



# TRINITY TOPICS

Issue 4 Summer 2007

## Trinity receives Gent Technology Centre (GTC) status

In February 2007 Trinity received the accolade of promotion to Gent Technology Centre. This is the highest level of distribution awarded by Gent and is reserved for companies who have met very high standards of training, quality, expertise, customer support and professionalism.

There were previously no GTC distributors based in the Southern half of the UK, so the elevation of Trinity to this role is of great significance to both Gent and Trinity in our parallel strategies of bringing enhanced reliability to fire detection systems. Back in 2002 Trinity began working with the Gent product range to fulfil fire detection engineering requirements not available at that time from their current suppliers. Since then, as Trinity has grown and gained confidence in the Gent portfolio, their system technology has become increasingly significant in our operation.

As a GTC, the key benefits we can offer to existing and new Gent users is a high level of technical design and support knowledge, proven competency to deliver this in an appropriate and professional manner, fully trained technicians, and the highest 3<sup>rd</sup> Part Certification standards with LPS1014. We recognise the award as recognition of our quality based approach and will continue to provide the most appropriate system solutions to our customers – existing and new.



## 10 years at the top for Trinity

Sometimes it feels like a century, and other times just yesterday, but Trinity is officially ten years old! Started back in January 1997 by Dave and Debbie Bartlett, the business has experienced in excess of 30% average compound growth per year over the decade, and is now one of the UK leaders in the provision of Fire Detection, Voice Alarm and related systems.

We now operate from four offices – South West, London, Thames and Midlands, employing 100 direct staff.

Just some of our key achievements over the last 10 years:

- First company in our industry to achieve ISO9001:2000
- LPS1014 certification for all three regions
- Largest UK Notifier distributor for six years running and NESCO affiliate
- Newly appointed Gent Technology Centre (GTC) – the highest Gent accolade

During this time we have developed partnerships with many quality businesses, which rely on us to provide and maintain their active Fire Protection. Our projects have included prisons, universities, MoD establishments, shopping centres, hospitals, stadiums, leisure facilities, care centres, manufacturing sites, hotels and office developments.

The Trinity mission is to provide a quality and timely service using competent engineering staff, to do so in a friendly and honest manner, and to maximise reliability through the use of robust technology and effective maintenance. As the business has developed, maintaining this ethos has always been at the fore of our thinking.

We would like to thank our customers for their truly valued support over the last ten years, and assure them that we will always strive to continue to deliver quality, cost-effective solutions.

# Trinity hits the high street with Princesshay

The new Princesshay development will bring a huge new range of shops and restaurants to Exeter, and thanks to Trinity will also showcase a cutting-edge fire system.

We have recently secured the contract to supply, install, test and commission the fire detection, voice alarm/PA and "Deaf Alerter" systems for the new centre. The contract was awarded by MJN Colston on behalf of Land Securities, the largest retail investment company in the UK.

Unusually, Princesshay features the city's original shopping streets, which will remain uncovered to create a

more traditional shopping experience. The whole area includes Roman archaeological sites, which have been carefully integrated into the modern build.

Trinity will be installing a Notifier Fire Detection system, which will provide comprehensive cover for the centre and interface all shop units to the main system. Alarm annunciation will be via a full BS5839 Pt 8 compliant Voice Alarm System, which will also provide full Public Address facilities. A paging system will ensure that any visitors with a 'Deaf Alerter' pager can be notified of alarms or alert messages.

## 6 years as the No.1 for Notifier

Trinity have secured the top slot as the largest UK Distributor for Notifier for the 6th year running. Notifier is the largest manufacturer of fire detection control equipment in the world, and has extensive worldwide approvals for many of its products.

Achieving (and retaining!) this significant title reflects Trinity's commitment to the values of quality, local service and competitive costs that we share with Notifier.

## Regulatory Reform (Fire Safety) Order 2005

Known as RRO for short, this new order represents the biggest change to the Fire Prevention industry since the Fire Precautions Act of 1971.

The old 'Fire Certificate' is out, and 'Risk Assessment' is in – completely changing the relationship between the Fire Service and business, and placing responsibility for fire safety firmly on the shoulders of the building user or owner. This effectively makes the role of the person responsible for the business far more onerous, by giving them full responsibility for ensuring that fire safety in their building meets all legislative requirements and threatening serious penalties if it does not.

As a result, businesses across the UK will rely more than ever on competent, certified contractors to help them ensure that their buildings comply with the new order. Trinity's expertise, FIA membership and external third-party certification combine to offer customers from every industry a specialist team to guide them through the complicated compliance procedure.



## Portfolio update

Trinity is already enjoying a busy start to 2007!

Here's just a small selection of our most recent projects:

DCMF Peterborough	Fire Detection network for major prison
Southbank University, London	Disabled Refuge System
Felixstowe Dock	IP Driven Voice Alarm/PA system
Project Armada, Devonport HMS Drake	Fire Protection for new Navy Accommodation
Rhondda Schools	Fire Detection and PA systems
Fort Dunlop, Birmingham	Fire Detection and Disabled Refuge
Exeter Chiefs Rugby Stadium	Fire Detection and Voice Alarm/PA
Eastbourne Terrace, London	Fire, CCTV and Access Control.
Exeter Shopping Centre	Fire, Voice Alarm and Deaf Alerter
Devonport Royal Dockyard	New Graphics Monitoring System
Downe House School	11 Panel Fire Detection network
Queens College Oxford	5 Panel Fire Detection Network

# FIA is formed as BFPSA and FETA merge

November's BFPSA AGM saw the decision made to merge the BFPSA and FETA (Fire Extinguishing Trades Association) under a new entity - the Fire Industry Association (FIA).

The long-overdue decision was supported by an overwhelming majority, and came into effect in April 2007. FIA will effectively

focus industry knowledge and skills under a single unified organization, making it simple for members to focus on developing even higher standards of competency and professionalism. Trinity will continue to play a leading role in driving FIA forward in this exciting new era for the industry.

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## The Hybrid radio solution

Trinity are really excited to be offering the new Sterling HyFire hybrid radio system as an additional option in our efforts to provide flexible solutions for our customers.

This new range of radio devices – detectors, call points, sounders and interfaces – operate from an interface module that is connected to a standard Notifier analogue loop. This interface is fully compatible with the Notifier analogue system and provides a transparent interface to radio devices installed where cabling is difficult or unacceptable.

Fully compliant with the new European Radio standards, and with primary and secondary low cost battery power, this range is a significant breakthrough in the fight to reduce the cost of radio solutions and improve the flexibility of hardwired systems.

  
HyFire



## FIA/BFPSA demands 3rd Party Certification

Twelve months ago, the British Fire Protection Systems Association (now FIA) ruled that all member companies must have achieved 3rd Party accreditation by November 2006. This run-in period has obviously now expired, and the accreditation is now a requirement of FIA membership.

The deadline didn't pose any problems for Trinity, which has been a full member of the BFPSA almost since the company

was established. We are an active contributor to the Association, and work to continually improve the levels of professionalism and competency of all member companies. In addition, Trinity MD Dave Bartlett is Chairman of the Installers and Maintainers Commercial Section and Vice Chairman of the new Service Council. Our extra involvement keeps us at the forefront of our industry – well worth the hard work!



## Personal Profile



The staff at Trinity are the people who make it all happen. Some of them you might know, but many you won't – so in each issue we'll be getting up close and personal with one member of our talented team. You have been warned.

### Billie Atkin

Based in our London City office, Billie joined us in May 06 from PME.

She has developed her role into the key administration focus for London, providing support for sales, projects and service operators.

Billie makes the most of living in Essex by regularly going clubbing with her friends - and she definitely deserves a chance to let her hair down, having the type of work ethic that would impress Sir Alan Sugar.

After starting work at 13 with a voluntary position at a solicitor's office and work experience at a Special Needs school, Billie later worked as a hairdresser every Saturday until she was 16 and started college.

In Billie's own words, her favourite part of the job is "the responsibility that has been given to me and the trust that I am doing a good job."

## New Staff

### Midlands

Peter Bone, Product Manager  
Chris Norman, Engineer  
Jon Gallagher, Engineer  
James Edwards, Engineer  
Paul Sheldrake, Engineer  
Steve Laybourn, Engineer  
Neil Foster, Engineer  
Bryony Long, Sales Support  
Tim Wilcox, Project Manager  
Jas Singh Sahota, Project Support

### Thames

Irene Barr, Snr Accounts Administrator  
Michelle Church, Service Coordinator  
Ian Cowham, Regional Sales Engineer  
Paul Warnes, Project Engineer  
Julian Baker, Engineer

### London

Gary Ashley, Project Engineer  
Terry Nye, Engineer  
Gareth Rees, Regional Sales Engineer  
Paul Conroy, DB Engineer  
Alison Whipps, Service Coordinator  
Alfred Milner, Project Engineer

### South West

Tom Walker, Engineer  
Julian Lifton, Project Engineer  
Jon Samwell, Accounts Assistant  
Peter Bryce, Engineer  
Joanne Coombe, Service Coordinator  
Lee Rogers, Engineer  
Steve Ausden, Small Works Engineer  
Martyn Lloyd, Engineer

## Trinity hits full LPS1014 accreditation target

At Trinity, we pride ourselves in delivering a consistently high standard of work. But don't just take our word for it!

LPS1014 is an end-to-end 3<sup>rd</sup> party accreditation process, encompassing design through to ongoing system maintenance. It is also the most comprehensive externally audited certification in the fire protection industry, and as of November 2006 is held by all three Trinity regions.

This full accreditation means that we have met the high standards set by LPS1014, the industry accepted assurance of quality and competence. We hope that this will give all of our customers added peace of mind when working with Trinity.

## A remedy for rock

By day, Ben Bartlett is a part time CAD operator for Trinity's Midlands office. However, when out of the office he holds a very different position – as lead guitarist for one of the UK's leading up and coming Rock bands, Rattlesnake Remedy.

In 2006, the first single released by the band went to number 4 in the BBC Rock charts, and their first album – Magic Man – was brought out in October to much critical acclaim.

Fresh back from a very fresh January tour of Finland following a 130 date UK tour last year, Rattlesnake Remedy are looking forward to another great year in 2007. Watch this space!

