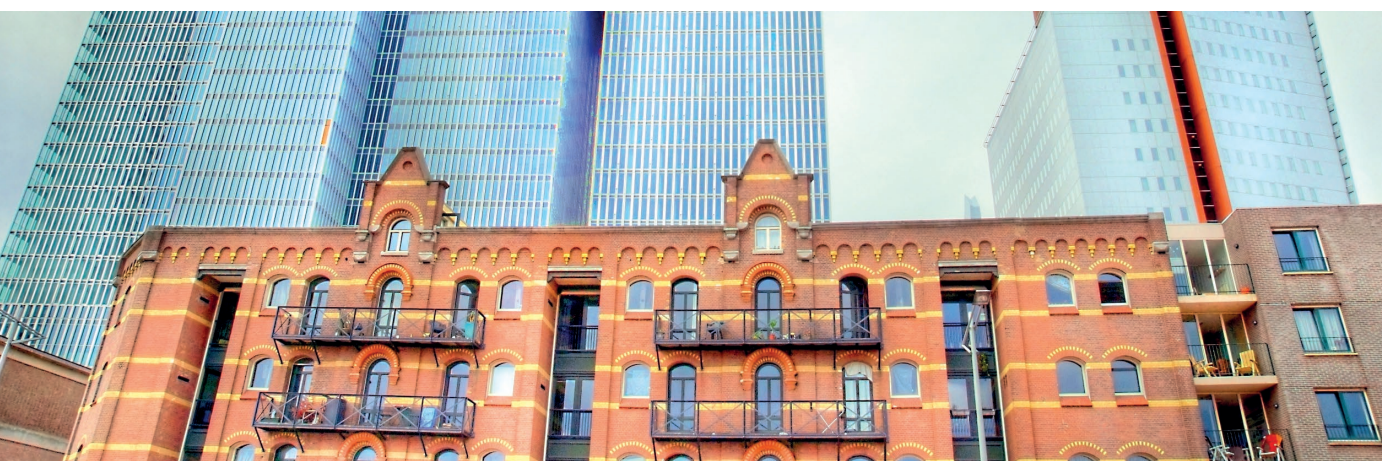


CASE STUDY:

Dutch fire specialist installs over 14,000 Tyco® sprinklers in landmark Dutch project



Customer:
De Groot

Region:
The Netherlands

Project Name:
De Rotterdam

Product Solutions:
TYCO® Sprinklers and valves

Profile

De Groot is a family-owned electrical, cooling and fire-safety systems company based in five cities in The Netherlands; Hengelo, Emmen, Elburg, Den Bosch and Ridderkerk. Founded in 1965, the business now employs more than 550 staff. Committed to creating, installing and maintaining mechanical, electrical and fire protection solutions to some of the biggest projects in the Netherlands, De Groot saw revenue rise to more than £61 million in 2016

Scope of works

When asked what best characterises the unique qualities of the company, Jeroen Beverdam, Manager, at De Groot, doesn't hesitate in his response: "We don't say 'no'. We're not arrogant, we're flexible, we'll find a solution. Clients respond to that."

The pitch is clearly effective. Remaining a family-owned business, Beverdam believes this gives the company an advantage; enabling the firm to operate slightly differently.

"We are not so money-focused as other organisations and are quicker to make decisions," said Beverdam. Such experience and agility has seen De Groot become involved in many large-scale projects, including the impressive De Rotterdam development – one of the largest fire-proofing projects in the Netherlands.

"We don't say no to customers and we don't like to turn down opportunities," said Beverdam. "We have a lot of experienced, talented people here and they enjoy stepping up to the challenge."

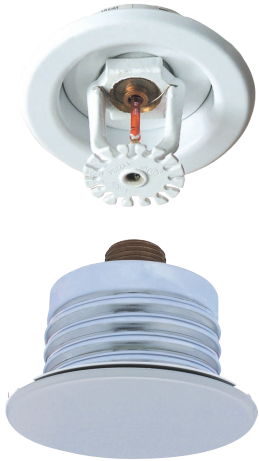
The De Rotterdam challenge was bigger than anything previously undertaken by De Groot. Consisting of 240 apartments covering 40 floors, the project involved installing approximately 14,000 individual sprinkler heads. Not only was there unreliable access to water on the site, but all piping needed to be embedded in concrete.

"There were a lot of headaches," said Beverdam. "But it's the kind of project where success wins you new business."

"We've since worked with Tyco on a variety of projects, from offices to distribution centres to freezer units. Tyco has a range of solutions for any job."

Jeroen Beverdam
Manager, De Groot

Tyco® products provide the confidence to seek out new challenges



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



Tyco® Extended Coverage Horizontal Sidewall Sprinkler
Ensures maximum reach & protection

Benefits at a Glance

- Complete fire solutions guaranteed to deliver
- Extensive range of products for any job
- Products and service that help businesses succeed

Profiled Project Solution

Having worked closely with Tyco products for many years, Beverdam says there was no hesitation for the company when it came to selecting the right fire system for the project.

"We needed a supplier that could deliver, that offered a complete solution and support on hand should we need it," he said.

For the De Rotterdam project, the company required a variety of solutions, including approximately 14,000 Tyco LFII Residential Sprinklers and Tyco Extended Coverage Sprinklers, as well as various control valves, check valves and flow switches. The project was massive, with a prefabricated floor being delivered to the site from De Groot's workshop every three days. In total 65km of pipework was used in the project.

"Tyco offers a complete programme. It has everything we need," said Beverdam. "We can rely on great support from Tyco, including extra help on engineering challenges when needed."

Benefits

The successful delivery of the De Rotterdam project has accelerated growth for De Groot. Beverdam says the company recently won a contract worth more than £5 million to refit the Royal Flora Holland Auction and the KPN Tower in Rotterdam – a 96.5-metre tall office building adjoining the De Rotterdam complex – as well as other similar-sized projects being in the pipeline. "Our business is growing and the size of the projects we're competing for is growing."

Such success is allowing De Groot to make further investments, with the company acquiring a welding robot for prefab pipe production, as well as further investment in 3D modelling software.

"Our aim is not just to win new business," concluded Beverdam, "but to have the quality to retain existing clients and create a work environment where employees want to stay and grow."

The extensive range is one of the many reasons companies continue to choose Tyco® products, with Beverdam pointing to the confidence his company in Tyco's® products when accepting new projects.

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Jeroen Beverdam, Manager, De Groot

TYCO® Products are part of Johnson Controls, a global diversified technology and multi industrial leader serving a wide range of customers in more than 150 countries. Our 117,000 employees create intelligent buildings, efficient energy solutions, integrated infrastructure and next generation transportation systems that work seamlessly together to deliver on the promise of smart cities and communities.

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.

For additional information, please visit www.johnsoncontrols.com or follow us @johnsoncontrols on Twitter.