

# INSIDER

Nov 2009  
Issue 12

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

**Project Management are entering a quiet period in the latter stages of 2009, having completed a large number of projects in Q2 and Q3. Tender levels are well down as the construction downturn has finally reached the interiors sector of the industry.**

Some potential projects have been shelved or cancelled completely; however PM is hopefully about to receive a £1.2 million order for the design and supply of active chilled beams for the Price Waterhouse Cooper's new office development at 7 More London in the City of London, the largest order yet received for this type of product, and which are integrated with the metal ceilings being supplied by SAS Manufacturing.

City Thameslink Station, a wall and ceiling cladding project completed by Project Management's predecessor Special Acoustic Services Ltd in the early 1990's as part of the Ludgate Hill development, is to be upgraded and refurbished by Network Rail; and rail signalling company the Giffen Group from St Albans has recently awarded the cladding contract to SAS PM.

In a regional infrastructure upgrading project overhead power lines are being installed on the Thameslink route from Luton to the South Coast to enable introduction of new rolling stock and longer trains; and the underground station at Ludgate requires a platform extension using similar vitreous enamel panels to those existing, and other upgrading works.

#### David Bland

**The Maybole business has seen revenue demand increase over the past few months to a level comparable with 2008.**

Geographically there is now demand for our products worldwide and during the last few months of 2009 we will see weekly shipments to Dublin, Doha, Abu Dhabi and Riyadh to name just a few locations.

In addition to this there has been a significant increase in the requirement for our acoustic lighting rafts supplied into the Education Sector within

the UK. To assist in achieving these demands and improving flexibility, a new AMADA HFE 4000mm press brake was delivered in August plus some additional recruitment.

Our final audit from BSI for ISO 18001 takes place at the end of October and hopefully we will then hold accreditation for all three ISO standards – 9001/14001/18001. Yes the next three months are going to be very challenging but welcomed and should see us finish 2009 in a positive fashion.

#### John Gemmell

**Driving to and from work in the dark, firing up the central heating, brushing down the raincoat, postal strikes and no obvious signs of the 'green shoots' of recession recovery!**

Quite a depressing opening paragraph but is it as bad as it seems? We at SAS are probably more fortunate than many other Company's in the construction industry due to the early recognition of the market conditions together with a positive approach to diversification into new product areas, improvement, development and investment.

Yes, it is true that the UK market is becoming much tougher with a greater number of customers chasing less work, driving down prices and margins to secure business but conversely, with the recent opening of our office in the Middle East and coupled sales focus, we are uncovering positive opportunities overseas for all aspects of our product range.

To improve communication with the Export customer base, we have relocated the commercial operation, including estimating, design & technical and sales order processing, to newly refurbished offices in Bridgend.

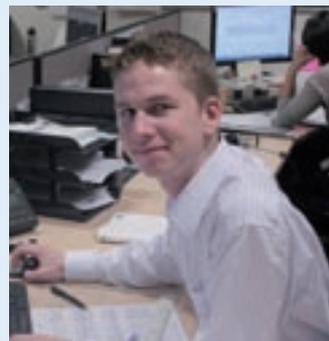
Those who work or have visited the Reading offices recently will have noticed that the long overdue refurbishment to the customer facing and common areas is finally complete. My thanks to all who have endured inconvenience during the works but special thanks must go to Sue Wilkin on reception for her fortitude and good humour throughout the construction.

Finally, if by dressing up in a Tutu generates a considerable sum of money for charity and gives everyone a laugh at the same time, I'm glad I did it. (We even got £20.00 from John Gemmell).

#### Mark Jones

**The last quarter has been all about change and will continue to be for the foreseeable future.**

From a Project Co-Ordination point of view the team has been re-arranged welcoming Charysse and Dan on board to deal with areas of the business that we previously had not focused on. Jolita left us for a full time course in Building Surveying and we changed some of the team's responsibility.



The market is obviously very tight at the moment and this means that forecasting and management of

projects has to be excellent. There is still huge opportunity in the industry for SAS products and services. Enquires are still busy and the demand on our website has increased month on month since the new SAS Website went live in October 08. The web is the most important tool SAS has for communication and information.

In the past quarter we have shot two films for Modular Solutions and SAS Tee Grid, both of which will be on the web from November.

The website is now available in three languages and is starting to develop to meet export market demand.

Modular Solutions has been shortlisted for two product excellence awards in the past quarter which again represents the innovative and unique approach this division of the group offers construction clients. Look for more Modular promotion over the next quarter.

Finally, I challenge you all to have a detailed look in this issue of the Insider. SAS is fast becoming a dominant force in the supply of a variety of interior construction products (not just ceilings) which all integrate with one another. An enviable market position to hold. Our challenge in Q4 and 2010 will not just be economic but managing and communicating change internally and across the UK and export markets.

#### Andrew Jackson

**Where has 2009 gone? From supplying specialist metalwork into Qatar to Tee Grid into Australia, we just continue to expand the business into more regions with more products.**

Whilst new build commercial projects in the UK have dried up, opportunity from Infrastructure, Retail, Health and Education remains good.

During the summer we completed the supply of material to our first major Marks and Spencer store in Pudsey. This demonstrates the level of expectancy from the quality of interior products is ever increasing. Hopefully, we'll see many more stores from this retailer following the success of this store.

Export remains extremely exciting for group products. Greater focus in key regions has resulted in the generation

of many new projects. Going into the New Year our new office in the UAE will open and will service not only project work but also the distribution of commodity materials locally. This will even more enhance our profile and motor the SAS brand around the Gulf.

In Europe we have recently secured a number of major schemes which demonstrates our competitiveness over local manufacturers.

Partitioning and Doors is going from strength from strength. We are packaging up ceilings, partitions and doors on many projects to offer a hugely competitive supply price and VALUE over supplying just one product. We are working on a number of initiatives to bring adapted and new products to the market and we look forward the New Year when certain products will be launched.

#### Phil Smith

# Maggie's Centre Wins Stirling Prize Award 2009

As highlighted in the previous issue of the Insider (11), Maggie's Centre, London had been shortlisted for the Stirling Prize Award 2009.

On Saturday 17th October, Rogers Stirk Harbour & Partners won the award live on Channel 4. SAS International worked closely with Rogers Stirk Harbour & Partners in the successful design, supply and install of the first UK Maggie's Centre.

Congratulations and thanks goes to Richard White, (Design Manager), John Gemmell (SAS Maybole Factory Director), and the rest of the Project Management and Maybole team who were involved.



According to Richard White, Design Manager for SAS Project Management, the brief from the architects was clear. "They were looking for the detail and precision that you would get from a metal ceiling but wanted it carried through to the exterior; that was the key to the whole design."



The judges commented: Rogers Stirk Harbour + Partners' Maggie's Centre exceeds at every level in fulfilling the most demanding of briefs: to create a sanctuary for terminally ill cancer sufferers with client Charles Jencks, whose deep conviction of architecture's power to shape our experience has led to a series of cancer care centres creating a fitting memorial to his wife Maggie.

A new 8 page detailed case study will be available on the project shortly.



## SAS Modular Solutions has been shortlisted for two product excellence awards

**Building Better Healthcare Awards 2009 – Award for Best Exterior Product**



SAS Modular Solutions has been shortlisted for the 'Best Exterior Product' in the Building Better Healthcare Awards.

The Awards recognises and celebrates best practice and world class architecture, design, facilities and estates management in the healthcare built environment. Hospital improvement and development is high on the government agenda. The BBH Awards reflect the need for healthcare buildings and spaces to be well-designed, therapeutic places which aid recovery and recuperation. They seek to reward and celebrate the projects that have achieved this.

Modular Solutions offers a genuine and innovative contribution to a sustainable improvement to the quality and efficiency of the exterior build/structure of a healthcare facility and have successfully featured in the biggest PFI healthcare project in Europe. The Building Better Healthcare Awards 2009 take place in London in November.

**Off Site Award 2009 – Award for Best Product**



Off Site Construction (OSC) hosts the OSC Magazine Awards celebrating all that is great and good about the world of prefabrication and factory-controlled manufacture – from materials, products and systems to construction, design and delivery.

SAS Modular Solutions was successfully shortlisted for the award for the 'Best Product'.

In addition, Modular Solutions has also been recognised for the CPA Innovation and Achievement 2009: Improvements in site efficiency.



This represents the innovative and unique approach this division of the group offers construction clients.

## Long term project life cycles met by SAS metal products



virgin steel or aluminium; this ensures products do not end up in costly and unsustainable landfill sites.

For more demanding environments a 30 or 40 year paint guarantee is now available on its range of products, including metal ceilings, chilled ceilings, integrated service modules, architectural metalwork and Avanti partitioning. Before a 30 or 40 year guarantee is underwritten, each batch of finished products are subject to a series of eight tests; including adhesion, gloss level, pressure and impact.

SAS International is one of five UK in-house approved applicators of Interpon D architectural powder coatings. This quality assured paint provides a thick layer of durable covering to a metal surface, often specified by architects, as a preferred choice.

Meeting demanding project life cycle specifications, SAS International metal products are guaranteed for 25 years and are finished with a durable powder coat finish. At the end of their life these products withstand a residual value and are recycled into new

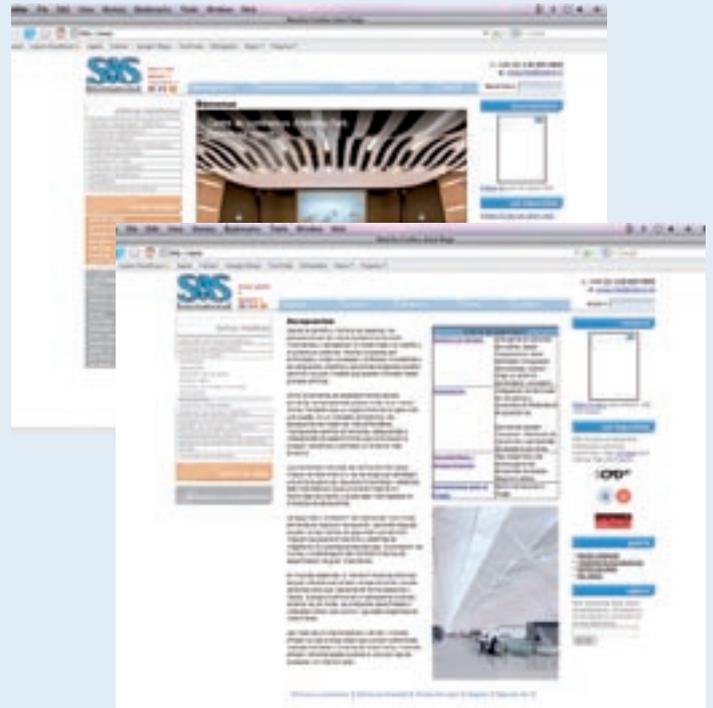
## New French and Spanish SAS Website

Along with the French and Spanish Tee Grid and Metal Ceiling brochures that were mentioned in the last issue, the SAS website has been translated into French and Spanish.

As part of our ongoing growth into the export markets, the new language

websites have had core information translated, with further pages being developed and translated on an ongoing basis.

The new French and Spanish website can be navigated from the country flags off the main site or by going to [www.sasint.fr](http://www.sasint.fr), or [www.sasint.es](http://www.sasint.es).



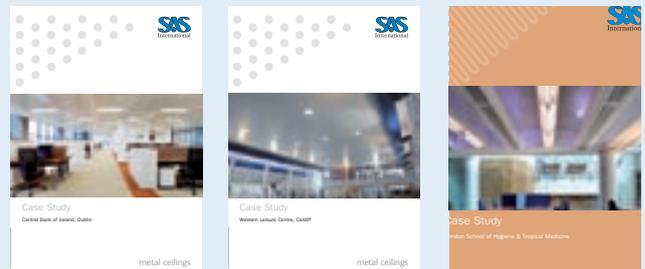
## New Manufacturing Videos for SAS Tee Grid and SAS Modular Solutions

Over the last few months we have been filming our manufacturing process at Bridgend and Reading.

We now have two completed videos showing SAS Modular Solutions and SAS Tee Grid. These are available on our website, go to [www.sasint.co.uk/modular-solutions.php](http://www.sasint.co.uk/modular-solutions.php) or [www.sasint.co.uk/tee-grid.php](http://www.sasint.co.uk/tee-grid.php).



## New Case Studies available on website



Central Bank of Ireland, Dublin

Western Leisure Centre, Cardiff

London School of Hygiene and Tropical Medicine

## Metal Ceilings and Architectural Metalwork CPD receive RIAI approval

SAS International has recently received RIAI approval for its CPD presentation on metal ceilings and architectural metalwork.

This comprehensive presentation covers integrating design and performance criteria when specifying metal ceilings and architectural metalwork. It provides detailed information on the sustainability of metal in construction, the key benefits of metal ceilings, the principal system types and the range of products available.

In addition the company also provides a RIAI approved CPD covering chilled ceilings, chilled beams and integrated service modules (ISMs). This CPD provides an overview of these energy efficient cooling products. It covers design considerations, application and whole life cycle costs, as well as the benefits in terms of occupant comfort.



These space-saving systems are being increasingly specified in refurbishment projects due to their ability to maximise floor to ceiling heights.

The comprehensive hour long courses run by SAS International count for one CPD point to help participants reach the mandatory 20 hours structured activity required for the year.

You can book a CPD by emailing [cpd@sasint.co.uk](mailto:cpd@sasint.co.uk) or [cpd@sasint.ie](mailto:cpd@sasint.ie) or by calling our Irish Office on +353 (0)1 899 1134 or the Reading Office on 0118 929 0900.

If you require copies of case studies or would like to suggest a project for us to work on, please contact a member of the Marketing Team.

## Building Connect

SAS International has recently signed up to the new Building Connect Content Centre. Building Connect is a site within [www.building.co.uk](http://www.building.co.uk) that links to a mini-site containing vital information on SAS International's products, services, and solutions.

Whenever an article appears on [www.building.co.uk](http://www.building.co.uk) with information that could be relevant or linked to SAS International it provides a link through to the SAS building connect site.

This resource centre works alongside the latest industry news and helps navigate the audience to related



article and in turn through to SAS International's website.

Since we have been live on the Building Connect site, we have had over 1000 people visit our mini-site.

# Waterloo Train Station, London

Major refurbishment at Waterloo Station features bespoke architectural metalwork from SAS International



SAS International's bespoke metal ceiling tiles, concave coffered tiles with light apertures, bulkhead panels and column casings were specified for the main concourse ticket gate refurbishment programme at Europe's largest ticket line, and one of London's main railway destinations – Waterloo Station.

The refurbishment was primarily to install new ticket gates to reduce fare evasion. SAS International's Project Management Team, working closely with architects and structural engineers Pell Frischmann designed, manufactured and installed the architectural metalwork finished with an Anti-Graffiti paint.

There were three distinct challenges that the project team had to overcome; the programme of works was challenging as there was limited 'As Built' information. The site had to be surveyed, designs proposed and fabrication started almost simultaneously. All work had to be completed outside the station operating time, causing no disruption to members of the public.

SAS International managed the complex situation providing unique solutions for the modulation system, working with the previous structural design.

Nelson Hanna continues: "The design teams communicated very well, we had regular progress meetings to ensure all parties were aware of any recent design developments. As structural engineers, we had a real challenge to design the column



cladding to be able to absorb an impact of a 3 tonne vehicle without tying any reinforcement to the existing column. The solution was to design a steel cage that consisted of 10mm inner and outer structural uprights welded to a floor plate that, in turn, was bolted to the floor slab.

"Careful coordination was required to ensure the frame was securely fixed and didn't clash with all the existing or

new services contained within the slab. SAS International's cladding system conceals all services while still allowing easy access for maintenance purposes, resulting in a clutter-free application."

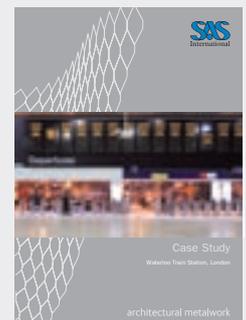
The bulkhead panels form closure to the front and back ceiling detail, and along with the ceiling tiles an area of approximately 950m<sup>2</sup> was covered in this extensive project.

Lozenge shape columns were also designed with hinged access panels for service maintenance. New columns complement the original cast iron supports in the concourse area and where the two are sited near each other provide an interesting point of contrast.

SAS International was the preferred choice as it could design, manufacture and install these bespoke solutions finished in anti-graffiti paint in the restricted time programme.



Case study available



# HCP Radiant Heating for University Hospital of North Staffordshire Maternity and Cancer Centres

# HCP Case Studies

HCP, recently supplied 1,300 linear metres of radiant heating panels to the new state-of-the-art Maternity Centre and purpose built Cancer Centre at the University Hospital of North Staffordshire.

Michael T Malone, associate at HKS architects commented "The decision to use ceiling-mounted radiant heat panels was made very early in the design process. The product allowed us to layout the clinical spaces efficiently and ergonomically without the restraints of including a traditional radiator.

The clean lines not only reduced the risk of harbouring infectious diseases but they inconspicuously blended in visually with the ceiling grid."

"The flexibility of the product allowed us to incorporate the Radiant Heating Panels into the ceiling design and improved our ability to coordinate the services with the aesthetics of the building, enhancing the environment for patients, staff and visitors."

Radiant heating panels are increasingly being specified in the healthcare sector. The use of flat ceiling-mounted radiant heating panels makes hospital wards easier to clean, reducing the risk of cross-infection associated with traditional wall mounted units. Additionally, wall and floor space is freed up leading to increased space flexibility.



HCP radiant heating solutions were also supplied to other areas of the hospital, including the Diagnosis and Treatment Centre (DTC), the Central Sterile Services Department (CSSD) and the linen store.

The opening of the Maternity and Cancer Centres sees the original Victorian facilities transformed with the state-of-the-art facilities and modern surroundings.

Responsible for the design and build of the project was the main contractor, Laing O'Rourke and the architects were HKS Architects.



Case Study  
Peterborough Hospitals PFI



Radiant Heating



Case Study  
Maternity and Cancer Centres,  
University Hospital of North Staffordshire



Radiant Heating

Case studies are now available on two new HCP radiant heating projects The City Care Centre at Peterborough Hospitals PFI and the Maternity and Cancer Centres at University Hospital of North Staffordshire.

# HCP radiant heating recognised for innovation in design by the Construction Products Association

HCP has been recognised by the Construction Products Association for its innovation in the design and manufacture of its radiant heating panels.

John Staunton, Room Comfort Brand Manager comments "Acknowledgement of HCP's Dutch-fold anti-ligature design, by the CPA is a tremendous achievement. We are delighted to be recognised in the health, safety and security section of the CPA's annual Construction Products Innovation and Achievement title."

Simon Storer, Communications and External Affairs Director for the Construction Products Association said; "Despite the UK economy experiencing

**Innovation and achievement 2009**  
health, safety and security

HCP, an SAS International Group Company  
**Dutch-fold anti-ligature radiant heating panels**

The innovative radiant heating panels feature the benefit of a unique design which prevents the use of an aluminium panel. Placed in the ceiling or floor and supported from the walls, hot water flows through the narrow channels of a unique surface. Like the sun on the water surface and the temperature, radiant heating panels are designed to be used directly. Because the panels are made of aluminium, they are resistant to corrosion and are easy to clean. The use of radiant heating panels is recommended in the design of secure facilities to support SAS International. Through its radiant heating design HCP has developed a new anti-ligature radiant heating panel for use in secure facilities such as mental health units and prisons.

**What is innovative or new?**  
The new Dutch-fold design allows radiant heating panels to be directly installed in the ceiling without the need for a separate mounting frame. This is a unique method of manufacture. The radiant panel is mounted in a secure way to the ceiling back-pan shell. The design helps to reduce installation time and labour costs by simplifying the ceiling and ligature work to be installed.

**What are the benefits delivered?**  
Ceiling-mounted Dutch fold anti-ligature panels create a safe and secure environment for both patients and staff by reducing the chance of accidental burning and reducing opportunities for self-harm. Radiant heating solutions are increasingly specified in the healthcare and education sectors, where the benefits of being in a clean and well-lit space, and integration with natural ventilation strategies are well recognised. Additionally their construction benefits reduced heating regimes and help lower infection control targets by reducing the cross-infection risk associated with other systems.

**Product Details**  
Product: Dutch-fold anti-ligature radiant heating panel  
Material: Aluminium  
Finish: RAL 9005  
Dimensions: 1200 x 600 mm  
Weight: 1.5 kg/m<sup>2</sup>

the sharpest fall in economic activity since 1948, we are delighted that the construction products industry, including HCP with its new radiant heating panel design, has once again shown an enormous desire to introduce a variety of new and exciting solutions to the benefit of all concerned."

This recognition builds on HCP's achievements to date in design, manufacture and delivery of quality, innovative products for the construction industry. Anti-ligature panels are ideal for use in secure facilities, such as Mental Health Units and prisons, and contribute to a safer and more secure environment for both patients and inmates by reducing the chances of accidental burning and reducing opportunities for self-harm.

# CPD Presentations

Further to its recent approval by RIBA and recognition by CIBSE, HCP has presented its first radiant heating CPD presentations. The CPD was well received particularly by members of the Institute of Health Estates and Energy Managers (IHEEM). IHEEM members are actively involved in the specification of healthcare projects and are very interested in the use of radiant heating to reduce cross infection risks and meet infection control targets.

In addition a number of presentations have already been booked in 2009 and 2010 to architects and M&E consultants such as WSP and Hoare Lea.



# Avanti becomes wholly owned by SAS International

**SAS International have completed the purchase of Avanti Systems. In October 2007 SAS purchased the share capital of Avanti Partitioning Products, and now the full acquisition has been completed.**

Historically there has been strong links with the Linkspan Group and its other group companies. Over the past two years Linkspan has been very supportive

to Avanti whilst gradual changes have taken place.

Avanti have an exciting future as part of SAS International; set to increase business across new markets and sectors. To compliment this Avanti has just recently opened a new centre in Leeds to support the local market.

The new centre is stocking the full range of Avanti partitioning systems

along with SAS metal ceilings and Tee Grid. To support the centre's operations Avanti's northern glass team have relocated to the new centre.

The new centre address is located at:  
Unit D, Glidersome Spur Ind Estate,  
Nepshaw Lane South,  
Leeds, LS27 7JQ  
T: +44 (0)113 253 3546  
F: +44 (0)113 253 2440



## Avanti website offers products for inspired design

Avanti has launched a new and improved website to host its wide range of products for specifiers and contractors.

The improved site offers visitors detailed product information along on each of the different partitioning systems, glass and doors.

A new projects section highlights the work completed by Avanti across on number of recent projects.

The news pages are regularly updated with all the latest press releases.

You can visit the Avanti website at [www.avantisystems.co.uk](http://www.avantisystems.co.uk)



## Just another day at Burgess Hill

Anyone visiting Avanti at Burgess Hill on Friday 30th October was bound to be concerned.

All the staff dressed up in fancy dress to raise money for 'Children in Need' and the 'Wear it Pink Day' for the Breast Cancer Campaign.

Money was raised on the day from a combination of donations and money raised from cake sales.



# Team SAS Race at Abu Dhabi Supercup 2009

Team SAS competed in the Porsche Mobil 1 Supercup at the Abu Dhabi Grand Prix on 1st November 2009 and came third overall with driver, Richard Westbrook.

Richard Westbrook comments: "Third place is a wonderful success for the team."

"The Porsche Mobil 1 Supercup is one of the most fiercely-contested series. So I knew that Jeroen and René would be hard to beat. They are the quickest drivers, so you don't get to overtake them so easily. Still, it was an extremely encouraging and motivating race."

Porsche Mobil 1 Supercup supported Formula 1 on the new Grand Prix circuit in Abu Dhabi and celebrated its premiere in the United Arab Emirates on the Persian Gulf with two races held on 31st October and 1st November.



# SAS employees jump for charity



Gemma Bowers and Richard Bryant of SAS Reading both jumped out of a plane at 10,000ft from Redlands Airfield, Swindon to raise £890 for the RSPCA. Well done guys.

Richard Bryant comments "The flight took about 20 minutes and we witnessed the picturesque scenery... of Swindon! During the flight, Gemma reminded me about 20 times how excited she was... I reminded her what a silly idea this was and as a "big girls blouse" I told her that I was now beginning to feel nervous."

'At 10,000ft (!) the door of the plane opened, wind was rushing noisily into the cabin and at this point there was no backing out as "no, no, no" sounds like "go, go, go" anyway! Gemma was first to undertake her skydive and I quickly followed – the sensation of being sat outside the plane whilst your tandem instructor is still in the plane is somewhat... erm... interesting!'

'Once we had fallen out of the plane, 30 seconds of free-fall followed, with my face being buffeted into shapes that I'm sure should not exist according to the laws of physics (thankfully no photos of this) and then the parachute opened for a gentle glide back to "terra firma". A less than dignified "bottom first, legs up" landing was achieved in the target area of the drop field – unsurprisingly, Gemma landed gracefully and I landed with the parachute falling on my head and ropes/cords wrapped around my legs and neck!'

'So as a result of me being terrified for 8 minutes, we've raised £890 for the RSPCA.'



# BTCC Update

Issue 10 of the Insider highlighted the BTCC race dates for 2009. The results so far are as follows:

Date	Circuit	SAS Position					
		Robert Collard			Jonathan Adams		
	Race	1st	2nd	3rd	1st	2nd	3rd
05/04/2009	Brands Hatch	4	1	8	nc	9	2
26/04/2009	Thruxton	17	5	5	12	11	12
17/05/2009	Donington Park	4	9	1	6	7	13
31/05/2009	Oulton Park	9	nc	4	3	5	13
14/06/2009	Croft	4	4	7	7	nc	9
02/08/2009	Snetterton	14	14	1	6	6	1
16/08/2009	Knockhill	5	11	1	3	2	1
30/08/2009	Silverstone	2	11	1	7	12	1
20/09/2009	Rockingham	8	8	1	2	2	1
04/10/2009	Brands Hatch	6	4	nc	7	5	8

# Nicola Bryant completes Richmond 10K Run



Nicola successfully completed the run and raised £220 for for MacMillan Cancer Support. Well done!



**Top Left to Right:** Bristol Heart Institute, Bristol • Central Bank of Ireland, Dublin • Waterloo Peak House Subway, London **Second Row Left to Right:** Eircom, Dublin • Police Federation, Leatherhead • London School of Hygiene & Tropical Medicine, Bloomsbury **Third Row Left to Right:** University Hospital North Staffordshire, Maternity and Cancer Centre • The O2 Arena, Dublin • Waterloo Train Station, London **Fourth Row Left to Right:** Blue Sun • Walsall College • Peterborough Hospital PFI, Peterborough

# A Day in the Life

Sue Wilkin

I live with my husband in Lower Early and have 3 grown up sons; Dean and twins Sean and Lee. My passion is my 2 yellow labrador dogs, Oscar who's 9 and Charlie who's 6. Charlie is a rescue dog. I take them on holiday to Devon most years – they absolutely love it and so do I.

I get so much pleasure from sitting on the beach watching them swim; you just can't bottle that feeling. Charlie is what I call a free spirit, if he wants something he will go and get it. The amount of footballs punctured or taken off kids in the park have added up over the years.

My day starts early at 5.30am, when the dogs are waiting for me to take them out walking. We walk for about half hour round the local fields, where we usually see foxes and other wild life. When we get back, I give them their breakfast of toast before I start getting ready for work.

I have worked at SAS for 7 years now and I love it. I get to work for around 8am where I make sure everything is set up and turned on for the day. I am the company's receptionist, so I am the first person people see or hear when they visit or phone. So I hope I'm a good advert for SAS. No two days at SAS are the same for me.

*I answer the phones with a smile, as I believe this comes across to the caller.*

My day involves anything from answering the switchboard, sorting the post, organising couriers, taxis, stationery orders, to helping other departments with their tasks. I like all the people I work with. They are always very helpful and understanding. The passing chit chat with all the girls at work is fun, they are a lovely bunch. I pop out at lunchtime to walk Oscar and Charlie again before



returning to my duties for the afternoon.

I'd like to think I deal with things well, and don't mind being put under pressure, so if the phones go down in Bridgend and all calls are diverted to me I take it in my stride. I answer the phones with a smile as I believe this comes across to the caller.

I talk to different kinds of people throughout the day and meet interesting visitors from all over. I try to make them feel welcome.

Once my day at SAS finishes, I like to relax by walking, reading, and shopping. I do like my shoes. I have been known to like a glass of red wine in the evening, but we can't all be perfect.'

## Wear it Pink

On Friday 30th October, SAS Reading all dressed up in pink to raise money for Breast Cancer.

Organised by Louise Chaney, SAS Reading successfully raised over £300 on the day from a combination of donations, name games, cakes sales (which were made by Kirsty Porter) and also from dressing Mark Jones up in a nice pink outfit. Thank you to all who got involved.



## Insider on Tour

Chris Sharpe in Cyprus (July 2009)

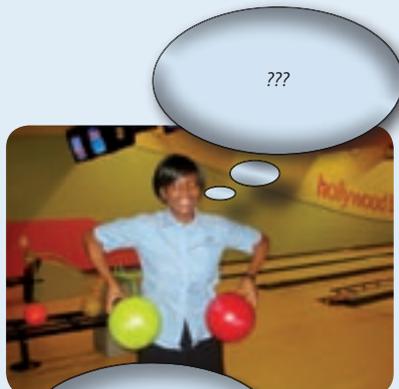


### Caption Comp 12:

Paida Sedze

Suggest what Paيدا might be thinking, or add a caption for the entire photo to win a special prize.

The best entries will be printed in the next issue. Send all entries to sasinsider@sasint.co.uk



### Caption Comp 11:

John James & Paul Smith

The winner of the last caption contest is James Pearson. He wins an SAS USB stick or an item of SAS clothing.



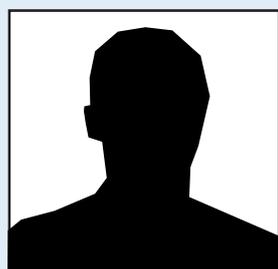
### Long Service Awards 2009

Name	Location	Start Date	Service
David Baker	Reading	05/07/1999	10
Harrold Timmins	Apollo Park	13/09/1999	10
Scott Lowe	Apollo Park	21/09/1999	10
Stephen Parker	Bridgend	27/09/1999	10
Roger Blackwell	Bridgend	27/09/1999	10
Kevin Langford	Apollo Park	27/09/1999	10
Peter McColm	Maybole	02/08/1994	15
James Sargent	Maybole	09/08/1994	15
David Price	Bridgend	29/08/1989	20
Marvyn Symonds	Bridgend	29/08/1989	20
Stuart Cartwright	Apollo Park	25/09/1989	20

# Meet: "The Directors" – Part 2

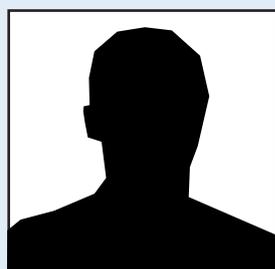
## Q&A

	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?
Steve Buriton	 (Almost) Life long association with the business one way or another (my dad was SAS' third or fourth ever employee) – I am currently Contracts Director	The best thing is the people, and working in a strong, diverse ever changing business.	The politics.	See previous answer.	I had a paper round (not including coming into SAS on Saturdays as a kid!!)	I try to keep fit – running, cycling, badminton etc. and we have competition event horses at home, I also tinker with an old sports car.	Doing the Reading Half Marathon, Why? Money raised for good causes plus I'm not exactly built for running!!	Anything someone's put their heart and soul into.	I love a (hot) curry – although I'm told it doesn't show!!
John James	 Knowledge of the factory computer system being implemented in Bridgend in 1988. I am currently Works Director at Bridgend.	The "pace" of the company.	Not enough hours in the day.	The M4.	Steelworker.	SAS.	Getting a degree through Open University after cocking up my A-levels.	Jimi Hendrix.	Lamb (Welsh)
Stuart Morton	 Replied to an advert in the Financial Times for Finance Director.	Entrepreneurial drive and the skill and knowledge of the SAS Team.	Unrelenting turbulence on a flight from Glasgow to Cardiff.	Move the Bridgend factories 3 miles east and double my journey.	Paperboy.	Our gardens and Newcastle TANS supporter (there's always next season).	My family for the satisfaction they bring.	Eclectic, other than Brass Bands and C&W.	Whatever Mrs. Morton puts on the table.
John Birken	 I was with Avanti when we were purchased by SAS from the Linkspan Group in 2007. I am currently Operations Director at Avanti.	Working for an innovative and forward thinking company.	Everyone is generally very busy and this can result in slow responses to requests.	A speedier response to e-mails and telephone calls.	Management trainee with a chemical distribution company.	Triathlon.	Still to come and will hopefully be my successful completion of an Ironman distance triathlon in 2010.	Fairly eclectic ranging from classical to Billie Holiday to Eminem.	Pasta and Seafood.
John Wood	 Replied to an advert in Building magazine looking for project managers to work in Hong Kong. Now Export Director.	I like seeing what great shapes can be produced in folded metal.	It's all paperwork, not metalwork.	Speed up everything.	Colour washing town plans (that's one for the oldies).	There must be something... no, there's nothing I can think of.	Kids...that's a cliché, marriage, that's worse, reaching 50 without dropping down dead, now that's a real achievement.	Dr. Feelgood.	Lunch.
Mark Jones	 Having spent 10 years in my first employment I decided that I needed a new challenge. SAS were known to me and advertising in my local paper. I successfully applied for a position as a designer (in what was then the contracting division). My current role is Commercial & Design Director.	Diversification – each day is different and also the locality of the office to home.	Locality of the office to where I live. It can also work against you!	To rekindle the 'small Company culture'. Any suggestions would be appreciated.	Other than the obligatory paper round, I worked as a 'butchers boy' from the age of 13 for 4 years. My first full time position was as a Junior Draughtsman for a small ceiling contracting Company.	I'm a bit of a sport nut particularly playing golf, and watching motorsport (due to SAS's involvement in recent years). DIY and also managing / engineering a local 'covers' band.	I have been fortunate to have had many proud moments – all for different reasons including: - The birth of my two children. My terminally ill father being able to attend my wedding. Representing East Berks schools as an eleven year old in a cup final played at Stamford Bridge under floodlights.	I enjoy a diverse range of music but late 70s & early 80s soul / dance is my favourite.	Seafood particularly shellfish and anything with chilli in it.



### A Day in the Life...

Volunteer yourself or nominate someone for the 'A Day in the Life' section of the SAS Insider. Please let us know if you would like to appear or if you would like to nominate another person.



### 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.

# SAS International chilled beams installed in conjunction with geothermal bores at the London School of Hygiene and Tropical Medicine

SAS International designed, supplied and installed 231 metres of energy-efficient active chilled beams to the London School of Hygiene and Tropical Medicine's new South Courtyard building in Keppel Street.

Paul Downie, Principle, Downie Consulting Engineers comments; "The environmental systems are designed to balance the buildings significant thermal gains with inherent passive construction and renewable sources, in this case, ground water abstracted from 70m below existing pavement vaults and providing a totally renewable form of cooling for the building.

"Heating is provided via a District Heating Main routed from a Combined Heat and Power plant located within The School of Oriental and African Studies at Thornhaugh Street, Russell Square. With heating and cooling, as the two major energy consumers for the building, both being provided via renewable and highly efficient sources, the total buildings energy CO<sub>2</sub> emissions are minimised."

The building achieves a 'Very good' BREEAM Rating and received a Low Carbon Buildings Award for its sustainable environmental systems including renewable energy sources incorporating the use of active chilled beams sourced with ground water supplied from geothermal bores. Other environmental systems include mixed mode ventilation, heat recovery, and photovoltaic arrays integrated in to



Atrium glazing providing shading to internal spaces to reduce solar gain. A wind turbine has been installed at the highest point of the roof.

In addition to the active chilled beams SAS International's Project Management division also supplied and installed service bulkhead panels, soffit linings and structural beam cladding. The design department worked closely with the project team and a number of sub-contractors to ensure seamless integration between the different design elements.

Mark Goodwin Associate at Devereux Architects comments: "SAS International was very helpful during the design stage by constructing a mock up incorporating all facets of the design so that the client and design team could view and assess the impact of the proposals and fine tune the system".

SAS International active chilled beams feature throughout the building, in open plan office areas, teaching spaces and IT suites. In open plan office floors the striking design of the active chilled beams and other ceiling elements complement that of the surface mounted luminaires, a concept developed by Hoare Lea Lighting. Mark Goodwin continues: "SAS International were able to adapt and modify their systems, to incorporate features such as the luminaires to provide the client with the required unique effect in terms of aesthetics and function."

Enhancing the potential of this Grade II listed building, Devereux Architects designed a contemporary research,

teaching and learning facility, which is housed in a large redundant courtyard at the School. The design involved the demolition of the existing 1920s lecture theatre situated in the middle of the South Courtyard and the insertion of a new structure rising five storeys, surrounded on all sides by top-lit atria. This new, reclaimed space accommodates areas of teaching and research space and two new Lecture theatres.

The project has exceeded its obligations for renewables and is an excellent example of how low and zero-carbon technologies can be incorporated into an urban setting. "The premise of the building's design is to achieve sustainability throughout and in keeping with this principle the ventilation strategies incorporate heat recovery, lighting solutions are all daylight controlled and therein further savings are achieved within these systems", concludes Paul Downie.

SAS International System 130 metal ceilings also feature throughout the building, which was officially opened by HRH The Princess Royal.

## Case study available

