

The Monitor

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Photo courtesy of The Portsmouth News


apollo
WORLD CLASS FIRE SOLUTIONS

Burning issues



Danny Burns
Managing Director

As I write, 2009 is drawing to a close. I'm sure you will agree it has been a turbulent year and the fire industry has not been immune from the global recession and economic downturn.

Apollo's commitment to continuous improvement has been firmly focused on improving efficiency and controlling costs so that we can emerge stronger and more customer-driven than ever in 2010. Sometimes during this year we have struggled to maintain our exceptional levels of customer service: to the minority of customers this may have affected please accept my apologies. This time next year our service levels will exceed those of previous years - this is a priority for Apollo.

Despite the difficult times some trends are encouraging: for example Apollo continues to gain market share both in its UK homeland and around the world. During 2009, our products have formed the backbone for fire systems at sites from the new Wellington Hospital in New Zealand to the Royal Albert Hall. We were also granted the Royal Warrant by H.M. Queen Elizabeth in recognition of our service to the Royal Household. Taken together with our cover story, you will see we are attracting a good deal of interest from the right people!

We continue to innovate with new products that we are sure will help our customers to win more business. Our latest introductions are summarised on page 6 of this issue. Investment in Apollo has also been at an historic high this year. More than 200 employees received support with their personal development and in excess of £1.5m has been invested in a completely new ERP system, which has unified more than 90 separate databases used within Apollo. We are continuing to implement new methods of working using our new ERP system and this will enable us to serve our customers more efficiently and effectively. I would ask for your understanding as we go through this change to our business.

It only remains for me to say a personal thank you to all our customers; the Apollo team looks forward to working with you again in the coming year.

NewsBytes



IN IT TO WIN IT

Many thanks to all those who participated in our Audio Visual Products survey earlier this year. We did offer a small incentive to everyone who took part, with all the names entered into a prize draw to win

a black iPod Nano. Congratulations go to Mike Cardew of Static Systems, pictured opposite (left), being presented with the iPod by Eva Kosanovic, Apollo Product Manager (right).

CPD TRAINING

Continuing Professional Development (CPD) is a great way of improving your skills and keeping up to date with the latest regulations and technologies. Apollo now offers free training seminars that count towards CPD. Full details about availability and how to book a place can be found on our website at www.apollo-fire.co.uk/cpd-seminar

FLYING HIGH

Two apprentices who joined electronics manufacturer and Apollo panel partner C-TEC eight years ago are now flying high. Rachael Wignall joined the company at 17, and now heads up C-TEC's technical support team. Paul Sanders joined the R&D department and is now a design engineer. He has just been awarded a First Class Honours Degree in Electrical Engineering from Manchester Metropolitan University.



Attracting royal attention

Apollo analogue addressable fire detectors have been chosen to protect a new £35 million college campus redevelopment near Portsmouth, UK. Highbury College's Cosham campus has already attracted royal attention, as HRH Princess Anne performed the official opening on 22 October 2009.

Highbury College Portsmouth attracts some 12,000 students who are drawn from the local area, nationally and internationally. It has undergone extensive redevelopment across its main sites to provide some of the most modern learning facilities in Europe.

The new facility at Cosham is four storeys high and features a glazed 'street' with views into a number of departments. Training facilities include specialist computer rooms, a fully equipped library and the latest e-enabled classrooms. Other features include an Internet café and a full-size sports hall and fitness centre.

The contract to supply and install the fire system for Highbury College

was awarded to CHC Systems Limited, based in Ruislip, Middlesex. Denis Foley, managing director of CHC Systems, comments: "A modern learning facility like Highbury College represents a whole series of challenges from a

"Apollo's fire detection technology was equal to every task"

fire protection perspective, ranging from wide open spaces like the 'street' to high risk confined areas like paint stores. Apollo's fire detection technology was equal to every task and it enabled us to supply the customer with a reliable, flexible fire system that will protect

the College's new asset and the people who use it for many years to come."

The new fire detection system is based around two Morley ZX control panels, with a ten-loop panel controlling the main building and a two-loop panel in the sports building. In total, CHC Systems installed more than 1350 Apollo XP95® and Discovery® devices, including bases, base sounders and sounder beacon bases. Intrinsically safe (IS) Apollo fire detectors have been fitted in the building's oil delivery area and paint stores. The fire system also interfaces with the building management system to control door closers, elevators and emergency lighting.

Planes, trains & automobiles

Wherever you are travelling in the world, it's likely that Apollo will be watching over you. Here's how our fire detection products are protecting major transport infrastructure from the risk of fire.



International airports and other transport hubs are major gathering points for people and assets. From a fire detection perspective, they also present some unique challenges regarding the scale of the internal spaces that require protection and the evacuation sequences that need to be implemented following an alarm.

Apollo has provided solutions to these issues around the world. Its fire detection products have been installed in airports from Rio de Janeiro to Slovenia and Qatar.

Dover Docks, Europe's busiest and most successful ferry port, is protected using 2,300 Apollo Discovery devices. Meanwhile Apollo's XP95 range forms the basis of the sophisticated fire system at Manchester Piccadilly, which was the first major transport terminus in the UK to be equipped with horizontal progressive managed evacuation.

Underground tube networks are another challenging environment. Trains passing through tunnels create strong air currents that could cause false alarm problems. However, Apollo-based systems have proved highly reliable in these circumstances. More than 6,000 XP95 devices protect passengers on the Jubilee Line route in London, UK, and were also the detector of choice for the seven stations on the Benelux line of the Rotterdam Metro in Holland.

Applications for Apollo products are not limited to stationary buildings. Travellers on First Great Western trains from Penzance to Paddington station in the UK can sleep safely knowing that they are being protected by world class fire detection technology from Apollo. On this project, Series 65 ionisation smoke detectors are fitted in every berth and in the ventilation ducts, with optical smoke detectors providing protection in the communal areas.

Apollo fire detection also protects passengers travelling by water: the Liao Hai roll-on roll-off ferry in China is just one example. Capable of transporting up to 600 people and 100 lorries, the ferry is protected by Apollo's Discovery marine range, which holds many international approvals including China Classification Society certification. This project also makes extensive use of Apollo's Deckhead Mounting Box, a robust back box that is particularly handy when securing bases to rough surfaces or in areas where there may be dripping water.

We couldn't complete our globe-trotting tour without mention of automobiles. Apollo products are used to protect against fire at every point of the vehicle manufacturing and retailing process. Examples range from a Mercedes car assembly plant in Tunisia, through to a MINI dealership in the UK.

So, next time you are travelling, just take a moment to glance up at the ceiling. If you see the familiar shape of an Apollo detector there, why not get in touch and let us know where in the world we are?

*Far left: More than 11,000 Apollo fire detectors protect passengers and property at Brnik Airport, Slovenia
Left: The Apollo-based fire system at Manchester Piccadilly in the UK provides horizontal progressive managed evacuation
Above: Apollo Discovery detectors protect 14 million passengers per year at Dover Docks, Europe's busiest ferry terminal
Right: The fire system at this flagship BMW and MINI dealership uses both conventional and intelligent detectors from Apollo*



Product Update

COMPATIBILITY CHECK

The UL listed Mini Monitor Module is now available from Apollo. The device is designed to monitor the state of one or more single pole, volt free contacts and report the status to Apollo compatible analogue control equipment. Featuring an entirely new housing, the unit can be fitted onto a standard 35mm DIN-rail using a simple twist click action, or mounted within an enclosure such as a manual call point.

MORE DIN

Apollo has added an eight ampere Marine DIN-rail Sounder Controller to its range of marine interfaces. The new product offers increased current capacity to enable greater numbers of conventional sounders, beacons and strobes with high current draw to be incorporated into fire systems for marine and offshore applications. The Marine DIN-rail Sounder Controller is compatible with Apollo XP95 and Discovery protocols and features a synchronisation feature and group addressing option. It meets the requirements of the Construction Products Directive, EN54-18 and carries approvals from the American Bureau of Shipping (ABS) and the Marine Equipment Directive (MED). The three existing products in Apollo's marine interfaces range – the Marine DIN-rail Dual Isolator, Marine DIN-rail Switch Monitor Plus and Marine DIN-rail Zone Monitor – have also gained ABS and MED approval.

POINTS OF COLOUR

Did you know that Apollo offers its Manual Call Points (MCPs) in a range of colours? In addition to the standard red casing, we have MCPs available in white, blue, green and yellow. Although there is no mandatory agreement about colour coding, these colours are generally understood to be associated with specific tasks. White is used for shutting down computers and power supplies; blue indicates a security or bomb alert; green is for emergency door release and exit control; and yellow is used for releasing extinguishants or warning of chemical spillage. Please note that, due to their colour, these MCPs are not compliant with EN54-11.



Left: Apollo's MCPs are available in a range of colours

Below left: The Mini Monitor Module has UL Listing

Below right: The Marine DIN-rail Sounder Controller



Exhibition News



Apollo has been busy supporting its customers at major exhibitions around the world.

Reporting from the Europort exhibition in Rotterdam, Sales Manager Dale Boucher said: "This was the first time that Apollo had exhibited its marine product range at a European marine fair and the results are very encouraging. A large number of companies have expressed interest in representing us and we also picked up some good application leads in Poland, Italy and The Netherlands."

Moving to the Antipodes, Fire Australia is a 'must' show for Apollo stalwarts Ampac. Although exhibitor numbers in 2009 were lower than in previous years, Kim Williams, Apollo's Sales Manager, saw the positive side: "It meant that there were more visitors for the rest of us! Next year, this exhibition is moving to the Gold Coast so we're expecting more people than ever."

Kim also supported Ampac over two days at Fire New Zealand, where the Discovery sounder beacon range was on display for the first time in this territory.

He then hot-footed it to China for Marintec, where Apollo was exhibiting.

He said: "We experienced high levels of interest in the products on display, which included Apollo's base mounted flame detectors and a prototype loop powered, high output sounder beacon for marine applications. Our customer Shanghai Jinzhou gave out about 750 copies of their special marine equipment brochure during the four days of the show. In addition to generating good quality local leads, we also made contact with several international companies who are prospective customers or partners."

To find out where Apollo will be next, check the Diary Dates on the back page of The Monitor, or visit www.apollo-fire.co.uk/diary



Contracts – the latest scores

FOOTBALL CRAZY

Apollo and Kentec have teamed up to defend two of England's top football stadiums against fire. A combination of Kentec Syncro control panels and Apollo XP95 analogue addressable fire detectors have been installed by Argus Services Ltd at Aston Villa's redeveloped Villa Park, and at West Bromwich Albion's Hawthorns stadium. The installations were carried out with the minimum of disruption to home matches and within tight budget restraints.

GOING DUTCH

Apollo analogue addressable fire detectors have been installed to protect a new datacentre in Amsterdam operated by Equinix, a global supplier of data co-location, interconnection, support and

monitoring services. Hi-Safe Systems won the contract to supply and install the comprehensive fire protection and suppression system, which includes Control Equipment panels, around 400 Apollo XP95 smoke and flame detectors and 160 inert extinguishing cylinders with distribution valves. Each of the ten data suites has its own extinguishing panel. If any two fire detectors in a given location raise an alarm, the central control panel signals the appropriate extinguishing panel to trigger warnings and discharge inert gas.

COURT IN THE ACT

An Apollo-based fire detection system has been installed to protect people and premises at the Magistrate's Court in Milton Keynes, Buckinghamshire.

Representing a total upgrade of the previous fire protection to meet L1 requirements, the new intelligent fire system was installed by Network Security & Fire, based in Basingstoke. There was no possibility of closing the building while the upgrade was made, so installation of the new fire equipment had to take place out of hours. The new fire system comprises around 260 Apollo Discovery devices, including optical smoke and heat fire detectors, loop-powered beacons, manual call points and interface units configured around three networked Advanced Electronics control panels.

Grand day out

Two Apollo employees have raised a total of £1,000 for their chosen charities by taking part in the Great South Run. Around 20,000 people take part in this major fundraising event, which begins and ends close to Apollo's headquarters in nearby Portsmouth.

Aaron Kentish, Production Engineering Manager (left), and Richard Johnson, Production Engineer (right), took just over one and a half hours to complete the 10 mile course to finish a very creditable 5,203rd and 5,723rd respectively. They donated the money they raised to Sudden Adult Death Syndrome (SADs) and the Alzheimer's Society.



Think PINK



To mark the end of Breast Cancer Awareness Month, staff at Apollo paid out to wear pink to work on Friday 30th October 2009. The day raised £66.05 for the Breast Cancer Campaign.

Diary Dates

17-19 January - Intersec, Dubai, UAE

16-17 March - Firex South, Sandown, UK

Overseas Offices:

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ReaderReplyCard

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

- Discovery
- XP95
- DIN-rail Sounder Controller
- Manual Call Points
- Discovery Open Area Sounder Beacon
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Return to: Theresa Berry, Apollo Fire Detectors Limited, 36 Brookside Road, Havant, Hants PO9 1JR, UK. Fax: +44 (0) 23 9249 2754.

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