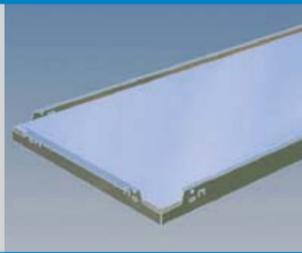




**China Shipping**  
New four storey office building features SAS chilled ceilings and beams  
**Back Cover**



**Porsche Supercup Update**  
Team SAS reports from Istanbul, Monza and Spa  
**Page 10**



**SAS Feature**  
Inventor: SAS develop an Automated drawing system  
**Page 7**



# INSIDER

Metal Ceilings • Partitioning • Room Comfort • Architectural Metalwork

December 2007 Issue 5

## SAS International Acquires Avanti Systems



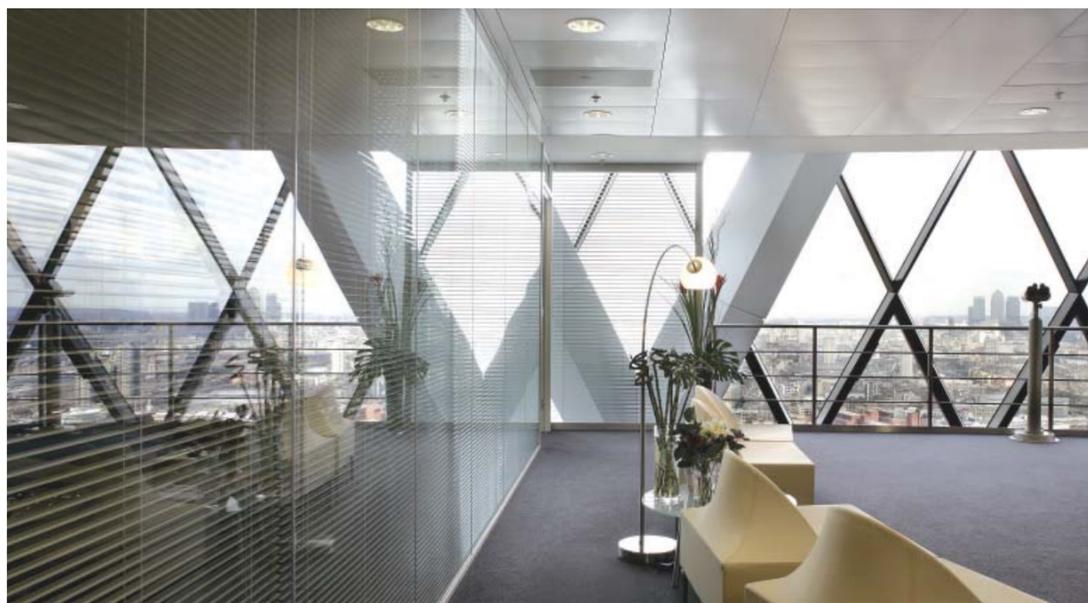
On the 2nd of October 2007 SAS International acquired the business of Avanti Systems from the Linkspan Group.

Established in 1996, Avanti Systems – is a leading independently owned organisation specialising in the design, development, manufacture and distribution of relocatable partitioning systems together with a related product and services including:

Operable and storage walls, Ceilings, Joinery and doors, Architectural glass and glazing, Drylining products.

With an extensive range of partitioning systems, many of which are capable of meeting requirements for up to 60 minute fire resistance and high sound attenuation, virtually every requirement for relocatable partitions can be satisfied.

The company, which is ISO9001 registered, is a contributor to the RIBA CPD Providers Network. Avanti systems are installed on both a national and international basis by specialist partitioning and interior contractors and the Company works closely with both specifiers and



30 St Mary Axe: the Avanti system is on a floor of serviced offices Operated by Abbey Offices

installing contractors to develop specific solutions to suit particular applications. Avanti have centres in Burgess Hill (near Brighton), Oxted Surrey, Bristol and Leeds. We welcome the management and staff of Avanti (approx 100 people) to the SAS Group.

For more information about Avanti Systems please see page 6.

## Apollo Park Extension

Apollo Park extension is still running to schedule as is the purchasing of the new plant and equipment in accordance with the new factory layout.

As can be seen from the photos the roof is complete and the wall cladding has started with the aim that the building should be water tight before Christmas with the floor slab being poured in the New Year. So far only one day has been lost to bad weather. Completion is still expected for the end of February 2008 with machinery being moved in by March.



Apollo Park Phase 2 is on schedule

## Maybole attain ISO 14001

In September SAS Maybole were accredited ISO 14001 by BSI.

Over the twelve months during one of our busiest periods all factories have been working towards either the maintenance or first time accreditation of ISO 9001 and 14001. These two core Internationally recognised standards have now been attained across all SAS factories in accordance with the SAS ISO roll out.

ISO 18001 Health & Safety is the final ISO accreditation on the SAS roll out list

## SAS Apollo Park gain FSC Accreditation



Back in issue three of the Insider, FSC approval was another goal for SAS Apollo Park to prove the importance of environmental issues while answering the demands of an environmentally aware market.

FSC (Forest Stewardship Council) is a way of ensuring that the timbers we use are obtained from renewable sources. The FSC trademark internationally recognises organisations that support the growth of responsible forest management. During October 2007 we gained FSC approval and can now offer a range of CPL door blanks and veneer wrapped mouldings with full chain of custody FSC certification. (Registration Number: TT-COC-002485)

Work on FSC certification started at the beginning of April, having a good knowledge of quality systems and how to implement standards helped a great deal as most of the FSC standard could be built into our current ISO management systems.

A main measurement is traceability from Supplier Purchase to Customer Invoice. A comprehensive programme was put in place which paid off as the certification was awarded after the first attempt.

So what's next? At present we have CPL door blanks and veneer wrapped mouldings within our FSC scope. However, during the first quarter of 2008 we hope to add all vision panelled doors and eventually ensure all our SAS wood products are completely FSC certified.

For the previous article on FSC Certification please see Insider Issue 3, page 6.

## Every quarter a representative from an area of the SAS Group reports on Company activities, any important news and what to look out for in the forthcoming quarter.

2007 has flown by for me as I'm sure it has for you. The entire company has been juggling a myriad of different projects this year. It's only when you look back through the four 2007 issues of the SAS Insider do you realise what has been achieved.

The ISO accreditations have all been attained across the factories; FSC at Apollo Park (only 18001 to go). Avanti Systems and SAS Modular Solutions have joined the SAS Group. Syteline and Inventor developments have been worked on and tested throughout 2007 to go live in 2008.

We have established an SAS office in Dublin. Project Management is developing with large room comfort projects on-line for next year. Bridgend has expanded and moved in to new facilities, Apollo Park has completed its factory and are on course to finish an extension within 12 months.

We won a carbon saving award for our chilled ceilings, exhibited at our first exhibition in Barcelona, launched three new brochures, 42 case studies and the HCP website.

**Andrew Jackson**

Readers of this section will probably sense a feeling of *deja vous* with what I am about to write, but once again the past quarter has been incredibly busy with all sectors still providing vast opportunity.

Opportunities in the comfort cooling division are plentiful and recent orders for Hills Place, Kings College London and Grey Friars Bristol will further enhance our profile in the mechanical sector.

Retail this year has been quite remarkable, we will end the year on an all time high, in terms of revenues. The opening of a number of new John Lewis stores during the year has helped growth. However, there are many opportunities on the horizon from new SAS clients, including, MFI, Peacocks and House of Fraser. When doing your Christmas shopping this year, please keep your eyes peeled for new opportunities on the high street!

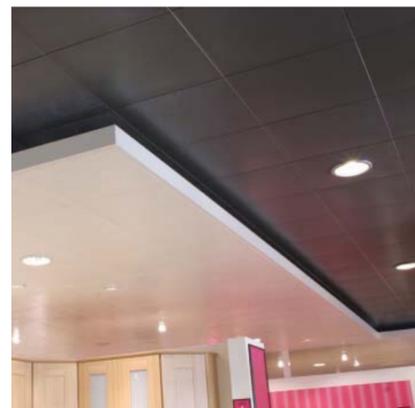
CPD's have been presented to over 170 people in nine months and we have received countless visitors to our factories.

These are just the projects that run alongside the production of 40,000sqm of ceiling product a week, architectural metalwork, partitioning and doors, trench perimeter and radiant heating, samples and mock ups.

This year has been the first complete year of the SAS Insider. Hopefully you have found it interesting and informative. I would like to thank everyone involved in its production, from contributors to printers, as it gets better each time. If you have any comments regarding the publication/content please let me know. We want it to reflect SAS and all divisions and for that we need your help.

Merry Christmas and have a fantastic 2008.

Moving into 2008 we are looking forward to another busy year, hunting down new business and increasing our market share, particularly in sectors and products not strongly associated with the core SAS business.



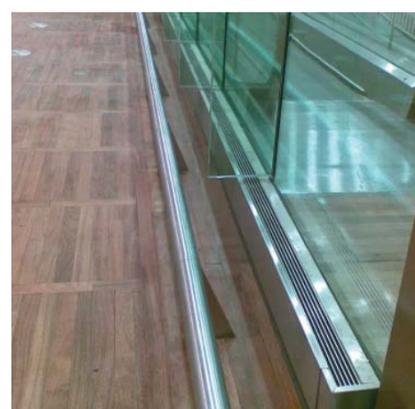
MFI Dartford

**Phil Smith**

The last quarter has not been easy, covering ground on multiple sites all needing materials and site labour simultaneously. This has taken some very careful planning and patience.

St Pancras Station finished on time within 1 day of its deadline, with other larger schemes soon to be complete such as Freston Road, Leigh Academy, Runnymede Civic Offices, and Riverside House.

HCP have processed a real mixed bag of projects and products this quarter diversifying between trench, perimeter, fan coil casing, and radiant heating. Radiant heating continues to play a strong part in its business and I sense a real buzz in the air for its future.



St Pancras Station

**Robin Dixon**

SAS Maybole continues to experience high demand for products and over the past few months have successfully completed the work for major projects such as St Pancras Station (Kings Cross) and Science & Technology Centre (Doha).

Due to the critical nature of both projects a number of factory visits were undertaken by the client and project team to see how the works were progressing. The new automated bending centre, delivered in August is fully operational and assisting greatly in

Project Management has spent a considerable amount of R&D time over the past year developing active and passive ISMs in conjunction with Krantz UK and Krantz Germany. We are finally starting to break into this market in competition with other manufacturers.

A number of bespoke ISM projects have been tendered in recent months and we will complete several projects in London by mid 2008 including Kings College in The Strand; 10 Hills Place in W1; and the London School of Hygiene and Tropical Medicine in Gower Street.

The final quarter of the year sees the completion of the two and a half year refurbishment of the European Bank for Reconstruction and Development Headquarters in Bishopsgate.

Upgrading 28,500 square metres of office ceilings is a huge undertaking. We have also been involved in some very specialist architectural metalwork projects nationwide.

Projects include the soffit linings for The Maggie's Centre in Hammersmith; daylight reflectors and soffit linings for the Charlestown Shopping Centre in Finglas,

Bridgend achieved record output levels during Quarter 4, with production exceeding 40000m<sup>2</sup> per week, a 30% up lift on last year.

The introduction of two new automatic bending centres together with changes to shift patterns has helped achieve these increases.

Upwards of 30 % of the shopfloor workforce now work 24/7, it has also been necessary to ask senior managers to join in the new shift regime – they have not made up their minds if they like yet!

During the last quarter workcentres involved in wooden crate manufacturing, cardboard carton manufacture and the processing of plasterboard on our new auto board line were moved across the road to the new Block 2 reported on in the last Insider.

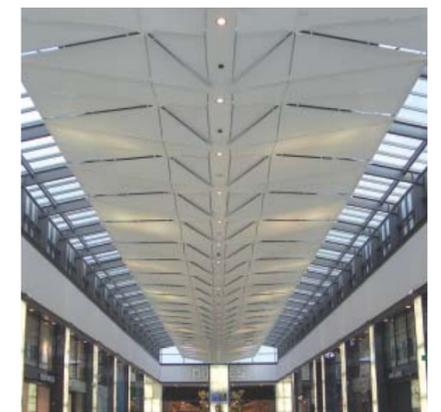
These activities join the chilled and radiant tile department meaning the new unit is now up and running.

our weekly sales targets as are the two new AMADA turret punches.

During September we also attained our accreditation for ISO14001 in line with the SAS International ISO rollout.

At present discussions are still on-going with the local authority with regards to land purchase to enable us to consider potential expansion plans for 2008/2009.

**John Gemmell**



Charleston Shopping Centre, Dublin

Dublin, and the unique wave ceiling which you can physically walk through when gambling at the London International Casino in Springfield Quay, Glasgow.

During this busy period SAS Project Management welcomed Ron Churn to their design department and were joined by trainee project manager Charlie Gale.

**David Bland**

Space created in Block 1 is being utilized not just for new machines but also to enable more organised and controlled raw material kitting areas. This is in accordance with the onset of Syteline shop floor systems.

Further machinery and new process developments will take place over Christmas in Block 2 enabling revenue levels on new products to contribute directly to what is already a record revenue year.

The advent of the implementation of our new Syteline computer system will force a tremendous change in the way we plan, administer and operate the factories. All personnel are working hard at being ready to go live in 2008.

On a lighter note I wanted to say thank you to all the staff in Bridgend who contributed sponsorship money for a marathon bike ride completed by my wife and I in October.

We raised £ 500 for a local hospice. I won't mention who out the two of us finished first!

**John James**

# Architects for Aid



Since A4A started 21 months ago we have deployed 46 built environment experts into the field for a total of 274 weeks of work. This equates to £1,000,000 of expertise and value added at a conservative estimate (RIBA minimum rate used). A4A is still growing rapidly as we continue to experience huge demand for our work, further proving our abilities and credentials. Here's a snapshot of some of the projects that the support from SAS enable us to do.

**Thailand.** Whispering Seed, a sustainable living and learning charity working with abandoned children and vulnerable families in a refugee area along the Thai-Burmese border, approached A4A for assistance to replace an 80m bridge which was washed away by floods in 2005. The bridge connects the village of Wikhadi to Whispering Seed's farmland where the villagers receive education, assistance and training, and also allows for supplies to be delivered to the farmland. On a budget of just £5,000, the bridge must hold the load of a small scooter plus pedestrians.

Once an initial feasibility study concluded that bamboo was the most sustainable and cost-effective material, A4A organised a 2



Fire at LCCU

day training event with some of the UK's leading experts on bamboo to gain some valuable bamboo experience prior to completion of the project. As well as the experts, the CPD accredited workshop included 40 attendees from various disciplines in the built environment. The event provided participants with hands-on experience of bamboo and composite joints. Throughout the weekend, participants learned, built and tested bridge spans with 3 different joining techniques. The workshop provided answers used in the ultimate design of the bridge which is under construction now!

**Lesotho Child Counselling Unit (LCCU).** In the June edition of the Insider we reported on work at the LCCU, which plays an important part in the community, caring and protecting children which have been maltreated or abused. An urgent necessity to complete the project was highlighted as their current home had burnt down.

Tragically on Tuesday 13 th November 2007 a fire broke out in the LCCU just two weeks from completion; this is a terrible tragedy for the 30 children who were to



CPD bamboo workshop

be cared for in this new home. The fire was accidentally caused and fortunately, no one was injured. However the fire had consumed most of the kitchen area. In less than five minutes the fire had reached the ridge and in less than thirty minutes the fire had spread across half the roof.

A4A has worked very hard on this project with partner NGO Sentebale. We are going to continue with this project and restore any damage that has occurred due to the fire. A4A is now desperately trying to raise funds to restore the LCCU before Christmas. We estimate that replacing and fireproofing the new roof may cost £10,000 in labour and materials.

A4A is only able to continue our work through the continued generous support of corporate sponsors like SAS International, as we strive to provide sustainable shelter all over the world.

**Lisa Dayanandan**

Office Manager, Architects for Aid

[www.architectsforaid.org](http://www.architectsforaid.org)

## New Name & identity for CCA



The Chilled Ceiling Association (CCA) has changed its name to the Chilled Ceiling and Beam Association (CBCA).

The association took the decision to change its name to the CBCA because of the increasing importance of chilled beams in the market place.

SAS has been a member of the trade association, which is part of Heating, Ventilation and Air Conditioning manufacturers Association (HEVAC), since its inauguration in 1996.

This association is made up of both manufacturers and installers of chilled ceiling and beam systems and acts as an independent voice for the industry. The CBCA is currently in talks with the Building Services Research and Information Association (BSRIA) about the joint publication of a practical guide.

A recent report from BSRIA stated the market for chilled ceilings and beams grew by 33% in 2006 with an increase of 40% expected this year. BSRIA also predict the value of the will rise in 2008 and 2009.

## Construction & Property Football Tournament



Top L-R: Abdul Hanid, Chris Ellingham, Mark Williams and Richard Bland Bottom L-R: Edward Fagan, Perry Lewington, Peter Taylor and Ash Vaughan

An SAS Reading football team entered the annual Construction & Property Football Tournament held in October at the Beckham Academy in South East London.

The tournament consisted of 20 teams including SAS customers MPG, QS's Gleeds and developer Canary Wharf. SAS got off to a flying start by beating Building Magazine 2-0. Good hands by goalkeeper Mark Williams saw the team keep a clean sheet. Next in the group stages were Gleeds who were beaten 3-0. A creative combination between Peter Taylor and Perry Lewington finished off the QS's. SAS eventually topped the group table and went onto the quarter finals. Richard Bland's firepower kept the opposition on the backfoot. Heroic defending by Ashley Vaughn and Chris Ellingham who also chipped in with a screamer snuffed out the opponents. Unfortunately after a good start veteran Abdul Hanid had to retire from the tournament with a snapped achilles tendon!

The quarter final was against main contractor Connaught Mason who scored first. The SAS team rallied and went on to win 3-1 capping the game of with a well worked set-piece between Ed Fagan and Richard Bland. SAS was eventually knocked out of the competition by Leadbitter Construction who went on to win the tournament. SAS finished third in the competition and are looking forward to getting involved in the tournament next year.

## Baskerville House wins BCO Award



The refurbishment of Baskerville house in Birmingham has been recognised by the British Council of Offices (BCO), with a regional award in the 'Refurbished/Recycled Workplace' category.

SAS supplied a chilled ceiling and passive beam system and HCP provided the trench heating for this project.

Baskerville House, original built in the 1930s, won its award because 'it substantially overcome many challenges and provides an exceptional quality of accommodation both within the work areas and the facilities.'

The BCO went on to say 'the choice of a mixed-mode ventilation system, including chilled beam and chilled ceilings coupled with displacement ventilation, led to a very good BREEAM rating and high levels of air distribution'.

The overall conclusion of the regional judges was that 'Baskerville House has been a very fine achievement and an excellent example of how refurbishment can add enormous value to a building and its setting. For more detail see the SAS case study on page 5.

## Team SAS End of Season Party raises over £3000



On the 29th September Team SAS held an end of season party for the construction professionals invited to the 2007 Porsche Supercup season.

Mercedes Benz World at Brooklands in Surrey was the perfect backdrop for the party providing the opportunity for all to see the new Mercedes facility. Entertainment was provided by band "Pot Luck".

The guests were invited to purchase raffle tickets for a chance to win a F1/Porsche Weekend in Europe, a Palmer driving experience, Marc Hynes' helmet and race suit and selected Porsche goodies.

In total over £3000 was raised for the nominated charities Architects for Aid and Heads Up. Thank you to all that attended.

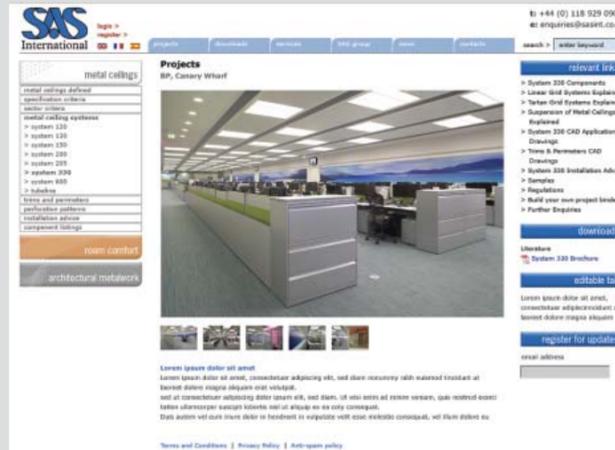
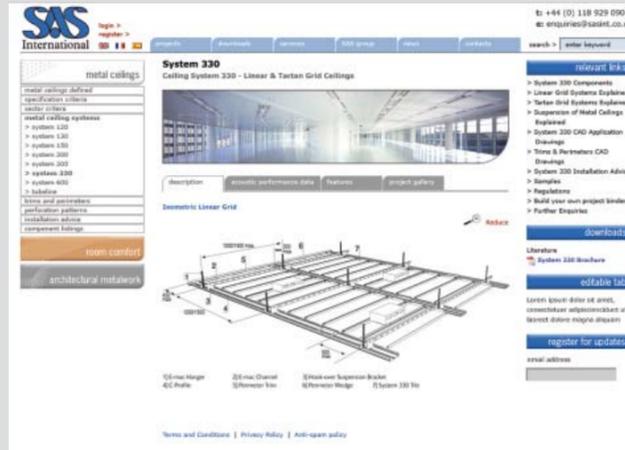
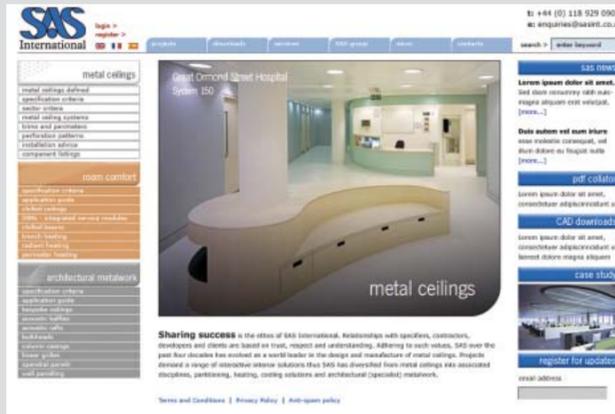
Some of the money raised will enable an architect/engineer to work for two months managing house building post earthquake in Pakistan.

# New SAS Website in development

In the last issue of the Insider we announced that the new SAS website is currently in development.

Launching in 2008; the SAS website will have a totally different identity to the existing one. We are able to bring you a sneak preview of the designs and layout of some of the pages. Better design means more emphasis on pictures of SAS products in application and also better useability.

Full details will be in the next issue of the Insider but if you have any questions please do not hesitate to contact a member of the marketing team.



# Insider Feedback

In Issue 4, Page 3 the article 'Construction Touch Rugby Tournament' contained a list of names associated with the picture. Mark Glead it is in fact Mark Williams.

A big thank you to the people that have contributed to the SAS Insider this year.

In every issue we try and ensure the entire group, including every facility, is represented fairly and accurately. If you as a reader or contributor to the Insider feel that you have a story or picture to contribute please send it to Andrea Nightingale, Marketing department, Reading.

# 15 RIBA CPD's to 170 people

Following the accreditation of new RIBA CPD's, reported in March and June issues of the Insider the marketing department have been busy presenting CPD's across the country.

Since March a total of 15 CPD's have been presented to 170 construction professionals. The most popular CPD's have been highlighting our energy efficient chilled ceilings and ISMs. By presenting these seminars to architects and mechanical and electrical engineers we are able to give an insight to various products whilst promoting SAS within the industry.

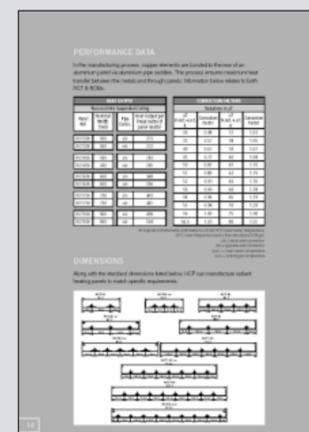
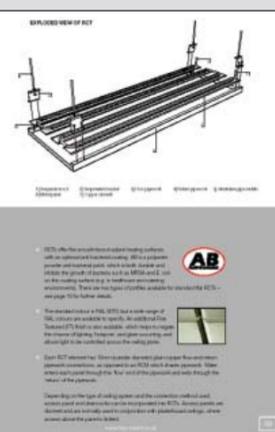
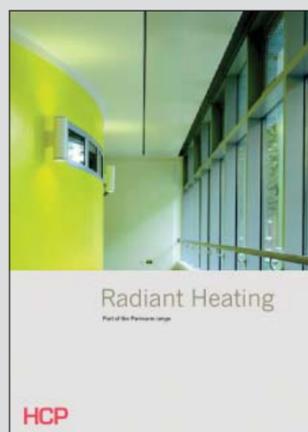
If you know of anyone who requires a CPD seminar, please contact a member of the marketing team.



# New HCP Radiant Heating Brochure

HCP have launched a new radiant heating brochure just in time for 2008. Radiant heating panels are emerging as a popular heating solution in the education, healthcare, commercial office and transport sectors.

The 16 page brochure explains how the technology works and how it differs from traditional convection heating. It features new photography, rendered images, line drawings and technical performance detail exactly what both architects, M&E consultants, and contractors are looking for. You can download a copy of the brochure from [www.hcp-sasint.co.uk](http://www.hcp-sasint.co.uk)



# 2007 Case Studies

2007 has been a busy year in terms of case studies, with over 40 projects completed. The case studies have proven very popular both internally and externally due to high quality images and technical details. If you require copies of the case studies, please contact a member of the marketing team. Here is a list of all case studies by product group.



- Metal Ceilings**
- Royal Alexandra Children's Hospital
  - Arsenal, Emirates Stadium
  - Ashburton Learning Village Project
  - Chesham House, Regent Street
  - City Academy
  - DLR, London City Airport
  - Ikea Edmonton
  - LUL Wembley Park
  - Mini Showrooms
  - SAS FT
  - Gala Casino
  - Cardinal Place
  - Skyways House

- System 600**
- Edinburgh Airport
  - Marlowe Academy, Ramsgate
  - Norfolk House
  - Peninsular Medical School
  - Tiverton Library
  - Grace Academy
  - Hadley Community College
  - Kalidoscope, Lewisham

- Room Comfort**
- Merton College
  - Northleigh House
  - 75 St Stephen's Green
  - China Shipping
  - Scottish Gas (Centrica)
  - Vodafone
- HCP**
- CAA Tower
  - Kalidoscope, Lewisham
  - Marks & Spencer Paddington
  - Scottish Gas (Centrica)
  - BBC White City
  - Basildon Hospital
  - BBC Scotland

- Architectural Metalwork**
- Edinburgh Air Traffic Control Tower
  - Riverside One
  - Priory House
  - BBC Scotland

# Baskerville House

## Birmingham

Birmingham's recently completed £30 million Baskerville House refurbishment scheme included a chilled ceiling and beam system from SAS International and perimeter trench heating from HCP.

Selected due to their energy efficient credentials and flexibility in terms floor layout, SAS chilled ceilings and beams and HCP trench heating helped Baskerville House achieved a BREEAM 'Very Good' rating. This is a significant achievement for a refurbishment, as opposed to a new-build, project.

This sensitive refurbishment has transformed one of Birmingham's Grade II listed landmark buildings into 18,371 sq m (197,748 sq ft) of prime, Grade A office space. It is one of the largest speculative developments of its size anywhere in the country and combines the elegant exterior of a period property with a contemporary and environmentally friendly interior.



Interior of glazed extension



Bulkhead detail



Perforated ceiling tiles with passive chilled beams

Working closely with Hoare Lee, the M&E consultants, in the design and specification of the cooling solution, chilled ceilings and beams were specified throughout five of the refurbished floors. One of the obstacles that had to be overcome was the low floor to ceiling height. Chilled ceilings were an ideal solution because of their shallow depth and low ceiling void requirement. The passive chilled beams are used at the perimeter of the building to offset additional solar gain.

The HCP trench heating runs along the whole perimeter of Baskerville House, on all five of the refurbished original floors and on the two floor extension, designed in contemporary steel and glass with full height glazing.

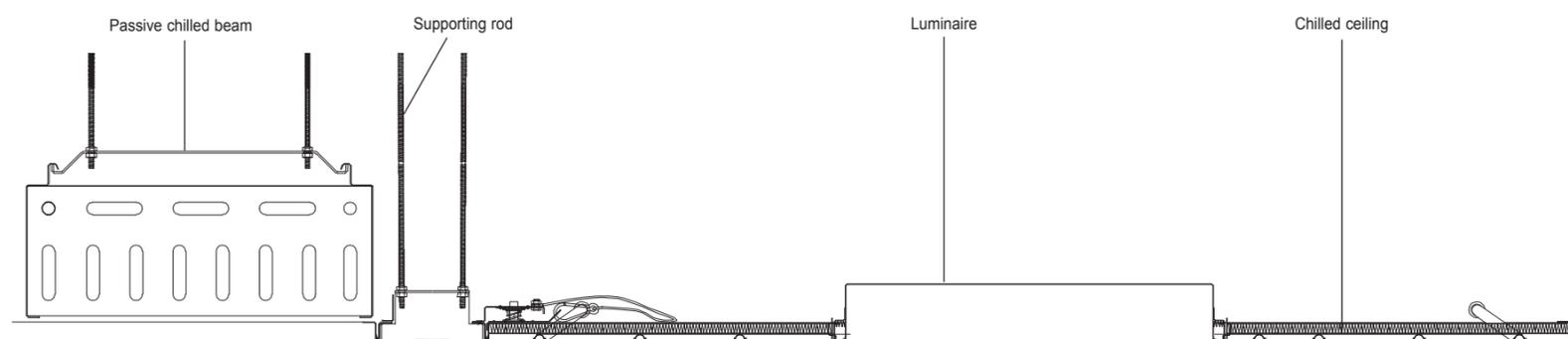
A typical trench heating system contains one seventh of the water used in a traditional radiator system, which results in a reduction in the energy required to heat the water and in rapid warm up times. It also offers less resistance to the water flowing through the system, resulting in a reduction in the energy required for pumping.

The project has received international recognition at MIPIM 07, recently won "Office Development for the Year" at the inaugural Midlands Property Awards and a British Council for Offices "Refurbished/Recycled Workplace award" (see page 3 for further details).

**John Staunton**

### Facts

- Baskerville House is one of Birmingham's most prominent landmark buildings located in the heart of the city
- This refurbishment has transformed a Grade II listed landmark buildings into 18,371 sq m (197,748 sq ft) of prime, Grade A office space.
- The former civic centre overlooking Centenary Square had lain vacant for several years before its acquisition by Targetfollow
- There are eight floors in total; a lower ground floor, 5 further refurbished floors and a new two floor extension, designed in contemporary steel and glass with full height glazing
- Won BCO award for Refurbished/Recycled Workplace award



# Introducing Avanti Partitioning Systems

In October SAS acquired Avanti systems, established 10 years ago they have a proactive profile in the interior industry. Jerry Phillips gives a quick overview of who Avanti are and what they do.

Avanti Partitioning Products Ltd, better known as Avanti Systems, was established by the Linkspan Group in the mid nineteen nineties to design, manufacture and distribute relocatable partitioning systems to partitioning and interior contractors. These included Linkspan's own 'in-house' partitioning contractors, Planet and Neslo.

Since that time, Avanti has grown very considerably and now has a turnover of some £15 million. Although Planet and Neslo are still major customers, the company's systems are sold to numerous partitioning contractors throughout the UK, Irish Republic and in a number of overseas markets; in particular the Middle East.

In January 2004, the company acquired Epsilon Partitions, another manufacturer and distributor of partitioning systems located in Oxted, Surrey. Oxted is now the distribution base for the 'Linkline Express' operation established earlier in 2007. This was set up to provide partitioning contractors in Southern and South East England with a 'next day' delivery service for the Fireshield and Matrix partitioning systems.

The Avanti product range is comprehensive and includes not just partitioning systems but operable walls, storage walls, toilet cubicles, washroom units and ceiling tiles.

Among the partitioning systems is 'Solare' a frameless glazed system and which won a Millennium Design Award from the Design Council.

in addition to supplying the special components and the glass, Avanti provides a glazing service through its Spaceglaze Division which operates from the company's Burgess Hill HQ and branches in Bristol and Bradford.

Complementary to the Solare system are sliding glass doors and double glazed flush doors – the latter being manufactured at the company's Oxted facility.

If you require more information on either Avanti systems or their products please contact the SAS marketing department.



Operable Wall in is in Fulston Manor School, Sittingbourne



Mercedes Car Showroom



Chelsea Football Club's new training facility Cobham, Surrey



London Academy, Edgware, Foster + Partners

## Avanti Golf Day July 2007

Over the last three years, Avanti has raised £50,000 for Action Medical Research, a charity based in Horsham, Sussex. Money raised went to fund a special research project at the Hammersmith Hospital.

Supported by the company's suppliers, an annual pro/am golf day has been held each year at the East Sussex National Golf Course. Twenty five teams of four each including a professional from the Ladies European Tour play 18 holes. This is followed by a dinner in the evening with a raffle and a silent auction.



East Sussex National Golf Club near Uckfield, East Sussex



Pro's from the Ladies European Tour

# Inventor: Automated Drawing System

SAS International is currently in the midst of huge change. The expansion of the factories and development of a new company wide computer system "Syteline" would seem enough as SAS has experienced a busy 2007.

However, a small team of people from across the company have been developing an Automated Drawing System for over a year in conjunction with Bridgend based company Envisage.

The focus of the initial system development has been across the SAS Design & Technical Department and all the SAS factories.

This new automated drawing system works by using pre-defined 3D/2D CAD Template folders of each system tile variant. Automated drawings are produced by configuring a generic input sheet and running Inventor automatically via an additional program, supplied by Envisage.

All output drawings/files (including all relevant factory drawings/files) are created and placed in their relevant folders automatically. The whole process usually takes a matter of minutes.

The Automated System has helped eliminate drawing duplication between SAS sites (currently only on a limited range of System 330 products).

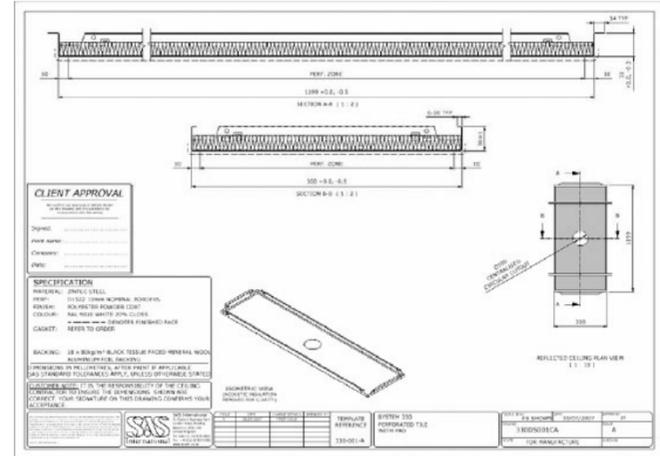
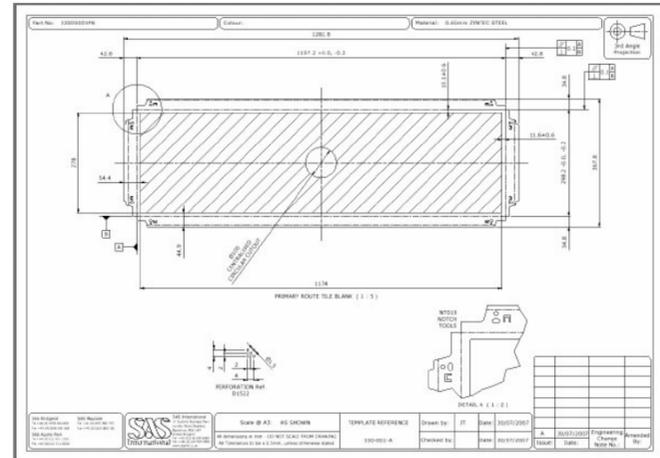
The Inventor CAD software has also proved beneficial for other manually modelled/drawn bespoke items such as bulkheads and triangular tiles.

Inventor has proved a useful addition to other departments within SAS International, such as Factory Engineering Planning and Project Management.

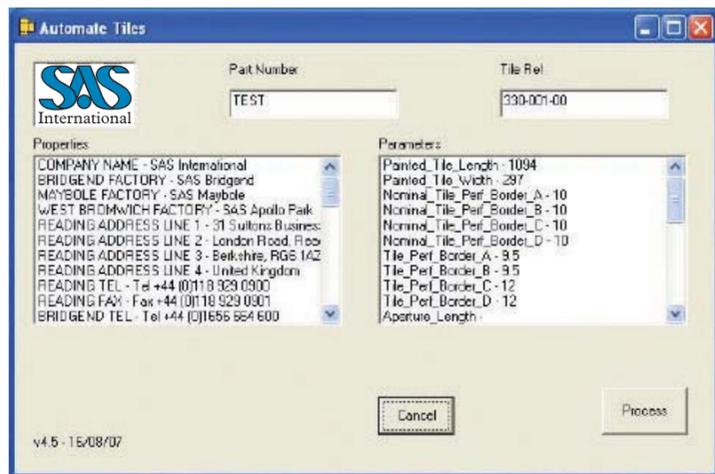
The system has already been used, on limited basis, with live orders and has proven hugely beneficial across SAS sites. Current development will expand the use of these template folders to more SAS Systems/products.

Other SAS manufacturing sites and departments will have more involvement with the project in the future.

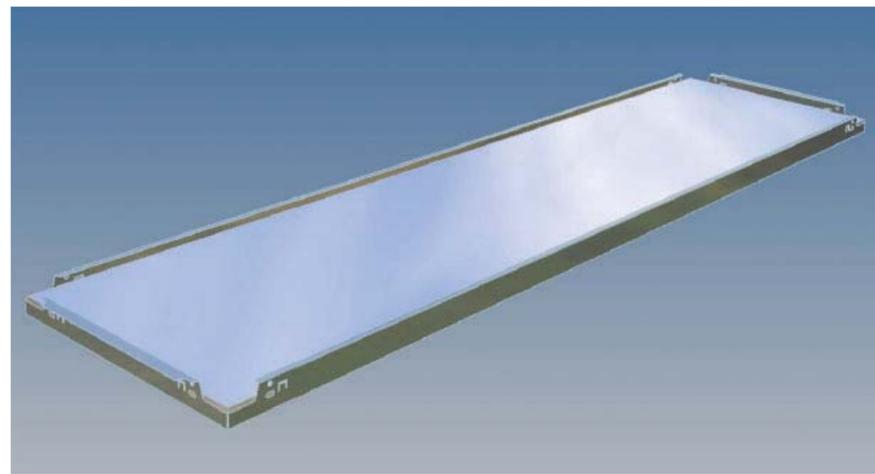
It is hoped that the system will continue to be developed. There is also an option that it could be integrated with Syteline in the future.



Manufacturing drawings



The input sheet



Visualisation

## SAS Press

By the end of December 2007 SAS have achieved over 320 media appearances, that's more than one every working day! Below are a selection of some of the Room Comfort articles that have been included in the M&E publications.

### Chilled out

CASE STUDY

A cool solution

New office building is never easy but for China Shipping (UK) Agency, one of the world's leading shipping companies, their recent landmark building designed by London-based architects Colwyn (CWP), presented quite a few challenges.

Thermal mass  
thinkin

John Staunton looks at cooling and

INDUSTRY COMMENT

Sustainability stakes increase  
John Staunton, SAS International's Room Comfort Brand Manager examines the growing role of Corporate Social Responsibility within the corporate

The energy-efficient approach to delivering comfort cooling

Chilled ceiling and beams deliver comfort cooling with 60 to 70% lower energy use than other systems, which is why John Staunton argues that this water-based approach cannot be ignored.

A green guide to air conditioning

John Staunton at SAS International explains why chilled ceilings and beams are a water based cooling solution that can't be ignored



## ISO 14001 Explained

Many of you will know about ISO 14001, for those of you who don't...

ISO 14001 is an internationally accepted standard, first published in 1996 it specifies the actual requirements for an Environmental Management System (EMS). It applies to those environmental aspects which an organisation has control over and which it can be expected to have an influence.

The standard is designed to address the delicate balance between maintaining profitability and reducing environmental impact; with the commitment of your entire organisation, it can enable you to achieve both objectives.

This means you can identify aspects of your business that impact on the environment and understand those environmental laws that are relevant to your situation.

SAS then produce objectives for improvement and a management programme to achieve them, with regular reviews for continual improvement. We then periodically assess the system and, if compliant, register to ISO 14001.

### Who is it relevant to?

Environmental impact is becoming an increasingly important issue across the globe, with pressure to minimize the impact coming from a number of sources particularly the construction industry and construction products.

Clients, contractors and architects are all demanding evidence of sustainable and environmental consideration in design and manufacture.

If you require additional information about ISO 14001 or any ISO standard please contact Marketing in Reading.



## “Pimp my SAS ride”



Porsche GT3 Radio Controlled Car

The ultimate SAS Porsche GT3 has been found at SAS Apollo Park. One of our shop-floor employees, Carl Reader has recreated the SAS Supercup GT3 Porsche in the form of a radio controlled car!

Carl has included some special added extras in the form of neon “under car” lights.

Perhaps this new idea can be incorporated on to the Porsche for the next racing season!

## A Day in the Life

Sales Executive: Paul Collins

At times you feel humbled to think that there are over 600 people working in support of the SAS sales effort. The remit of an SAS Sales Exec is to identify opportunities to sell SAS manufactured products.

I'm Paul Collins 51 years young, married with two kids living 25 miles from Reading in Fleet, 40 miles from central London which I end up driving to almost every day. In fact everyday I am likely to complete a triangle Reading/London/Fleet or London Reading/Fleet and even Reading /London/

Reading/Fleet averaging about 130 miles a day, 25000 miles a year. Believe it or not Monday and Friday are the best days to drive into London; the average journey time of only 1 ½ hours, other days require a 6.30am start on the road for the 2 ½ hr drive. Why not catch the train? – it would be easier, but it would limit the ability to jump in and out of London, meeting customer's flexible demands or to be face to face with colleagues in a timely manner to meet the deadlines our customers demand and expect from us. It is imperative if design or commercial input is required to jump on the opportunity immediately because if we don't someone else will!

If a customer hasn't phoned me before 8.30am my first call is to Phil Taylor with whom I work with 'one on one' to help manage and research my project portfolio- he is the only one brave enough to take me on.

What is a potential sale – well it is effectively any building which is going to be built, refurbished, occupied/fitted out even if we have already put a ceiling in. There have been instances where SAS ceilings are installed and then refurbished very quickly.

In London I identify buildings with potential, track the development, be aware of interested tenants and talk to the right person at the right time. SAS often surprise the decision makers who select our products when we make the final approaches on our timing. There is no luck involved, the sales and marketing team are tracking projects up to 8 years in advance of the sale.



“I have always had a principle that I must visit a site no matter how early to create a permanent record in my mind.”

A typical first meeting with an architect is about 1 ½ - 2 hours long. We listen to what they want and after a deep breath launch into recommendations with respect to the product we can make. Once the assessment is complete and an agreement to the preferred direction agreed, the follow up is to present samples and drawings to support the decision and reinforce the requirements.

This happens because it is likely that whoever you are selling to has to sell on to either a superior or client. This is an important phase because you teach the specifier as much as you can about the specific system. It may be the first time that he or she has ever worked on ceilings. If everything goes well the system proposed is written up as a specification... job done? Not quite. What follows is main contract tendering, sub contract tendering, main contract award, subcontractor award and all the technical submittals occupying the time of the commercial and design team. Finally we receive an order, then the commercial sales take it over, design draw the products, the factory manufacture and deliver.

So aside from new business there are the site visits to sort out, design issues, site problems, visits to the sub contractors to help them understand the design, many sample drop off's, project team design meetings and keeping a healthy communication with other manufacturers to share market intelligence.

At one time it was reported that Mike Temby and myself were each managing 250 of these projects at any one time. The act of driving in to London everyday acts as a reminder ongoing and potential projects. I change routes regularly to specifically visit areas I haven't been to for a while, in specific hot spots I go for a walkabout. I have always had a principle that I must visit a site no matter how early to create a permanent record in my mind. Potential new projects are recorded immediately and tracked from that point thanks to the handy mobile phone.

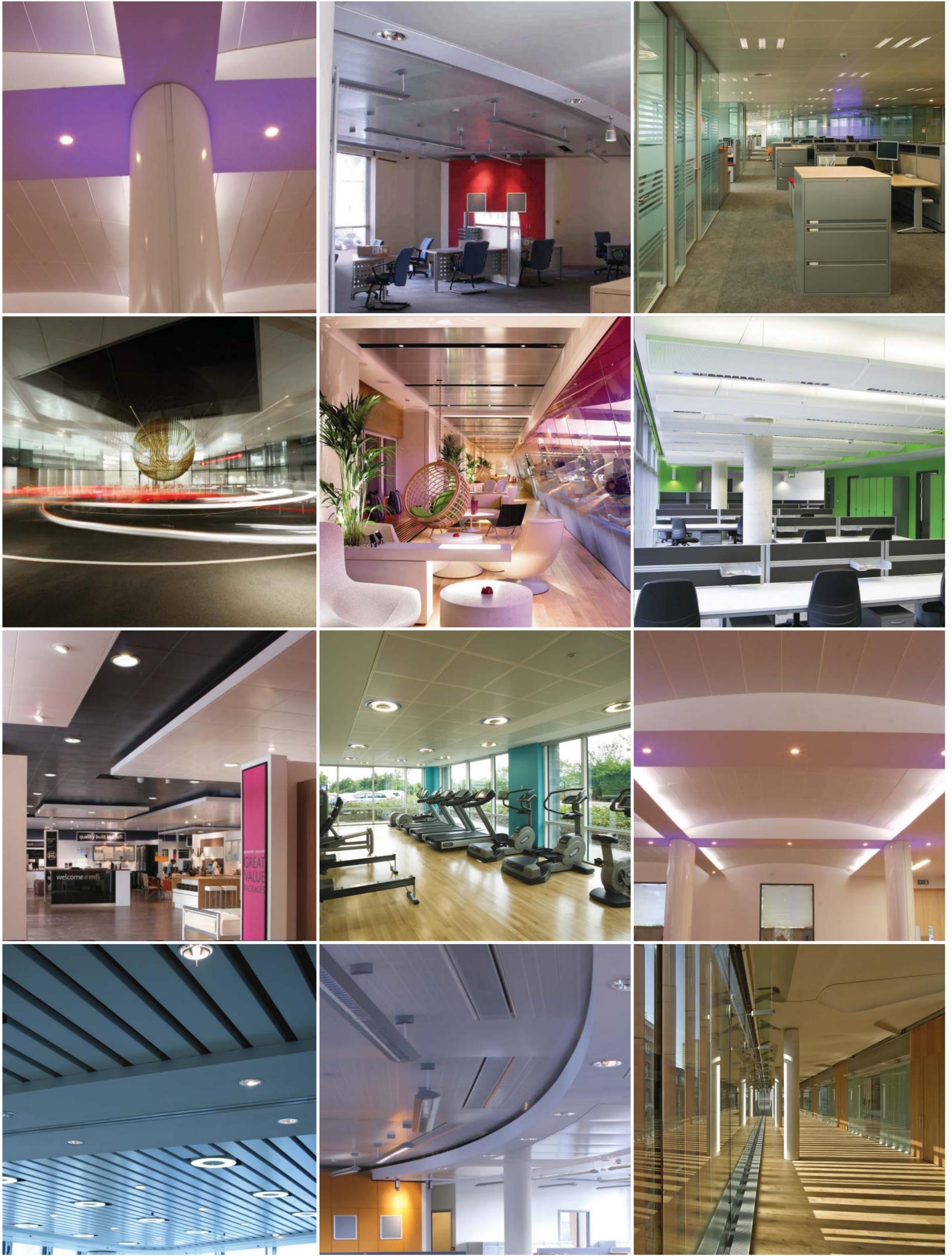
Lunch is always sandwiches on the go, which my partner makes for me when we get up in the morning – no two hour lunches. Drinks are as and when (generally offered at most meetings) and I have been known to have a once monthly Big Mac Meal as a treat and generally when I have walked out in the morning without my sandwiches.

Each night it is. What am I doing tomorrow? What samples do I need? Where am I going?

Even if I am in the office it is generally 6pm before I leave by the time I get myself organized with the above. And it is back home generally between 6.30 and 7. Finally if I was not in the office the first thing the next day I would check my emails.



Paul works in London but doesn't use the tube



**Top Left to Right:** Royal College of Obstreticians & Gynaecology - London · Job Centre Plus - Bournemouth · Chevron House - Aberdeen · **Second Row Left to Right:** T3 Heathrow - Virgin Upper Class Check-in · T3 Heathrow Airport - Virgin Clubhouse · Lewisham Kalidescope · **Third Row Left to Right:** MFI - Dartford · Chevron House - Aberdeen · Royal College of Obstreticians & Gynaecology - London · **Fourth Row Left to Right:** More London · Job Centre Plus - Bournemouth · UCL Cancer Institute - London (Image courtesy of Mark Humphries)

# Porsche Supercup 2007 Race Reports



## 24th - 26th August: Istanbul

### Race Result 12th

This was the first visit of the Supercup to Istanbul and Turkey. With the temperature at 40 degrees Istanbul Park (the only circuit located outside Europe along with Bahrain) was one of the hottest on the calendar. With a three week break between races, the team were eager to get going.

Marc posted the 6th quickest time in testing. A mistake on Marc's fastest lap in qualifying meant a disappointing 12th on the grid. However, the race was dynamite right from the start. Marc was aggressive, defending against fellow Brit Richard Williams from the green light by "blocking" him against the pit wall. Many found it difficult to grip some unfamiliar corners. Running 7th for most of the race, Marc was defending on the last corner of the last lap when a car nudged him from behind and drove into the side of him. Marc recovered well to cross the line in 12th but it could have been better! The driver, Janak was given a 25 second time penalty. Marc has lost 4 places in the Driver Championship and 2 in the Team Championship – wait till next time!



## 7th - 9th September: Monza

### Race Result 8th

Monza is the fastest track on the F1 and Porsche championships with cars travelling at 170 mph down the two long straights. Located north of Milan the Italian circuit is one of the most popular of the season. Having experienced huge disappointment at his last corner accident in Istanbul Marc Hynes was determined to prove a point at this race.

Qualifying was difficult and limited due to the demanding F1 schedule. Marc finished 17 on the grid. The race was not interesting, there is little overtaking. However, Porsches tackling the famous "Parabolica" corner on to the straight a nerve tester. Marc capitalises on other incidents in the race and drives well to finish 10th.

The last race of the season will decide the championship at Spa in Belgium.



## 14th -16 September: Spa

### Race Result 12th

The last race of the season is freezing in stark contrast to the sun and heat at Monza. The on and off rain makes conditions tricky. However, Spa is a classic circuit and a favourite with many of the drivers. Everyone has driven here although a small change on the last corner means everyone is experiencing a slightly different track.

Qualifying is difficult with the conditions and Marc is disappointed with 19th on the grid. The race is exciting, the championship is decided here on the last lap. Richard Westbrook wins back to back championships! Marc finishes 12th an average finish to his first Porsche season.

Marc finishes 11th/32 in the drivers championship and the team finish 4th/18 teams in the championship, not bad for the inaugural season of the Porsche Supercup.

## SAS Lechner Racing for 2008 Porsche Supercup

Having competed in the Porsche Supercup 2007 as Team Irwin SAS. Commitment in 2008 will include two SAS cars.

Running two cars set up by Lechner Racing (Supercup champions in 2007) SAS are to reunite with Irish driver Damien Faulkner. Under the team name "SAS Lechner Racing" Damien and another Porsche driver (yet to be appointed) will compete for both the driver and team championship.

Damien who drove with Lechner in 2007 and came 2nd in the Drivers championship (only losing out on the last lap of the final race) has a long history with SAS winning back to back UK Porsche Carrera Championships in 05/06.

It is hoped that this driver/team combination for 2008 will mean SAS Lechner will be regular visitors on the podium throughout the season despite the Porsche Supercup being one of the most competitive championships in the motorsport world.

PS if you feel you could fill the empty seat joining Damien Faulkner for the 2008 season please send me your name and contact details ASAP. Full clean driving license is required as is an international racing license. Must be prepared to drive fast and if successful enjoy the taste of champagne. NB Playstation racing drivers will not be considered!



Damien will drive for SAS in 2008

## 2008 Race Season

6 April	Bahrain	Bahrain
27 April	Spain	Catalunya
11 May	Turkey	Istanbul
25 May	Monaco	Monte Carlo
22 June	France	Magny Cours
06 July	Britain	Silverstone
20 July	Germany	Hockenheim
03 August	Hungary	Hungaroring
24 August	Europe	Valencia (New Race)
07 September	Belgium	Spa
14 September	Italy	Monza

## 2007 Season Facts

### Results

Bahrain	14th/DNF
Barcelona	18th
Monaco	21st
Magny Cours	6th
Silverstone	16th
Nurburgring	16th
Budapest	11th
Istanbul	14th
Monza	8th
Spa	10th

4th in the Team Championship out of 18

Marc Hynes 11th in the Drivers Championship out of 32

### How much kit does a Porsche Supercup team get through in a season?

11 races, 5 team members, 30,000 miles travelled.

- 40 Sets of tyres
- 2000 Litres of fuel
- One New Engine (Porsche's Cost)
- 15 Sets of Brake Pads
- 3 Windscreens
- 4 Front Bumpers

# Meet...Sales Support

## Q&A

**How did you end up working at SAS and what is your current role ?**    **The best thing about working at SAS ?**    **And the worst ?**    **If you could change one thing about working at SAS what would it be ?**    **First job ?**    **Hobbies ?**    **Your proudest achievement and why ?**    **What is your favourite music ? ?**    **Favourite food**

Abdul Hanid		After graduating from university I applied for the role of Project Co-Ordinator in 1999. After 1 year in the position I was promoted and now manage the Sales Support & Project Development Department.	People and projects.	Lack of project information when it is available. A bit of creativity and tenacity will always get you an answer.	More space and desks and less clutter and mess. A water dispenser. A desk with a window view. Better transparency, communication and systems.	Solicitors Clerk.	Playing and following football, reading, cinema and DIY.	Being a dad to my two sons and being a husband to my wife.	Gangster Rap and Pan Pipes.	Cheeseburgers.
Leah Nicholls		I joined SAS in September 2007. My position is Project Co-Ordinator working along side Eurshell Fearon managing refurbishment and dilapidation projects.	My team mates and getting involved in managing projects from enquiry to order.	Trying to get through the traffic in the morning (nightmare)	I would wish for a staff canteen at Reading with hot food and sexy waiters!	I had a paper round at the age of 14	Dancing, Clubbing and Cinema	Owning my own hair salon. It taught me a lot about business, people and responsibility.	Dance and R&B	Indian Cuisine
James Pearson		I came to SAS after relocating to Reading following a year of traveling. I am a Project Co-ordinator working with Phil Smith in London and David Fry for Retail.	Firstly the people, also knowing about and being involved in the biggest, most exciting construction projects in the UK	Trying to remember everyone's name!	Shorter lunch to finish early on Fridays	After my G.C.S.E's I had a summer job packing fishhooks.	Mainly music production and art but I have an interest in most things (except football)	Spending the best part of a year traveling around Europe and not getting lost!	Electronica and underground Trance, I would be surprised if anyone else at SAS knows the music.	Everything! I eat like a horse. In fact I would eat a horse.
Hannah Faithfull		I relocated back to Reading and applied for the position. I am the Administrator for UK Sales.	The people working around me.	The office!	Introduce micro-filming for project file archiving and paperwork.	Greengrocer at 13	Photography! Going to the gym, walking my dogs and socialising.	Starting my photography business at 17. (www.faithfulphotography.co.uk)	Latino and a bit of cheese.	Indian all the way (best at all you can eat places).
Yvonne Kelly		I moved to Reading from South London, I am a project Co-ordinator supporting Bob James for the Midlands and Cathal McGuinness in Scotland	My team	No where to get hot food at lunch! Coffee from coffee machine is like mud!	I would put the office next to my house and make Abdul drive me there!	I was a doughnut maker for 2 hours before I walked to school.	Dance, keeping fit	300ft bungee jump off a Chelsea bridge	Anything I can drink and dance to	Indian food and finger food, chicken wings!!
Phil Taylor		After graduating and spending several years in sales for builders merchants I applied for a job here as a "Project Coordinator". I support Paul Collins in London and David Baker in the West and Canary Wharf	Dealing with such a wide variety of people.	Dealing with some of those people!	I'd relocate the office nearer to the town centre or to another area with shops and cafes.	Working in an art shop in Birmingham when I was 16. If they had promoted me I might still be there now!	Going to gigs, Buying CDs and clothes, Christianity, Reading	When our daughter Thea was born a few months ago.	Primarily sixties mod music, but at the moment I'm also listening to lots of Swedish and Scottish Indie-Pop.	Slow-roasted belly of pork
Edward Fagan		Got the job interview through a recruitment company and my role is project Co-Ordinator. I work along side Mike Temby in the north and Jo Kerr in London.	The people I work with.	Lack of desk per staff ratio	More desks	At 15 I had a summer job as a window cleaner.	Football and most sports. I also like sci-fi.	Becoming a Sales Manager at Debenhams (previous job) at the age of 21 because it was a challenge to overcome peoples thoughts because of my age.	R&B and high energy disco	Mexican Fajitas

## Long Service Awards 2007 October - December

### October

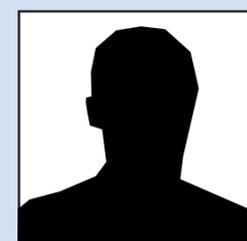
Stuart Edwards	Bridgend	10 Years
Jonathan Thomas	Bridgend	10 Years
Graham Thomson	Maybole	20 Years

### November

Julie Heath	Maybole	20 Years
Christophe O'Halloran	Apollo Park	10 Years
Stephen Dawes	Apollo Park	10 Years

### December

John King	Reading	20 Years
Maurice Power	Apollo Park	10 Years



## Nominate Your Team

No one is excluded from appearing in the "meet the team" section of the SAS Insider. Please let us know if you would like to appear or whether you would like to nominate another SAS department.

# China Shipping

## Felixstowe

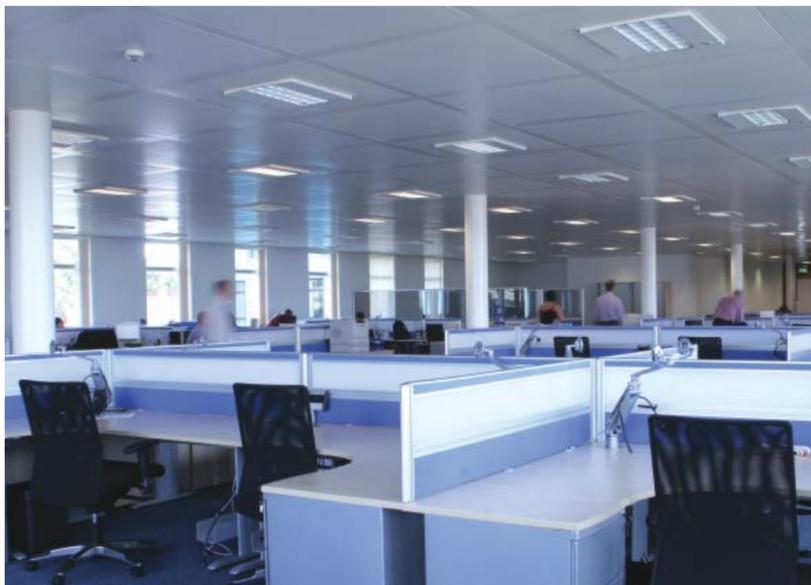
China Shipping (UK) Agency and Johnson Stevens Agencies, one of the world's largest shipping container companies, has recently completed the building of its new four storey UK head office, featuring a chilled ceiling system from SAS International.

Located in Felixstowe, on Suffolk's North Sea coast, and designed by Colwyn Foulkes & Partners (CFP), the building incorporates passive chilled beams at the building's perimeter to offset solar gain, while the chilled ceilings system provides cooling throughout the open plan areas and management offices.

"The SAS chilled ceilings provided us with an ideal cooling solution" commented CFP architects. "In addition to their energy efficiency and sustainable qualities, they have a low maintenance cost over the system's entire lifecycle adding cost-effectiveness to their other attributes. By having the perimeter beams separate from the actual ceiling panels, the system is able to offset solar loads that other cooling systems cannot handle due to lack of cooling output."



Passive chilled beams & perimeter bulkheads



Chilled ceilings provide cooling to open plan areas and management offices



Chilled ceilings and beams use water as the cooling medium

CFP continued: "Another benefit of the systems is its relative simplicity. Connecting the chilled ceiling system proved straightforward and it provided a great degree of flexibility when trying to install the system into a constrained building structure. Additionally, the metal used by SAS is of a very high standard which provides a high quality finish which is also very aesthetically pleasing."

SAS International's chilled ceilings and beams use water, as opposed to air or refrigerant, as the heat transfer medium. This type of system helps to reduce energy usage due to the system's comparatively high operating temperature of between 14°C and 17°C, as well as the ability to set up separate cooling zones, ensuring only occupied areas are cooled. Chilled ceilings and beams can be combined with technologies such as free cooling and ground sourcing to increase their energy efficiency even further.

SAS water based chilled ceilings and beams provide a sustainable alternative to traditional air conditioning systems, particularly important as we seek to reduce energy usage and carbon emissions.

The project's M&E consultants were Charles D. Smith & Associates.

For more information on the China Shipping project or chilled ceiling product please contact John Staunton.

### Key Facts:

- The China Shipping Group was formed in July 1997 in China's largest coastal city, Shanghai
- It is one of the key state-owned enterprises and is under the direct administration of the Central Government
- Under its umbrella, there are five specialized shipping fleets of oil tankers, tramps, passenger ships, container vessels and special cargo ships.
- The group's fleet comprises of over 440 vessels with an aggregated deadweight of 15 million tonnes and an annual traffic volume of over 270 million tonnes
- China Shipping operates a weekly service sailing between Felixstowe and the Far East. The main ports in South East Asia, China and the Far East are called at and connecting services operate to other ports in China, Malaysia, Indonesia, Thailand, Korea, Taiwan and Australia.
- Services from Felixstowe to Mexico, the US Gulf and East Coast, West Africa, the Middle East and the Indian Sub Continent are also provided.

The SAS Insider welcomes news and comments from everyone at SAS International, HCP and Avanti Systems. Please email [sasinsider@sasint.co.uk](mailto:sasinsider@sasint.co.uk). Contact Andrea Nightingale on 0118 929 0900 or any member of the marketing team. Written & Produced by the SAS Marketing team

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