

The

Monitor

INSIDE

TechTalk

UK Applications

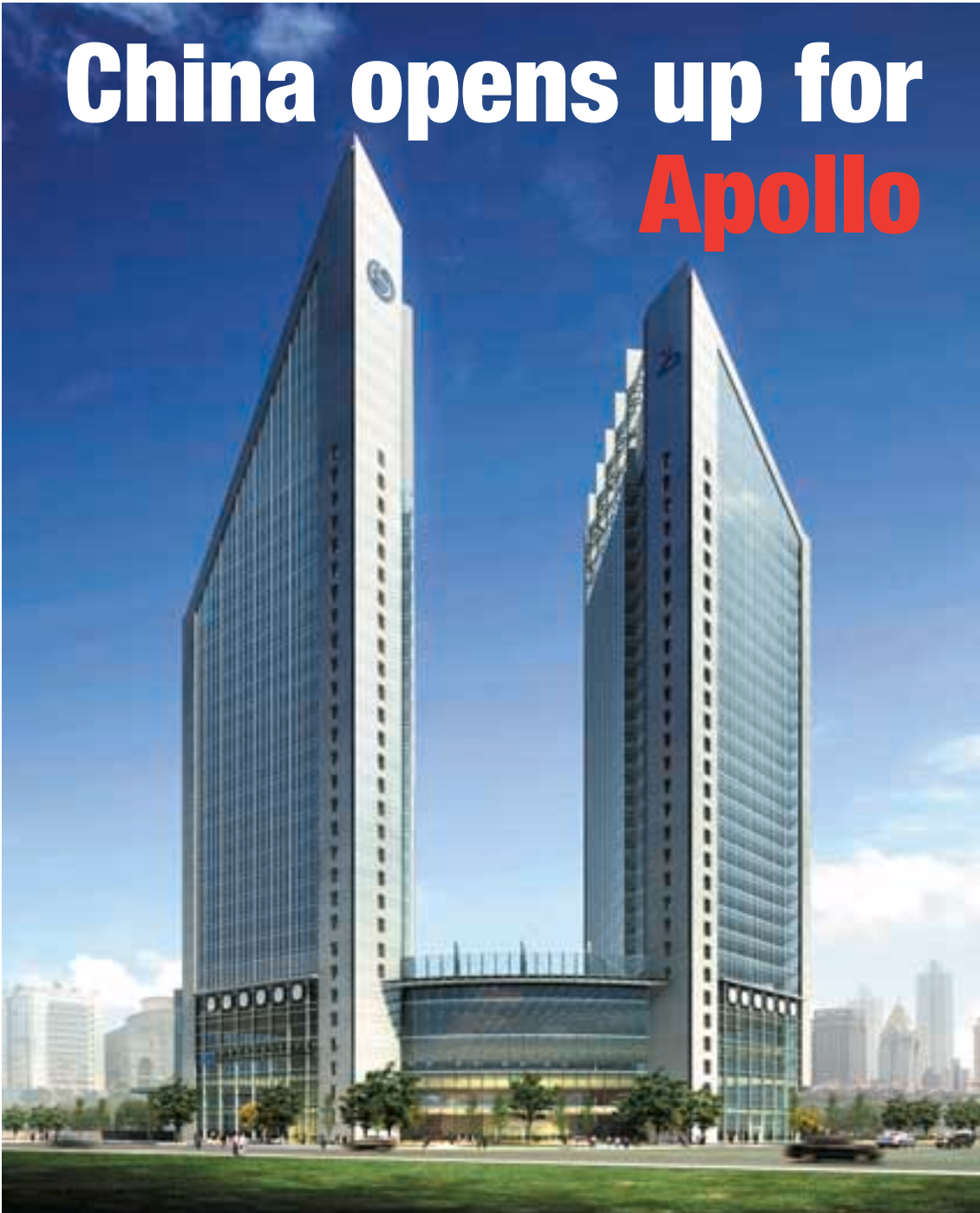
Overseas Triumphs

Review of 2006

Issue 32

Editor: Debbie Osborne.

China opens up for Apollo



As China's economy continues to boom, Apollo is strategically placed to support its fire protection requirements. A number of key projects have recently specified Apollo fire detection technology, including the Changsha Sheraton Hotel (pictured).

See centre pages for full story.



Protecting the elderly

Apollo fire detectors have been installed in nine new and refurbished nursing homes across Hampshire, providing a safe environment for the county's elderly residents. Prestige Fire Protection supplied and commissioned the analogue addressable fire detection systems and also secured the related service and maintenance contracts.



The nine properties are just a few of the nursing homes in the county that have been built or refurbished via investment by The Nursing Care Investment Strategy (NCIS).

Each nursing home's fire detection system provides early warning of fire by means of Apollo's XP95 range and includes analogue addressable smoke and heat detectors, flashing beacons, alarm sounders and manual call points.

Paul North, Sales and Estimating Manager at Prestige comments, "We believe that, combined with the services of our highly trained and dedicated service engineers, these Apollo-based systems offer the highest levels of stability and performance. They will afford the nursing homes many years of stable and optimum performance and provide assurance and peace of mind for both the occupants and staff."

The fire detection systems are able to provide specific text information as to the location (room, area, floor and zone) of any alarm via the main control panel, so that any potential problems can be pinpointed, checked and, if necessary, residents can be evacuated as quickly as possible.

Paul Harding, Assistant Head of Engineering at Hampshire County Council comments, "The installations were well executed and ultimately this has been proven by excellent reliability of the fire detection systems and high levels of end user satisfaction."

Gaining Prestige



Sales Manager Phil Walford represented Apollo at a customer exhibition hosted by Chris Lewis Fire & Security in November 2006. Held at Lincoln College's state of the art EPA Science Centre in central Oxford, the one-day event provided an opportunity for Chris Lewis to launch its new fire division, Prestige Fire Protection. Apollo was one of twelve chosen industry partners exhibiting at the event, enabling visitors to discuss their fire and security requirements with leading industry experts. The event also included demonstrations of the latest products on the market and seminars on data protection and the new fire safety laws.

Overseas triumphs

• Sri Lanka I

Apollo representative Firetech is undertaking an extension to the existing fire detection system at Textured Jersey.

• Sri Lanka II

International Construction Consortium has won the contract to equip a 33-storey residential building in Colombo with an Apollo-based fire detection system.

• India

Nitin Fire Protection has taken delivery of a record 60,000 Apollo fire detectors in just two months.

TECHtalk

It's Got To Be Perfect

Just what does it take to become an Apollo fire detector? TechTalk takes you behind the scenes to explain Apollo's rigorous quality procedures.

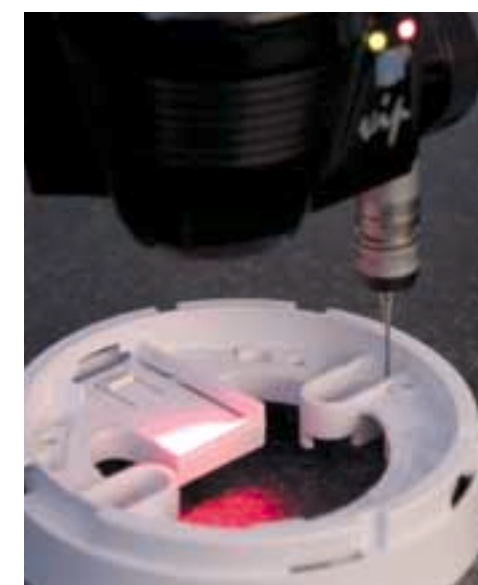
Apollo is justifiably proud of its reputation for quality and reliability, but there is a lot of hard work and effort that goes on behind the scenes to ensure that an Apollo product will deliver the performance you, our customers, have come to expect.

Physically, our detectors are designed to withstand everything that life can throw at them. They are tested to real world conditions and beyond current standards for mechanical stress, impact, shock and vibration, and are even subjected to the simulated effects of transportation and handling by air, road and rail transport.

All our devices undergo a minimum of 200 tests - all of them eliminations. Most of these tests are carried out at our in-house laboratories, which are capable of simulating all the situations in which our products might have to function around the world, both during and after design. These include environmental, corrosion and UV resistance tests as well as smoke and flame response and sensitivity testing. Apollo also conducts regular tests on individual components produced by our suppliers.

We fully expect our detectors to function reliably for over ten years and the tests we undertake ensure that defect rates are less than 0.03%. Further automatic self-diagnostic checks in the field are built in to our products so that users have the reassurance that they are functioning correctly. Our confidence in the finished product is reflected in the international three year warranty that we offer customers against any defect in operation or manufacture.

So, now you can tell your customers what quality checks lie behind our reputation next time they ask why they should use Apollo!



Marketing Mix

Apollo has appointed Paul Smith to the newly created role of Head of Marketing as part of a structural reorganisation of the Sales & Marketing Department. His role is focussed on making the company more marketing and product management-led. He is responsible for Technical Sales, Marketing and Product Management.

Paul brings with him vast experience of working within the Electrical Industry, from previous marketing roles with Deta Electrical Ltd, Electrium Ltd and Rittal Ltd. He has a BA(Hons) Degree in Business Studies, an MBA and a Diploma with the Chartered Institute of Marketing.

Michelle Agius, Sales & Marketing Director, said: "The future is an exciting one for Apollo. This new role will assist the company with these challenges as well as move the company forward as a market-led organisation with strong product management."

Appointments

Karen Glendinning, who previously worked in Apollo's Credit Department, has moved to the Sales team as Export Sales Co-ordinator.

Richard Prentice has joined Apollo as Production Engineer.

Becky Thorpe, who worked in Apollo's Accounts team on a temporary basis, has accepted the permanent position of Operations Analyst.

Cover story

China opens up for Apollo

It's boom time in China as the country enters the world as a free trading nation. Currently the 4th largest economy in the world by GDP, China's economy is growing at a rate of 9.4% annually - a fair indication that the country has achieved true superpower status. Having been active in the market for over ten years, Apollo is well-placed to maximise the market potential for fire protection generated by a burgeoning construction programme across the country.

Apollo China has recently supplied equipment for two new power stations and secured the contract for the Changsha Sheraton Hotel. In addition, Apollo's worldwide reputation for quality and reliability has helped it to win the contract to supply the fire protection for the Shanghai Harbour International Passenger Terminal against stiff international competition.

Towering Strength

Apollo China is supplying its largest fire system to date for a commercial and residential development in Changsha City. The site includes the Sheraton Hotel - the first and only international 5-star hotel in Hunan Province.

Surrounded by mountains, Hunan Province is located 1,000km from Shanghai and 1,200km from Beijing. Most of Hunan Province lies in the basins of four major tributaries of the Yangtze River. The capital of Hunan, Changsha, has been inhabited for over 3,000 years and the 1903 Treaty of Shanghai between China and Japan opened the city to foreign trade. Today, Changsha's most famous son is Mao Zedong (Chairman Mao, founder of the People's Republic of China) who began his political career in the city. An increasingly popular tourist destination, Changsha has also become an important creative centre for TV and entertainment arts. This media focus has brought along with it a new entertainment industry, including singing bars, dance clubs and theatre shows, as well as related businesses like hair salons and fashion stores. In fact people from as far away as Harbin in the far North East of China fly in for the weekend.

Little wonder then that there is a major new development in the heart of the city to provide a new luxury hotel and residential accommodation. The development comprises two towers with a total floor area of 87,480 square metres, including the Sheraton Changsha Hotel which will offer 388 rooms and suites, as well as other luxury facilities (see inset picture opposite).

The intelligent fire detection system will be based on XP95 technology and will be controlled via a Firecom LSN2000 panel. It will include 4,102 XP95 smoke and heat fire detectors, 632 manual call points and almost 2,000 interface devices, making it the largest fire detection system that Apollo has supplied in China to date.

Safe passage

Apollo has won the contract to protect one of Shanghai's future landmark buildings, the Shanghai Harbour International Passenger Terminal, in the face of stiff international competition.

Most tourists visiting Shanghai, China's largest commercial centre, visit the old quarter known as the Bund. In 2002, the municipal government took steps to improve access to the area and planned a project allowing more tourists in and the Chinese better access to international travel.

The redevelopment is situated in Hongkou District and covers an area of 3.66km², stretching 2.2km along the waterfront and represents an investment of 3.2 billion RMB (£213 million). The jewel in the crown of this project will be the Shanghai Harbour International Passenger Terminal.

The 130,000m² terminal is scheduled for completion in 2007 and will become operational by 2008. Comprising an 880m long wharf that will be able to berth three international passenger liners of 70,000-80,000 tonnes at a time, its main function is the transfer of passengers to and

from the ships, but it also includes offices, a restaurant, hotel and shopping centre, as well as other tourist attractions. Designed as a glass hemisphere in the shape of an irregular ellipse, the building is set to become a major new landmark on the city's skyline (see picture below).

Shanghai Harbour International Passenger Terminal will be protected using a combination of Apollo's XP95 analogue addressable and Series 60 conventional fire detectors and compatible interfaces and will contain over 4,600 devices altogether. The system will be controlled by 2 eight-loop control panels and will also feature a graphics display.

Power to the People

Two new power stations in China will be protected using Apollo XP95 intelligent fire detection technology. The first is located in Lingwu City in Ningxia Province in North West China. A joint project between Huadian Power International Co Ltd and Ningxia Power Group, the power station has a planned capacity of 3,600mW and will be built in phases. The Apollo-based fire detection system will comprise over 1800 XP95 devices controlled by 13 networked panels.

The second power station is situated in Huolinguo City in the adjacent autonomous region of Inner Mongolia in Western China, an area renowned for its natural coal reserves, and represents an investment for the China Power Investment Corporation of 5.34 billion RMB - approximately £356 million. The power station will be protected by an intelligent fire detection system comprising 440 Apollo XP95 fire detectors and some 680 interface devices. The fire detection system is controlled via an 8 loop panel and two 5 loop panels, networked together with a SmartGraphics package.

Olympic Park

Apollo XP95 fire detectors have also been installed to protect visitors to Beijing Olympic Park. Around 2,650 Apollo devices have been installed as part of an intelligent fire detection system in the underground parking areas that serve the 2008 Olympic facility, which cover around 38,000m².



Review of 2006

What were your memorable moments of 2006? Here are some of ours:

- Apollo started the year with a new direction and a new MD, as Danny Burns joined the executive team.
- Our partner in China, Shanghai Jin Zhou, completed its first major contract using Apollo marine technology.
- The long-awaited Regulatory Reform (Fire Safety) Order came into effect, changing the face of fire protection responsibility.
- An intrinsically safe version of Orbis conventional fire detectors was introduced to the market.
- Apollo SA, our Spanish subsidiary, exhibited for the first time at Sicur 2006.
- The Statue of Liberty becomes the latest high profile landmark to be protected with Apollo fire detectors.

And looking forward to 2007.....

- The UK fire industry has a new parliamentary representative in Angela Smith.
- From April, it will also have a new trade association - the Fire Industry Association - following the merger of the BFPSA and Fire Extinguishing Trades Association.
- More new legislation is in the offing in the shape of Approved Document B of the Building Regulations.
- The industry's great and good will gather at International Fire Expo in May - see you there!

APPROVALS NEWS

Apollo's **Orbis IS** range of conventional fire detectors has been approved by a number of approval authorities including BOSEC and Germanischer Lloyd. The certification applies to the variants with and without a flashing LED.

The **XP95 IS** range of analogue addressable fire detectors has received approval in Sweden.

The Swedish certification body has also approved Apollo's **Addressable Integrated Base Sounder**. The approval applies to both the standard/slow whoop isolated & non-isolated models.

FIRE DRILLS



Hughes Christensen Ltd, a company specialising in the manufacture of rockbits for the oil drilling and exploration industry, has had its ten year old fire detection system upgraded without any disruption to its operations.

The upgrade was achieved thanks to Apollo's open digital protocol, its unique XPERT addressing mechanism and the project management skills of Ashdale Engineering Ltd – the company that designed, supplied, installed and commissioned the new fire detection system and which is also responsible for its maintenance.

The Hughes Christensen site in Belfast, Northern Ireland, was equipped with basic Apollo-based fire detection nine years previously, but new insurance requirements meant that it needed upgrading. Thanks to Apollo's policy of using the same open, digital protocol for all its intelligent devices, Ashdale Engineering had no difficulty in sourcing new fire detectors that were compatible with the existing devices.

John Richardson, Ashdale's Technical Sales Engineer, comments: "Forwards and backwards compatibility was a very important aspect. It meant that the existing breakglasses, sounders and interfaces could be retained, saving money, time and disruption for the client."

The unique XPERT addressing mechanism, common to all Apollo intelligent product ranges, was crucial to success because it enabled Ashdale's team to install the detector bases during the 'first fix' of the system. This improved timescales for installation and commissioning and minimised client disruption.

John Richardson concludes: "Hughes Christensen was only without a working fire detection system for a few hours whilst the changeover to the new panel occurred. Throughout the whole process, the factory was able to keep operating with zero false alarms and minimal disruption to its day-to-day operations."

"The factory was able to keep operating with zero false alarms and minimal disruption to its day-to-day operations."

Apollo Goes Big Game Hunting

The Game shopping centre in Blantyre, Malawi, has been equipped with an Apollo-based fire detection system to protect people and premises. The fire detection contract was awarded to Technoswitch, Apollo's South African representative.

The Game retail offering includes home appliances and power tools, plus a food and drink store. The client specified an addressable fire detection system capable of providing early warning of a fire condition to enable safe evacuation of customers and staff, as well as protecting goods in storage.

Technoswitch recommended Apollo's XP95 range to meet this requirement. The fire detection system includes XP95 optical fire detectors, loop-powered sounders and some input/output units which enable electromagnets on internal doors to be overridden in the case of an alarm. The system is controlled using an MX 4200 fire control panel.



Technical Tip: XPERT Advice Apollo's patented XPERT addressing system is simple, user friendly and gives accurate identification of detector location. It consists of a simple plastic card that fits into the base and can be read by the detector head. Setting the address simply involves the removal of 'pips' from the card using a screwdriver. There is no complicated computer program to run and no additional equipment to carry around site. With the address information held in the base, detector heads can be swapped to meet changes in use or replaced for maintenance reasons without the need for any reprogramming. Extending the fire detection system later is equally simple. All Apollo intelligent fire detector ranges feature this device.



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Exhibition News

Kim Williams recently represented Apollo at the Seatrade Middle East Maritime exhibition, held at the Dubai World Trade Centre Exhibition Halls. Although we did not exhibit directly, Apollo products were on display on the stand of our marine panel partner Marinelec.

Apollo is out in force for Intersec 2007. Among those representing the company during this exhibition are Sales & Marketing Director Michelle Agius, Export Sales Manager Kim Williams and Technical Sales Manager Paul Pope. Apollo's new Head of Marketing, Paul Smith, is also visiting the exhibition as part of his induction into the company and its products.

Handy Application Guide Launched

Apollo has launched the first in a series of new Application Guides. An *Application Guide for HMOs* (Houses in Multiple Occupation) is based on the AlarmSense range of fire detectors. The guide includes information on how to design a fire detection system for HMOs and is supplied with a checklist of important points as well as a list of compatible control panel manufacturers.

The Application Guide series will include publications on Hospitals, Hotels, Shopping complexes, Marine environments and Petrochemical plants, with each guide concentrating on the Apollo range most appropriate to the application involved.

Order your free copy of An Application Guide for HMOs using the ReaderReply Card.



ReaderReplyCard

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

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