

# The Monitor

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# Burning issues



Gary Craig  
Sales Director

One of the first signs of Spring approaching is almost upon us as I write - it's exhibition time in the UK again! Firex South is an important date in our calendar and we have been busy preparing to meet and greet existing and potential customers at this year's show. We'll have lots of products on display, designed to meet a whole range of applications (see opposite).

One of the issues we discuss in more detail in this edition is the need for intrinsic safety. These extreme environmental conditions are often associated with onshore and offshore petrochemical sites, but our example was a little more unusual. You can find out how we worked closely with the installation company to ensure that the client's requirements were met on page 4 and 5.

Making sure that the products you select are fully compliant is a critical part of fulfilling our obligation to protect lives and property. Sometimes the number of different approvals or what they actually mean can be bewildering. On page 6, we explain the CE mark system in the UK. Don't forget you can also check what approvals any Apollo product holds by visiting our website.

Finally, I'd just like to say thank you to all the customers and Apollo staff that have contributed to our continuing growth. Your achievements were recognised for a third year in a row at the Portsmouth Business Awards (see below). With your continued support, we look forward to increasing our market reach even further in 2010.

## Stop Press...Stop Press...

# Awards hat trick for Apollo



Gary Craig, Sales Director (left), and Danny Burns, Managing Director (right) with the Exporter of the Year Award

Apollo Fire Detectors has triumphed for the third consecutive year at the Portsmouth News Business Awards - the first time that a company entering these awards has achieved such a feat.

The Business Awards are held annually and celebrate the successes of local businesses based in the Portsmouth area. There are various categories, recognising everything from health and safety achievements to outstanding growth.

Fighting off fierce competition, Apollo made it through to the final round and won the Exporter of the Year

accolade for the third time in a row. This award recognises outstanding performance and sustainable growth, and the win reflects Apollo's consistency in achieving excellent results both in the UK and in the 100+ countries to which it exports its products.

Gary Craig, Apollo's Sales Director, commented: "I am delighted and proud that Apollo have won the award for the third year running. We work very hard to reinforce our global position as the partner of choice for fire detection solutions and these awards are testimony to our success."

## Cover story

Canon Fire Protection has installed Apollo intrinsically safe (IS) fire detection technology to protect a new manufacturing site for Wallop Defence Systems Ltd. A division of Esterline Technologies, Wallop Defence Systems is a world leader in the design, development and manufacture of defence pyrotechnics for air, sea and land applications. The assembly of these products involves the use of potentially flammable and explosive materials, so fire protection needs to be designed so that it cannot ignite an explosive mixture. There are a number of methods for achieving this, but one of the most common is intrinsic safety.

To find out more, turn to pages 4 and 5.



# New Apollo products at Firex South

Apollo is exhibiting a number of additions to its range of fire detection products at Firex South this year. All the new devices have been developed after close consultation with our customers to enhance the functionality and expand the product selection on offer.

XPander®, Apollo's range of wireless fire detectors, has been upgraded with new software for its Loop Interface. This increases the number of devices each loop can support from 15 to up to 31. Apollo has also added an Input/Output Unit to the XPander range. The radio-based interface offers two monitored input circuits and two relay outputs. It can be used for controlling fire doors, dampers, gas valves, smoke extractors and other safety critical equipment.

Apollo has also extended its Discovery® range of analogue addressable fire detectors with the addition of a Carbon Monoxide (CO)/Heat Multisensor. This device

detects the presence of carbon monoxide or heat, or a combination of both and gives early warning of both carbon-based smouldering fires and flaming fires. It is also ideal for protecting small volume sleeping risk areas. As part of the Discovery range, the new CO/Heat Multisensor is highly resistant to false alarm sources such as steam, dirt and dust. The full Discovery range, including the recently introduced Discovery Open-Area Sounder Beacon, will be on display.

An Open-Area Sounder, Beacon and Sounder Beacon are among the latest additions to the two-wire AlarmSense® range. Originally designed to meet the requirements

of Houses in Multiple Occupation (HMOs), AlarmSense is suitable for applications in school environments and other small to medium applications. AlarmSense devices use purpose-designed control panels and are designed to be connected to the same pair of supply wires, which reduces cabling costs and installation time.

These products and many other Apollo favourites will be on display on Stand B6, where members of the Apollo team will be on hand to discuss industry developments and any specific requirements you might have.

# Going to extremes

What is involved in developing intrinsically safe fire detection products and why do we need them? The Monitor investigates.

There are some environments in which electrical products intended to protect people and property from harm could themselves become a fire risk. Such environments might include chemical processing sites, oil refineries and fireworks factories.

The risk is most commonly caused by gas or vapour (fuel) which, if mixed with oxygen in the air in the right quantity, can cause an explosion. In some circumstances, even a sufficiently hot surface can ignite the fuel. This risk may be present continuously, intermittently, or may arise as the result of an accident.

The two most common ways of ensuring that an electrical product is safe for use in these environments are flameproofing and intrinsic safety. Flameproofing is not suitable for smoke detectors as the smoke cannot penetrate flameproof enclosures. While flame and heat detectors are available on the market, they can be cost-prohibitive so Apollo produces intrinsically safe fire detectors.

Intrinsically safe (IS) equipment operates at such low power and with such small amounts of stored energy that it is incapable of causing ignition. This must be true whether the device is operating under normal conditions or if a fault, or combination of faults, occur. Achieving this level of safety requires a detailed understanding of electronics and circuit board design.

## CERTIFICATION

There are two main IS certifications: IECEx is recognised worldwide, while conformance with the ATEX Directive is required within all EU member states. IS products which meet IECEx or ATEX requirements are designated by the code Ex ia, b or c by the Notified Body. Electrical products conforming with the ATEX Directive also carry the CE Mark.

Apollo's Orbis® IS conventional range, and XP95® IS analogue addressable ranges are not only ATEX and IECEx certified, they also hold a host of other international standards which prove their suitability for installation in potentially explosive atmospheres.

## IS DETECTORS IN ACTION

Apollo IS fire detection technology has recently been installed at a new manufacturing site for Wallop Defence Systems Ltd.

Among the products they manufacture are infrared flares, decoy systems for naval protection and missile tracking flares. Their assembly involves the use of potentially flammable and explosive materials, so IS fire protection was essential.

Canon Fire Protection won the contract to design, supply, install and commission the IS fire system. John Barfoot, the company's Fire Systems Manager, explains:

"Wallop Defence Systems was a key contract for our company, and is the largest project we have secured to date. Apollo was very supportive of our bid and our Apollo sales

manager, Sam Ward, was truly exceptional. He worked closely with us throughout and became an integral part of our team."

Apollo helped in two key areas. Firstly, its fire detection products met all key international standards, including the European ATEX Directive. Secondly, Canon Fire Protection was able to use Apollo's extensive in-house testing facilities to demonstrate its fire detection technology to the client.

Concludes John: "With Apollo's support, we were not only able to meet the client's specification, but could also demonstrate to Wallop Defence Systems how the Apollo IS devices would work in practice."



Above: Apollo's Orbis® IS conventional range for smaller installations.



Above right: the XP95® IS analogue addressable range is suited to complex installations with potentially explosive atmospheres.

## Useful websites

To find out more about intrinsic safety, certification and IS products, visit:

[www.siracertification.com](http://www.siracertification.com)

[www.baseefa.com](http://www.baseefa.com)

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



## TechTalk

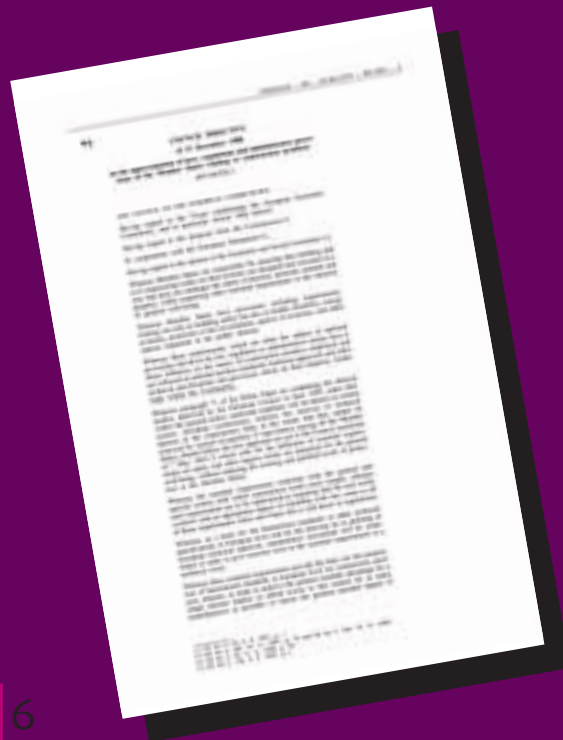
The Construction Products Directive (CPD) has been gradually introduced into the UK since 2005. As a 'new approach' European Directive, it was intended to eliminate technical barriers within the European Economic Area.

However, the UK did not fully adopt the principles laid down in EN54, which means that compliance with CPD is not currently obligatory. This has led to some interesting anomalies.

Further confusion is caused by the fact that some products carry the CPD/CE mark although they have not been tested by a third party. This is a loophole that is likely to be closed in the future. To ensure you are specifying a fully CPD compliant product, try the following:

1. Read the product description carefully. If it includes the phrase 'designed to comply with EN54', or something similar, then it is possible that the product has not been through formal testing.
2. Check the CE Mark. Products that have been certified by a Notified Body carry a four digit number below the CE Mark. The Loss Prevention Council and BRE Global, for example, are designated by the number 0832. Apollo products are fully marked like this once they have been certified.
3. If the device you are specifying operates in a number of different modes, check that it has been certified in all modes, not just one or two, to ensure full compliance.

The UK Government is currently considering the implications of adopting the Construction Products Regulations. If these are adopted, application of the CE mark will become mandatory in this country.



## Best in Bristol



A demanding specification for complex fire detection and anti-terrorist alerts at Whitefriars office complex in Bristol, UK, has been met using Apollo technology. Installer Balmoral Systems Limited also had to ensure that no ancillary devices would be mounted on the internal walls.

Whitefriars office complex comprises four interconnecting blocks of commercial accommodation which vary in size, with the tallest being 14 storeys high. All the blocks are accessed via a communal main entrance and reception area and are served by two lift cores. The accommodation is split into more than 40 tenant areas and offers 24/7 access and security. The complex also houses a gymnasium, café and conference facilities.

Balmoral Systems provided a networked landlord system for the communal areas of the building based around four Advanced Electronics control panels. These areas are monitored using 800 XP95 devices, including smoke and heat detectors, manual call points and interfaces. Apollo Sounder Beacon Bases were used to meet the aesthetic demands. Around 45 conventional fire systems in the tenant areas link into the landlord system.

Jon Davies, Operations Manager for Balmoral Systems, comments: "Apollo's Sounder Beacon Bases were particularly helpful on this project. Being able to use a single device to deliver multiple alert and alarm requirements met the client's criteria both aesthetically and technically."

## Apollo comes to Wellington's aid



The newly redeveloped Wellington Hospital in New Zealand is the latest landmark building to opt for Apollo fire detection technology. Representing a total investment of NZ\$265 million (£117 million), the new hospital required the installation of more than 1300 fire detection devices across multiple buildings, a tailored graphics package and a 50 zone emergency warning and intercommunications system (EWIS).

Wellington Hospital is New Zealand's main tertiary hospital and supplies specialist and acute services, including cardiac surgery, cancer care and neurosurgery. The project to redevelop the site included the demolition of some older buildings, the refurbishment and upgrading of others and the construction of an entirely new main building. This new complex houses many essential in- and

outpatient services over its six storeys, as well as incorporating underground parking at basement level.

Meeting the hospital's highly complex set of fire protection and evacuation requirements was the responsibility of Aquaheat Industries Ltd, the main electrical contractor on the project. Kevin Williams, Aquaheat's Fire Alarm Manager, called in fire system specialists Ampac Pacific Ltd, a company that has successfully championed Apollo technology in New Zealand for many years.

According to Kevin, the Wellington Hospital is one of Aquaheat's biggest achievements to date due to its size and complexity, but he was confident that Ampac's Apollo-based fire detection solution would meet the challenge.

He said: "When you are under a lot of pressure to get the job done, you want good support and systems that are easy to configure. We have never had any problems with Ampac systems."

Ampac provided a comprehensive fire detection system that incorporates approximately 1300 Apollo XP95 and Discovery devices. These are controlled by nine Ampac FireFinder control panels, which are networked together and supported with Ampac's own graphics package. The company also developed the EWIS system that is used at this site to provide staged evacuation in the event of a fire incident.

# Better by return

As part of its ongoing business improvement programme and implementation of a new business system, Apollo has introduced a new way for customers to return products to the company. These may be items being returned for credit, warranty, servicing or disposal, or items borrowed from Apollo such as sample products, exhibition equipment and demonstration boards.

Anyone wishing to return items should contact Apollo on +44 (0)23 9249 2839 or email [returns@apollo-fire.co.uk](mailto:returns@apollo-fire.co.uk). We will need some details about the items you want to return - such a part numbers, description and reason for return - so please have this information ready when you contact us.

You will then be given a unique returns number and emailed a document containing a prepared address label bearing this number. You then simply attach this label to the outside of the package containing the goods you are returning and send them back.

By quoting your unique number when contacting the Service and Warranty department, you can find out about the progress of returned goods. Apollo will also use the number to track your items around the business, helping to ensuring an efficient service to customers and further improving our turnaround time.



*Apollo has introduced a new returns system for customers.*

## New to Apollo

Anthony Newman has joined Apollo as our new Warehouse Manager. Anthony has worked in warehousing and logistics for many years and brings a wealth of knowledge to his new role. His previous experience includes working for companies such as CDS International, Condor Logistics, Courts (UK) and Eaton Hydraulics.

## Diary Dates

16-17 March - Firex South, Sandown, UK

25-27 May - NAHFO, Bournemouth, UK

26-27 May - Northern Ireland Electrical, Belfast, Northern Ireland

## ReaderReplyCard

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

- Discovery
- XP95
- Orbis IS
- XP95 IS
- 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: Theresa Berry, Apollo Fire Detectors Limited, 36 Brookside Road, Havant, Hants PO9 1JR, UK. Fax: +44 (0) 23 9249 2754.

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