Products & Controls and Texecom onto the stand for the celebrations - and here's the picture to prove it.

Back row, from left to right: Neil Quinn (Halma plc), Ian Steel (FFE), Bill Adams (Apollo America), Warren Rees (FFE), Jim Ludwig (AP&C), Ana Maria Sagra-Smith (Texecom), Jerry Black (AP&C), Tim Williams (Apollo), Paul Pope (Apollo), David Hall (AP&C).

Front row, left to right: Robert Barker (FFE), Michelle Agius (Apollo), Bill Abraham (Apollo America), Rochelle McGee (AP&C).



Check your Atlas

Long-time Apollo customer Atlas, based in Northern Ireland, was acquired by Bytel earlier this year. *The Monitor* caught up with John Nesbitt, Managing Director, to find out what has happened since.

Monitor: How does Atlas fit into the Bytel structure?

John Nesbitt: "Bytel is placing new emphasis on its Fire and Security portfolio, and this division has been re-branded Atlas Fire and Security and established as a separate trading arm of the company as a whole. This new structure will allow a dedicated and totally customer-driven focus on the specialist range of products and services that Atlas Fire and Security encompasses."

Monitor: What services is the new Atlas able to offer?

JN: "We pride ourselves on offering an engineering-based solution to clients rather than a sales-based solution. We never approach a client's needs from the viewpoint of fitting our products to those needs, but rather we look at the totality of the

project and design an integrated and engineered fire and security solution to ensure the best practical application and the best value for money for a client over the whole life of the project."

Monitor: What does the future hold for Atlas Fire and Security?

JN: "At the moment we are being third-party accredited to SP203, so we keep up to date with all the latest development in the industry. We have close working relationships with our manufacturers and are always investigating new products and systems with a view to extending and improving on our product range. Indeed, we are about to launch a new range of intruder alarms and this will be an extension to our existing offering."

In short, Northern Ireland's leading independent supplier and maintainer of fire and security products is flourishing.



Tackle hazards with the new Orbis IS™ range

Orbis IS™ is the new range of intrinsically safe conventional fire detectors from Apollo, developed for use in hazardous areas where risk of explosion is present for at least part of the time.

The range comprises an optical smoke detector, a mutisensor smoke detector, seven classes of heat detector and a standard electronics-free base.

The devices comply with BS EN 60079, the code of practice for installation and maintenance of electrical apparatus in potentially explosive atmospheres.

Orbis IS devices feature modern styling and the latest mechanical and electronic developments to speed installation, enhance reliability and reduce the incidence of false alarms. Features include a TimeSaver Base®, designed for fast installation and cable termination; FasTest®, which reduces the time taken to test detectors; a DustDefy™ housing to limit ingress of dirt into the detector; and automatic drift compensation.

Orbis IS products are distinguished from Apollo's standard Orbis range by the legend printed around the edge which also provides information as to their classification. The Orbis IS range is compatible with Apollo's Series 60 IS range and is approved to international standards including EN54 and ATEX.

APPROVALS

The **Orbis IS range** of intrinsically safe conventional fire detectors has already received certification from three major approvals bodies. The devices meet the standards required by LPCB and the Construction Products Directive (CPD), as well as Germanischer Lloyd. The certification covers both the flashing and non-flashing LED versions.

Apollo's **XP95 IS range** of intrinsically safe smoke and heat detectors has received BOSEC approval from Belgium. The standard version of XP95 also holds this certification.

The **Orbis range** of conventional fire detectors has also been fully BOSEC approved.

SUN, SEA, SAND AND APOLLO

Ayia Napa, Cyprus - holiday destination of millions - is the setting for Apollo's latest successful project. The Panthea Village, a beach resort with over 190 guest suites, is being protected using a fire detection system based on Apollo Orbis conventional technology.



Panthea Village is designed around a main building that houses the reception and amenities, including restaurants, bars, cafeterias, and sports and conference facilities. Guest accommodation is arranged in 30 two-storey blocks, each of which contains four suites.

The new fire detection system was supplied, installed and commissioned by Dragon Advanced Technology, who will also provide maintenance. MD Andreas Charalambous comments: "Our client approached us to replace the existing fire alarm system with a new one using the same configuration. They specified that Apollo fire detectors should be used since the resort's parent company had used them on other sites and had found them to be very reliable.

"We are very proud of our professional reputation, quality of work and customer service at Dragon and we know that Apollo works on the same principles. Having been pleased with the high standard of Apollo products in the past, we were in full agreement with the client's specification."

False alarm reduction was a particularly important consideration on this site and the kitchenettes in the guest suites were identified as the most likely source of fire. Smoke detectors are inappropriate for such areas as they can be affected by transient high levels of vapour particles, so Dragon protected these areas with Orbis rate-of-rise heat detectors which alarm if the rate of increase in temperature exceeds a pre-set level. The rate-of-rise detector also responds at a fixed temperature if the rate of rise is too slow to trigger an alarm.

In total, 660 Orbis devices were installed at Panthea Village. The fire protection is arranged around a 32-zone master panel situated

in the main building, while each of the 30 accommodation blocks has its own two-zone control panel. Each control panel operates individually to sound the alarm locally at the villa block concerned. The fire signal is also transmitted to the master panel where it triggers an internal buzzer so that members of staff are alerted and one of them can investigate the incident. In the event of a real fire, the hotel would be evacuated on a one-out all-out basis.

"We are very proud of our professional reputation, quality of work and customer service at Dragon and we know that Apollo works on the same principles."

TECHNICAL TIP: All Orbis conventional fire detectors are equipped with a number of features designed to reduce the causes of false alarms including: DustDefy™, which uses advanced mechanical design to keep out dust while ensuring entry of smoke; rejection of transient phenomena by the use of algorithms; drift compensation with DirtAlert® to indicate the limit of compensation; and FasTest® for efficient maintenance.



NEWS BYTES

R&D FOR C-TEC

C-TEC, a manufacturer of Apollo-compatible control panels, has established a state-of-the-art Research and Development facility at its Lancashire base in Mawdesley (pictured right). The new Centre of Excellence features three new laboratories and an extensive array of meeting rooms and customer demonstration areas.

The official opening coincided with the company's 25th birthday celebrations. Andrew Foster, C-TEC's MD, says: "The construction of this new facility marks a turning point for C-TEC as it will signal a significant increase in our research and development capabilities. The purpose-built environment and additional space will enable the company to investigate new technologies and we are now actively recruiting to expand our engineering staff."

The company's ambitious expansion plans also include a new 15,000 sq ft unit at its Wigan site to increase stockholding capacity and to accommodate two new surface mount assembly machines.



WATCH THE BIRDIE

Technoswitch, Apollo's longstanding representative in South Africa, sponsored the Par 3, 18th hole, at this year's Institute of Fire Engineer's Golf Day at Leeuwkop - and witnessed some very exciting and also some very scary tee shots. This could well have been due to the complementary 'shots' of a liquid variety provided by Technoswitch to all

who used their tee. The company also provided two hampers for the prize draw and the 'closest to the pin' prize at the 18th hole. The day was complete when the Technoswitch four ball team won a prize sponsored by the opposition!

UKAS MEANS QUALITY

Fire and safety specialists Receptor Limited, an Apollo customer based in Leicester, has achieved UKAS Accreditation to ISO9001 with a high commendation. The company was founded in 2001 and focuses on providing system design, quality products and timely service engineering within the fire alarm and emergency lighting industry. MD Graham Bettany told *The Monitor*: "Receptor wanted to achieve UKAS accreditation as part of its ongoing strategy to provide excellent customer service. We set ourselves high standards from the outset and our relationship with Apollo ensures we have high quality products to match our aspirations. The UKAS accreditation confirms that we also apply the same exceptional standards to our business procedures."

Ski SOME DAY

Apollo-compatible fire alarm control panel manufacturer C-TEC is sponsoring up and coming British ski racer David Ryding to the tune of £5,000. David, a member of the Great Britain Squad, has been skiing since he was six years old and aims to compete in the 2010 Olympic Games in Vancouver. Our photograph shows Andrew Foster, C-TEC's Managing Director (left) with David Ryding of the GB Ski Team (right) celebrating the sponsorship deal.



New Marine Control Panel

A new Apollo-compatible intelligent control panel for marine applications has been launched by French company Marinelec. The Athena panel is the result of two years' close collaboration between Apollo and Marinelec to ensure that the technology will function seamlessly. The Athena panel can control over 250 individual Apollo intelligent devices and is approved in compliance with standard EN54-2 by the French Department of Merchant Marine, Bureau Veritas, Lloyd's Register of Shipping, Germanischer Lloyd and Det Norske Veritas.

New Standard for Sri Lanka

The fire authorities in Sri Lanka are developing a new national standard, which will be based on the UK model. The development committee includes members from Apollo's representative Firetech and is being chaired by Mr J Kannangara, Chief Fire Officer of Sri Lanka, with whom Firetech have a close working relationship.

Reader Reply Card

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

- Marine products
- Discovery
- Multi-tone Open area Sounder Beacon
- Orbis IS
- Orbis
- 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

17-18 October - Firex North, Harrogate, UK

22-25 November - IMECE, Shanghai, China



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