The Monitor

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www.apollo-fire.co.uk

apollo
WORLD CLASS FIRE SOLUTIONS

Burning issues

Gary Craig
Sales Director

The British summer may be coming to an end and the dark nights have started drawing in, but this is a very bright time for Apollo with many exciting developments taking place internally and externally.

In the outside world, anticipation is building for the Olympic Games in 2012 and once again Apollo is at the heart of this international event. Our technology is already protecting two of the venues for the 2012 Games (see page 4) and we have more projects in the pipeline. This continued presence at the pinnacle of the sporting world highlights Apollo's outstanding reputation within the global market.

We're also introducing a host of new products (see page 7). Among these is Plateau, our new flush mounted fire detector. I've no doubt that future issues of The Monitor will carry news of the prestigious applications our customers find for this discreet fire detector. We have already installed the vandal-resistant version of this device in a real prison environment to great success.

Apollo has recently made a number of strategically important appointments, including that of Stephan Sommer as Technical Director. An interview with my new colleague is featured on page 6. This issue also contains news about key appointments within our UK and US sales teams, as well as details about our student placement scheme, designed to encourage new talent.

This combination of new projects, new products and new people clearly demonstrates how Apollo continues to respond to the needs of the fire detection market. We are looking forward to continuing to grow and develop on an international scale, sharing this success with our customers and staff.

NewsBytes

APPOINTMENTS

In response to the continuing development of the Marine and Offshore Market, Simon Flavell has been promoted to Business Development Manager for the company's Marine and Offshore product portfolio. Simon has a wealth of knowledge and experience from his previous success as our Technical Sales Supervisor. James O'Hara has been appointed as IT Systems Engineer, bringing with him a strong background in network infrastructure, Microsoft server and database management.

TAKING AMERICA

As part of Apollo's ongoing commitment to increase sales in global markets, two appointments have been made in the USA. Keith Bowler has been appointed as International Sales Manager - North and South America, where he will spearhead further growth in the territory. Kristal Davies has been appointed as Marketing Executive for the Apollo America office, and will support the UK marketing team in developing American-focused literature, a US website and will co-ordinate the exhibitions in the region.

SHIPPING FORECAST

As a further improvement of Apollo's customer service, product orders are now being shipped twice a day. In addition to the normal end of day dispatch, orders will now also be shipped at midday. This improved service has been implemented to allow orders to be processed and delivered to our customers without delay.

Making a splash with Apollo

An Apollo fire detection system has been chosen to protect one of the top leisure attractions in the Middle East.

The newly opened Wahooo! Waterpark in Bahrain is the Middle East's first ever indoor-outdoor waterpark. Covering an area of 15,000m^2 Wahooo! contains Flowrider, the world's first full-size surfing machine within an indoor waterpark, making it one of the country's star leisure attractions. Designed with 70 per cent of the pool deck area indoors and 30 per cent outdoors, plus a number of temperature controlled pools, the park is welcoming to guests all year round.

Wahooo!'s main attractions include rides like Master Blaster, Sidewinder and Matt Racer. It also houses a number of first class amenities such as wave and toddler pools, a restaurant, large party rooms and Wave Pro - a retail outlet selling swimming apparel and souvenir merchandise.

A fire detection system was required that could accommodate a number of different environments, ranging from commercial kitchens to large open areas. The fire system also had to take into account the range of people at the waterpark at any one time. As Wahooo! is aimed at the entire family, visitors could include the very young and the elderly or infirm.

The contract to supply and install the fire detection system was awarded to Khayber Trading, who have represented Apollo Fire Detectors in the territory for many years. A fire system based on Apollo's XP95 analogue addressable range was recommended. Arranged over four loops and controlled using an Advanced Electronics control panel, the system includes three hundred multisensors and heat detectors.

Almost one hundred ancillary devices, including manual call points and open-area sounder beacons, were also installed at the complex.

An alert is raised if any two or more detectors go into alarm, or a manual call point is operated. This pre-alarm will also activate the sounder beacons on the relevant floor.

In addition to the fire detection system Khayber also installed a drowning alarm system, consisting of 14 separate posts equipped with an addressable manual push button, sounder and amber beacon. Operation of a push button activates the local sounder and beacon and the location is shown on the three networked control panels so that lifeguards can proceed to the location immediately.

Olympic flame continues to burn for Apollo

After previous successes at the Olympic Games in Beijing and Athens, Apollo has again won the race to protect people and property during the 2012 Olympics.

The 2012 Olympic Games are fast approaching and the UK is preparing to showcase some of the world's finest talents, both in the sporting arena and in its international-standard venues. The development of the new main venues and Olympic Park are on track, but when it comes to fire detection only a gold medal winning performance will do. Apollo technology has provided the winning formula at many Olympic venues, past and present.

From a fire detection perspective, an Olympic venue presents a number of unique issues. By their nature, such venues will undoubtedly host a large number of people who speak a variety of different languages. As many of the venues will be purpose-built, visitors and athletes will be unfamiliar with the building layouts. Fire systems must also take account of mobility issues, both for spectators and competitors, as the UK will also be hosting the Paralympics.

Surrey Sports Park is one of the latest Olympic venues to be protected by Apollo. The new £36 million sports facility has already been selected as a training venue for the Paralympic and Olympic Games in 2012. The high specification, multi-purpose sports venue presented a complex set of challenges from a fire safety perspective.

A fire detection system based upon Apollo analogue addressable technology and designed around a Morley ZXe four-loop control panel was recommended by Fire Bright Solutions, the appointed installers. A combination of XP95 optical and heat detectors were specified to meet the main fire protection requirements.

Angela Atkin, System Designer for Fire Bright Solutions, said: "Apollo's analogue addressable technology gave us the product choice and flexibility to meet the client's requirements on this demanding project. Its open protocol also enabled us to select specialist products like self-aligning beam detectors and carbon monoxide detectors where necessary to meet localised conditions, such as high open spaces and confined spaces like the beer cellars."

The Surrey Sports Park came hot on the heels of Portland Marina, one of the selected venues for sailing events during the 2012 Olympic and Paralympic Games. As reported in Monitor 43, the marina required a fire detection system that could provide constant protection at the site. Local environmental conditions were met using a combination of Apollo Series 65 optical smoke detectors and fixed and rate-of-rise heat detectors.

However, Apollo's Olympic success is not just limited to the current Games; Apollo carried the fire detection baton at the two previous Games in Beijing and Athens too. Around 2,650 Apollo XP95 fire detectors were used to protect visitors at the 2008 games in Beijing. The same technology was used at the 2004 games in Athens, with 8,500 XP95 detectors protecting 14 different locations, including the main press centre and the Olympic Village.

The Olympics are a truly international showcase, with the world's best competing for the title of Olympic champion. As a world leader in fire detection systems, Apollo is proud to be taking part by using its expertise to protect people and property during the Olympics of 2012.

The BIG interview

The Monitor talks to Stephan Sommer, Apollo's newly appointed Technical Director. Originally from Germany, Stephan is only the fourth Technical Director in the company's 30 year history.

Q: What were your first impressions of Apollo?

A: My first impression was of a well organised, structured and professional company with a good management team and dynamic board members. I received a very warm welcome from everyone and would like to use this opportunity to say thank you! My initiatives and ideas have been adopted with enthusiasm, despite the 4-1 defeat against Germany in the World Cup!

Q: What attracted you to the role of Technical Director for the company?

A: I like to work with people from different cultures and places, designing products for different markets: it is exciting and stimulating. In addition, Apollo and its global approach offer the opportunity to influence and change processes because responsibilities are not fixed and there is cooperation between departments.

Q: What changes might we see in the Technical Department?

A: The first big change has already happened, with the Technical Department being split into two; 'Design and Development' and 'Sustaining Engineering and Validation'. This reorganisation addresses the development of new products more effectively, whilst ensuring support for our existing product portfolio. The next step is to consolidate the team and we shall be recruiting new engineers to cover the additional workload.

Q: What will this mean for Apollo customers?

A: For our customers the changes will result in innovative, reliable and high performing products. My vision is to create an open minded and productive department, with a holistic approach to product development, which will support Apollo and its customers by delivering the best products in the fire detection market.

Encouraging new talent

Apollo's industrial placement scheme, which offers positions to university students wanting to gain 12 months work experience as part of their degree course, is going from strength to strength. Due to the success of the scheme, Apollo has increased the number of student placements it is offering this year.

Seven students from a variety of different university courses have been placed across the company in departments ranging from Accounts, Marketing and IT to Production Engineering, Quality Engineering and Product Management.

Chris Elkins, Business Operations Director, told The Monitor: "The scheme is a great opportunity for students to gain valuable experience in a real working environment. Encouraging a new generation to consider the industry as a serious career option will also benefit Apollo and the wider fire industry in future, by securing the innovation and commitment we need to succeed."

Chris Elkins, Business Operations Director (standing, far left) and Rhian Rouse, Marketing Executive (standing, far right) with this year's intake of students on Apollo's industrial placement scheme.

The first major success story from the placement scheme is that of Rhian Rouse. Two years ago Rhian spent her 12 month placement at Apollo in the Marketing department. Since completing her degree at Portsmouth University, Rhian has become the first student to return and joins the team as our new Marketing Executive. She brings with her all of the knowledge and experience that she gained in her industrial placement year, along with the added insight from her studies.

Main picture: modern interiors can be a challenge when specifying reliable fire detection.

Top right: Apollo's new base mounted flame detectors include a version to minimise false alarms from sunlight.

Bottom right: Plateau's discreet design makes it ideal for applications where aesthetics are a major concern.

Product update

GET IN LINE

Apollo has launched the Auto-Aligning beam detector with laser alignment, a compact device for detecting smoke in large open areas, such as warehouses, churches and sports centres. The technology uses an infra-red beam, which is projected to a prism mounted on the opposite wall and then reflected back to the receiver.

A key feature is that the detector will continuously and automatically align and compensate for any building movement. The frequent use of expensive lifting equipment is therefore avoided and, as up to four detector heads can be operated off one controller, installation costs are reduced as well. Each detector head has an operating range of 8-50m. This can be extended to 100m with the use of the Extension Kit, which comprises three additional prisms.

NEW FLAME

Apollo has introduced a new range of base mounted flame detectors, which are available as both conventional and intelligent devices. The conventional Series 65 Base Mounted UV Flame Detector offers a rapid and accurate response and can detect a flame up to 25m away. The Intelligent Base Mounted Flame Detector range offers three types of detection method: UV, UV/Dual IR and Triple IR. The UV option delivers good general purpose flame detection and will accurately pick up anything from static flames to hydrogen fires. The UV/Dual IR option is a good choice where false alarm sources such as flickering sunlight could be an issue. The Triple IR version is particularly suited to harsh environments and will function accurately even when the lens is partially obscured by a layer of oil, dust, water-vapour or ice. Both the conventional and intelligent base mounted flame detectors are available in marine and standard versions.

DISCREET DETECTION

Plateau, Apollo's new flush mounted smoke detector will be available shortly. The patented product fits into the ceiling so that only the cover plate is visible. This is possible because the detectors do not have an internal smoke chamber - instead smoke particles are detected outside of the device itself. Plateau's discreet design makes it ideal for applications where aesthetics are a major concern, such as prestige offices or high class hotels. Installing Plateau will leave existing ceiling lines virtually uninterrupted.

A special vandal resistant version of Plateau is also available. This version comes equipped with a stainless steel plate. It has been developed for applications such as detention centres, prisons or police holding cells, where standard detectors could be a hazard because they could be easily vandalised.

Running for charity

22 members of the Apollo team - some of whom are pictured above - recently took part in the Portsmouth Race for Life, raising money for Cancer Research UK. Staff ran (or walked!) their way around the course to raise almost £1,500 for charity. Congratulations to all those who took part.

ReaderReplyCard

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

- ☐ XP95
- ☐ Plateau
- ☐ Base Mounted Flame Detectors
- ☐ Auto-Aligning Beam Detector
- ☐ I would like to arrange to visit Apollo and tour the facility
- ☐ I would like to receive the monthly eMonitor

Name _____

Position _____

Company _____

Address _____

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Tel _____ Fax _____

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

Alberta award

Alberta Fire and Security Equipment Limited, Apollo's long-standing distributor in Malta, has become the first company outside the UK and Ireland to receive the BRE Global Loss Prevention Approval. Certified by the Loss Prevention Certification Board (LPCB), the award is the highest level of certification for the design, installation and commissioning of fire detection, alarm and fire fighting systems.

Edwin Aquilina, Alberta's Head of Large Projects, told The Monitor: "The LPCB stamp is the ultimate seal of approval. Alberta invests thousands of Euros in quality control and approvals and this accreditation underlines our dedication to providing clients with secure solutions."

Diary Dates

27-28 October - Firex North, Manchester, UK

16-18 January - Intersec 2011, Dubai, UAE

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Her Majesty the Queen
Manufacturers of Fire Detection & Alarm Products
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