# incite fire

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*Unparalleled Fire Detection technical expertise and customer support.*

# Company Overview

## Company History

Commencing operations in 1999, Incite Fire has quickly become a leading supplier for quality fire detection products and ancillaries. Incite Fire supplies Hochiki Fire panels and detectors, Fire, gas and Mimic Panels, Securiton aspirated smoke detection, ASD accessories for all major brands, QE90 Emergency warning evacuation systems and a range of ancillaries including door holders, sounders, BOSCH and Redback speakers, STI and KAC call points, as well as the specialised HFT and "Greenstar" conduits.. Incite Fire have offices in Sydney, Melbourne, Brisbane, Perth and a distributors in South Australia and New Zealand. Incite Fire also have a manufacturing/ assembly factory located in Sydney.

Hochiki have been supplying products to the Australian market for over 30 years and in association with Incite Fire for over 20 years.

Up until 2012 Hochiki were focused on providing high quality detectors and devices. However, in 2013 this was expanded to include high quality panel products through the acquisition of Kentec.

Incite Fire have distributed the Hochiki range of products for over 20 years and the panels supplied to the market now include a Sigma conventional panel Sigma extinguishing panel. Syncro analogue panel and the Taktis analogue panel.

## Welcome to Incite Fire

*Incite Fire has more than 20 years of building, maintaining and supporting fire detection equipment. The key to our success is our people. With 400 years of Hochiki products experience in all facets of the fire industry and many more hours spent on Research and Development, we provide quality products and service.*
*Why do our customers keep coming back?*
*Our Teams knowledge is second to none. Our technical support and customer service are world class. Our products and solutions are high quality and our pricing is highly competitive.*

*Rod Skuse - Director*

# Key Milestones

**1999**: Commenced Operations in Kogarah, NSW Australia ,with distribution of Firenet panels and Hochiki detectors.

**2004:** Commenced distribution of VESDA range of products in NSW / ACT.

**2006:** Relocated to purpose-built premises in Yagoona, NSW.

**2008:** Victorian office established in Mt Waverley.

**2010:** Extended into Queensland and Pacifc Island markets through acquisition of eFire Technologies.

**2011:** Alliance formed with UK panel manufacturer Kentec to develop and market a new innovative range of fire detection products throughout Australian and Pacific nations.

**2012:** Hochiki launches in Australia and establish their office in the Incite Fire NSW premises.

**2013:** Manufacturing and assembly business established in Silverwater NSW

**2014:** Incite Fire assigned exclusive distributor of Hochiki panels and detectors in Australia and the surrounding regions.

**2015:** Incite Fire move from Yagoona NSW, into purpose built office / warehouse to accomodate for continued expansion. The new office is in Regents Park NSW.

**2015:** EFP the assembly / manufacturing divison move into the new Regents Park office.

**2017:** Incite Fire assigned exclusive distributor of Securiton ASD products and accessories in Australia and the surrounding regions.

**2019:** Incite Fire opens a new Office in Western Australia.

# Incite Fire Team

## Everyone at Incite Fire is key to our success.

Incite Fire strives to provide an employee-friendly environment in which goal-oriented individuals thrive as they achieve ever more demanding challenges. Your company commitment to serving customers and to providing quality products at competitive prices is unwavering.

They all bring with them extensive and exclusive experience of Hochiki product and Fire Industry knowledge encompassing:

- Sales and Marketing
- Technical Support
- Project Management
- Application Engineering
- Design
- Quality Assurance
- Training & Commissioning Expertise
- Inventory Management
- Purchasing and Logistics
- Customer Service

# Years Of Experience

Incite's team bring Years of experience and industry knowledge of Hochiki products, supporting new and existing sites where Hochiki has been installed over the past 40 years across Australia and the Pacific

## *Incite's team has combined...*

**500+**
**Fire Industry**

**500+ years Fire Industry experience**

**200**
incite fire

**200 years of service with Incite Fire**

# Incite Fire – Engineering, Technical Services and Manufacturing

Incite Fire has a team of highly trained and experienced engineers and support personnel with centuries of shared knowledge and experience in a variety of fire equipment ranges, and the settings they may be installed in, within the region. whether it be:

- a large mine site in remote Papua New Guinea,
- an international airport,
- a remote defence force installation,
- a school or university,
- a major city or regional centre hospital,
- larger hotels, retail or apartment buildings

The Incite Fire team has provided decades of technical support to these sites including assisting with the management of complex engineering solutions, compatibility with other localised issues and the need to work cooperatively with external facilities managers for remote unmanned locations, all to ensure Hochiki sites are maintained.



# Incite Fire – Industry Engagement

Incite Fire is not industry specific in its region but has had considerable engagement in some industries due to its highly regarded and well known capacity to provide complete solutions. Solutions which in many cases requires cooperation and working collaboratively with others.

Incite Fire has engaged extensively with both Federal and State Governments in relation to their projects and ongoing servicing of the completed facilities in Australia. Assistance to the needs of government forms a core part of Incite Fire's long term recurring revenue. The needs of such locations tend to be complex and involve transactions of a material value over a long period of time. They also are more likely to invest in best practice systems where such can be efficiently implemented and maintained. Incite Fire has supplied and supported products and industry knowledge to these Government bodies and Fire Authorities for local training and developement and the Incite team is highly respected and recognised by these parties.

## Defence

Incite Fire has dealt with specific issues for the Australian Department of Defence in relation to fire detection and suppression at their many remote locations where security is a material issue and any unnecessary access is to be eliminated.



## Hospitals

Hospitals tend to involve quite complex solutions where site specific programming and combination of solutions within the care needs of varying level of patient health can be problematic. Incite Fire has supported the implementation of extensive fire protection and suppression solutions in many parts of Australia and beyond.



## Correctional Facilities

Incite Fire has provided systems to correctional facilities. Such structures have unique challenges in terms of equipment that can be reliably used and maintained. System robustness, and a lack of false alarms, are critical in these applications.



**Incite Fire** regularly provides fire detection and suppression solutions each year to many customers for use in the following industries:-

- Retail
- Accommodation
- Warehousing
- Residential
- Education

- Hospitality
- Logistics
- Transport hubs
- Office (high rise and other)
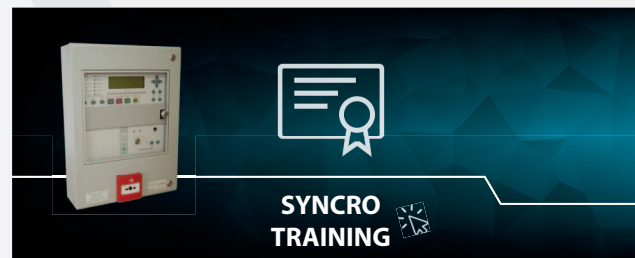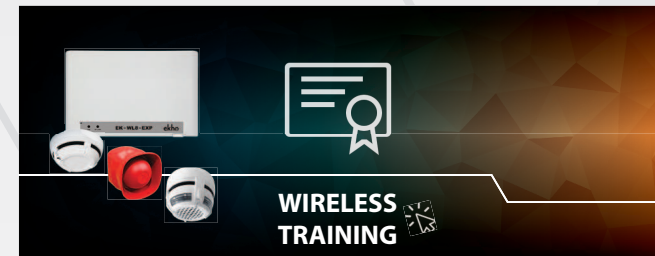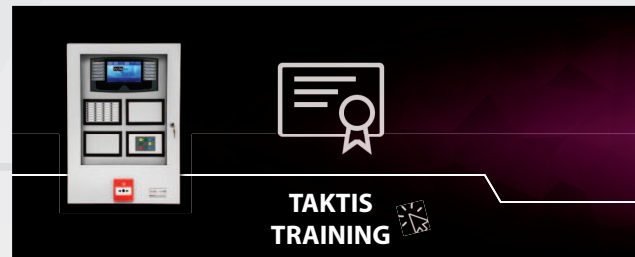
# Application Engineering

Together with our supply partners we bring to the industry a team that is unmatched locally in their understanding of applications engineering requirements. Incite Fire is equipped with the applications knowhow and human resource investments needed to deliver and support a fully engineered solution.

# Training & Commissioning

Our personnel are recognised experts in their field and bring to the industry a team that is unmatched locally in their understanding of applications engineering requirements. Incite Fire is equipped with the applications knowhow and human resource investments needed to deliver and support a fully engineered solution.

In addition, we provide online, up to date "How to" training videos, which are constantly updated for the customer needs.



**TAKTIS TRAINING**

**EMERGENCY LIGHTING TRAINING**

**SECURITON TRAINING**

**WIRELESS TRAINING**

**SYNCRO TRAINING**

# Research and Development

Incite Fire has continually invested in research and development providing solutions for the Australian market requirements and customer acceptance, generally not available from suppliers outside of Australia. Close to 100 projects have been completed to supplement the standard products from global and other local product suppliers. The development ideas and solutions come from the years of local industry experience within the Incite team. A strong understanding of market expectations, requirements and competitor's offerings in the Australian market is critical for continued growth.

The Research and development not only has developed interfacing hardware boards but also software and configuration tools to assist with sales, assembly configurations and documentation. More than $1.5M has been invested over the last 5 years directly on Research and Development.

# Products


**ANALOGUE PRODUCTS**

## Analogue
Incite Fire is the national distributor of Kentec (Hochiki) analogue panels, Hochiki addressable detectors and field modules.


**EMERGENCY LIGHTING**

## Emergency Lighting


**CONVENTIONAL PRODUCTS**

## Conventional
Incite Fire stock the complete range of Hochiki detectors, as well as a selection of conventional panels which can be customised to suit your requirements.


**BEAM DETECTORS**

## Beam Detectors

## Water Detection



## Aspirating Smoke Detection

Incite Fire is the exclusive distributor for Securiton ASD solutions. Incite Fire also supply pipework, fittings and spare parts for ASD products.



## Ancillaries

Incite Fire have a comprehensive range of ancillary devices including KAC manual call points, a selection of speakers, sounders and strobes. We also stock a range of magnetic door retainers to suit many different applications including the new brass and chrome finish door holders for a more prestigious application.
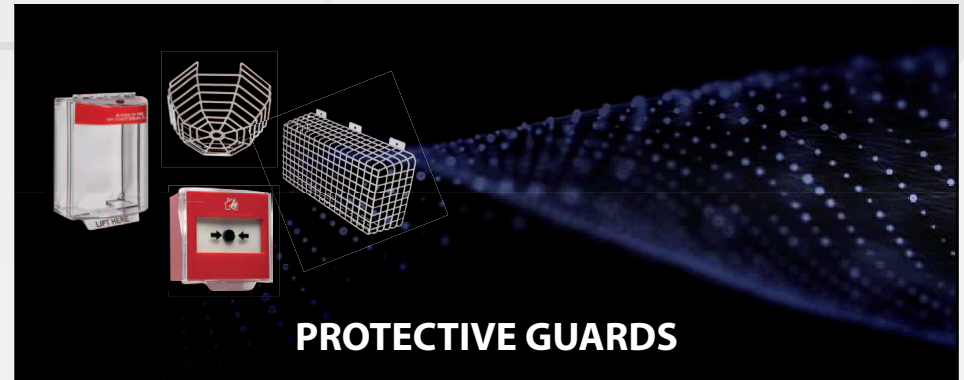


## ADW – Line Heat Detection

## Wireless

## Warning Systems

Incite Fire supplies OWS warning systems and accessories to suit your requirements, as well as EWIS panels to suit any site specifications.

## Beacon & Sounders

## Protective Guards

SPECIAL APPLICATIONS

## Special Applications

A selection of detection equipment for special applications including Spectrex flame detectors and firewire. Also available is intrinsically safe equipment and detectors suitable for marine applications.



EXTINGUISHANT SYSTEMS

## Extinguishant Systems



AEROSOL SUPPRESSION

## Aerosol Suppression

# Project Snapshot
## Taktis Panel Installations



**Project: SCEGGS**

**Location: Sydney, NSW, Australia**

**Project Installed:**
**Taktis-S+**



**Project: Mercedes Benz**

**Location: Richmond, VIC, Australia**

**Project Installed:**
**Taktis-S3+**



**Project: Mona Museum**

**Location: Hobart,TAS, Australia**

**Project Installed:**
**Taktis-S2+**



**Project: Tianqi**

**Location: Perth, WA, Australia**

**Project Installed:**
**Taktis-S2+**

# Project Snapshot
## Taktis Panel Installations



**Project: Stretton State College**

**Location: Brisbane, QLD, Australia**

**Project Installed:**
**Taktis-S+**



**Project: Wagga Wagga Base Hospital**

**Location: Wagga Wagga, NSW, Australia**

**Project Installed:**
**Taktis units across all aspects of hospital**



**Project: Harbour Town**

**Location: Adelaide, SA, Australia**

**Project Installed:**
**Taktis-S3+**



**Project: National Wine Center**

**Location: Adelaide, SA, Australia**

**Project Installed:**
**Taktis-S3+**

# Incite Fire Locations

**Incite Fire** has offices in Sydney, Melbourne, Perth and Brisbane, and a distributor in South Australia and neighbouring New Zealand.

Incite Fire also has a manufacturing/assembly factory located in Sydney.
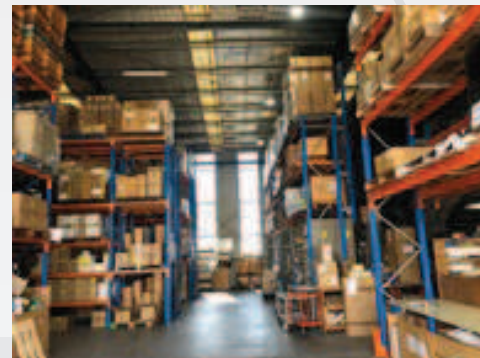
AUSTRALIA

Brisbane

Perth

Adelaide

Sydney

New Zealand

Melbourne

# Incite Fire Sydney, New South Wales (NSW)

## Incite Fire Sydney NSW provides:

- Accounts and Administration
- Warehouse
- Sales
- Training
- Manufacturing and Assembly

## Conveniently Located:

- 22km (28mins) from the Sydney CBD
- 18.5km (20mins) from the Sydney International Airport
- 12km from M5 South Western Motorway

Regents Park Estate
Block Y1, 391 Park Road, REGENTS PARK NSW 2143
Mail: PO Box 508 GYMEA NSW 2227
Phone: 1300 INCITE (1300 462 483) | 02 9644 7144
Fax: 02 9644 7255
Email: Sales enquiries: sales@incitefire.com.au
Technical support: support@incitefire.com.au

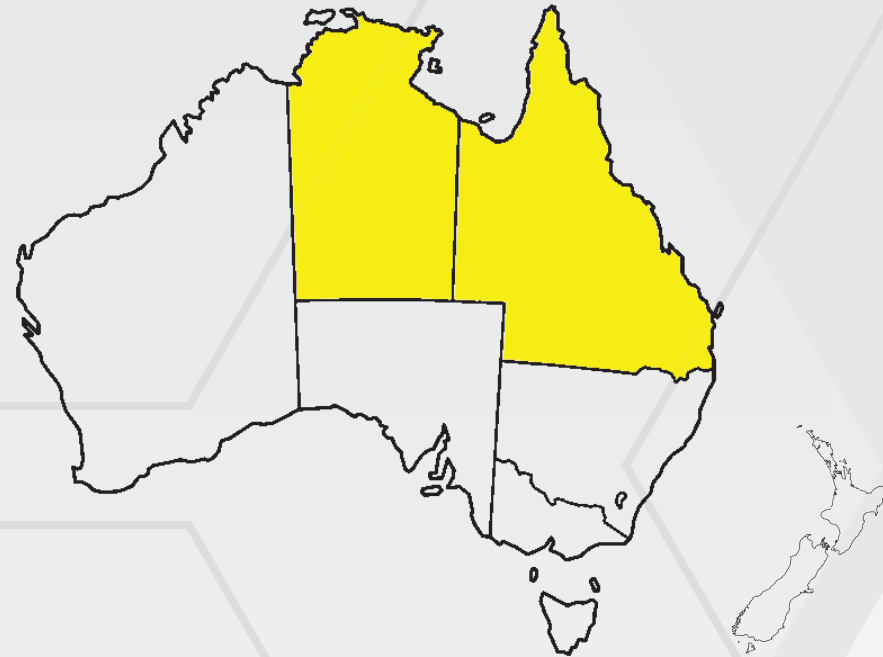# Incite Fire Brisbane, Queensland (QLD)

## Incite Fire Brisbane QLD provides:

- Accounts and Administration
- Warehouse
- Sales
- Training
- Manufacturing and Assembly

## Conveniently Located:

- 6.8km (13mins) from the Brisbane CBD
- 12.4km (14mins) from the Brisbane International Airport
- 1km from M7 Airport Link

25 Jeays Street, BOWEN HILLS QLD 4006
Phone: 07 3252 5366
Fax: 07 3252 4099
Email: salesqld@incitefire.com.au

# Incite Fire Melbourne, Victoria (VIC)

## Incite Fire Melbourne VIC provides:

- Accounts and Administration
- Warehouse
- Sales
- Training
- Manufacturing and Assembly

## Conveniently Located:

- 22.1km from the Melbourne CBD
- 44.8km from the Melbourne International Airport
- 1km from M1 Monash Freeway

Axxess Corporate Park
Unit 120 - 45 Gilby Road, MT WAVERLEY VIC 3149
Phone: 03 9544 2211
Fax: 03 9544 2212
Email: salesvic@incitefire.com.au
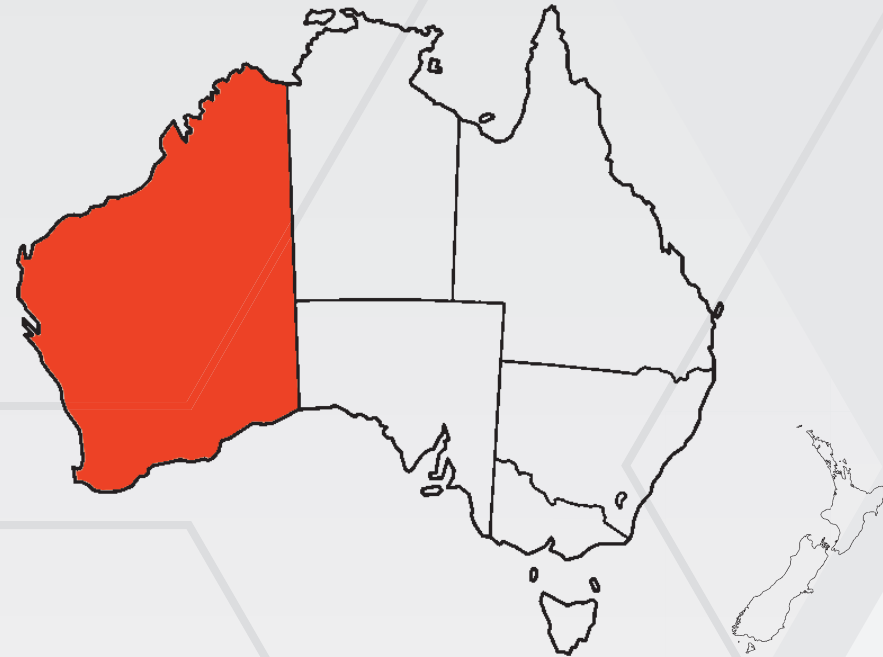
# Incite Fire Perth, Western Australia (WA)

## Incite Fire Perth WA provides:

- Accounts and Administration
- Warehouse
- Sales
- Training
- Manufacturing and Assembly

## Conveniently Located:

- 11.5km (16mins) from the Perth CBD
- 22.8km (21mins) from Perth International Airport
- 1km from Mitchell Freeway Route 2

19 Halley Road, BALCATTA WA 6021
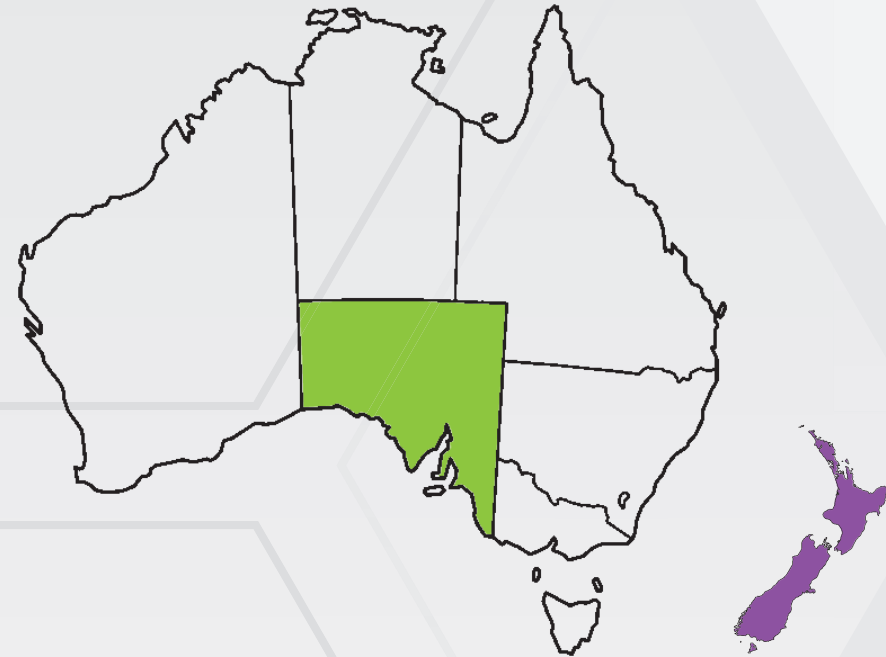Phone: 08 9349 2972
Email: saleswa@incitefire.com.au

# Incite Fire Adelaide, South Australia (SA) Distributor

## Incite Fire SA Distributor provides:

- Accounts and Administration
- Warehouse
- Sales
- Training
- Manufacturing and Assembly

Identifire Pty Ltd
HENLEY BEACH SOUTH, SA 5022
Phone: 0401 779 795
Email: sales@identifire.com.au

# Incite Fire Taupo,
# New Zealand (NZ) Distributor

TEKIN Industries
Unit 7, 1 Manuka St
Taupo 3338, NEW ZEALAND
Phone: +64 27 693 4512
Email: aaron@tekin.nz

# incite fire

## Sydney

Block Y1, 391 Park Road, REGENTS PARK NSW 2143
Mail: PO Box 508 GYMEA NSW 2227
Phone: 1300 INCITE (1300 462 483) | 02 9644 7144
Fax: 02 9644 7255
Email: Sales enquiries: sales@incitefire.com.au
Technical support: support@incitefire.com.au

## Melbourne

Address: Unit 120 - 45 Gilby Road, MT WAVERLEY VIC 3149
Phone: 03 9544 2211
Fax: 03 9544 2212
Email: salesvic@incitefire.com.au

## Brisbane

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Fax: 07 3252 4099
Email: salesqld@incitefire.com.au

## Perth

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