

# Steinway & Sons

AFA Finds Security Solution for the Steinway & Sons New York Factory While Upgrading Fire Alarm System.



YOUR FIRE AND SECURITY SOLUTION



## CASE STUDY

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Steinway & Sons has been a producer of quality pianos for over 165 years. The business currently operates out of a large facility in Queens, NY consisting of four buildings with unique layouts. Each building houses a large quantity of valuable, specialized equipment that Steinway & Sons uses to produce their delicate musical instruments. When an emergency revealed a weakness in their existing fire safety system, Steinway & Sons called AFA to upgrade that system and help identify any other potential improvements. The parties also discovered the facility would reap clear security benefits from the addition of a video surveillance system.

## STEINWAY'S FIRE ALARM SYSTEM NEEDS

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AFA Protective Systems, Inc. ("AFA") had monitored the sprinkler alarm at the Steinway & Sons manufacturing facility for decades. Since Steinway's facility had been grandfathered of needing a fire alarm fully compliant with the current New York City Fire code, there were no smoke alarms for early fire alarm detection. After a fire started in their facility, Steinway called AFA to proactively address their need for an upgraded fire alarm system.

The Steinway & Sons facility presented many unique challenges ranging from irregularly shaped spaces to the abundance of large machinery. AFA began to determine the extent of upgrades needed, most notably what size fire alarm system was needed and how to provide appropriate coverage for the facility's unique configuration.

## FINE TUNING A SOLUTION FOR STEINWAY'S FACILITY

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After assessing the fire safety requirements for Steinway & Sons and its four building office and manufacturing plant, AFA recommended installing a Notifier 3030 Panel in each building to address all fire safety concerns. These would also enable the addition of highly sensitive heat and smoke detection devices to detect trouble at the earliest moment. While each 3030 panel would be custom designed to cover the different and unique size of each Steinway building, they would also be able to operate in unison because of the panels' network capabilities.

AFA provided turn-key service for Steinway's upgraded fire alarm system in order to meet the needs of the facility. The AFA team custom designed and engineered the system to ensure the facilities unique needs were met. AFA took all completed documents and drawings with in house expeditors to obtain permits and gain approval from the local AHJs. AFA executed the final connections, programming and final test-in-place to ensure system functionality. Finally, AFA identified and coordinated all requirements for a letter of completion to close the installation process.

During the fire alarm installation process, a need for both interior and exterior security cameras also became apparent. AFA was able to consult with Steinway to recommend a security solution that would fit their needs. AFA recommended the installation of 360-degree cameras capable of overcoming the logistical challenges presented by the unusual space of the facility. Steinway implemented this solution throughout the factory. Bill Rigos, Director of Facilities and Equipment for Steinway observed: "The nice thing about having a camera system in place is we can see the facility even when we're not there. We know what's going on at all times. It provides us with visibility and peace of mind."

## PLAYING THE RIGHT KEYS FOR STEINWAY

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Due to the relationship between AFA and Steinway & Sons, a new state of the art fire alarm system was quickly installed. During that process, AFA was also able to identify a need and solution to address security risks. The project provides Steinway & Sons with full fire protection, as well as a security system that will prevent intrusion. Mr. Rigos summed up the entire process stating: "AFA was extremely thorough with their assessment of our building. We worked with them as if they were part of our team. They were able to make it happen. AFA made the process easy. They did everything." AFA continues to provide Fire Alarm Monitoring services and is responsible for the Inspection and Maintenance to Steinway's newly installed fire alarm system. Steinway & Sons feels confident the fire and security solutions will have a great impact on the safety and security of the facility.