

INSIDER

Oct 2010
Issue 15



SAS
Middle East
completes
new Aldar
HQ,
Abu Dhabi,
page 5



SAS appoints two new Non-Executive Directors



David Leatherbarrow, the former Managing Director of Trox UK Ltd, has worked for more than 35 years in the global building services industry, with significant experience in managing and developing businesses in the UK, Europe, USA, Middle East and Asia.

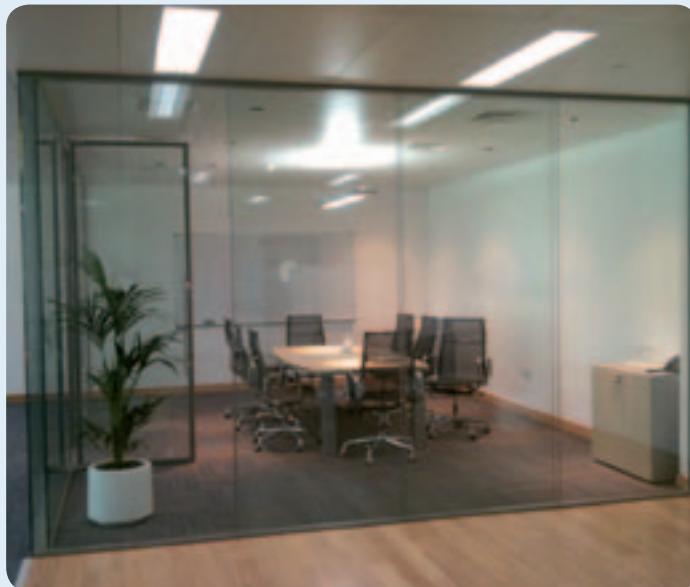
David will bring to the company his construction and manufacturing industry knowledge, together with his strategic skills and will work with the existing team to maximise the growth potential of the room comfort division of our business.



Hew Balfour brings a wealth of experience to the board having held previous appointments as a Non-Executive Director in a number of different public and private sector organisations, including the Miller Group, the housing, property and construction company, the Ministry of Defence and currently the Scottish Leather Group.

Earlier this year, Hew retired from his position as Chief Executive Officer of Havelock Europa PLC, a UK market leader in the design, manufacture and installation of retail and educational furniture and point of sale displays, after twenty years' service.

New SAS International Office in Dubai



SAS has opened a dedicated office and warehouse in Dubai Investment Park 2, Dubai. It will serve as a hub for SAS project activity in the Middle East, North Africa and India regions. As well as advising specifiers, contractors, M&E consultants, developers and clients from initial concept through to installation, other support services available include:

- Design and Technical Solutions Team
- Training resources for Main Contractors and Sub-contractors
- Continuous Professional Development presentations for architects and M&E Consultants;
- Dedicated Mock-Up Area

We plan to develop the Dubai office and resource throughout 2011. The new office in Dubai is in addition to our Abu Dhabi office which has operated for two years.



SAS International Arabic Logo

Supporting the SAS Dubai office and our growing business in the Middle East we have introduced a new Arabic version of the SAS International logo.

This logo appears on all our correspondence and activity in the Middle East. If you require a copy of the logo for any use please contact a member of the marketing team.



SAS Launches Middle East Website

We translated our existing SAS website into French and Spanish last year. To meet growing demand for SAS International products in the Middle East we recently launched www.sasint.ae.

The new site automatically shows the Dubai office number and contact details when anyone visits our site from any Middle East country. It also enables us to update the website specifically with products or projects from the region.



Belgium Fire Standard

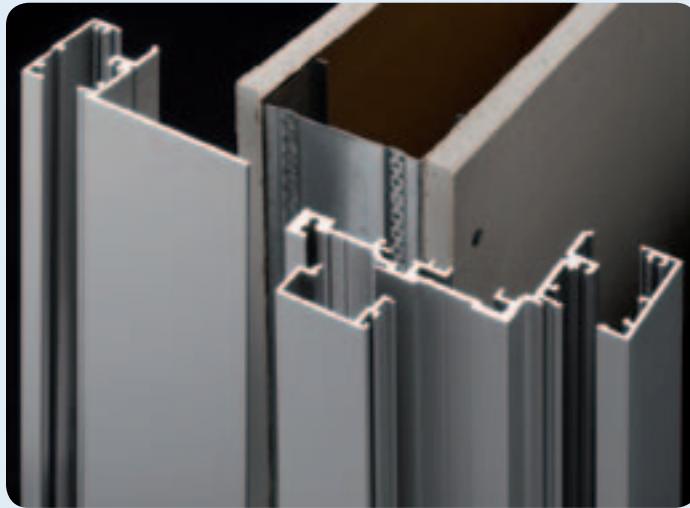
SAS International has recently tested and passed the NBN 713.020 fire test standard in Belgium, acknowledged as one of the most stringent ceiling standards of its kind in Europe.

Tested in accordance with the Standard under an aerated concrete floor, our ceilings; with different suspension methods, panel sizes and acoustic backings met the requisite fire resistance. The suspended ceiling satisfied the stability criterion to 40 minutes, which exceeds the 30 minutes normally specified.

SAS Products Shortlisted for AIS Product Innovation Awards

SAS International's new XP Frame and C-Joint have been short-listed for this year's AIS product innovation awards.

The shortlist will be judged by a panel consisting of representatives from Gensler, tssp, Pringle Brandon, Workplace Projects and Clasby Design, the winner will be announced in October.



Birmingham Expansion

SAS Direct Birmingham has recently completed the purchase of an additional unit at Percy Business Park.

The addition of the new unit doubles the size of the depot enabling Andy and his team to meet the growing demand for SAS International products in the West Midlands. The new expanded branch will be operational in the coming month.



2010 Product of the year award

The FX International Interior Design Awards invite both British and international design talent from all over the world to enter the very best of interior products and projects.

SAS International's C-Joint has been short-listed in the '2010 Product of the Year' category alongside leading international interior designers including Foster + Partners, Roca, Boss Design and Steelcase. The winner will be announced on the 30th November.



BedPod Update

In the last issue we looked at the BedPod which SAS developed with Nightingale Associates and Billings Jackson Design. Since the showcase SAS International has met with a number of representatives from the Department of Health, NHS and other health-care providers.

Maybole is currently building another four BedPods which will be trialled in NHS hospitals during 2011. We have already received significant interest from public and private health-care providers.



ceilings | partitioning | doors | glass | drylining



Structuring and Future Business Development Plan for SAS Direct

SAS International acquired Avanti Systems Ltd in October 2007, an established provider of services to the partitioning & interiors industry with manufacturing & distribution facilities in Burgess Hill, Oxted, Bristol & Leeds.

In the initial re-structuring of Avanti their manufacturing facilities were transferred to our dedicated partitioning and door factory at Apollo Park.

As published in the last Insider we announced the Avanti business would

be rebranded as SAS Direct, with depot openings in Leeds, Birmingham and Dublin. Avanti Burgess Hill was also rebranded as SAS Direct having completed a refurbishment of the offices, warehousing and external storage facilities.

We are now significantly enlarging the SAS Direct division by adding further centres and a new 60,000 sq ft central distribution & management headquarters in Reading.

To support the expansion we are also

enhancing the existing management team. The new operational team at Reading will be:

- Paul Golden – Managing Director (joining SAS Direct on 1st Nov 2010)
- David Bichan – Financial Controller
- Tim Horrocks – National Sales Manager, (joining SAS Direct on 1st Nov 2010)

SAS Direct will primarily distribute SAS International manufactured products to the interior fit out industry, majoring in ceilings, partitioning,

doors, glass and associated drywall and insulation products. The emphasis of the business is interiors, as opposed to the global services provided by others to the UK construction market.

SAS Direct will provide an enhanced service to our existing UK customers & extend this service to the broader UK interiors fit out industry.

A further SAS Direct centre is currently being fitted out in Dubai alongside our new Middle East offices for SAS International Ltd.

Who are the members of the SAS Direct management team?

Paul Golden Managing Director

Paul is bringing his vast experience of the interior fit out market to SAS Direct. He is a former director of CCF Ltd leaving to establish PCF (Partitioning Ceiling Floors) in 1991.

In 2002 PCF was acquired by the SIG (Sheffield Insulation Group) group with Paul becoming a director of SIG. He was approached by SAS International to head up SAS Direct.

Tim Horrocks National Sales Manager

Tim originally established the suspended ceiling business within Komfort, now worth £8m per annum, before moving to join Paul Golden at PCF.

He left PCF to work for CPD, an SIG Group company. He was Regional Sales Manager at CPD, responsible for a turnover of £200 million.

David Bichan Financial Controller

David is a chartered accountant and joined SAS International in 1987, becoming Financial Director of CCF in 1990.

He moved to Travis Perkins Plc in 2002 when CCF was acquired by them. He rejoined SAS in 2006 and oversaw the acquisition of Avanti Systems in 2007.

John Birkens Operations Director

John originally joined the Linkspan Group in 1985. During his time at Linkspan he has worked for a number of divisions, including Planet Partitioning, before becoming Commercial Director for Avanti. SAS International purchased Avanti in 2007. He was promoted to Operations Director in 2009 and has overseen the opening of both the Leeds and Birmingham Depots.

SAS Apollo Park's new showroom

To support SAS partitioning and doors and the new SAS Direct business a new showroom has been opened at Apollo Park. It enables us to show new and existing customers and specifiers our range of partitioning systems.

The new showroom has been fitted with a number of products including

System 4000 and System 6000 partitioning. A large fully glazed curved System 8000 meeting room has been created with curved glass sliding doors.

The showroom also features a full range of door options, including a rotating door display that highlights some of our bespoke veneers.



SAS Press

ACOUSTICS

Sound design

In the Middle East, the acoustical equipment that is essential for providing a comfortable internal climate for pupils in schools can also have a massive effect on the acoustic comfort, unless carefully selected.



Metal ceilings 'last longer and cost less'

TOWERING PERFORMANCE

Left to right: Acoustic Sound Design – SAS Metal Ceilings feature (MEP Middle East – July 2010); Metal Ceilings – Benefits of SAS Metal Ceilings (Gulf Construction – July 2010); Towering Performance – Broadgate Tower (AIS Interiors Focus – July 2010)

Aldar HQ, Abu Dhabi

SAS International's ceiling installed at Aldar's striking Headquarters in Abu Dhabi

The largest developer in Abu Dhabi, Aldar, has a striking HQ building; the first spherical building of its kind in the Middle Eastern region. This futuristic centrepiece of Al Raha Beach, an exclusive new city on the outskirts of Abu Dhabi was designed by MZ & Partners. Our System 150 metal suspended ceiling solution was specified for the interior fit-out.

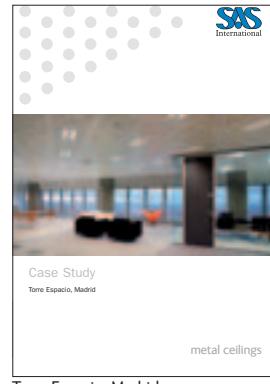
The distinctive building, immediately identifiable even from the main highway between Abu Dhabi and Dubai, was voted the "Best Futuristic Design" by The Building Exchange (BEX) Conference held in Spain.

It is widely recognised as one of the region's most notable pieces of modern architecture. The suspended ceiling system was required to make a significant contribution to acoustic comfort within the office areas taking into consideration both open plan acoustic absorption and room to room privacy. In addition acoustic flexibility for future tenants had to be considered to suit individual space-planning requirements.

System 150 metal ceiling tiles, featuring a bespoke perforated pattern with 100mm wide plain borders were specified for all floors throughout the elegant 23-storey building. To compensate for the reduced area of perforation a special pattern with an enlarged hole diameter was designed and combined with high performance mineral wool acoustic inserts. The result is a modern ceiling system offering smooth clean lines and a sophisticated yet practical finish.

This state of the art commercial development has impressive sustainability credentials, having been developed in line with the US Green Building Council LEED® rating system. The Aldar HQ has been built using a material palette that includes steel, glass and concrete, materials that can ultimately be recycled.

New Case Studies



SAS Press



Clockwise from top: Product Anatomy – XP Frame (AJ Specification – June 2010); Front Cover – System 8000 C-Joint (AJ Specification – June 2010); A Canterbury Tale – System 8000 60/60 (School Building – April 2010)

Latest Project Photography



Clockwise from top left: Buckingham Avenue, Slough • Westminster Council, London • Ferrari, Birmingham • Kingdom Street, London • St Pancras Hospital, London

New Case Studies



Great Portland Street, London

Other new partitioning case studies:

Chelsea FC, Surrey

Chevron House, Aberdeen

St Mary Axe, London

Police Federation, Leatherhead

London Academy, London

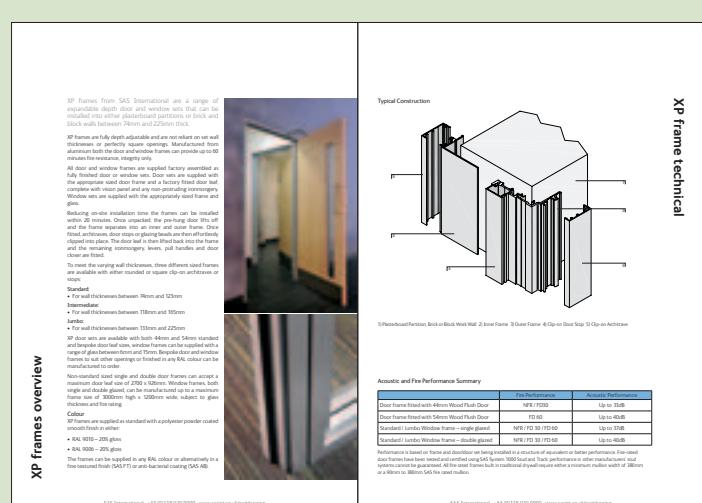
Mortimer Street, London

New XP Brochure

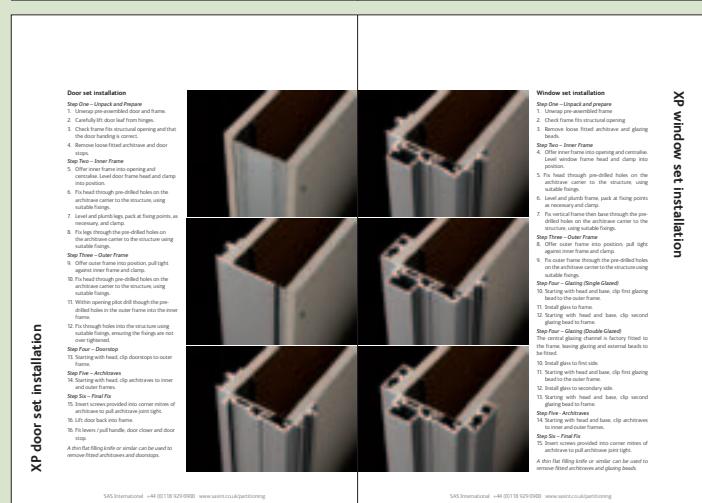
As reported in the last issue SAS have launched the XP frame, a range of expandable depth door and window sets that can be installed into either plasterboard partitions or brick and block walls between 74mm and 225mm thick.



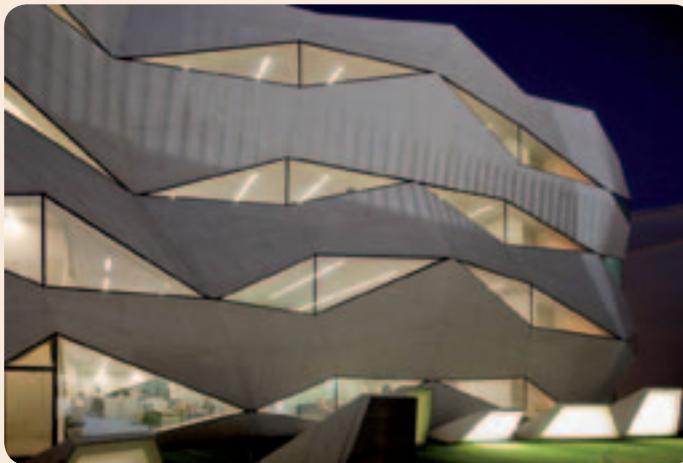
XP frame techniques



XP window set installation



Vodafone Oporto, Portugal

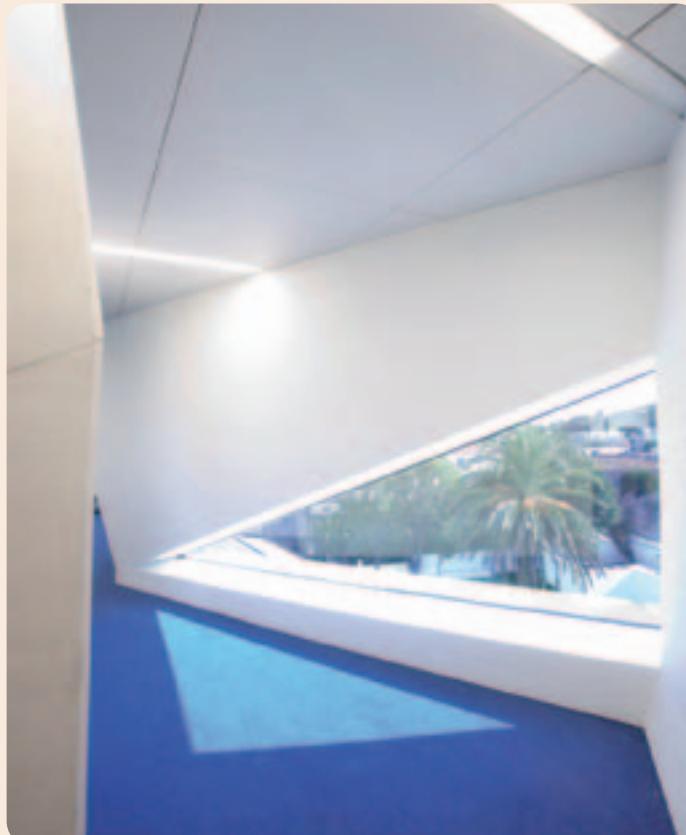


The new Vodafone Headquarters building in Oporto, Portugal features 2,000m² of System 200 radiant chilled ceilings. The use of radiant chilled ceilings delivers comfort cooling in the most energy efficient way in order to minimise the building's CO₂ emissions.

The striking building was designed by architects Barbosa & Guimarães with Vodafone's slogan "Vodafone Life, Life in Motion" used as a theme which results in a dynamic building formed of irregular structural features. Our radiant chilled ceiling solutions were specified to help minimise the ceiling void whilst still delivering excellent levels of occupant comfort.

By using radiant chilled ceilings the engineers and architects were able to deliver the cooling performance required to combat the heat loads in the occupied space yet still meeting acoustic demands required in a commercial environment.

José Marques at architects Barbosa & Guimarães comments; "Radiant chilled ceilings meet demands for aesthetics without compromising on functionality. This type of ceiling and cooling solution is a perfect choice to meet the performance demands of such an iconic building. Radiant chilled ceilings allowed us to deliver the cooling required to combat the heat loads in the occupied space while meeting acoustic demands and providing excellent levels of occupant comfort."



room comfort

SAS Press

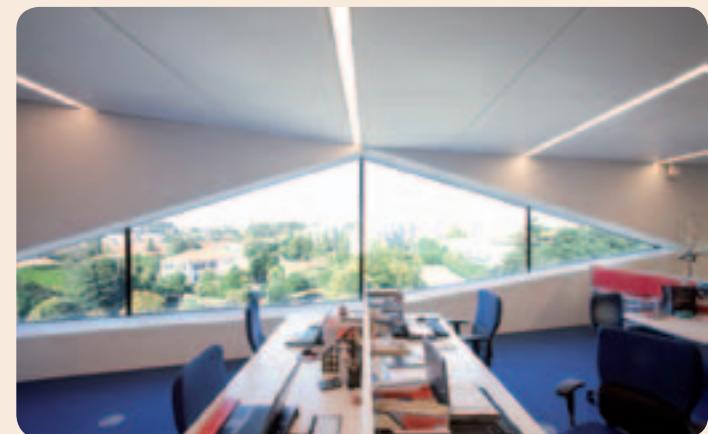
Cool runnings

Could chilled beams be the best solution for the long-term air conditioning of Middle-East buildings? SAS Middle East marketing director Andrew Jackson outlines the benefits of the technology and explains why it's growing in potential for the region.

The key to performance

Chilled beams have been a major success story in the Middle East over the last few years. As the region's climate has become more extreme, so too has the demand for cooling. In this article, we look at how chilled beams can help to combat the challenges of air conditioning in the region, and why they are becoming increasingly popular.

Left to right: Cool Runnings – SAS Chilled Beams (Construction Week Middle East – July 2010); The Key to Performance – SAS Chilled Beams (Building Services and Environmental Engineer – July 2010)



Pedro Albuquerque, Mechanical Engineer responsible for the HVAC Project for Vodafone Oporto comments; "In a building which surrounds grant a well-controlled heat gain and loss, the installation of chilled ceilings arose as a choice, providing a solution of "invisible" cooling/heating air treatment highly flexible in the planning of the inner space. It provides a high standard of comfort in thermal and acoustic terms, together with a low energetic demand compared with more conventional solutions."

Chilled ceiling solutions radiate cooling downwards and provide quiet, draft free comfort cooling to occupants. This is increasing their popularity as the link between occupant comfort and productivity is becoming increasingly recognised. And, because they are unobtrusive installations, they free up much more valuable office space for occupation and use. This is often overlooked but is of increasing importance as space provision, particularly in offices, demands that the use of the floorplate is maximised. In addition the ceiling panels allow for ease of maintenance for minimum disruption.



SAS Press



Top to bottom: Bespoke Metalwork – Waterloo Station (Building For Leisure – May 2010); Design Led Journey – SAS Architectural Metalwork feature for Transport projects (Public Sector Building – July 2010)

Waterloo Peak Hour Subway

Major refurbishment with bespoke SAS architectural metalwork



SAS International's vaulted metal ceiling and stainless steel wall cladding, with impact resistance and finished with anti-graffiti paint, were specified for the recently completed Peak Hour Subway at Waterloo Station, London. The refurbishment created a modern, open space designed for increased capacity over the coming decade. The subway, which is accessed from the platforms, was originally designed to alleviate overcrowding at the main underground entrances at Waterloo Station.

Our Project Management Team worked closely with bpr architects on the design, manufacturing and installation of the architectural metalwork for the Peak Hour Subway.

Nicholas Whiting, Associate Director at bpr architects comments: "The civil engineering involved in opening up these arches was a huge challenge for the project. The lower subways of Waterloo are constructed from Victorian brick arches some 3.5 metres thick. Once the new openings were instated we needed a bespoke cladding system that could be installed quickly and easily within tight time and budgetary constraints".

"SAS International have provided a robust wall and ceiling finish to meet these needs and create a sleek modern environment to a previously disused and damp space. Network Rail has since commended the project team for completing this challenging build on time."

The demountable barrel vaulted ceiling along with the silver ceiling had to incorporate existing services. A bespoke design was required for the existing brick and render arched soffit of the subway which contained congested services suspended beneath.

Stainless steel wall cladding with impact resistance and finished with an anti-graffiti paint, were specified and installed throughout the walkway of the subway with stainless steel corner posts and skirting also used on the stairs. The stainless steel skirting has slotted perforations at the bottom for ventilation to otherwise damp walls. The wall panels also feature ventilation slots.

The complex wall cladding was designed and installed around recessed mounted control units, CCTV cameras and gate line attendant points. The system consists of a hook-on demountable cladding on vertical pin channel supports, which allow panel access to services.

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

Radiant Heating Service Rafts



HCP has launched a Radiant Heating Service Raft, which has been developed in accordance with our System 600 acoustic lighting raft. Traditionally radiant heating panels or tiles have been used in suspended ceilings however integrating radiant heating panels into acoustic lighting rafts offers further design flexibility.

These service rafts are freely suspended below coffers leaving large areas of the concrete soffit exposed, enabling free air movement to the structural slab for natural thermal mass cooling.

Radiant Heating Service Rafts can be fitted with both up and down lighting and acoustic absorption pads or

perforated panels providing acoustic properties by absorbing reflected sound from the structural soffit.

Consisting of a number of radiant heating panels, Radiant Heating Service Rafts can be linked together in modules to form longer runs or installed as a separate unit dependant on design applications. Incorporating acoustic pads into the rafts provides increased acoustic comfort without compromising heating performance.

Over 1,700 metres of HCP Radiant Heating Service Raft were specified for the new Trent Valley Academy in Lincolnshire. In addition, HCP Radiant Heating Service Rafts have also been used in South Trafford College. The design solutions address heating, acoustic and lighting requirements.



Latest Project Photography



HR Wallingford Trench Heating



New HCP Website

As reported in the last issue HCP's website has been completely rebuilt with new features. The new website, www.hcp-sasint.co.uk, has been designed to make navigation easier.

With a similar design to the SAS International website the main products, Radiant Heating, Trench Heating and Perimeter Heating are clearly visible throughout the site. A registered user section tracks our CAD downloads and project case studies, latest news and sector demands complete the website to ensure visitors have all the information they require.

It is the latest SAS website to be managed by an online content management system. The content management system enables us to make rapid changes to the website and track user activity.



Team News



SAS Maybole has recently supplied Maybole Juniors with new football kits and track suits. The story appeared in The Ayrshire Post earlier this month with their assistant manager / player Paul Kerr thanking John Gemmell.



James McClung, a paint line operator at SAS Maybole, recently completed the London Marathon in a time of 4 hrs 59 mins on the 24th April this year. James ran in aid of 'Combat Stress' and is shown presenting a very well earned cheque for £750 to Bill Middleton, Acting Director of Clinical Services for Combat Stress.



Louise Derham from SAS Direct Burgess Hill and Lynette from Intersign Partitioning raised £300 for Cancer Research in this year's Race For Life.



Congratulations to Jack McCarthy. In his first year he finished 6th overall in the British Super One Series.



Your Insider

The Insider is published every quarter to bring news across the entire SAS group.

We encourage your feedback and contributions. Please email anything you feel appropriate to sasinsider@sasint.co.uk and we will try to include it in the next issue.

Long Service Awards 2010

Name	Location	Start Date	Service
Steven Greenaway	Apollo Park	13/08/1990	20
Geraint Lewis	Bridgend	28/08/1990	20
Agnes Gorden	Maybole	19/06/1995	15
Gary McNeil	Maybole	28/08/1995	15
Mark Pestridge	Apollo Park	05/06/2000	10

A Day in the Life

Paul Dowding

Every day is a learning curve, as I always say to my kids and the glazing boys up here in the north (hereby also known as the kids).

My day starts at the office at 7am to meet and greet the kids which usually involves two quick coffees and two quick fags before the phones start ringing; alternatively I could have been on the road for an hour or so, anywhere between Birmingham and Glasgow to go to site for an induction/ survey.

As I've been travelling up and down the country for several years now I've managed to find some hidden gems of sandwich shops so if anyone needs any recommendations for the best spam-egg and brown sauce please feel free to ask!

I could have been on the road for an hour or so, anywhere between Birmingham and Glasgow...



Usually after several calls from various project/contract managers it's time to do what I get paid for and measure for glass and blinds. Once our customers have fitted the partitioning track/glazing channels, it is down to us/me to survey and measure up for glass and/or blinds.

When on site there are many distractions to cope with. Whether it's people drilling or ladies sat at a desk next to you, thinking of you as a diet coke break! (I wish).

It's important to survey right the first time, for obvious reasons of cost and time to return to site to put it right. All the sizes taken by me are double checked by myself then checked again by Ann, (my lovely assistant in the office); we ensure any drawings for doors and special shapes are correct, then the order is sent to the relevant supplier.

When it comes to the installation day I run through all the paperwork with the kids and make sure they understand all the drawings etc to ensure the job is done right first time and every time!

After seven years with Avanti/SAS no two days are the same, different cities, different configurations of glass and blinds and of course the different combinations of spam sandwiches!

Then it's home for tea!



Caption Competition 15:

John Sheldon

The Apollo Park lorries have been busy during the quarter with deliveries, can you suggest what John might be thinking in this picture.



The best entry will receive a £25.00 voucher of their choice and will be printed in the next issue. Send all entries to sasinsider@sasint.co.uk



Caption Competition 14:

Jason Lewis

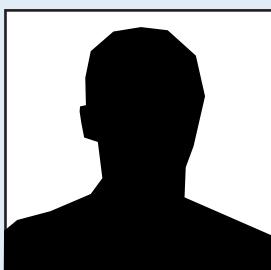
Due to the sheer number of entries for the last contest we are unable to pick a winner, therefore the return 1st class flights to Florida will have to go unclaimed!



Meet the Team: Apollo Park Factory Charges

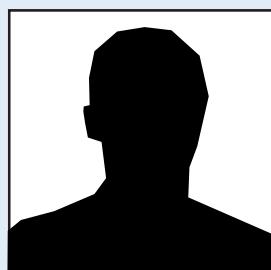
Q&A

	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?
Douglas Winkles	 Recommended by my old boss. I am currently a Lead Hand in the Paintline Section.	My colleagues.	The heat!	The wages and better communication.	Labourer at a building site.	Walking and camping.	Learning how to ski and coming down a mountain without breaking my extremely long legs.	Various.	Everything. I am really not fussy.
Carl Smith	 Advert in local paper. I was very proud to get my job which is currently Door Production Manager.	Every day is different. Very fast paced making the weeks fly by.	Short Lead Times leaving no room for error.	The Lead Times.	Apprentice Carpenter & Joiner.	All types of motorsport, whether Cars or Bikes. F1, Moto GP, BTC, WTC, BSB, WSB.	My wife and three children. They have always supported me during long working hours. I am extremely proud of them for all that they have and will continue to achieve.	Eagles, David Gates and Bread. Queen, Katie Melua, Eva Cassidy.	Gotta be Indian.
Mark Jones	 I originally came here through an agency. I am currently a Lead Hand in the Paintline Section.	Nice and clean and a good working environment.	The wages and the heat in the summer.	The wages!	Dip Powder coater and Jigger.	Football, Cricket, Snooker and Pool.	My 4 children because they are as mental as I am.	Got to be 60s & 70s.	Indian and Spag Bol.
Mark Pestridge	 My friend used to deliver to SAS asked on my behalf if there were any vacancies. I was then asked to attend an interview and was offered the job. I am currently Chargehand of the Goods Inwards Department.	The various roles I do as part of my day. This can include anything from paperwork, goods receiving, forklift driving and many more. It makes the days go fast!	Wagon drivers not booking in and turning up unexpected thereby sometimes throwing the day into slight chaos.	I would offer sick pay to workers with more than 10 yrs service who hold a good attendance record.	Engineer.	Going to the Gym and playing the guitar.	My children, they are perfect!	Beatles, Queen, The Who and, of course, my own music.	English Ploughman's and a nice Sunday Roast.
Nicholas Ardon	 I previously worked with Steven Horner. I am currently Partitioning Chargehand.	People I work with.	Some of the people I have to work with.	Longer lunch break would be nice.	Labourer at a building site.	Football and playing the guitar.	My children because despite everything they have turned out okay.	Got to be Rock music.	Anything that is edible.
Stephen Everett	 I heard about the job through a friend of the family. My current role is Chargehand of the Aluminium Grid Section.	The people I work with.	Shop floor morale.	Shop floor morale.	Making bikes at Cyco Gear.	Playing football and bowls.	Becoming a father to my 4 year old son, Ethan.	Chart Music and R'n'B.	Good old Fish n Chips!
Duncan Flawwell	 I was working for CCF then transferred to what was then known as Truline Ceilings. I am currently Chargehand of the Aluminium Sections and Fabrication.	Can't really think of anything.	Having orders to make and no material due to manufacturing delays.	Material arriving on time.	Trainee Butcher.	Fishing with wife.	Having my son who now also works at SAS.	All sorts.	I will eat anything and everything.



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.