

# The Monitor

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[www.apollo-fire.co.uk](http://www.apollo-fire.co.uk)



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# Burning issues



*Danny Burns  
Managing Director*

For Apollo, the last twelve months have been a time of major progress. Investment in new product development was a key target, and the recruitment of three dedicated Product Managers has been central to implementing this strategy. As part of our ongoing commitment to delivering world class fire detection, we also strengthened our team in the US with two additional software engineers. We have also extensively reshaped our organisation, separating Quality and Manufacturing and Marketing and Sales, as well as appointing people of exceptional quality to strengthen these departments.

A significant number of new products were successfully launched to market during 2008 – not least of which is our XPander range of wireless detection devices (see page 7). Apollo also previewed an exciting new technology at Essen, Germany, which represents a step change in terms of detection performance and resistance to unwanted alarms. We expect to launch it as a finished product during 2009, with ‘first sightings’ planned for Fire Expo in May.

Our achievements during 2008 have been recognised by others. Apollo won two Business Excellence Awards and has also just been granted the Royal Warrant by Her Majesty the Queen (see the back page for more details).

Of course, 2008 has not been without its challenges. The financial slow-down during the second half of the year has hit some businesses hard, but Apollo's position as a global player is helping us weather the storm.

Rest assured that our customers remain at the heart of everything we do. The launch of a new website and our first ever comprehensive product catalogue are testament to our continuing commitment to being your partner of choice.

May I take this opportunity to wish all our customers a happy and prosperous New Year.

## NewsBytes

### NEW BOARD DIRECTOR

Barry Roach has joined the Apollo Board as Manufacturing Director. His previous experience includes working for IBM, Xyratex and latterly Tyco Healthcare, where he nurtured a strong culture of continuous improvement. Barry holds a degree in Mechanical Engineering.

### ORDERING JUST GOT EASIER

Ordering Apollo products online will soon be even easier thanks to two new dedicated email addresses for UK and Export orders. From January 2009, [ukorders@apollo-fire.co.uk](mailto:ukorders@apollo-fire.co.uk) and [exportorders@apollo-fire.co.uk](mailto:exportorders@apollo-fire.co.uk) will replace the current [orders@apollo.co.uk](mailto:orders@apollo.co.uk), helping to increase the efficiency with which customer orders are processed. New Apollo UK and Export order phone lines will follow shortly.

### SALES AND QUALITY TEAMS STRENGTHENED

Brian Melville has joined Apollo as Regional Sales Manager with responsibility for Scotland and the North East of England. Brian will work alongside Andrew Turner, whose responsibilities have been re-focused to cover the Midlands, North West and Northern Ireland. The Quality team has been strengthened with the appointment of Marcus Mauleverer as Quality Engineering Manager.

### NON-ISOLATED INTERFACES PHASE-OUT

From early 2009, Apollo will begin phasing out its standard non-isolated Interfaces as part of a range consolidation exercise. Standard isolated Interfaces and DIN-Rail Interfaces will still be available. For more information, contact your Regional Sales Manager.

## Stop press!

As this issue of The Monitor went to press, Apollo triumphed for the second year running at the Portsmouth Business Excellence Awards.

Fighting off stiff competition, Apollo made it through to the final cut to win Exporter of the Year. Awarded in recognition of sustainable export and overseas sales growth, the win is testimony to Apollo's ongoing commitment to supporting its customers in international markets.



# The Phoenix rises

Apollo technology lies at the heart of an intelligent fire detection system installed to protect Phoenix Court, a new luxury student village in the centre of Bristol.

Built by UNITE, the UK's largest student accommodation company, Phoenix Court was the first part of Bristol's £500 million Cabot Circus retail and leisure development to be occupied. At 11 storeys, it is also the tallest building of its kind to be built by UNITE and is now home to 277 students from Bristol University and the University of the West of England.

The fire system specification emphasised the need for minimum unwanted alarms and an open protocol system. Multi-Alarm Systems Ltd, who won the contract to supply and commission the fire detection system, recommended Apollo's Discovery® range to meet the client's criteria.

The Phoenix Court fire system is designed around a Multi I-fax 12 loop control panel and includes over 700 Apollo Discovery Multisensors and 360 sounder bases, which interface with the

building access system, lifts and fire doors. It is designed to L2 standards and configured to enable a phased evacuation controlled by sensor, zone sector or remote networked panel. Multi-Alarm Systems recommended the Apollo Discovery range because it has a number of features specifically aimed at reducing false alarms.

## The Discovery Multisensor is certified to EN54 in all five operating modes.

Barry Dunn, Senior Technical Engineer at Multi-Alarm Systems, explains: "We identified that the areas of high risk for unwanted alarms were the shower rooms, where steam could give a false reading, and kitchen areas where transient levels of smoke or steam from cooking are common. The Discovery Multisensor is ideal for

this type of environment as it is equipped with an optical smoke and heat sensor and features five programmable sensitivity settings that make it extremely adaptable to differing conditions."

Other features of the Discovery range designed to help eliminate nuisance alarms include automatic drift compensation, a feature that adjusts for environmental conditions such as dust to ensure the detector is not adversely affected, and sophisticated self-monitoring that rejects transient alarms.

The Discovery Multisensor is certified to EN54 standards in every one of its five operating modes and its reliability in the field in reducing nuisance alarm incidents has been proven over several years.

Apollo has many ways of helping its customers to complete projects on time and deliver a reliable early warning of fire.

# Timed to perfection

## DELIVERING THE GOODS

Apollo's ordering procedures have been carefully developed to respond to customers' needs effectively and within appropriate timescales. Everything is geared to delivering the right product in the right place at the right time. We aim to deliver all UK orders received before 2pm by the next working day, while our Export customers can tailor delivery date and time to meet their requirements. As well as introducing dedicated email and phone numbers for domestic and overseas ordering, we also offer a parcel tracking service so that our customers have full peace of mind.

Extensive in-house testing ensures that time to market for new products is kept to a minimum without compromising reliability. In addition to tests for flame and smoke response

and sensitivity, Apollo devices are tested to real world conditions and beyond current standards for mechanical stress, impact, shock and vibration as well as environmental, corrosion and UV resistance. Our products are even subjected to the simulated effects of transportation and handling by air, road and rail transport!

By extensively testing all our products internally, we can ensure they achieve the external accreditations required by our customers around the world. Apollo products are certified to all key international standards, holding more than 3,000 product approvals worldwide.

## INSPIRED INSTALLATION

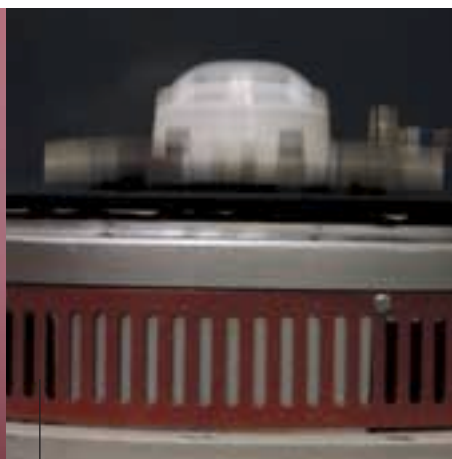
Timely support continues once the product arrives on site. Apollo's Technical Sales team is just a phone

call or email away if you have any questions regarding installation or product knowledge.

All our products are carefully designed to make installation as efficient as possible. For example, the AlarmSense® range is specifically developed to make installation in small to medium premises easier and more economic. In addition to using simple two-wire technology, it offers features such as a Sounder Base that can be wired to the same point as a detector, saving time. The Orbis® conventional range features a standard base designed to save time. It includes three fixing centres, a locking mechanism, continuity link and even a guide to the correct amount of cable installation to be removed.



*The AlarmSense Sounder Base can be wired to the same point as a detector, saving time.*



*Vibration testing is one of 200 tests that Apollo products undergo.*



*The Orbis base includes a range of features specifically designed to aid efficient installation.*

#### TIMELY WARNINGS

Of course, all the effort that goes in to being efficient in the design, delivery and installation of a fire detection system has one overriding aim - that of saving lives.

Apollo constantly reviews the products it offers to make sure that they meet, or exceed, international requirements. One issue that has arisen recently is the need for comprehensive visual and audible alarms in buildings with public access. Apollo is expanding its range of audio visual devices, adding products that combine multiple functions in a single unit. This not only saves time during installation - it also helps avoid confusion during an emergency, when time is of the essence.

Examples of recent introductions include the Discovery<sup>®</sup> Sounder Beacon Base, a multifunctional device comprising a mounting base, sounder, beacon and short-circuit isolator in one unit. The device also offers 15 tone pairs, including an electronic bell for classroom changes. For ease of commissioning, a 'magnetic wand' can be used to test and adjust the volume of each sounder locally and, in addition, volume and tone settings can be selected from the control panel. The sounder and beacon can be set independently for maximum flexibility.



*Apollo's audio visual devices combine multiple functions in a single unit.*



# UK contracts news



## Wireless protection for Elizabethan library

Chester House, a Grade II Listed Elizabethan townhouse that is now home to Knowle Library in the West Midlands, has been equipped with XPander - Apollo's new range of wireless detectors.

The specification called for an analogue addressable automatic fire detection system designed to BS5839-1:2002 L4 while also being sympathetic to the heritage areas of the building. Monument Fire Detection Systems Ltd designed, supplied and installed the new fire detection system. They recommended a system based around an Ampac SP1M control panel and using Apollo's XPander range to protect the building's 16th century vaulted ceiling and exposed beams, which could have been damaged by hard-wired devices.

Jim Eccles, Director of Monument Fire Detection Systems Ltd, comments: "XPander's easy wireless installation made the Knowle Library project achievable within the timescale and ensured that the strict English Heritage requirements - including no obtrusive wiring and no drilling or damage to the structure - were overcome without difficulty."

## Combating false alarms

Residents of John Robert Gardens, a new luxury development of 28 one and two-bedroom flats in Cumbria, will not be troubled by false alarms following the installation of a new fire detection system based on Apollo conventional technology. Central to the protection of each apartment are Apollo's Series 65 detectors and C-TEC's revolutionary new Hush Buttons. Providing the resident with the means to silence false alarms themselves, the Hush Button is a major breakthrough in the battle against unwanted alarms.

# Come on feel the noise

Apollo's new DIN-Rail Sounder Controller has an increased current capacity from 1A to 5A, allowing it to drive more powerful sounders or up to five times as many conventional sounders or visual warning devices. This capacity is particularly useful for applications that require sounders with a higher sound output, such as factories, petrochemical plants and offshore platforms where there is a high level of background noise.

Another new addition from Apollo is the DIN-Rail Mains Input/Output Unit. It provides a voltage-free, single pole change-over relay output and a monitored switch input and can report fault, switch open and switch closed levels. Typical applications include control of air handling units, smoke dampers and automatic door retainers on fire doors. Both new DIN-Rail devices meet the EN54-18 standard.

Scheduled for completion in Spring 2009 is the new Deckhead Mounting Box. Designed to protect detector bases, sounder bases and sounder beacon bases from the ingress of water or other contaminants through the rear of the base, the new Deckhead Mounting Box is ideal for marine applications with visual and audible alarm requirements.





# XPanding into Europe

Theater Marianske Lazne in the Czech Republic is the first building in Europe to be equipped with XPander® - Apollo's new wireless fire detection system.

Theater Marianske Lazne is a 19th century theatre 150km west of Prague in the Czech Republic. Construction of the theatre began in 1865 in the neo-renaissance style. However, in 1866 war stopped all building and it was not until August 1868 - with the performance of Offenbach's operetta "The Beautiful Helen" - that the theatre was inaugurated.

During the 20th century, the theatre went through many changes, including being rebuilt with an art nouveau appearance in 1905. Today there are 353 seats in the theatre; 204 in the parterre, 97 on the first balcony and 52 on the second balcony. More recent renovations required a fire system upgrade sympathetic to its heritage.

The client's specification called for an appropriate fire protection response for the heritage areas of the theatre, plus a solution to nuisance alarms being caused by the multi-use nature of the building. Euroalarm Ltd, who supplied the new fire detection system, recommended XPander specifically to protect the decorative stucco walls in the theatre, which might have been damaged by hard-wired devices. The new XPander devices form part of a larger intelligent fire detection system protecting backstage, the dressing rooms, ticket office and café.

Vlastimil Krátk, Senior Engineer - fire detection systems at Euroalarm, comments: "All Apollo intelligent fire detectors use the same open digital protocol, making them forwards and backwards compatible. This makes our job so much easier, as it widens our choice of fire solutions.

**"Thanks to Apollo, we were able to offer the client the most appropriate fire detection solution for their needs."**

"In this case, we were able to specify the new XPander range, so we didn't compromise the ornate ceilings, alongside more established devices like XP95®. Thanks to Apollo, we were able to offer the client the most appropriate fire detection solution for their needs."

The fire detection system at Theater Marianske Lazne incorporates approximately 80 XPander and XP95 devices in all, configured around a single-loop control panel and programmed to enable a one-out, all-out evacuation.

# By Royal appointment



Apollo has just been granted the Royal Warrant by Her Majesty The Queen in recognition of its official supplier status to the British Royal Household.

Granted to individuals or companies who have supplied goods or services for at least five years to HM The Queen, HRH The Duke of Edinburgh or HRH The Prince of Wales, Royal Warrants are widely regarded as demonstrating excellence and quality, and are highly prized.

As a 'Warrant Holder', Apollo may display the Royal Arms of HM The Queen and the legend 'By Appointment' on their products, premises, stationery and advertising.

"Royal Warrant Holders are united by their commitment to the highest standards of service and excellence," comments Danny Burns, Managing Director of Apollo Fire Detectors. "We are very honoured to receive this prestigious accolade and will continue to uphold the exceptionally high standards the Royal Warrant represents."

Apollo is no stranger to Royal approvals, having been the first company of its kind to hold three consecutive Queen's Awards for Export Achievement. It now exports to more than 120 territories and its comprehensive range of products is certified to all key international standards, holding in excess of 3,000 product approvals worldwide.

## ReaderReplyCard

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

- XPander
- Discovery
- Orbis
- XP95
- Audio Visual
- 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: Clare Slater, Apollo Fire Detectors Limited, 36 Brookside Road, Havant, Hants PO9 1JR, UK. Fax: +44 (0) 23 9249 2754.

## Diary Dates

- 13-16 April – MIPS, Moscow
- 22-25 April – Iran Oil Show, Tehran
- 11-14 May – International Firex, Birmingham

### Overseas Offices:

America | China | Germany | Ireland | Spain



By Appointment to  
Her Majesty the Queen  
Manufacturers of Fire Detection & Alarm Products  
Apollo Fire Detectors Ltd  
Hampshire

A HALMA COMPANY



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