Promoting petrochem products

Pictured on the Technoswitch stand, from left to right: Patrick Denyssen, Durban Branch Manager, Trevor Harty, General Manager, and Brett Birch, Business Development Manager.

Technoswitch, Apollo's representative in South Africa, exhibited for the first time at the Oil & Gas Show in Cape Town. The company designs and manufactures control equipment as well as providing customers with technical consultancy and support in the field of fire detection. Headquartered in Johannesburg, Technoswitch has expanded its distribution network with offices in Cape Town and Durban. Commenting on their presence at the Oil & Gas Show, Trevor Harty, General Manager, said:
"We made many new alliances and are very much looking forward to developing productive and rewarding relationships with them."

Apollo's IT girls

Forget James Bond - Apollo has some IT girls who are much more impressive. Lisa Hamilton joins the team as Systems Engineer where her experience of data warehousing and other IT systems will prove invaluable. Mandy Wright has been promoted to the position of IT Manager. Her new role will include leading the IT infrastructure team to deliver IT tools focusing on ease of use for Apollo's customers.

Diary Dates

7-9 June - NFPA, Las Vegas, USA

7-10 September - SMM, Hamburg, Germany

5-8 October - Security, Essen, Germany

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

ReaderReplyCard

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

- ☐ Plateau
- ☐ Discovery
- ☐ XP95
- ☐ Series 65
- ☐ I would like to arrange to visit Apollo and tour the facility
- ☐ I would like to receive the monthly eMonitor

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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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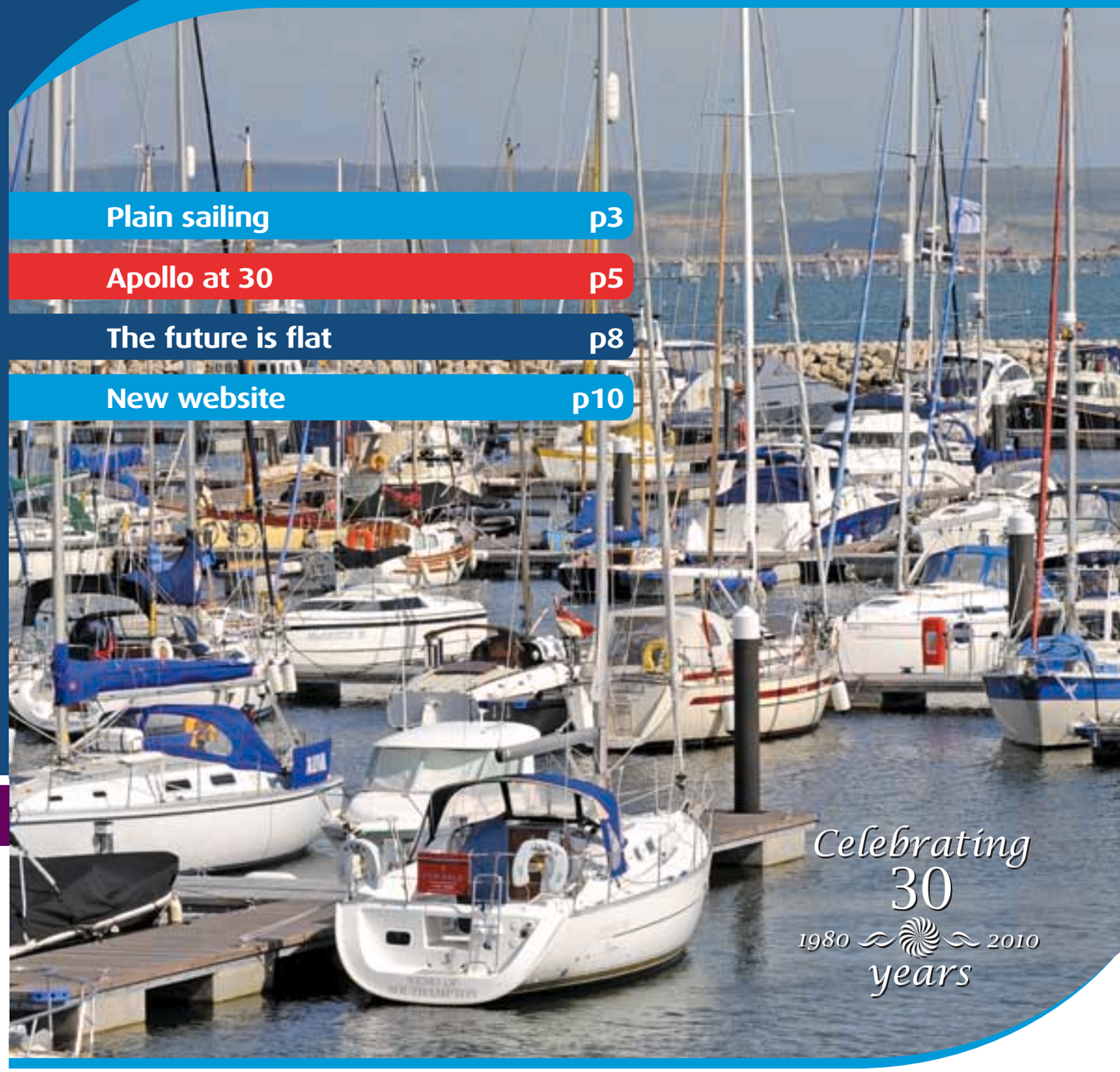

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Burning issues

Danny Burns
Managing Director

Election fever will be over by the time you are reading this special issue of The Monitor. They say a week is a long time in politics - but 30 years in the fire industry is a real cause for celebration.

So what has kept Apollo so strong through decades of economic, political and technological change? Well, we've always had a clear vision of where we were going. Even when the company was starting out, it aimed to lead from the front. When it comes to innovation, one of its proudest achievements was the introduction of the first analogue addressable fire detectors in the mid eighties. This set the foundation for the continuous innovation which has seen the company grow to be a world leader in fire detection solutions. On pages 6 and 7, The Monitor celebrates the key technological milestones in Apollo's history.

We've also been careful to make sure that our values of excellent customer service and product reliability have been maintained as the company has grown. Our commitment to our customers remains as strong as when we started in 1980. Indeed, in many ways we have strengthened our support. One example is our commitment to establishing direct Apollo offices on every continent. Another is our recent investment in a new, integrated business system that will make us more efficient than ever in looking after our customers.

So, wherever you are in the world, rest assured that Apollo is just as committed now to helping you provide fire detection solutions to your customers as it has been for 30 years. We look forward to working closely with you in the decades to come.

NewsBytes

TRIAL BY FIRE

Hobart, Australia. Apollo's reliability was put to the test when vandals broke into a new apartment complex recently and set fire to some building materials. As the apartment was still being fitted out and was not occupied, the XP95® smoke detector was programmed to act as a local only alarm. The device worked as intended, but was significantly damaged in the fire. When KNL Fire Systems inspected the detector, its LED was still indicating and, on de-isolating the warning system, the sounder still worked.

APPROVALS

Apollo has received Factory Mutual (FM) listing for a range of its products designed for the US market. These include Discovery UL ionisation, optical and heat detectors and the Discovery UL multisensor; the E-Z Fit base, low power relay base, isolating base, intelligent mounting base and six inch mounting base for use with XP95A devices; as well as the range of XP95A modules. Full details of the approvals held by all our products are available at www.apollo-fire.co.uk

AND THE WINNER IS...

Earlier this year, Apollo asked for participation in its online Customer Satisfaction Survey. Everyone who responded had the opportunity to be entered into a prize draw to win an iPod. We're delighted to announce that the lucky winner of the iPod is Paul Donaldson of Res Fire Ltd, Dublin. A very big thank you to everyone who took part. We're still processing the results of the survey, but rest assured that they will be used to improve our service to you in future. Which means, of course, that everybody wins!

It's plain sailing with Apollo

Only the best fire detection would do for Portland Marina on the South coast of England, which will be one of the venues for sailing events during the 2012 Olympic and Paralympic Games.

Situated at Weymouth, Dorset, Portland Marina offers berthing for vessels up to 44 metres in length and a full boatyard service, including lift-out and storage ashore. The berths are fully serviced, with water and electricity laid on, and there are also extensive shoreside facilities such as a washroom, a laundry and showers, as well as a free internet café, bar and restaurant.

A fire detection system was required to provide constant protection at the site, including the marina facilities building, restaurant building, 13 business units and four boat workshops. Owners Dean & Reddyhoff Marinas awarded the contract to supply the fire protection to H W Smith & Son (Contracting) Ltd.

David Smith, managing director of H W Smith & Son, explains: “As the site is manned 24/7 and the business units are let to tenants, we agreed on a solution based on Apollo's conventional technology. This offers a number of benefits, including reduced costs, simplified future maintenance and adaptability to changes of use. We recommended Apollo because they have proved very reliable in the past.”

“The system is very easy to use”

The distributed fire detection system comprises 19 Channel Fire control panels, varying from six-zone models in the main buildings to single zone models in the individual business units. A combination of Apollo Series 65™ optical smoke detectors and fixed and rate-of-rise heat detectors has been used to meet the local environmental conditions. In addition to internal audio visual devices, the fire system includes 18 IP65-rated sounder beacons, which are installed externally to communicate an alarm anywhere in the boatyard.

Russ Levett, manager of Portland Marina, says: “The marina opened in April 2009 and we haven't required any technical or customer service support since then, other than routine maintenance.
The system is very easy to use and we are very happy with its performance to date.”

Apollo holds court

Apollo fire detection technology has recently been installed at two court buildings in the UK as part of an ongoing programme of refurbishment by Her Majesty's Court Services (HMCS).

Court buildings have some interesting fire detection requirements. As public access buildings, comprehensive fire protection is paramount. There are also areas like holding cells which may require special evacuation procedures in the event of an emergency.

BIG IN BUCKS

The Magistrate's Court in Milton Keynes, Buckinghamshire, has had a total upgrade 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 carried out, so installation of the new fire equipment took place out of hours. Around 260 Apollo Discovery® devices were used in total, including optical smoke and heat detectors, loop-powered beacons, manual call points and interfaces. The fire system is configured around three networked Advanced Electronics control panels.

John Angell, Contract Manager for Network Fire & Security, says: "We would always recommend Apollo as part of a fire detection solution. Their open protocol allows us to choose exactly the right equipment for a project and tailor the solution to the client."

COMBINED FORCES

Maidstone Combined Court in Kent has also been equipped with a new Apollo-based fire detection system. The building was constructed in 1983 and houses both the Crown and County courts. Six storeys in height, the Court is most famous for the recent trial surrounding the £53 million Securitas depot raid in 2006, for which six people are currently serving sentences.

The fire detection contract was awarded to R&M Clarkson, who were given a project time of just 10 weeks. Neil Shrubsole, the company's Operations Director, explains: "Working to such a short time-frame, we needed to be certain that the equipment would arrive on site exactly when it was needed. We also needed assurance that the fire system was based on proven technology and that it would be reliable from day one. Apollo fulfilled every aspect of this brief and we had no hesitation in recommending their technology."

Maidstone Combined Court's new fire system uses in excess of 1500 devices, including 900 Apollo Discovery fire detectors and multisensors. In addition, the building is equipped with more than 500 Discovery audio-visual warning devices. The system is controlled using six networked Kentec control panels complete with graphical mimics.

Left: The fire detection system at the Magistrate's Court in Milton Keynes was fitted out of hours so the courts could continue to sit.

Below: More than 900 Apollo Discovery fire detectors protect people at Maidstone Combined Court.

Facing the future with confidence

In May this year, Apollo Fire Detectors will be 30 years old. The Monitor celebrates the past and looks forward to the future.

World events of the last three decades include the fall of the Berlin Wall (1989), the election of the first black president in South Africa (1994) and the mapping of the human genome (2000). These events shaped the future - as we knew they would.

In the world of fire detection, the influence that one small company might have in future is impossible to predict. So, when Apollo Manufacturing Limited came into being on 8th May 1980, no-one knew what the outcome would be. However, the 13-strong workforce had a clear vision that drove the company forward.

Apollo believed in the products it was making. It also understood that, to gain market share, it had to offer excellent customer service and support. Based on these principles, the company developed rapidly. In 1984, it joined international engineering group Halma plc and was renamed Apollo Fire Detectors Limited. In 1986, it launched Series 90 - its first range of analogue addressable fire detectors - which became the market leading brand within two years.

The 1990s saw Apollo grow further in stature and confidence, and it became the first fire detection company to obtain LPCB approval to BS5750 Part 2. Its achievements also began to gain recognition outside the industry. By 1995, Apollo had won an unprecedented third Queen's Award for Export Achievement.

In 1996, with a new, purpose-built headquarters to work from, Apollo continued to consolidate its position as a market leader in the UK and abroad. It entered the marine fire detection market, as well as developing bespoke versions of its popular product ranges for major territories like the US.

Today, with its products selling into over 100 territories worldwide, it might be difficult to see where the company can go next. However, its vision is as clear and focused as ever. Apollo continues to be committed to technological innovation. Its latest product developments are celebrated on page 8. The company is also committed to providing the best possible customer support and continues to invest in its business systems and its people to make sure it delivers excellence at every level.

Apollo: past, present and future

Apollo has been at the forefront of innovation in fire detection for 30 years. The Monitor looks at what has gone before, and where it is likely to lead us in the future.

In 1980, when Apollo first opened for business, the choice of fire detection technology was simple: ionisation sensors were used for smoke detection and thermistors for detecting heat. The company's first detectors, the Mark I and Mark II, were ionisation smoke detectors.

Within four years, Apollo's flair for innovation became apparent with the introduction of Series 30: a new design of ionisation smoke detector that radically reduced the size of the radioactive source without compromising performance and so made transportation and storage much safer. The design of the Series 30 detector was also new, being very neat and compact in appearance.

Apollo added an optical fire detector to its product offering in 1984. Series 90™, the company's first full range of fire detectors, followed in 1986. This range - the first to use analogue addressable technology - was a milestone for the industry as well as Apollo, and quickly became the market leader. The protocol used in Series 90 forms the basis for every subsequent Apollo analogue addressable product.

Although Series 90 effectively established Apollo as a serious contender, the company did not rest on its laurels. Its ongoing research and development programme was already working on the next generation of fire detectors. The results were the Series 60™ range of low profile conventional fire detectors and the XP95 range of analogue addressable devices. The latter featured another piece of technological genius: the patented XPERT address card.

As a means of programming in individual addresses, the XPERT card is a simple but elegant solution to what was a complex problem.

Rather than use increasingly sophisticated or computer-based methods, Apollo returned to first principles to produce this purely mechanical and virtually foolproof means of addressing devices. Its popularity has meant that the XPERT card continues as part of the Discovery range, the natural successor to XP95.

Developing technology to meet - or even exceed - market expectations continues to this day. So, what can we expect from innovators like Apollo in the future? One area currently being researched is the adoption of sensor technologies from other industries - particularly semiconductor-based sensors. Having proven themselves reliable in other arenas, particularly in the detection of toxic and combustible gases, there is strong interest in transferring this sensor technology to fire detection applications.

Other projects include overcoming the technical issues associated with making fire detectors 'invisible'. While many products have been miniaturised in recent years, this is not a practical option for smoke detectors because the sensor chamber needs to be large enough to allow particles in. However, making fire detectors more discreet and low profile to meet aesthetic requirements is not only possible - it is about to become a reality. For your first taste of the future according to Apollo, turn to page 8.

"We celebrate the past to awaken the future"
John F Kennedy

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The future is...flat

Apollo has unveiled its latest innovation - the slimline Plateau® fire detector.

Plateau is the supermodel of the fire detection world. Its ultra-thin profile has been developed for applications where it is impractical or undesirable to use a standard smoke detector. Standard fire detectors can be seen by some architects as obtrusive, but specifying Plateau means that interior designs are not compromised by the 'lump on the ceiling'. Alternatively, the interior could be a heritage building with unique features that need to be preserved in appearance.

The patented Plateau is flush-mounted and fits into a hole in the ceiling so that only the plastic cover plate is visible. The flat profile is possible because these smoke detectors do not have an internal smoke chamber - instead combustion products are detected outside the device itself.

Plateau operates as an optical detector, but the light beam is transmitted through the cover plate and reflected by any smoke close to it. The light that is reflected is registered by a receiver in the detector, which will change to the alarm state if the presence of smoke is confirmed.

Features include permanent checking for contamination on the cover plate and automatic adjustment of the alarm threshold as required to compensate. The device will raise a fault condition if contamination is excessive. There is also an inbuilt self-test facility.

Requiring its own DC power supply, the Plateau detector is connected to an XP95 or Discovery loop by means of a Zone Monitor or DIN-rail Zone Monitor.

Apollo has also developed a special vandal-resistant version of Plateau for applications where standard fire detectors could be a hazard. Examples include prison cells, detention centres and secure units in hospitals. This device features a 4mm stainless steel plate instead of the standard plastic cover, but is identical in other aspects to the standard version.

Far left: Plateau – the future of fire detection

Left: The vandal-resistant version of Plateau

Below: The slimline Plateau will not compromise modern interior design

Apollo protects Portsmouth Guildhall from fire

Apollo has been chosen to protect Portsmouth Guildhall following a major review of fire strategy. The contract was awarded to Christie Intruder Alarms (CIA) Ltd, an approved supplier for Portsmouth City Council.

The Guildhall is situated in the centre of Portsmouth and dominates Guildhall Square. Following extensive damage caused by bombing during World War II, the building was rebuilt during the 1950s. Today it is used as an entertainment and conference centre, as well as housing The Coroner's Office, the Council Chamber and Mayoral Suite.

There were a number of challenges for the new fire system. In some areas, such as the Mayoral Chambers and banqueting facilities, architectural considerations precluded the use of standard hard-wired devices. There was also the need for flexibility, to cope with the multi-use nature of the site.

Using Apollo technology, Christie Intruder Alarms was able to select products to deliver a fully compatible fire system that did not compromise on performance or reliability. Apollo's analogue addressable XP95 and Discovery devices form the basis of the fire protection system.

Some 600 XP95 devices were used to protect the main areas of the building, while Discovery ionisation detectors were used in areas where there was the possibility of smoke entrainment. Those installed at the Guildhall are set to Mode 4, so that their sensitivity levels are appropriate to the risk in these areas. Beam detectors were used in the auditorium roof void, high level plant rooms and the Council Chamber. For the heritage areas, Christie Intruder Alarms used Apollo's wireless XPander range.

A key switch facility enables the stage manager to switch the smoke detectors in the auditorium to 'heat only' mode when smoke generators are in use. Operating the key switch also isolates the high level beam detectors in the roof void. A second key switch facility controls the door hold open devices around the auditorium.

The fire system is configured in 32 zones and controlled by an eight-loop Advanced Electronics MX 400 control panel. The system is monitored at the ground floor reception and by front-of-house staff during functions. Interfaced with it is a Scope emergency pager system that alerts designated staff if an alarm is raised so they can investigate incidents prior to an evacuation being initiated. Fire cover was maintained throughout the changeover.

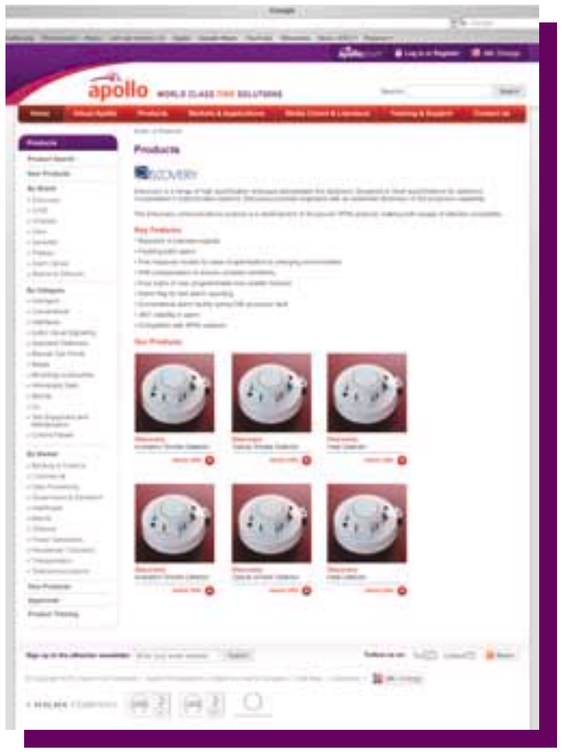
New website improves customer support

Following a detailed review of customer needs, Apollo has completely revised its website. The new website is launching at the end of May 2010 and contains a whole host of new features that are designed to give our customers more support online than ever before.

The new website features an extranet called Apollo Plus. With a unique log-in and password, customers can now take advantage of a new project area where they can store the documents they have downloaded from the site. This makes finding the information again so much quicker. Customers will also have the ability to bookmark pages in their area and those with a trademark agreement can also access unlocked literature and photos instantly. Users of Apollo's current extranet site will be able to use their existing log-ins to access the new Apollo Plus service.

One major improvement is an enhanced search function, which allows users to filter results by product range, category, market application or approvals. Product information can also be browsed using these categories, helping you to locate exactly the right product to meet a specification.

There is also an online video demonstration to guide you through the new website, showcasing all these enhanced features and more. Why not take a look and see for yourself? Visit www.apollo-fire.co.uk today.



apolloplus+

Apollo provides presidential protection

A new Apollo fire detection system has been installed at the Palàcio do Planalto in Brasilia, the official workplace of the President of Brazil.

A new Apollo fire detection system has been installed at the Palàcio do Planalto in Brasilia, the official workplace of the President of Brazil, by Ezalpha MV.

The Palàcio do Planalto is a landmark building situated in the heart of Brazil's capital city. It dates back to the planning and development of Brasilia in 1956 and was designed by Principal Architect Oscar Niemeyer to showcase modern building materials such as concrete and glass. Along with other original buildings in Brasilia's centre, it forms part of a UNESCO world heritage site.

Marcelo B de Vasconcellos, Director of Ezalpha MV, said: "Ezalpha MV is very proud of its work at the Palàcio do Planalto, which will protect part of our national heritage. We won this fire detection contract through a combination of our own experience, the quality of Apollo's products and because they held all the right certifications, thus meeting the client's specification."

Ezalpha MV recommended a fire system based on Apollo's analogue addressable technology. Key features include flexible system configuration; continuous confirmation of system integrity; a pre-alarm to help reduce false alarm incidents; and verification of alarm levels to further reduce false alarms.

These features were of particular importance at the Palàcio do Planalto because it was essential to provide continuous and comprehensive fire protection, while ensuring that affairs of state would not be interrupted by non-fire alarms. In addition, the work of the Government could not be stopped while the fire system was installed, so Ezalpha MV chose Apollo fire detectors for their simplicity of installation and commissioning. The company's team of engineers worked around the clock to make sure the new fire detection system was completed within the client's timescale.

Ezalpha MV has installed more than 2,000 Apollo fire detection devices in total, including 1,000 optical and heat detectors, plus sounder bases and manual call points. They also used aspirating detectors in some areas. The fire detection devices were configured around eight networked control panels. The company also supplied and installed an FM200 extinguishing system.

Marcelo concludes: "Apollo analogue addressable fire detectors were perfect for this application. The products were simple to install and now provide the reassurance and reliability required to safeguard our President and senior Cabinet members from the risk of fire."