

Issue 20

insider

October 2012



SAS EXPORT
PROJECT SUCCESS

manufacturing world-class interiors

Looking through this issue of the Insider, it's plain to see it's been a busy time at SAS International.



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Being able to show some of the initiatives that are underway, and taking a look at our projects around the world really brings home the breadth of what we are currently working on.

With the Maybole factory expansion completed, the team in Scotland are now integrating this facility into our operations, and we're delighted to say that SAS International has been shortlisted for the Ayrshire Business Awards 2012.

Meanwhile the teams at Bridgend are working to embed the LEAN manufacturing training into ongoing work practices, and are making excellent progress. Bridgend has also been tackling minimising waste at the factory with some tremendous results.

I'm proud to say we are the first ceiling manufacturer to achieve ISO 14025 Environmental Product Declarations for our entire range of suspended ceiling systems, and a big thank you to everyone who helped us achieve this important accreditation.

Delivering long-term value is a key theme at SAS International and this is recognised by our customers. Our new System 8000 partitioning has been grabbing attention, whilst we continue to deliver a range of metal solutions for the transportation sector globally and our ceiling systems are being installed in prestigious commercial developments across the Middle East and Europe.

This is also the 20th issue of the Insider and it's your publication too - so please keep those contributions coming as we want to include them in the next issue.

Malcolm Stamper, Group Marketing Manager

The Insider brings you news from every part of the SAS group. We would like to have your feedback and contributions, including your views about the changes we have made to the Insider. Our email address is sasinsider@sasintgroup.com



North West England sees arrival of SAS Direct

With the opening of a new depot in Runcorn, Cheshire, SAS Direct now has the North West of England covered.

With easy access to the M56 and Greater Manchester (from Runcorn), the new 10,000 sq ft facility at Manor Park is already enjoying custom from local contractors. The depot has trade counter facilities, and customers can collect products direct or

arrange to have them delivered.

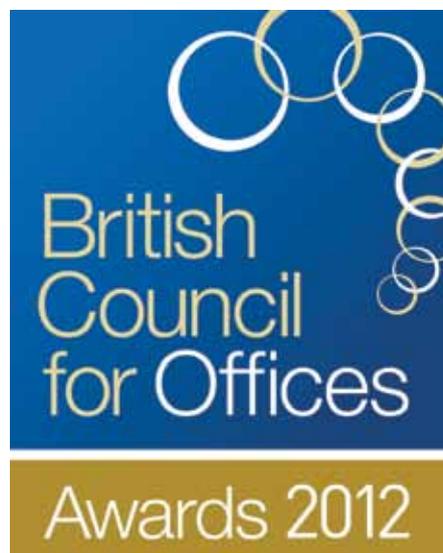
Products available from stock include SAS International manufactured suspended ceiling systems, partitioning and associated products for interior fit out. Our recently launched EMAC Cold Rolled product series is stocked amongst other commodity products such as Tee Grid and aluminium trims.

SAS International is Gold Sponsor of 2012 British Council for Offices Award

The 2012 British Council for Offices Awards sees SAS International as a Gold Sponsor for the 'Fit out of Workplace' Award.

In supporting these 'Oscars' of workplace interiors industry, SAS International's Andrew Jackson says: "With over 40 years' experience in the commercial office sector, we're working with the BCO through this Award to showcase and acknowledge the 'best of the best'. Working with industry bodies such as the BCO in this way shows how we as a manufacturer understand the importance of providing superb value to clients."

The BCO provides recognition for top quality design and functionality through its Awards Programme which is seen as a benchmark for excellence, best practice and innovation in workspace design.



The Shard

Five years ago in Issue 4 of the Insider, we took a look at "London's building boom and Tall Buildings in London". While some of the projects we looked at have not progressed and some are still in progress, the Capital's skyline has been changed forever with the emergence of The Shard, as it is now known in 2012.

Currently Europe's tallest building, The Shard was designed by the international architect, Renzo Piano, for developer Sellar Property Group. We'll take a more detailed look at this building in the next issue of the Insider, as SAS International supplied ceiling solutions on multiple floors of this eye-catching building... watch this space.

SAS leads the market with EPDs

SAS International is the first ceiling manufacturer to achieve ISO 14025 Environmental Product Declarations for its entire range of suspended ceiling systems to BS EN 15804 (the latest environmental standard for construction products).

The overall goal of an EPD is to provide relevant, verified and comparable information about the environmental impact from goods and services. It is becoming an increasingly important requirement for ceiling specification, particularly for SKA good practice measures in the UK and FDES / HQE assessments in France.

The EPD helps and supports organisations to communicate the environmental performance of products in a credible and understandable way.

The process of collating these facts and figures was eased by the efficiency and help of the Bridgend staff and they should be very proud. EPDs are applicable for all types of products and services within clearly defined product categories. EPDs are designed to meet various information needs within the supply-chain and for end-products both in the private and public sector, as well as marketing for example.

There's more on what SAS International is working on around this theme on pages 14-15.

Maybole factory expansion is completed



The completion of the factory expansion at our Maybole site represents another important step for SAS International in 2012.

The investment at Maybole means that we can continue to focus on delivering the best product at the best price.

The new factory extension has now been fitted out with M&E services and will provide room for machinery to be moved in over the winter.

The extension was completed and handed over in August. Initiated by forecasted growth in demand for our products, it will mean that we can now produce more architectural metalwork solutions for UK and overseas customers,

enabling us to grow further.

The new Paintline (powder coating line) has already been fully commissioned and is already operational on a daily basis.

The two-storey extension provides housing for machinery, office space and an R&D facility which will allow us to work with greater capacity, flexibility and efficiency in this modern, purpose-built environment.

The remainder of this year will see the original factory start to integrate with and grow into the new extension, where we will have over 100,000 sq ft of space and the latest technology to enable us to deliver architectural metalwork and bespoke

metal solutions. This exciting move means we can maintain our position as a significant supplier to infrastructure and transportation projects around the world.

New SAS corporate video



We have produced a new Corporate video. It provides an overview of SAS International's interior fit-out solutions and is accompanied by striking imagery. It showcases our innovative approach and the focus the company has in meeting the commercial demands of our customers worldwide. The Marketing team produces informative communication materials such as this to complement SAS International's customer focus, expertise and design-led approach. The video can be viewed on the SAS International website and YouTube channel.

SAS International shortlisted for Ayrshire Business Award



We are delighted to announce that SAS International Maybole has been shortlisted for the Ayrshire Business Awards 2012. Along with two other companies we have been nominated in the category 'Outstanding Performing

Business (more than 25 employees)' – the winners in each of the nine Awards categories will be revealed at a Gala Dinner in mid October.

Valerie Russell, Chief Executive of Ayrshire Chamber of Commerce, commented: "Once again we have had a great response to the business awards and the quality of the applications was exceptional, the judges did not have an easy task."

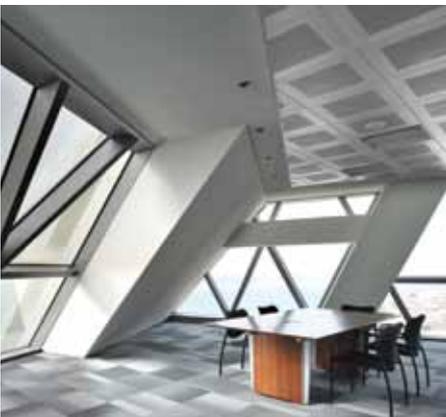


Al Bahr Towers, Abu Dhabi
Trapezoidal System, 330 Metal Ceilings

In recent years we have all seen SAS grow in export markets, particularly in the Middle East. To help further grow this business we recently photographed a number of completed projects in Abu Dhabi.

A case study on Al Bahr towers can be found on pages 18 and 19.

Case studies for Middle Eastern projects can be found on our website.



Aldar HQ, Abu Dhabi
System 150, Metal Ceilings



The Souk, Central Market, Abu Dhabi
Architectural Metalwork



Trust Tower, Central Market, Abu Dhabi
Bespoke System 330, Metal Ceilings



International Tower, ADNEC, Abu Dhabi
System 150, Metal Ceilings



Aircraft Hanger, Abu Dhabi
System 150, Metal Ceilings



Masdar Institute of Science & Technology (MIST), Abu Dhabi
System 600, Metal Ceilings

SAS International awarded major Hong Kong rail terminus contract

Transportation continues to be an important sector for our global clients; and work is due to start on the new West Kowloon Terminal station in Hong Kong.

For this exciting new project, SAS Project Management has won the contract to supply, design and install metal ceilings and architectural metalwork throughout the project. SAS Maybole will be manufacturing 100,000m² of bespoke ceilings and bulkheads, and 60,000m of baffles for the construction of the station. SAS Project Management will be working alongside main contractor Leighton Gammon and AEDAS Architects.

The new station will be the terminus for the Hong Kong section of the Guangzhou-Shenzhen Hong Kong Express Rail Link and is an important new development in the region's infrastructure.

Being the southernmost terminus of the country's high-speed rail network, the facility will



be developed as a gateway to mainland China, with distinctive architectural and landmark features, and convenient interchange facilities with the urban metro network in Hong Kong.

In the striking design of the terminus, the floor plate will reach a maximum of 600mx300m and will be made up of a ground floor and four basement levels. Located in the Jordan area of West Kowloon, the new station will include between four and six long haul platforms and eight short haul platforms in the lowest basement level. Above this level is the Departures Hall, then above that the Arrivals Hall, with the station concourse and ticket hall on Basement level one. The Ground Floor is for taxi pick-up and drop off.

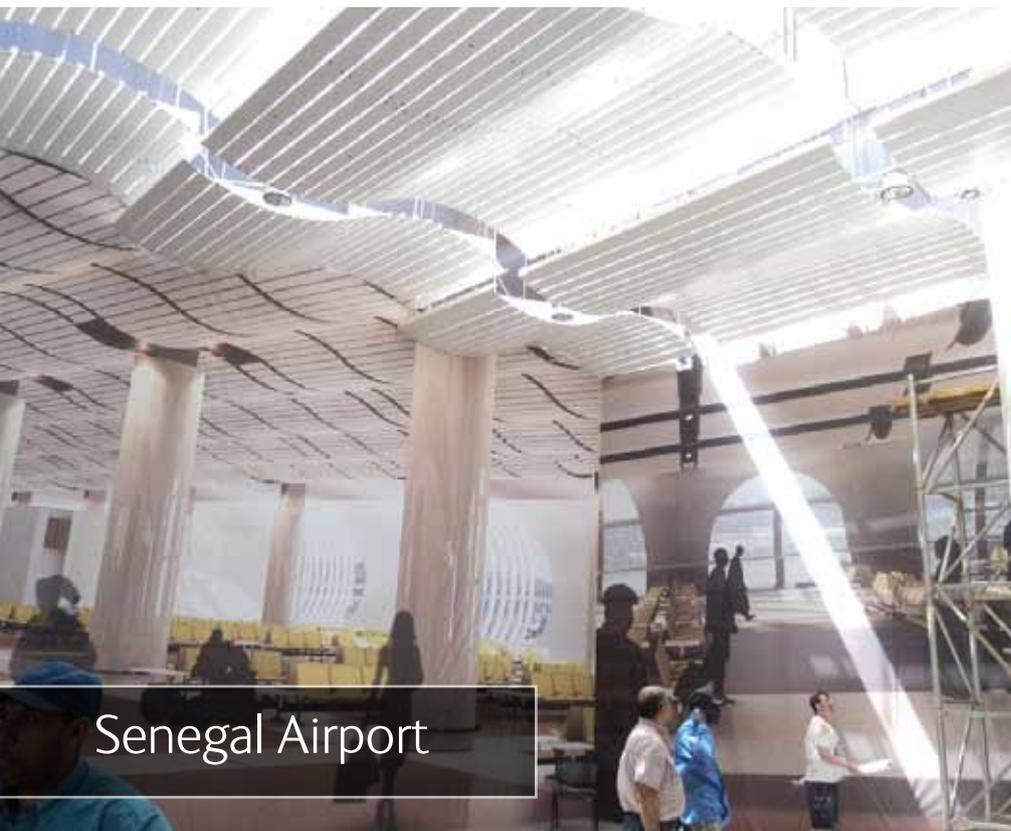
It is reported that the multi-level terminus will be the largest underground facility of its kind, whilst the facility's roof is to become a three-hectare park. It is scheduled for completion in 2015.

SAS International has supplied another significant Hong Kong transportation project in the past, having worked on producing a range of metal ceilings architectural metalwork solutions for Chek Lap Kok airport.



At SAS International we regularly announce new contract wins and produce case studies of completed projects. Also important is a roundup of current projects where we are either in the process of manufacturing or installing on site.

Here is a quick snapshot and update from around the globe of projects on site where so many of you are helping or have helped in the design or manufacture process for these contracts.



Senegal Airport

Senegal Airport, Dakar-Yoff

We have had a range of ceiling solutions commissioned to be installed in the new Senegal Airport, a large expanse of ceilings will span approximately 20,000m². The new international airport will replace the existing Leopold Sedar Senghor Airport of Dakar-Yoff.

The project has been designed and will be built to meet the demands of midterm and long-term air traffic. A combination of SAS System 700 with a C-Profile based ceiling system is being supplied via Areen Design for main contractor Saudi Bin Ladin Group. These are being manufactured at Bridgend and Maybole.

Marks & Spencer, Levallois, Paris

This isn't any interior fit out; this is an SAS International fit out solution; 2,500m² of SAS System 330 has been specified and supplied to M&S Levallois in Paris, to echo the materials first used in the M&S Pudsey (West Yorkshire) store and then at Westfield Stratford.

In the Paris suburb of Levallois-Peret, near the Eiffel Tower, this M&S development is part of the high-street retailer's plans to strengthen its presence in the region, supporting its existing Champs-Élysées outlet.

Local architects ERTIM have designed the Levallois store, with UK based contractors ISG working on this project. The ceiling sub-contractor is Augagneur.

Qantas, Mascot, Sydney

Qantas Global Headquarters at Mascot is an iconic property strategically positioned near Sydney's Kingsford Smith International and Domestic airports, just south of the Sydney CBD and only 200 metres from Mascot railway station. Work is ongoing on this refurbishment project. It will feature 3,000m² of SAS System 320, along with SAS Tee Grid.

Credit Agricole, Pasteur, Paris

To date 5,000m² of SAS System 330 has been supplied through ISOPAR Garges for this significant project for Credit Agricole, which is the second largest retail banking group in Europe. These head office premises have been undergoing refurbishment.

Contractors Vinci and ceiling subcontractors Sté SAFAIP are on site.

Sede Central De Massimo Dutti En Tordera, Barcelona

The retail multinational Inditex, owners of Zara, Zara Home, Massimo Dutti, Pull&Bear, Bershka, Oysho and other brands is expanding its business in Catalonia. Inditex will base Massimo Dutti's world HQ in the coastal town of Tordera, 60km north of Barcelona. Batlle i Roig Architects has specified SAS System 130 and sub-contractors Metalyeso are working on this project.

Pole Star, Brussels

SAS System 330 orders have been received from distributor Jansen for what is the second phase of the North Light/Pole Star development, which is in the North District of Brussels, the so-called 'mini-Manhattan' located close to the canal and the city centre. SAS International supplied the first phase in 2010, and as in the first phase, architects Jasper Eyers & Partners are working on the project, with Interbuild as the main contractors.

Centre Hospitalier Villeneuve St Georges, Paris

In the refurbishment and modernisation of this Parisian hospital, final deliveries of 3,800m² of SAS System 205 have been made to Soci t  d'Exploitation des Etablissements Roland Goutte, working for Bouygues Construction on this project.

Liverpool Stations' refurbishment

SAS Project Management is working on the refurbishment of three stations in Liverpool; Central Station, James Street and Lime Street. The projects have been designed by architects Lend Lease Design, with Morgan Sindall as main contractors.

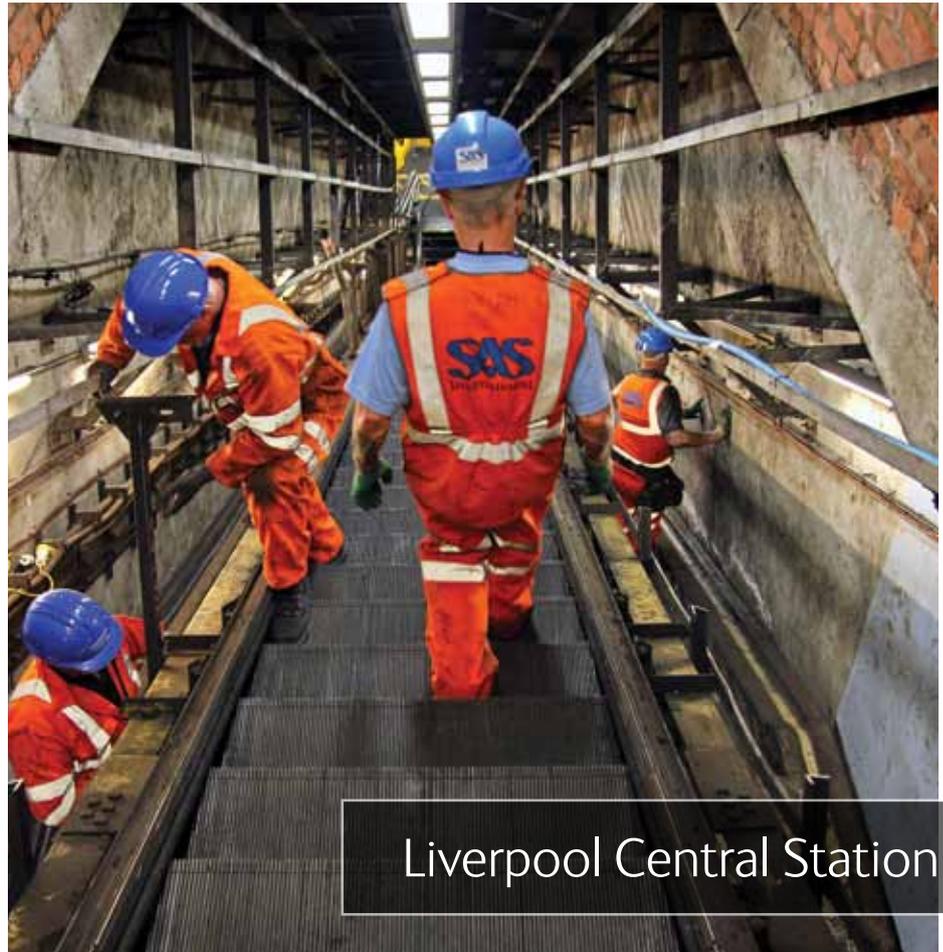
SAS International has to date supplied 2,500m² of architectural metalwork solutions including soffit linings and wall panelling for the Central Station project.

Birmingham New Street Station

The Gateway project will transform Birmingham's New Street station to create a stunning 21st century transport hub for Birmingham and the West Midlands. Work has started by SAS Project Management on the bulkhead details for the first platforms in this phased project which extends from now until the end of 2013: refurbishment is taking place for example one platform at a time to allow trains to run.

SAS Project Management is working alongside NG Bailey, with Mace as the main contractors for the project which was designed by Atkins.

In another phase for the project, SAS International is working with contractors AZTEC and is due to supply waveform baffles for the station concourse areas.



Liverpool Central Station

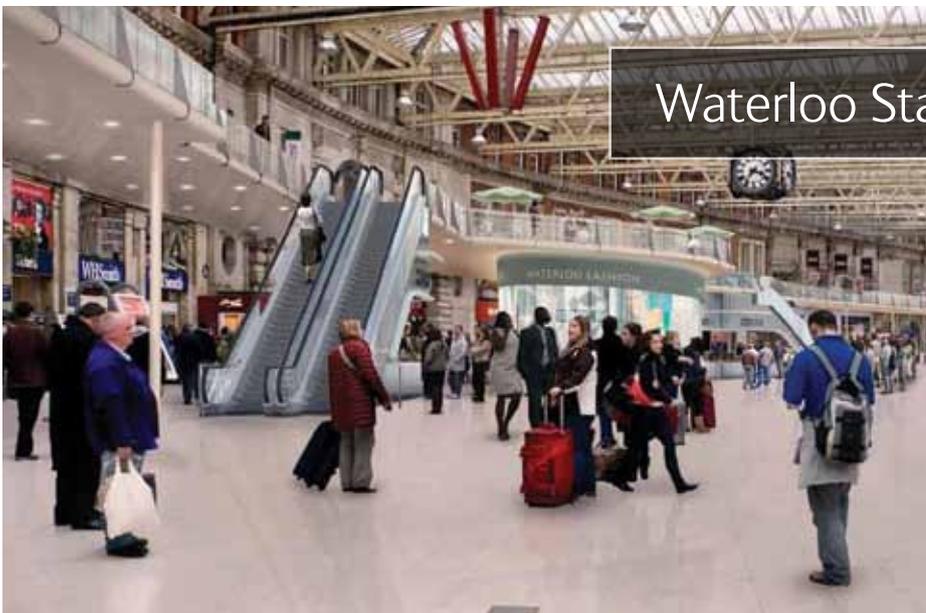
Waterloo Station London – Phase 3

Waterloo Retail Floor One at Waterloo Station has been built to improve facilities and reduce congestion at one of London's busiest transport hubs, which caters for 82 million passengers every year, 60,000 passengers every day in the morning peak period alone.

Working under BAM Construction, SAS Project Management designed and installed an innovative

solution; the soffit panels have no separate support grid. The works have encompassed curved aluminium soffit cladding to the underside of the new mezzanine level and escalators, and stainless steel and powder coated wall lining and column casings to the Level 1 Gateline.

SAS International has been involved with two previous phases of the development of Waterloo station.



Waterloo Station London - Phase 3

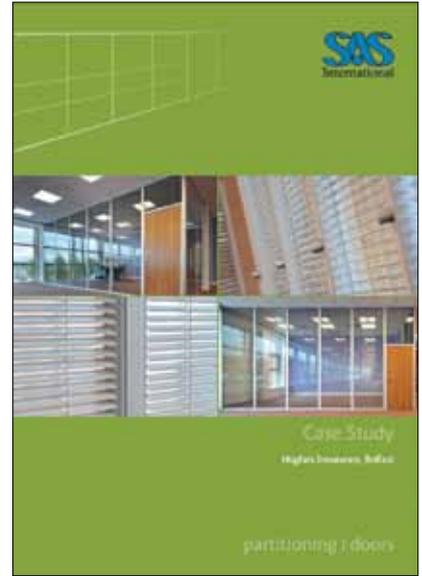




Churchill Estate Agents, Camberly
System 5000, Partitioning | Doors



Heron Tower, London
System 8000, Partitioning | Doors



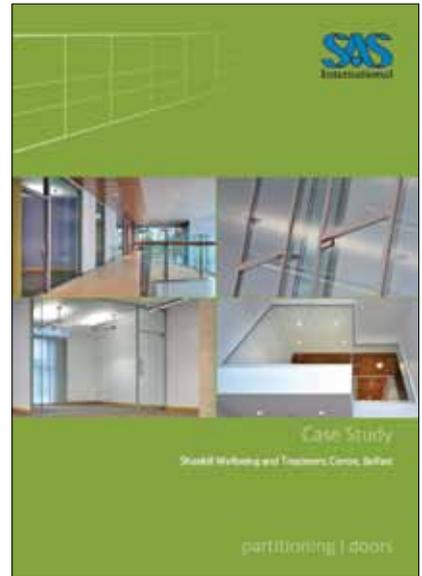
Hughes Insurance, Belfast
System 2000, Partitioning | Doors

A range of new case studies have been produced for recently completed projects.

Here's a selection, which can be downloaded from our website.



Selig Solutions, Slough
System 8000, Partitioning | Doors



Shankill Wellbeing and Treatment Centre, Belfast
System 8000, Partitioning | Doors



RGA, Aldermanbury Square, London
System 8000, Partitioning | Doors



1 Bligh Street, Sydney, Australia
System 330, Metal Ceilings



Commonwealth Bank, Darling Quarter, Sydney, Australia
System 330, Metal Ceilings



Howberry Business Park, Wallingford
Chilled Beams, Room Comfort



Laboratories GlaxoSmithKline, Paris
System 330, Metal Ceilings



Oakhill House, Kent
ISMs, Room Comfort

Demand for our acoustic metal ceiling systems continues to grow across multiple sectors in France. Case studies are being produced and will be available on our website soon



Eqwater, Paris System 330, Metal Ceilings



Bouygues Immobilier, Issy Mozart, Paris
System 330, Metal Ceilings

System 8000 is well received by the market

In the last issue of the Insider we looked at SAS International's new specification-led fully glazed, frameless partitioning system.

System 8000 has been well received by the market, and has gained attention in trade publications too, gaining regular press coverage.

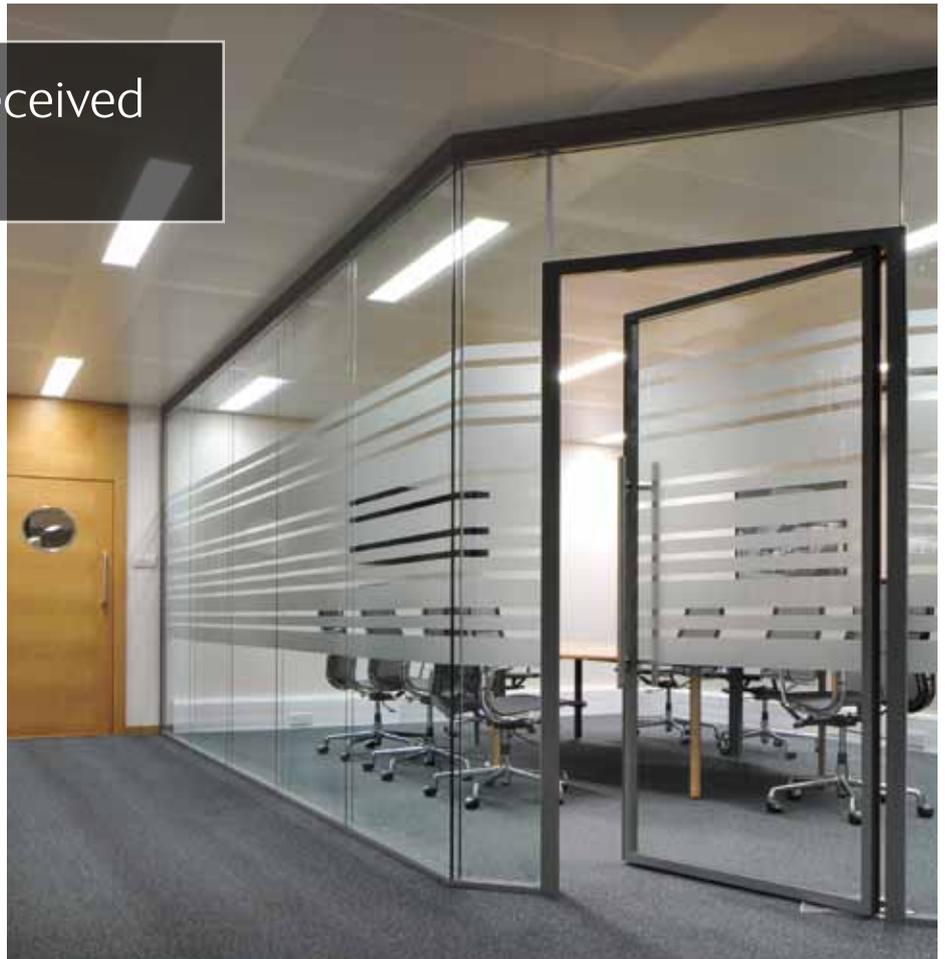
A stunning close-up photograph of new System 8000, with a universal deflection head detail for all partition types, appeared as the front cover on The Architect's Journal's special supplement AJ Specification which focused on Walls, Ceilings and Partitions, and was published in June 2012.

In addition, articles appeared inside this supplement. Under the heading "Right tool for the job" SAS System 8000 was selected for a major focus. System 8000, and ceiling solutions System 700, Tricell and Tubeline meanwhile all gained a mention for SAS International too, in the supplement's overview article on Walls, Ceilings and Partitions.

The Marketing team has also been at work preparing a short case study on faceted SAS System 8000 partitioning installed at the new offices of global professional recruitment consultancy and IT outsourcing service provider Harvey Nash, which are located at the prestigious Heron Tower in the City of London. The project utilised System 8000 glass adapter posts to provide a seamless integration between glass and drywall, to stunning effect. This case study can be viewed and downloaded from the SAS International website.

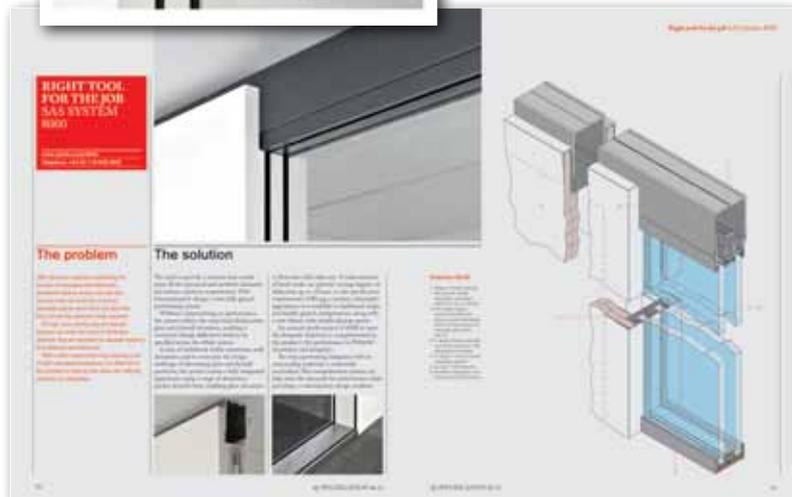
If you go to the video section of the site at www.sasint.co.uk/videos you can also watch and listen to an overview of System 8000 which shows how it combines aesthetics with outstanding acoustic, fire and structural performance. The video includes an easy to understand explanation of how different deflection head details can provide a solution for adjustment to building tolerances, and it showcases a number of System 8000 partitioning projects.

System 8000 is manufactured at Apollo Park and sold nationwide with teams of SAS glazers installing the glass.



WAN AWARDS 12

SAS International's System 8000 has been selected to go through to the longlist for the WAN Product Awards 2012. These prestigious Awards are run by World Architecture News and have an international focus. The shortlist will be announced in October, so fingers crossed for some more good news on this.









Using a range of initiatives to help minimise our impact on the environment

At SAS International we work with our clients and customers to help deliver the highest quality solutions with minimal impact on the environment, but maximum impact on the interior space.

In fact we all get involved in helping to make this happen. At Bridgend over the past six years, Gary and his team has worked hard to minimise any landfill waste, the result means that waste is now sorted at the factory site.

We ensure that waste metal, acoustic pads, paper, card, wood, oil, pallet wrap, water and plasterboard are sorted for recycling and re-use.

This has resulted in waste to landfill from Bridgend reducing by over 65%. It's a great achievement and really makes a difference.

Meanwhile clients, architects and customers worldwide are demanding more information about how manufacturers can demonstrate environmental credentials; and ISO 14025 is an important international standard for what is known as environmental labelling and certification. It aims to create a standard, consistent way a product will be reported on by its company or manufacturer.

This is also important as building assessment methods are requiring product certifications.

One that is becoming popular is the Ska Rating environmental assessment method; a benchmark and standard for non-domestic office and retail fit out projects against a set of sustainability good practice criteria, known as good practice measures.

Good practice measures include as one criteria an Environmental Product Declaration according to ISO 14025 standard from a company, which SAS International now has achieved.

This will help designers and clients when they are comparing the environmental performance between two or more similar products. SAS International contracted Atkins, the world's leading engineering and design consultancy, to complete our EPDs. The dedicated environmental LCA team from Atkins visited the Bridgend factory and compiled data collected by SAS International to produce these comprehensive declarations.



SAS International's fully glazed partitioning provides range of benefits



When we talk about partitioning systems, it's also important to stop and think about how they are being used in today's workspaces.

Partitioning has been used historically to create different usage zones and importantly to provide the option and flexibility to reconfigure interior spaces quickly and easily. Glazed partitioning options can be designed so they are fully demountable and relocatable, so re-positioned with little cost or effort.

Today, with open plan working environments gaining in popularity, space planning usually provides for areas that can be used for meetings or study areas to support the need for privacy and minimise disturbance for some activities.

Fully glazed partitioning systems are also specified as they provide for a modern appearance and can offer interesting design opportunities. SAS International works closely with architects to realise their design ideas and specification needs, and sub contractors to facilitate easy installation of our partitioning solutions.

Fully glazed partitioning is usually single or double glazed depending on the environment, and the way such partitioning can integrate with its surroundings is also important as it is often used in interiors with a mix of solid and glazed elevations.

The new System 8000 partitioning can be installed with our aluminium pocket drywall trims to enable glass elevations to flow seamlessly into drywall. System 8000 can also utilise the same head detail across glass and drywall elevations to enable consistent design deflection solutions. This type of design detail considered at the outset means specifiers and contractors can achieve the right aesthetic.

When it comes to creating immediate visual impact, striking glass designs and finishes can be

used for eye-catching backdrops to reception or entrance areas, or within retail showrooms for an open inviting atmosphere, yet allowing an option for more private discussions (see photo bottom right).

When backlit, fully glazed partitioning provide for an additional and intriguing interior design dimension (see photo below).

Manifestations, applied during manufacture, or as film applied post installation can offer screening or options for striking graphic design, relating to corporate branding or more freestyle ideas.



For additional privacy options Venetian blinds can be integrated within double glazed partitioning. Electric 'privacy' glass can be specified for our partitioning systems and SAS International works with specialist glass suppliers to offer this option.

Fully glazed partitioning provides ample opportunity for imaginative use of glass to create interesting, bright and 'airy' spaces; but it also meets a need in specification terms where there are specific performance criteria to consider such as acoustic comfort (which includes privacy) and/or fire performance (see photo left).

Acoustics have an important role in today's workplaces, and in facilities such as hospitals and educational environments. By choosing glazed partitioning solutions sound privacy can be achieved without compromising the feeling of light within the interior space.

SAS International's System 8000 can be specified to a range of acoustic performance characteristics, tested to BS 20140, and can provide acoustic attenuation up to 47dB if required. The sound attenuation that can be achieved (sound attenuation is the reduction in sound between two spaces separated by a dividing element) is as follows:

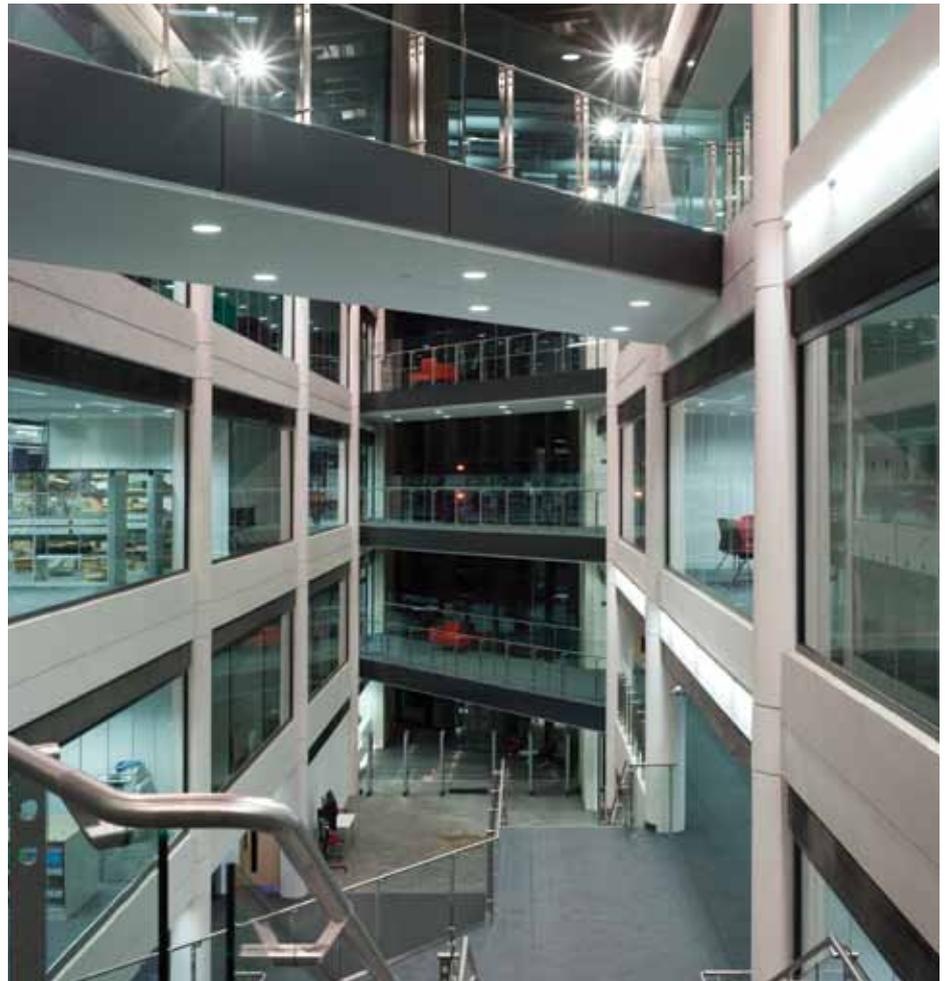
- Single Glazed up to 37dB;
- 58mm Double Glazed up to 45dB; and
- 105mm Double Glazed up to 47dB.

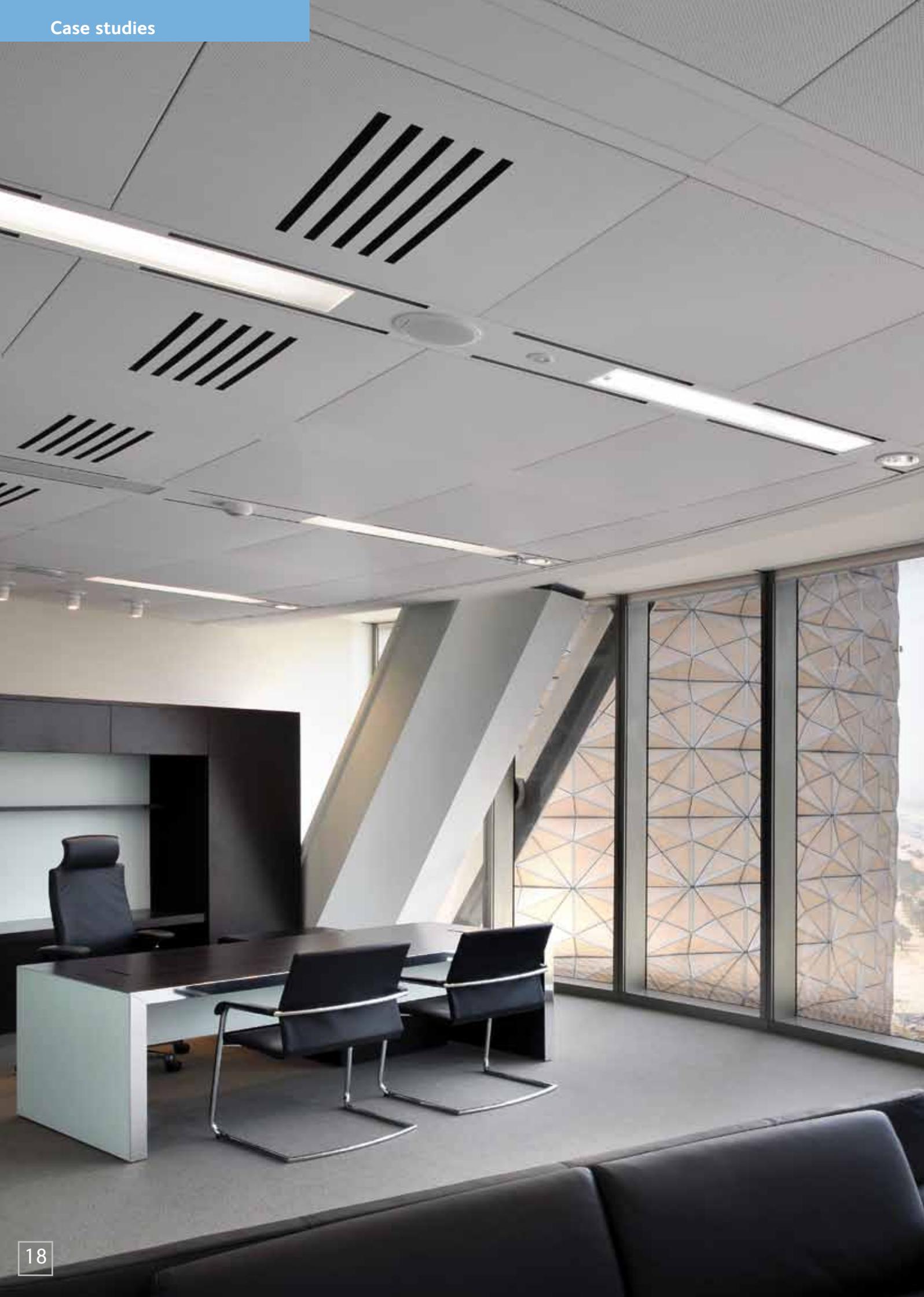
Fire performance is also another critical factor when choosing fully glazed partitioning systems. Fire performance results are given in time, for example 30/0 means 30 minutes integrity, whereas 30/30 means 30 minutes integrity with 30 minutes insulation.

60/60 performance offers an option to safeguard building escape routes and in meeting the requirements of Approved Document B of the Building Regulations.

It also means that glass partitioning, having passed appropriate tests, can be used to considerable heights, for example in large atria or multiple-storey configurations. Our partitioning systems were chosen for this reason for the library and central learning resource at Canterbury Christ Church University in Kent (see photo above right).

Fully glazed partitioning from SAS International is meeting the needs of future-proofing today's interiors, and offers outstanding performance and design solutions.







SAS International specified for a landmark new development in Abu Dhabi

The Abu Dhabi Investment Council Headquarters is nearing completion and the two towers are designed to provide world-class accommodation for over 2,000 employees.

SAS International supplied 26,500m² of System 330 with trapezoidal tiles to complement the building's curved ceilings.

The Abu Dhabi Investment Council is an investment arm of the Government of Abu Dhabi. The design of the new HQ complies with aspirations of the 2030 Abu Dhabi Development Plan, and the design is the result of a competition-winning entry by AEDAS Architects.

The striking shape of the buildings, which are also referred to as Al Bahr Towers, provided an interesting challenge for the SAS International design teams in order to accommodate the building grid and the distinctive curved shape of the building envelope – roughly circular on plan and slightly barrelled.

The solution was to use SAS International ceilings System 330 with bespoke trapezoidal tiles for the

interior fit-out. You can see the unique exterior shape of the Towers on the back cover of this issue.

High acoustic performance was also an important consideration for the project and the metal ceiling tiles incorporate an acoustic pad and plasterboard backing to achieve this. The perforated tiles have also been designed to be free of services to maximise acoustic performance.

SAS International worked alongside AEDAS both in London and Abu Dhabi on this project with ongoing support provided from our team in the region and with main contractor Abu Dhabi-based Futtaim Carillion.

The buildings are over-clad on the south, east and west sides by a unique dynamic shading system that open and closes to provide self shading as the sun moves around them. The project was also designed in accordance with the US Green Building Council LEED rating system.

SAS wins gold at Westfield Stratford City

Not just an excuse to remember the London 2012 Olympics, SAS International is a gold winner in its own right at Westfield Stratford City. The teams at Apollo Park, Bridgend and Maybole all helped in the manufacture of 24,500m² of tube line bulkheads, spandrel panels, exterior cladding, column casings, internal and external ceilings that went into this landmark project.

SAS Project Management was delighted to be awarded Gold in the Association of Interior Specialists (AIS) Contractors Awards 2012 in the Judges' category, for their work at the new Westfield development.

As the gateway to the London 2012 Olympics one of the biggest challenges was that 70% of the visitors to the Olympic park would arrive through the shopping centre. SAS International's Project Management team, along with Westfield's in-house design team worked to a strict six-month timeline to help design, supply and install our metal solutions throughout this important development.

Design Director at Westfield Shopping Towns, Simon Cochrane, said: "Westfield Shopping Towns is made up of some huge buildings with Cathedral-like interior spaces. Working with the team at SAS, our designers found a partner who was able to share with us the vision and ambition to produce ceiling designs that combine all of the mechanical and electrical complexities and still produce a beautiful product."

This retail landmark was designed with the future in mind too. Material choice was critical to ensure



that it would serve the community and visitors for many years to come. Ceilings, bulkheads, spandrel panels, bespoke exterior cladding and column casings all formed part of this project to meet the demands of the design concept.

The 1.9 million sq ft retail and leisure destination also links with the Stratford Place transport interchange and the flow of different materials and lining up ceiling tiles neatly from interior to exterior was a complex task. One solution was to use H Line, our linear slat aluminium ceiling system, underneath the link bridge to Marks & Spencer for example, to create a seamless look.

For this extensive project the Marketing Team has produced a detailed case study which covers all aspects of our work there, and can be downloaded from our website. A special video version has also been created to watch which includes commentary from Westfield's Simon Cochrane and SAS International's Andrew Jackson about

the challenges of the project at www.sasint.co.uk/westfield. The video can also be viewed on SAS International's YouTube channel, and on leading trade magazine Building's website under the link Building specifies with SAS International.





Keeping LEAN

The Bridgend factory team continues to push forward the momentum from the Lean Business Improvement Techniques course. Geraint Lewis, one of our Lean Facilitators, has been keeping us updated with continuous improvement work at Bridgend. Tracking and reporting of outcomes is an important part of embedding the LEAN manufacturing culture.

As we have previously described LEAN is essentially about flexible, motivated teams looking at solving the challenges in our manufacturing processes to maximise customer value with fewer resources.

Everyone at Bridgend should be justifiably proud of what has been achieved so far, and the improvements that are still being made.

Here are some highlights of how keeping LEAN is making a real difference.



Stud and Track - two trolley system (see point 12 below)



Before 5S deep cleaning



After 5S deep cleaning

	Team	Solution and results
1	Logistics	In transportation, motion and waiting was reduced by redistributing fast and slow moving stock between Block 2 and Block 5, which has resulted in a saving of 12 hours per week.
2	Chilled	Layout of the line, with the flow of materials unclear created motion waste. Using a new regime and establishing 'Sort and Straighted' within the area, motion waste was reduced by 51% across the process for set-up activity.
7	Slitter	Supply to the rollform department was improved by the introduction of new tooling trolleys and changes to workflow, with air lines located for speed of banding, resulting in an increase of weekly output by 22%.
9	Paintline	Savings in gas usage (by reducing dry off oven temperature) and labour made by designing and installing a mechanical wheel to shake the jig and encourage water removal prior to burn off, along with hooks manufactured for water drain off.
10	Soenen	A continuous improvement group formed to reduce set-up times for Bits manufacture, enabled the creation of an offline schedule, along with set-up reduction techniques with an Over-all Equipment Effectiveness (oEE) improvement of 27%.
12	Stud and Track	The introduction of a two-trolley system means the machine can run continuously now with no stoppages to remove and band the product. This has significantly increased potential throughput by 1,344,000 lengths per annum.
13	Unit 5	Liaison with the carton supplier to standardise pallet size per carton size has better utilised floor space meaning that all items are now relocated in Blocks 1 and 2. Material inventories were re-organised and annual rent saving made.

Maybole gives a warm welcome to the Olympic Torch

This was a once-in-a-lifetime opportunity to see the Olympic Torch as it came past our Maybole factory. Production engineer, Craig Robinson, had the chance to get a photograph with the torch and 12 year old torch bearer, Ryan Speirs

When Ryan nominated himself to become a Torchbearer his reasons included: "I love the Olympics, I'm good at sport, I work hard and behave in class, it would be an honour to represent Carrick Academy."



Olympic inspiration for Bridgend Manager

Usain Bolt, Mo Farah and Oscar Pistorius are all running legends from this summer's London 2012 Olympics and Paralympics... but none of these can say they've run a half marathon in cold Welsh weather! Our own champion David Bateman, shift manager at the Bridgend factory, is accompanying his wife, Lisa running the Cardiff Half Marathon.

They will be raising money for Barnardo's charity for children, on the 14th October. You can visit their fundraising page at <http://uk.virginmoneygiving.com/LisaandDaveFundraising>



Team SAS wins drivers' championship

For the second year in a row Team SAS has won the Porsche Carrera Cup drivers championship. Michael Meadows took the title at Silverstone at the beginning of this month. There is still another round to go at Brands Hatch later this month where Michael and

Redline racing hope to bring home the team title for the second year running. The Porsche Carrera Cup GB is the support race to the MSA British Touring Car Championship, it is one of the most followed race series in the country.

Congratulations to all those who have become Long Service Award Winners recently. Thank you for your hard work and commitment to SAS!

30 years service



Debbie Evans Apollo Park
Starting role: Office Junior
Current role: Accounts Assistant

25 years service

Antonio Jones Bridgend
Starting role: Paintline Operator
Current role: Planning Engineer



Mark Jones Reading
Starting role: Design Draughtsman
Current role: Director



Ivor Allison Bridgend
Starting role: Storeman
Current role: Buyer



Robin Milligan Maybole
Starting role: Brake-press Operator
Current role: Brake-press Operator

15 years service

Michael Whitehouse Apollo Park
Starting role: Paintline Operator
Current role: Lead Hand

Douglas Winkles Apollo Park
Starting role: Paintline Operator
Current role: Lead Hand

John Smith Apollo Park
Starting role: Vision Panel Bead Assembler
Current role: Vision Panel Bead Assembler

Simon Harper Apollo Park
Starting role: Driver
Current role: Driver

Jason Lewis Bridgend
Starting role: Production Engineer
Current role: Factory Manager Block 2

David Brimble Bridgend
Starting role: Toolmaker
Current role: Toolmaker

10 years service

Edward Whitehouse Apollo Park
Starting role: Doorshop Operator
Current role: Lead Hand

Kerry Richards Bridgend
Starting role: Assembly Operator
Current role: Paintline Operator

Archie Tolentino Bridgend
Starting role: Assembly Operator
Current role: Carpenter

Paul Richards Bridgend
Starting role: Paintline Operator
Current role: Paintline Operator

Pauline Jones Bridgend
Starting role: Assembly Operator
Current role: Assembly Operator

Nicholas Biggs Bridgend
Starting role: Technician
Current role: Maintenance Manager

Kevin Sainsbury Bridgend
Starting role: Assembly Operator
Current role: Supervisor

Jamie Milligan Maybole
Starting role: Brake-press Operator
Current role: Brake-press Operator

Alan McIlwraith Maybole
Starting role: Brake-press Operator
Current role: Brake-press Operator

New Faces

APOLLO PARK

- Mahendra Patel** – Production Engineer
- Phillip Whitehouse** – Logistics Manager

BARKING

- Kerem Basmaci** – Sales Coordinator
- Mark Murphy** – Driver

BRIDGEND

- Benjamin Seymour** – Shift Manager
- Karen Williams** – Cashier
- Philip Dawkins** – Shift Manager

IRELAND

- Dermot Curran** – Distributions Manager
- Karl Rose** – Partitioning Sales Manager
- Padraic McCabe** – Design Technician

MAYBOLE

- Steven Graham** – Maintenance Technician

PROJECT MANAGEMENT

- Alexandra Gibbs** – Trainee Estimator
- Bartosz Stepaniak** – Site Supervisor
- David Woollard** – Project Manager
- Liam McElhinney** – Operations Director
- Scott Weindorfer** – CAD Designer

READING

- Bhavik Patel** – Trainee Estimator
- Chris Russell** – Sales Executive
- Gavin Marsh** – Senior Designer
- Peter Berry** – Contracts Manager
- Rosa Lenders** – Marketing Administrator
- Richard Walsh** – Senior Project Manager
- Simon Johnson** – Senior Estimator
- Sultan Ahmed** – Project Designer

RUNCORN

- Claire Bainbridge** – Sales Coordinator
- Michael Bassett** – Warehouse Supervisor
- Steven Saunders** – Driver

SAUDI ARABIA

- Sahel Dannoui** – Sales Executive



My Work: Ivor Allison, Buyer

“In my role as a Buyer based at Bridgend, a typical working day is likely to include procuring the raw material ancillaries such as steel, powder and insulation for the Ceiling and Roll forming units at Bridgend. With our ever increasing order book and the variety of bulk raw materials to be ordered, my biggest challenge is ensuring production demands at both Blocks 1 and 2 are scheduled on time without overloading the factory.

There are a number of aspects in my role that have changed over the years in particular with the inclusion of Syteline four years ago which has enhanced the capabilities of the purchasing function.

I started as a store man with SAS in May 1987 with the factory just opened, and after about a year in the role I was offered a position in purchasing, working as assistant buyer.

With SAS at that time starting to win such major projects such as Chek Lap Kok Airport I have seen the company really grow.

The things I most enjoy about my role, even after 25 years, is the different challenges which evolve daily/weekly - nothing ever stands still at SAS International!”



Love is in the air at SAS in Reading

Three people from the Reading office got married at the end of August and at the beginning of September. Samantha Williams became Mrs. Westwood on 24th August. She works in the Sales Order Processing department at Reading and has been with the company for over 20 years. Congratulations also to Middle

East Project Co-ordinator Shaun Shergill, who works in the Marketing department and got married on 2nd September. And as SAS welcomes Sultan Ahmed who has recently joined us in the Design department at Reading, we also pass on best wishes after he was married on 28th August.

The Engineering Department in Maybole creates 2D programs from 3D manufacturing drawings. They keep jobs flowing through to the factory, creating punching programs, shop floor packs and keeping track of material stock.

We caught up with five of the team to get an insight into their daily work tasks and challenges. They told us about their lives, families, hobbies and interests. Just as importantly, we found out their favourite foods...



John Skilling,
Production Engineer

- Q** What do you do on a typical working day?
- A** Create punch programs and routings from manufacturing drawings, ensuring all materials and tools will be available. We also liaise with designers and the shop floor to iron out any foreseeable problems.
- Q** What do you like most about working at SAS?
- A** SAS International's commitment to Maybole highlighted by the new factory extension.
- Q** What is your favourite food and drink?
- A good plate of fish and chips is hard to beat. Drink? I'll have a lager.
- Q** What are your favourite sports or sports team?
- A** I'm a Rangers man, my wife supports Celtic, my two sons are season ticket holders at Ibrox and my daughter just shakes her head.



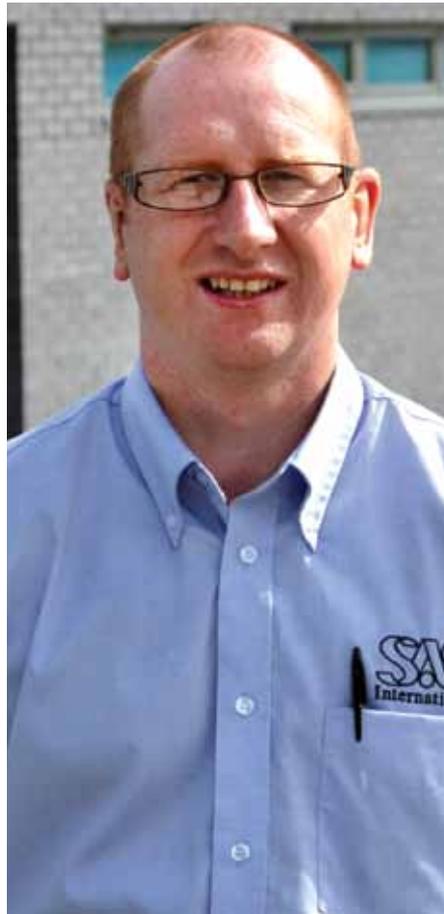
David Sinclair,
Production Engineer

- Q** What do you do on a typical working day?
- A** My team prepares jobs for issue in the workshop. One aspect of our job is that we write CAD/CAM programmes for our CNC machines. Our biggest challenge is the flow of jobs into the workshop. Friday afternoons are usually quite manic ensuring there is plenty of work available for the Sunday nightshift!
- Q** What do you like most about working at SAS?
- A** The look of fear on people's faces when you tell people and they think you're a crack commando!
- Q** What is your favourite food and drink?
- A** A Sunday roast with all the trimmings washed down with an ice cold Corona & slice of lime.
- Q** What do you enjoy in your spare time?
- A** I race sailing boats, a bit like Ben Ainslie but without the Olympic gold medals! I also like to go to the gym and spend time with my young family.



Gary Jackson,
Production Engineer

- Q** What do you do on a typical working day?
- A** My main responsibilities are the creation of programs for our turret punching laser, RAS multibending machines, creation of cards, bill of materials (BOM), and marking up of drawings.
- Q** What do you find most challenging about your role?
- A** It's hard to keep my concentration during busy periods.
- Q** What is your favourite food and drink?
- A** Chateaubriand with mustard butter and Dauphinoise potatoes washed down with a nice bottle of wine.
- Q** Where is your favourite place for a holiday?
- A** Banyan Tree Vabbinfaru (Maldives) sun, sea, sand and not much else.



Gary McNeill,
Production Engineer

- Q** What is your role within the team?
- A** I have been a production engineer within our team for the last 13 years and for four years before that, I was an apprentice welder / fabricator out on the shop floor.
- Q** What do you like most about working at SAS?
- A** We have a good mix of people in our team, who make the working day fun and enjoyable.
- Q** What are your hobbies/what do you like to do in your spare time?
- A** Outside of work my second job is a retained (part-time) Fire Fighter which takes up a lot of my time. I also love playing football when possible and days out with my wife and two daughters.
- Q** What is your favourite food and drink?
- A** My favourites are: chilli con carne, chilli beef nachos, chicken fajitas, lasagne, Chinese dishes or Indian curries. All washed down with a cold glass of Irn-Bru, lager, rosé wine or vodka.



Stuart Craig Robinson,
Production Engineer

- Q** What do you like most about working at SAS?
- A** I enjoy working as part of a team and we all get on very well, helping each other out when needed or under deadlines. Also the air conditioning is a bonus in the summer.
- Q** What do you find most challenging about your role/job?
- A** The first challenge of the day is finding the determination to get out my bed. Then the most challenging part of my job is the challenge to get fast track orders out before the day ends having only been given the order one hour before finishing. This process happens almost every day!
- Q** What is your favourite food and drink?
- A** My three favourite dishes are chilli con carne with nachos, steak and ale pie, chicken tempura with sweet chilli sauce. All meals should be accompanied with a cold bottle of Corona and lime out in the beer garden on a hot summer's day.
- Q** What are your favourite sports or sports team?
- A** I'm not really a sports kind of guy, not that you can tell with my amazing physique.



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