



# Celebrating progress

### Hoyles Electronic Developments is celebrating 45 years in the security, fire and safety industry

When former fireman Jack Hoyle started a fire extinguisher company from a garage little could he know that almost half a century later the firm would have flourished into a global operation.

From humble beginnings, Hoyles Electronic Developments has grown to become a leading manufacturer of niche market fire, safety and security products. Counting several blue chip companies amongst its clients including ADI Global, Chubb, ADT and Niscayah.

Established in 1965, the company was later taken over by Jack's sons Neil and David. Although now in semi retirement David is still the managing director and runs the firm with his daughter Lindsay Mellors and nephew Stephen Hoyle. Seventeen staff are employed at the company's 6500 sq ft, purpose built factory in the North West of England, strategically positioned close to motorway networks and airports.

"Hoyles is very much a family concern and we pride ourselves on our family values and strong customer relationships. We are happy to boast about the fact that all of our specialised products are still manufactured here in the UK," said Lindsay, company director.

Around 15% of its business is exported, mainly to countries in the EC and the Middle East and Lindsay explained how the company hopes to boost its export sales with the recent appointment of UK and export sales manager Dermot Williams.

"Dermot brings a wealth of experience with him and we are confident that this will really help to strengthen our position in Europe and beyond. He is joining a fantastic team of people, most of whom have more than 20 years experience with Hoyles. Our longest-serving employee has been with us for over 30 years."

She added: "We are delighted with our growth and progress of over the last five years, especially during these challenging economic times. I feel sure that our grandfather Jack Hoyle would be very proud, particularly as the company is now being run by third generation members of the Hoyle family."

## Control in Kenya



Electronic Card Services Ltd of Nairobi Kenya has taken delivery of thirteen door interlock controllers and ancillary components from Hoyles Electronic Developments. ECS's main business is the printing of plastic cards for ATMs, store cards, and access control cards etc. The interlocks are essential to control the movement of staff and finished goods within the business. Almost half of the 30+ doors are controlled by three- and four door interlocks.

The interlocks will create the higher level of security needed to enable ECS to become certified by more financial

institutions in order to expand their ATM card business.

Hoyles has built an enviable reputation in the design and manufacture of interlocks for hundreds of secure installations such as clean rooms, computer rooms, cash in transit depots and secure ATM lobbies.

Standard product caters for fire alarm release inputs, breach signalling, emergency release, door open too long warnings, maintenance over-ride facilities and status indicators. The interlock systems use microcontrollers with software written in house. The company can achieve virtually any type of interlocking required by clients with standard and some custom software changes.

**More information is available at [www.hoyles.com](http://www.hoyles.com) or by contacting Hoyles Electronic Developments Ltd on +44 (0)1744 886600.**

