

## CASE STUDY:

# French retirement home stays open thanks to forward-thinking fire specialist



Customer:  
**CLF-SATREM**

Region:  
**France**

Project Name:  
**Residential home**

Product Solutions:  
**TYCO® Sprinklers and valves**

## Profile

Founded more than 20 years ago, CLF-SATREM now employs over 200 people. The company covers seven French regions and saw more than £32 million in turnover in 2015. CLF-SATREM provides the comprehensive installation and maintenance of fixed systems for automatic fire protection using sprinklers and RIA, as well as specialised systems such as water mist and special hazards

## Scope of Works

CLF-SATREM has enjoyed strong and steady growth since its inception, during which time the company has been involved in flagship projects such as the renovation of the Centre Georges Pompidou in Paris. However, the introduction of new regulations, combined with a more competitive global economy, is presenting challenges.

“Certification is a necessity. At the same time, we can feel the contraction of the global market and that puts pressure on us,” explained Pierre Breillout, General Manager, CLF-SATREM. “However, we have remained at the forefront of the market with increasing revenues because we plan every project in detail, limit potential risk, respond to customer needs and work with the best suppliers.”

When it comes to suppliers and partners, CLF-SATREM takes various criteria into account, most importantly cost and quality. Having used Tyco® products in numerous projects, CLF-SATREM is well aware of their unique qualities and how they help overcome the special demands of each and every project.

“We rely on a small group of handpicked partners to supply us with the best technology for the job in hand, enabling us to mix and match according to the job specifications,” added Mr. Breillout. “This enables us to be very flexible when responding to RFPs and maximises our chances of winning new business. It also means we can capitalise on the fast-growing residential market.”

“We don’t choose a product, we choose a partner and Tyco products have proven to be a very good partner. The product range is extensive and its impressive local presence provides solid support.”

Pierre Breillout  
General Manager, CLF-SATREM

# Residential, commercial and retail industries each provide their own unique challenges



**Tyco LF-II® Concealed Pendent Sprinkler**  
Decorative, fast-response sprinkler specifically designed for residential buildings; from houses to hotels

## Benefits at a Glance

- Extensive product range matched by solid local support
- Specialised systems, including water mist and hazard
- Products & services that help businesses stay ahead of the competition

## Profiled Project Solution

One example of such a project was a recently completed retirement home in South West France. However, before looking at that in more detail, it is illuminating to explore how the opportunity came about.

“The fire department of Agen wanted to examine the impact of a sprinkler system in a residential building with the intention that, when it came to safety ratings, sprinklers would be required for the top score,” said Mr. Breillout. “We approached them and offered free Tyco LFII Sprinklers and Tyco Blazemaster® Chlorinated Polyvinyl Chloride (CPVC) Pipe, which had been supplied by the manufacturer and with whom we have partnered for ten years.”

The final decision by the local Fire Brigade is expected shortly; in the meantime, it opened the door for CLF-SATREM to speak to a local retirement home. A faulty smoke extractor meant that, under French law, the public property was facing closure. However, replacing the extractor with a sprinkler system was deemed a sufficient compromise.

“It opened the door for us in the residential market, but the challenges are very different from commercial or retail. Firstly, you have inhabitants around 24/7, some of whom have difficulty with hearing or mobility. Secondly, the connecting pipe must be hidden to make it easier to clean and avoid dust,” commented Mr. Breillout. “Over the course of ten weeks, we deployed 240 Tyco LFII Sprinklers and Tyco Blazemaster CPVC Pipe in resident rooms, common areas and corridors.”

## Benefits

For CLF-SATREM, the primary benefit is the close partnership it has built with Tyco® products over the years. This will in turn open huge new markets for both companies.

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Pierre Breillout, General Manager, CLF-SATREM

When the local Fire Brigade makes its decision regarding the use of sprinkler systems in residential properties, it will have huge ramifications on the market.

“Currently, each retirement home must have detection, alerts, automatic door closing and smoke extraction in place. If even one is faulty, the property will be closed down. We are hoping that sprinklers will be added to that mix as an alternative to extraction,” concluded Mr. Breillout. “We believe that sprinklers are more reliable and cost-effective than smoke extractors and that this decision will create new opportunities for ourselves and the use of Tyco products.”

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Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. We are committed to helping our customers win and creating greater value for all of our stakeholders through strategic focus on our buildings and energy growth platforms.

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