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# I N S I D E R

Metal Ceilings • Partitioning • Room Comfort • Architectural Metalwork

October 2007 Issue 4

## New Division: SAS Modular Solutions

A new division of SAS International has been established called SAS Modular Solutions.

The division will design, manufacture and install prefabricated mechanical and electrical modules. Integrating a myriad of services, modules will include ductwork, pipework, electrical cables and cable trays.

SAS MS directors Nigel Conybeare and Martin McMullen are managing a 20 strong team including John Driver. They are currently completing an existing project and hope to be working on some large scale projects during quarter 4.

If you require additional information regarding SAS Modular Solutions please contact the SAS marketing department.



SAS Modular Solutions

## Expansion Across the SAS Group Bridgend Refurbishment & Expansion Plans Revealed

The refurbishment of the new SAS facility (ex-Fiona Footwear Factory) opposite the main SAS Bridgend factory is nearing completion. As you can see by the pictures significant changes have taken place including internal/external painting, new office/toilet facilities and a goods in delivery ramp. Currently ancillary machinery from the existing Bridgend factory is being moved to the new building.

Space is being made available in the existing factory for a new paint plant due in 2008. The new factory has 40,000 sq ft of office space which will be demolished in Spring 2008 making way for an additional 40,000 sq ft of production space. This decision was taken after SAS encountered difficulty purchasing adjacent land for a completely new factory.



Before refurbishment



After refurbishment



Interior of new Bridgend building

## SAS Maybole Extension Planned

Having been at Maybole for the past 20 years the current SAS factory is expanding in the forthcoming months.

Two acres of land adjacent to the existing site is currently being considered (with the local authority) for purchase and development. This will provide Maybole with a 35,000 sq ft extension.

Reported in issue 2 of the Insider SAS Maybole purchased a new CNC punching machine in October. Since then two additional Turret punches have been purchased to cover the volume of work currently being undertaken.

With space currently at a premium the extension will ensure that Maybole factory remains efficient in the processing of project orders.

## SAS Apollo Park Extension Update

In the past we have reported on the extension to the newest SAS factory at Apollo Park (Issue 2) and the active ISM mock up area (Issue 3).

The 40,000 Sq ft extension has already started on site and hopes to be complete by the end of January 2008, with the building fitted out and operating by March 2008.

The extension was needed due to expansion in SAS door and partitioning business. The project managers are B&W Projects and contractors are A&H Construction and Development.

When this work is complete SAS Apollo Park will be a 130,000 sq ft facility.

**Malcolm Stammer**



Work has already started on site at Apollo Park

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

Where does the time go? It only seems a couple of weeks ago that I was asked to provide the Issue 3 commentary. Apologies to the Marketing Team for being late (again)

In my issue 3 article I reported that the marketplace was buoyant and projected sales looked encouraging. We were not disappointed. The level of activity throughout all Reading departments during this period has been considerable.

The consequence of this demanding period has been greater factory loadings and whilst we are able to maintain reasonable delivery periods, the perception of some of our customers is that we are too busy.

The past quarter has once again been extremely busy in Sales. The quieter summer period, in terms of the generation of new business has yet to arrive. All regions and sectors have witnessed unprecedented high levels of new business opportunities.

The commercial office sector continues to lead the way in terms of construction activity. Clients such as the Royal Bank of Scotland, J P Morgan and Deutsche Bank have recently announced the take up of further space in the city of London. This in turn makes way for future fit outs of new space and the refurbishment of vacated buildings (see page 6 for a feature on London's new buildings that are currently in design or construction).

Architectural and Specialist metalwork over the coming months will be given particular attention.

External canopies, column casings, bulkheads, wall cladding, atrium cladding, spandrel panels etc are all products that SAS excel in manufacturing. Please keep your eyes open as current and future project work will identify new opportunities in this arena.

We are striving to keep our customers informed of the situation and all plants endeavour to schedule workloads to meet specific demands. Recent manufacturing investments are beginning to show benefit and lead-time improvements should be noticeable over the coming period.

A further improvement investment is our computer business management system. When last reported, Project CUEBS had been postponed due to unforeseen third party problems. These problems have now been resolved and the rescheduled 'go-live' date is now over the Christmas to New Year period. The project team has been re-mobilised and are working towards this target.

### Mark Jones



Gavin Marsh

Recently in Dublin, we have moved to our new offices. Our presence in Ireland is really exciting and the welcome has been overwhelming. The level of opportunity is significant and our focus over the coming months will be to demonstrate to the market that SAS offer real value.

I am pleased to announce that Gavin Marsh has joined the sales team from Project Management. Gavin joined SAS in 1998 working at the Bridgend factory, he moved to Reading and joined the design team in 2001.

### Phil Smith



Radiant heating panels

A very active quarter for HCP, with nearly all our larger schemes increasing on-site activity and material requirement. SAS Apollo Park have risen to the challenge along with our sheet metal sub contractors and sub contract fitters, we thank them all for their efforts.

This year I have served with HCP/SAS for 20 years and can see a good future ahead particularly with the addition of the new product line of radiant heating panels.

We have secured 2 large radiant panel schemes this month (Northern Rock, and UBHT Bristol), both of which have been placed on a supply only basis with UHBT being secured on the back of a preferred supplier status.

Supply-only orders are refreshing and rewarding to administer. I welcome this potential shift to more supply only work with open arms.

The next supply-only phase of the Riverside House order is well under way, with the potential for additional phases in the future. The Dublin market still has huge potential and I have high hopes in our marketing push and what SAS Ireland can bring to HCP.

Some good schemes are nearing an end, namely Harris Academy, SGI Brighton, St Pancras Station. With live projects, such as Barnet Hospital, Runnymede Civic Offices, Leigh Academy, Freston Road, and Faryners House being very active at the moment.

### Robin Dixon

The Maybole business continues to have a very healthy order book with product going world wide to places such as Sydney, Lisbon, Doha, Paris, London and closer to home in Glasgow. Since the last newsletter we have commissioned 2 new AMADA punching machines and an automated bending centre. These investments will assist in the months ahead as we strive to meet customer's delivery expectations.

With these new investments and increased revenue levels, the number of employees at

the Maybole facility is now 114, which is the highest in a number of years and we are now the largest local employer.

We are still reviewing/considering a number of options to enable us to increase the manufacturing floor space and this should be concluded in the next few months so we can plan for 2008. By the next news letter we will have hopefully achieved our ISO 14001 accreditation with our BSI audit scheduled for 21st September 2007.

### John Gemmell



75 St Stephen's Green

Project Management's emphasis in recent months has been on securing three prestigious projects in Dublin through our subsidiary company SAS Building Factors Ireland Ltd. These include a chilled ceiling installation at International House, where the client is a local firm of solicitors; specialist metalwork soffit linings at the Charlestown Shopping Centre in Finglas, a suburb of Dublin; and fitting out works for Avoca Capital in 75 St Stephen's Green, a project completed by PM in 2006 in the central district.

Ceiling installations are progressing well on the Torre Repsol project in Madrid and will be completed next summer. This 250 metre high 45 storey building, one of four tower blocks on the former Real Madrid FC training ground, is the tallest in Spain and soon to be renamed Torre Caja De Madrid.

Other interesting projects currently being undertaken by PM include a feature wave ceiling for London International Casinos at Springfield Quay, Glasgow; a vaulted ceiling and columns in the restaurant at the Royal College of Obstetricians and Gynaecologists in Baker Street, London; and specialist internal and external soffit linings at The Maggie's Centre in Hammersmith, a forerunner to a number of proposed Maggie's Centres up and down the country.

Project Management have teamed up with Whitecroft Lighting of Manchester to jointly pursue the possibility of working together on the vast Building Schools for the Future programme. We hope a combination of Whitecroft's lighting expertise and SAS's design, manufacturing and installation capabilities will enable us to offer our energy efficient System 600 acoustic rafts for use in classrooms instead of traditional suspended ceilings.

Arun Kachhawa has joined Project Management's design team as senior designer and designer Gavin Marsh is moving departments to take up a role as Sales and Marketing executive based in Reading.

### David Bland

Competition, no, not to win tickets to the Rugby World Cup Final, but the sort that SAS faces everyday in the sales markets outside the UK. At home we are very fortunate that, due to years of a positive approach to factory investment and strength in design and sales, SAS holds a very dominant position in the market.

Elsewhere in Europe the situation is different and the competition is more open to a variety of suppliers. In France, there are two prominent local manufacturers and we find one in particular, Plafometal, to be the generic supplier of choice in the specifications for 9 out of 10 large projects, but the competition we face on site is more often in the shape of Eschame, in addition to our German friends.

In the Paris market we are enjoying a great deal of success against these suppliers due in part to our strong relationships with developers and clients and contractors, but the quality and performance of our products both aesthetically and in terms of fire and acoustics along with competitive pricing levels and our increasing impressive manufacturing capacities gives SAS a leading edge.

The experience is similar elsewhere in Europe, such as in Spain or the Benelux countries, but once we reach the Middle East, we can expect a different scenario. Generalising, adherence to an Architects specification is harder for us to maintain during the tendering stage and contractors are likely to down spec. material costs in their tenders, expecting to be able to reach agreement with the owner to furnish cheaper and lower quality products to the building. Occasionally the contractor will come a cropper and the Consultant will not allow a change of specification, nonetheless, the level of competition is significantly higher in the markets of the Middle and Far East. We face materials from Europe, including Italy, Turkey, Lebanon, Dubai, Thailand and China. Acoustic specifications are lower, build times fast, or to put it another way, orders are placed late and delivery expectations are onerous.

And the result of the SAS competition; a fantastic level of export activity within the company, customers from Trinidad in the west to Sydney in the east and huge volumes of materials delivered to many points inbetween.

### Jon Wood

# Architects for Aid



As usual, it's all going full steam ahead at Architects for Aid! We are currently celebrating the completion of two projects, a school in Goa and an orphanage in Ghana! Many people have been in the field reporting on the status of the projects. In fact, we are currently receiving news from staff in Ghana, Lesotho and Mozambique. Recent field visits include Pakistan, Uganda and a snagging trip to Goa. New projects include 2 new orphanages in Indonesia and a school in Jaweli (watch this space)!

On the home front, we have grown too big for our current sponsored office facilities, and half our team are now working out of a second office conveniently located about 100m up the road. Here's a snapshot of a few projects we're currently working on or completing, and an upcoming weekend workshop. These illustrate the necessity, rewards and development of our work.

The playground for HIV positive children at the Bophetlong Clinic in the QEII hospital at Maseru was quite a quick project to build. The permissions were achieved by the hard work of A4A's Pedro Clarke. Most of the material content was recycled tyres.



They were either held against the existing kerbs with ballast. The cost of the concrete and aggregate was all we needed to add. The build took just a few days and the cost was £400. A little can go such a long way.

In Pakistan the support of SAS International has been helping A4A work with Mulsim Aid, the International Federation of the Red Cross and Red Crescent Societies and UN Habitat. The situation in Pakistan is worsening as there are now floods in the south. Originally A4A were involved in building houses in the north following the earthquake of October 2005. This is a more expensive undertaking. A4A need to raise about £100,000 over the coming year to support this ongoing relief work and to maintain a three year presence in-country. The way A4A works means that we can add expertise that makes a real difference in rebuilding safely and effectively. Disaster can be a chance to build back better but in a flood affected region that is also seismically active, bad rebuilding and inadequate shelter kill quickly.



Dr Victoria Harris and HRH Prince Harry, who heads one of A4A partner charities Sentebale

Recent good news is the completion of a new school for street children in Goa and an orphanage in Ghana. 30 children in Ghana were to be homeless when we stepped in to assist the charity Let Kids Smile who support the children's care. Within 3 months the new building – built around a shady grove of trees was ready for them as their new home. The total budget was under £20,000 and will make a huge and amazing difference to the lives of thirty children who are looked after at the orphanage.

The continued support of our corporate sponsors, like SAS, enables our involvement in these projects and others, allowing us to provide free professional expertise. Every donation makes a difference!

**Lisa Dayanandan**

Office Manager, Architects for Aid

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

## SAS Dublin: New Address

As highlighted by Phil Smith in his report our Dublin office has moved into larger premises. Cathal and Elliot completed the move to the new offices and warehouse on the 3rd September 2007.

Located to the north west of Dublin Centre, the new office address is:

SAS International  
Unit 228 Block C  
Blanchardstown Corporate Park  
Dublin 15  
Ireland

Tel +353 (0)1 899 1134  
Fax + 353 (0)1 899 1753



## Construction Touch Rugby Tournament



L-R: Griff Davies, Elisa Vignaga, Mark Glead, Gary Kimberley, Greg Clark, Hanna Mourad-Agha, Duncan Morrison, Gavin Marsh, Sheridan Jones, Sarah De Bank.

SAS International have again competed in the Construction Touch Rugby Tournament, which was held at Barking RFC, Essex. The tournament has been running for five years now and SAS has fielded a team every year. 2007 saw 10 teams from across the construction industry, including architects, lighting manufacturer's and consultant's competing in the event.

Captain Gavin Marsh, SAS Project Management, led the team to four straight wins against teams such as Vivid Interiors and quantity surveyors Gardiner Theobald.

Unfortunately for SAS after securing a place in the semi-final, the draw dictated back-to-back matches. So with only a few minutes rest SAS had to face consulting engineers Norman Disney Young. SAS put on a great performance, scoring a number of tries, but were eventually beaten by the comparatively fresh opposition. Norman Disney Young went on to be beaten by the eventual tournament winners, Whitcroft Lighting. Who knows what would have happened if the draw favoured us with a break between matches?

The SAS team included both past and current employees including: Sarah DeBank, Sales & Marketing, Elisa Vignaga, Export Department and Mark Williams, SAS Project Management; and ex-employees Sheridan Jones and Gary Kimberley.

## SAS sponsor TCL London to Brighton Bike Ride



On 17th June 2007, Team TCL successfully completed the 54 mile cycle from London to Brighton in aid of the British Heart Foundation. Including sponsorship from SAS International the team of six raised over £2,000 for the charity.

A broad spectrum of TCL's departmental disciplines were represented by the team including Finance, Sales, HR, Surveying and Design and whilst the respective cycling experience and abilities varied significantly, team spirit ensured that the whole team was reunited at the end of the ride to collect the medals and for the team photo.

Pictured above (left to right) are Devan Swart, Illya Dixon, Christopher Akinrodoye, Maggie Swinnerton, Andy Orme [and son Louis] and David Swinnerton.

**If any SAS facility sponsors any local teams or companies in their area please let the Insider know**

## SAS support 13 year old Scottish Karting Hopeful



SAS has sponsored 13 year old Cameron Somerville, the Scottish Go Kart driver since 2006. Cameron has been competing in a number of events within the Rotax Max Challenge across the country, but particularly at Trent Valley Kart Club, Lincoln.

In this Championship drivers are pitted against each other in exactly the same vehicle – similar in many ways to the Porsche Supercup. All of the Karts in the Challenge feature a 125cc engine, which is fitted with a restrictor depending on the age and class of the driver.

Cameron has just finished his last race in the competitive mini-max challenge at Lincoln, where he finished 6th in a field of 25. He will be moving up to the Junior Max Series in October and ultimately wants to compete in the British Karting Championship, where stars such as Jenson Button and Lewis Hamilton learned their trade.

We wish Cameron lots of "racing luck" as he competes in his next championship.

# SAS Front Cover

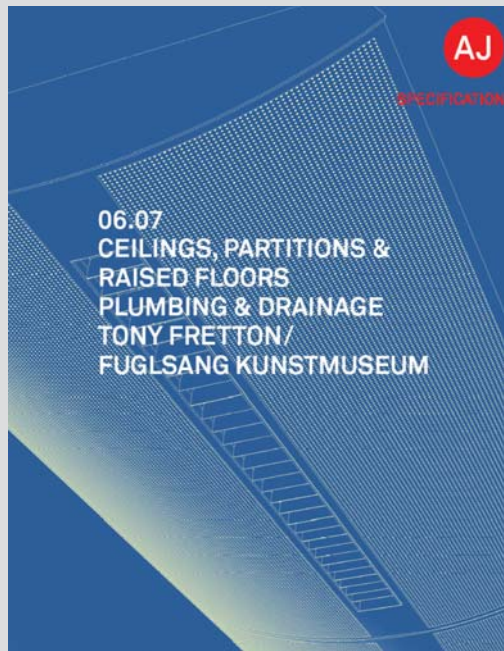
AJ Specification recently featured a perspective drawing of System 600 on the front cover of its ceiling and partitions issue. Richard White from Project Management provided the drawing which was reversed out to produce the final effect.

AJ Specification is a monthly supplement to the Architects Journal which is the UK's largest independent architectural magazine. It has a 100% paid for circulation of 12,000 subscribers, with each issue read by an average of 4 people.

System 600 acoustic lighting rafts are manufactured at Maybole. They are directly suspended from a flat structural soffit or in coffers to allow natural mass cooling while integrating acoustic performance and building services.

System 600 has been supplied and installed in a number of environments but particularly lends itself to the education sector where acoustic requirements can be achieved for new schools.

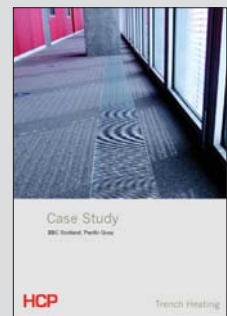
Malcolm Stamper



# New Case Studies

There are two new case studies available for Metal Ceilings, Room Comfort and Architectural Metalwork products and two new HCP case studies.

Due to the strength of the photography, showing SAS products in finished buildings, the case studies have proved phenomenally successful with specifiers. If there is a particular project you feel would be worth making into a case study, please contact a member of the marketing team.



# SAS Metal Ceiling Systems Brochure

The new SAS Metal Ceilings brochure is near completion and is due on press soon. The new brochure does more than just provide sales information about our standard ceiling systems.

It has been designed to allow any user from 1st time specifiers through to contractors understand and make an informed decision on specifying a metal ceiling system.

The front of the brochure looks in detail at what a metal ceiling is and how they are suspended from Emac along with the differing options of clip-in, lay-in, linear grids, tartan grids and rafts and modules.

The second section highlights the key specification areas of metal ceilings including

acoustics, accessibility and maintenance, paint finish, integration, sustainability and fire performance.

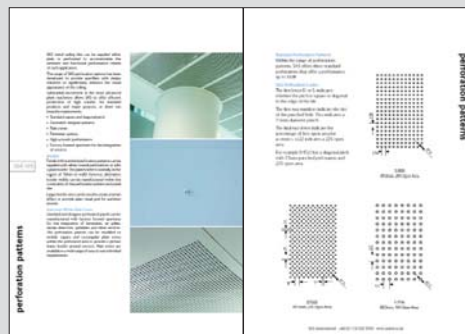
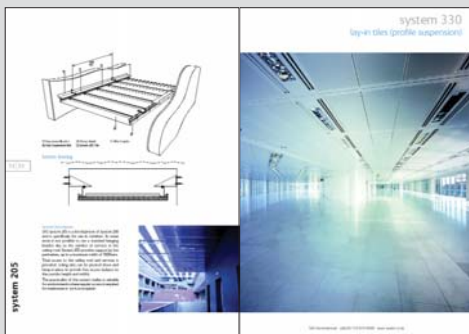
The sector criteria examines the differing specification criteria for each sector including, commercial offices, education, health-care, leisure, retail, transport, airports, controlled environments and public buildings.

In the ceiling system pages systems have new isometric and section drawings that sit alongside images and following extensive testing new acoustic data.

The full range of perforations patterns will appear actual size as painted to show as a true final reflection

The full range of trims and perimeters including accessories are included, with updated drawings and dimensions.

At the rear of the brochure each system components are listed with application drawings and appropriate CUEBS part number and description. Finally installation advice will appear for each ceiling system.



# New SAS Website in development

Along with the new ceiling system brochure the SAS website is being overhauled with a new design reflecting the corporate specification areas of metal ceilings, room comfort and architectural metalwork.

The new website is currently in development and will include many new features.

Users will be able to log themselves in automatically to download not only CAD drawings of trims and perimeters but also common application drawings by system. Installation advice, acoustic statements and COSHH data sheets will also feature within the download section.

The new brochures and literature has been designed to allow users to download a cus-

tomised PDF that will collate information across all the new brochures including the metal ceilings and architectural metalwork brochures.

When a user requests information for System 330 it will automatically provide not only the product details but also the component listings and installation advice. It will also prompt the user if they wish to download and include information on related architectural metalwork products including bulkheads and column casings.

As part of our ongoing communication with product specifiers and installers monthly emails will be sent to our email database updating users on new case studies and content on the website.

As our export market is expanding the website will be also be translated into French and Spanish.

If you wish to see more details of the new website please do not hesitate to contact Malcolm in the marketing department.

# Insider Feedback

In Issue 3 Page 6 the article 'Continuous Improvement' it was written that Rachel is Scott Beckett's girlfriend. Gemma is in fact Scott's girlfriend and the editor apologises!

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

# Horbury High School Joint SAS & HCP Solution Specified at Wakefield School

During the building of the new Horbury High School, both ceiling mounted Radiant Heating panels from HCP and SAS System 600 acoustic lighting rafts were specified, helping to meet specific acoustic and aesthetic requirements.

Designed by architects NPS North East, one of the design brief's core principles outlined by the Department for Education and Skills, as part of the Building Schools for the Future programme, requires the building to achieve a score of 'very good' in its BREEAM assessment when the entire project is completed in December 2008.

The SAS System 600 rafts, as well as the Radiant Heating panels from HCP, were chosen due to their long lifecycle, low maintenance costs and recyclable materials.



Modules feature SAS System 600 and HCP radiant heating panels



Custom designed modules



Modules feature down-lighting and acoustic absorption

A bespoke architectural solution was required for the exposed soffit and SAS and HCP were able to custom design modules to meet the architects' needs. The design called for an innovative ceiling mounted raft with SAS System 600 panels alternating with HCP radiant heating panels.

Ideal for buildings, such as schools, with high lighting and acoustic demands, System 600 rafts are perforated to absorb sound and meet the desired acoustic performance. Acoustics play an important part in the design and construction of schools, with research showing that acoustic conditions have a profound effect on pupil's learning and staff performance. Architects and developers need to meet specific legislation, such as Building Bulletin 93 (Part E4 of the building regulations) in educational environments.

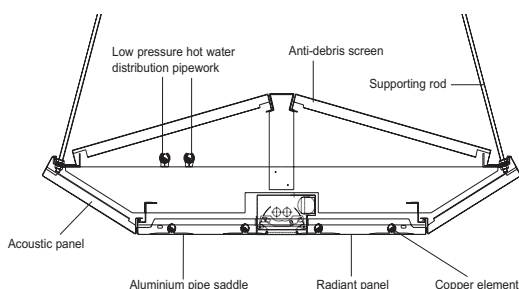
The HCP Radiant Heating panels were installed for their ability to maximise room comfort and ease of maintenance. HCP radiant heating panels also contain one seventh the amount of water in a traditional wall mounted radiator system, facilitating rapid warm up times, a reduction in energy usage and plant size, plus it maximises the use of the available floor space.

SAS System 600 acoustic lighting rafts allow for an open soffit and are an ideal acoustic and lighting solution for buildings using passive or mixed mode fabric energy storage. Directly suspended from the structural soffit they allow free air movement to the structural slab for natural mass cooling, which naturally helps to reduce room temperature by absorbing heat during the day and releasing it at night.

**John Staunton**

## Horbury High School Facts

- 584 meters of panels incorporating HCP Radiant Heating panels were supplied on this prestigious educational project.
- The school has over 1000 pupils and 130 staff.
- Public consultation played an important part in the planning stage with pupils, parents, teachers, neighbours and even the local MP providing input.
- The architect sought to maximise the use of natural daylight and tall windows were used to project light into classrooms. The windows featured brise-soleil (sun shading) on South facing elevations.
- An exposed soffit was chosen to utilise thermal mass storage i.e. the concrete soffit absorbs heat during the day and releases it at night, helping to reduce temperature fluctuations.
- Windows feature automatically operating louvers, helping to regulate the flow of fresh air during the day and cool the concrete soffit during the night time.
- The SAS and HCP modules avoid rubbish build-up as they feature an anti-debris panel at the rear of the module.





Projected view of London by 2050. Image supplied by the UK's leading tall building resource

SKYSCRAPERNEWS.COM

# London's Building Boom

London is experiencing its biggest redevelopment in decades. Cranes have sprouted up in all areas particularly in the city. Old buildings are being demolished and replaced by new ones.

There are definitely record levels of building activity, but what is being built?

The majority of the development is happening inside the City known as the "square mile". In and around Cheapside more than half the buildings have been demolished in the past year and will be replaced with offices and shops.

According to recent research one sixth of the floor space in the square mile is being developed, mainly into offices. The City of London has calculated that in the past ten years over 20 million sq ft of office space has been created in the City and an additional 18 million sq ft is still planned.

As London's profile as one of the world's financial centres has grown over the past few years the square mile is still the first option for financial institutions to set up their base. £29 billion was invested in the three years to 2006 with 46% coming from non UK firms reflecting London as a financial and business powerhouse.

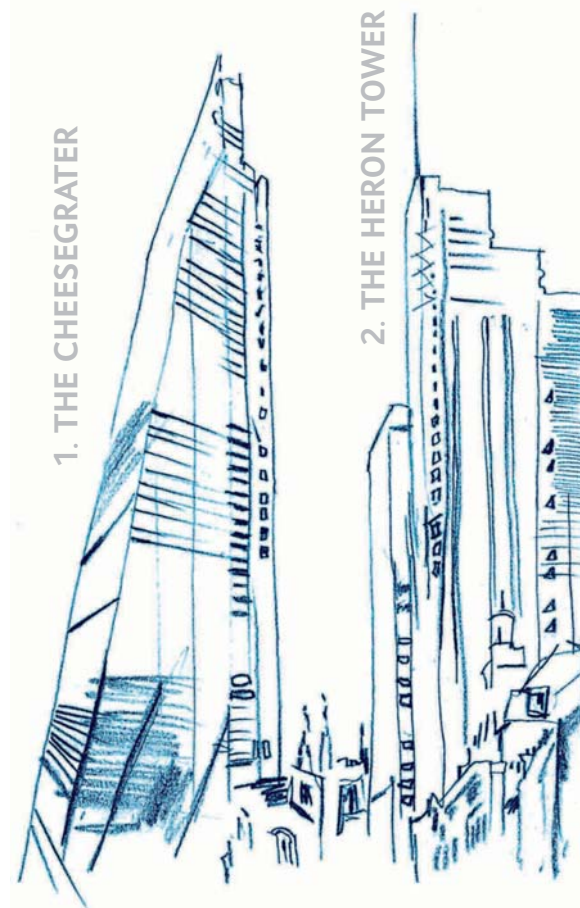
This kind of investment means that architects are being given more "tall building" briefs. As you can see on the page opposite planning departments in the city have been busy deciding whether they grant permission for a series of tall buildings.



The "square mile"

## London Development Facts

- 25% of office space has been redeveloped in the past decade
- 20 million sq ft of office space has appeared in the same period
- 8 million sq ft is still being proposed
- 1.4 million sq ft of floor space is currently under development
- 350,000 people work in the "square mile"
- 50,000 extra people are expected to be working in the "square mile" by 2020
- There are 5,500 companies operating within the "square mile"
- £60 per sq ft is the average rent in the area



# Tall Buildings in London

London's Gherkin is set to be eclipsed by a series of new skyscrapers. Currently London boasts 29 skyscrapers (buildings over 100 meter's / 330 feet) and this could increase by another 29 if planning permission is granted.

Until the early 1960s, most buildings in London were restricted to 30 meter's (100 feet) in order to keep every floor of a building in reach of the fire fighting equipment. The lifting of the height restriction caused a boom in the building of tall buildings during the 1960s. See the list.

Since then both the numbers and heights of skyscrapers in London have risen, with One Canada Square (Canary Wharf) boasting the title of London's tallest building at 235 meter's.

Following the trend of 30 St Mary Axe, which is known to most as the "Gherkin", most of the new buildings being built or in planning for the capital have nicknames, such as the Cheese Grater, Helter Skelter or Walkie Talkie. Some of these exciting new skyscrapers are pictured below.

Name	Year	Height
Post Office Tower (now known as the BT Tower)	1964	191m
Centre Point	1966	117m
Empress State Building	1961	117m
Shell Centre	1961	107m
London Hilton, Park Lane	1963	101m

**1. The Cheese Grater (122 Leadenhall Street) 225 meters:**

With planning permission in place and demolition underway, this building is already under construction. In order to speed up the building process the developer, British Land have cleared the bottom floors of the current building in order start on the foundations of the new building, whilst simultaneously demolishing the upper floors. When finished this 47 floor building will reach a height of 225 meters

**2. The Heron Tower (110 Bishopsgate) 243 meters:**

This building will sit in the middle of London's financial district and will include a 40m mast on its roof. Demolition of the current site is set for the end of this year, with construction starting in 2008. It is speculated the tower may receive a height increase before construction starts – watch this space

**3. The Broadgate Tower (201 Bishopsgate) 168 meters:**

14,000 tonnes of steel will be used in the construction of this tower and will feature 877 steps in the staircases and 40,000 square metres of glass cladding – this is the equivalent of 154 tennis courts. It will also feature the first double decker lifts in the U.K. and construction is scheduled for 2008.

**4. The Helter Skelter (22-24 Bishopsgate) 288 meters:**

Taking the form of a gigantic glass spiral, the tower is set to contain more solar panning than any other building in the UK. It is designed to accommodate nearly 2,000 workers, but only contains 6 parking spaces – all disabled visitors parking. It was originally planned for 6-8 Bishopsgate, but had to be moved for planning reasons.

**5. The Shard of Glass (32 London Bridge) 310 meters:**

This building would have been the tallest building in Europe, but due to planning delays will be beaten by a development in Moscow. Offices are set to take up 27 floors, a hotel will take up an additional 18 floors and the remaining top floors have been put aside for residential purpose. These homes will be the highest in London and it is estimated some will cost in excess of £10 million!

**6. The Willis Building (51 Lime Street) 125 meters:**

This building, which was designed by Foster + Partners, resembles a fishtail. The tower grows in width and height as it curls up from the ground. When complete it will be the fourth tallest building in London.....but for how long?

**7. The Walkie Talkie (20 Fenchurch Street) 192 meters**

Currently a 25 storey office building built in 1968. Land Securities has won planning permission to replace it with a building designed by New York architect Rafael Vinoly.

The 192m high 39 storeys will evidently have a Sky Garden on top of the building including shops and a restaurant. The public will have access to a 360 degrees view.

John Staunton



## Design & Technical Department Structure

Over the past year we have increased staffing levels in the design department to provide greater efficiency in the production of drawings & technical support. To further this and to provide clearer lines of communication we have notionally divided the department into two sections:

### Production

Supporting the Sales Order Processing departments with technical appraisal of orders; production of manufacturing drawings; production queries from factories.

This team is made up of Mark Dunn, Jonathon Thurlbourne, Alan Cossey & Neil Cooper, with Mark Dunn being the initial point of contact.

### Technical Sales & Support

Providing technical support to the in-house team and customers alike, dealing with technical calls; production of sales support drawings and sales service drawings.

Mark Sutton & Josh Hillman make up this team with Mark Sutton being the point of contact.

Whilst the department has been divided resource will remain flexible and be used as and where necessary to meet demand.

**Kye Edwards**

## Non Retirement at Maybole - John Skilling



Maybole had their first "non" retirement in August.

John Skilling who works in our Joiners area was 65 on the 26th August 2007. Instead of retiring, he is now working a 4 day week (Tue-Fri).

He joined the company on the 10th October 1988 nearly 20 years ago. John is now a very experienced Joiner in the packaging department, Maybole would be lost without him and staff are very pleased he is staying on.

John's son John Skilling also works at Maybole as does his grandson Gordan Skilling.

We celebrated the occasion by having a presentation for John on Friday 24th August. There was a buffet provided and John was presented with a gift from the company.

**Julie Heath**

## A Day in the Life

Apollo Park Driver: Simon Harper

SAS International has seven lorries on the road, two at Bridgend, two at Reading and three at Apollo Park; we asked Simon Harper from Apollo Park what a "normal" day is like behind the wheel.

The alarm clock goes off at 3.50am so I can get to work for a 4.30am start. Our first drop is when the customer opens, whether it is in Reading, London or Southampton.

First I have to set up the tachograph. Like most in the company I have the analogue

type, a paper disc that records driver, start location, date, time, speed, distance and rest breaks. After checking the lights and oil and that the load is safe it's time for a cup of coffee to wake me up and we're off!!!

Today I'm off to Heston, Heathrow and Harpenden. After crawling around the M25 I arrive at Heston and I am in luck, the yard is empty; I can drive straight in and get unloaded right away, the order is checked off, the notes are signed and it's off to Heathrow just a few minutes away.

Not so lucky here! Two articles are already there waiting to be offloaded. There is nothing I can do but wait my turn. I open up the side curtains, un-strap the load and clean the windscreen and mirrors while I have a chance.

Just over an hour and half later I am unloaded and it's back on the road for Harpenden, Hertfordshire.

After sitting on Europe's biggest car park, the M25, it's onto the M1 and the ongoing roadworks that have been going since March! The work apparently will be finished in time for Christmas (2008).

This for me is the worst motorway in the UK; confirmed by a Trafficmaster report in May that it is the most congested stretch of motorway followed shortly by the M25.

The road into Harpenden is a nice country road which makes a change from the motorway, but not entirely suited to a 17.5 tonne lorry; driving onto the industrial estate can sometimes take a three point turn.



**I have covered around 350km or 210 miles, that's an average day without any rain, wind or motorway tail backs.**

Never mind, with the goods dropped, the paperwork signed and not in too bad a time, it's a short 101 miles hop back to Apollo Park.

Just as I am about to get on the M1, I get a call asking me to make a detour to Aylesbury for another collection. So it's back across country again, it should only add an hour to the journey home.

On the way back I have to make a stop for diesel; the wagon takes 300 litres, taking on average 20 minutes! Once I am back at Apollo Park it's time to unload the collections and any returned stillages; pull into position so the wagon can be loaded for the next days deliveries.

All that's left is the paperwork, filling in the government runsheet and tachograph before I clock out and be on my way home.

I have covered around 350km or 210 miles, that's an average day without any rain, wind or motorway tail backs. Some days any of these can easily add 2-3 hours to the journey.

This year I will clock up over 100,000 km or 65,000 miles and use up nearly £32,000 worth of diesel.

I finally get home on average at 4.00pm, however the day is not done; a quick bite to eat before I start again as Dad's taxi.

### TOP FIVE CONGESTION HOTSPOTS TO AVOID

M1 Home counties J6A-J11  
M25 Western sector J9-J20  
M25 Northern sector J21-J28  
M6 West Midlands J3A-J11A  
M6 North Midlands/North West J11-J21A



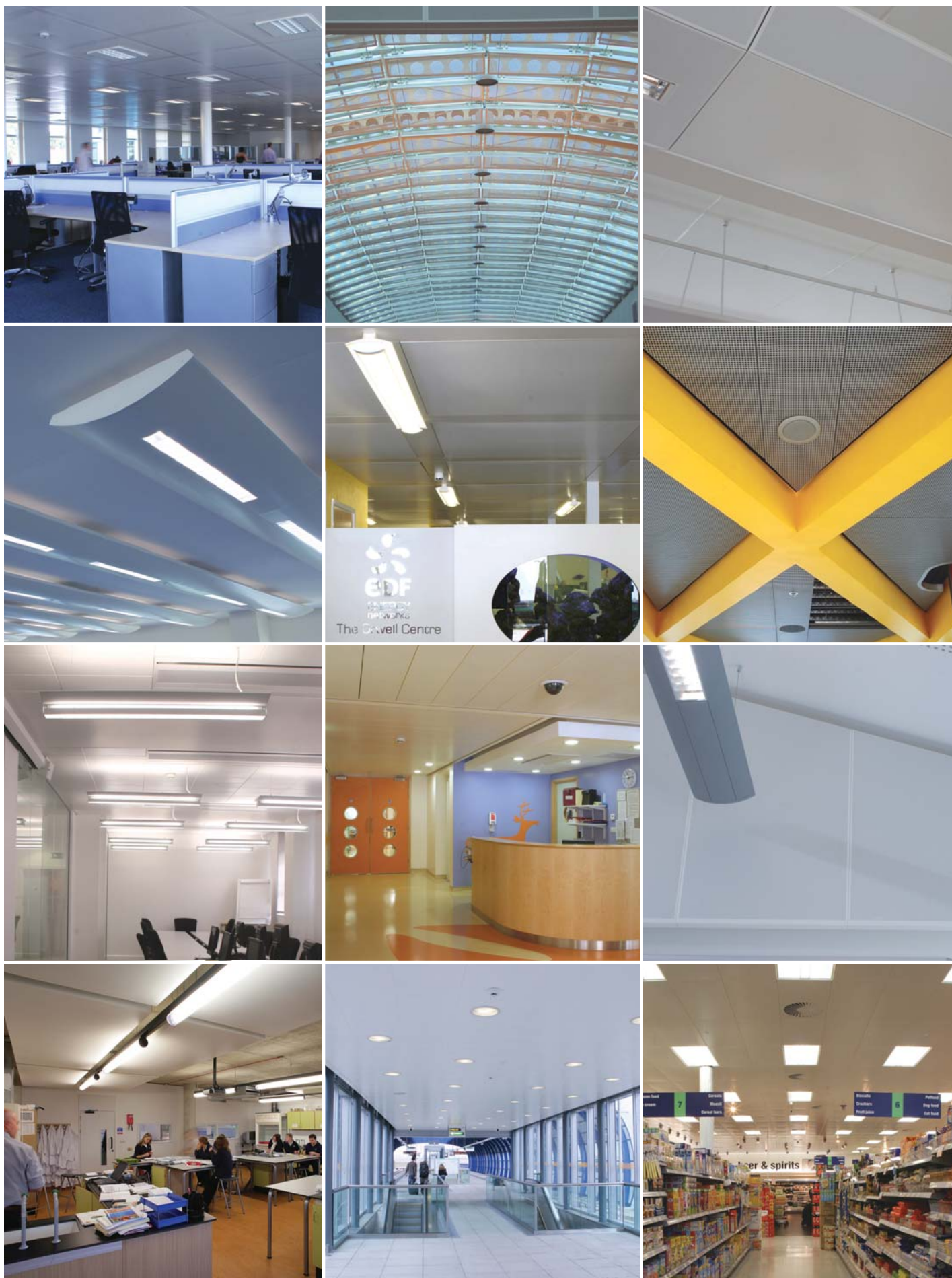
New driving regulations came into effect on 11 April 2007, governing drivers' hours. What does this mean for our drivers?

**Driving Hours:** Maximum of 9 hours driving per day, this can be extended to 10 hours twice a week, with a maximum of 56 hours per week or 90 hours in any two consecutive weeks.

**Break Periods:** After four and a half hours driving, a driver must take a break of at least 45 minutes. The break is a period during which the driver may not perform other work, such as loading and unloading. The 45 min break can be split into a 15 min and a half an hour break.

**Rest:** Drivers must have a minimum 11 hours daily rest and an additional 45 hours weekly rest.





**Top Left to Right:** China Shipping - Felixstowe - Westmoorings Mall - Trinidad & Tobago - Horbury High School - Wakefield · **Second Row Left to Right:** Beaufort Office Park - Chepstow - EDF Energy - Ipswich - Leadenhall Building (mock up) · **Third Row Left to Right:** Stewart House, Uni of London (SAS FT) · Royal Alexandra Children's Hospital - Brighton · Everest Community College - Basingstoke · **Fourth Row Left to Right:** Marlowe Academy - Ramsgate - DLR London City Airport - Co-Op - Bristol

## Porsche Supercup 2007 Race Reports

**Team** SAS

## SAS Staff at British Grand Prix 2007

“Having won my ticket in an office draw I arrived in time for breakfast only to get stuck in the Silverstone Mud having been misdirected by the (un)helpful staff. We found our way to the Brooklands Hospitality suite and met up with SAS staff from various factories. From the balcony we had a great view from Bridge through Priory, Luffield bends and to the beginning of the start/finish straight at Woodcote. The racing started with F1 testing then Supercup qualifying. Marc came up afterwards for a chat about how the car was handling and what it was like to drive in Supercup. This was followed by F1 qualifying, a GP2 race and a historic sports car race. It was a fantastic day marred only by the fact that I still can't get the car pass off my windscreen!”

Andrew Woolley, SAS Reading

Pictures: Simon Harper with driver Marc Hynes (Left) Ashley Vaughan making friends with the Santander grid girls! (Right)



## 28th June-1st July: Magny Cours Race Result 6th

The weather at Magny Cours had been bad prior to the arrival of the F1/ Supercup.

However, weather was glorious for testing on Friday and qualifying on Saturday. Both went well for the team in total contrast to the bad luck we had in Monaco. Marc qualified 12th and felt he could go faster. Sunday race day was great weather up until the Porsche's came out for the race.

Cloud cover darkened Magny Cours and all cars started on "wets". Marc drove very well picking up places from drivers who were not used to wet conditions! With one or two incidents, Marc finished the race in 6th position.

All British drivers finished the race there must be a link with good British driving and wet conditions! This has been the best result of the season so far.



## 5th-8th July: Silverstone Race Result 15th/16th

A home Grand Prix is always exciting especially when you have a team to cheer on. Silverstone rewarded us with sunny blue skies to ensure great conditions for racing. As this was SAS' home circuit, another SAS Porsche was added to the grid for the weekend. Steven Kane, the young Irish driver currently leading the UK Carrera Cup, would pilot the second car. His first Supercup race, he would be joined by seven other British drivers.

The grid was packed with Porsches (31 in all). Marc had problems with the car and struggled through testing and qualifying finishing 22nd. Steven Kane had a fantastic qualifying finishing 16th on the grid.

The race was very busy with drivers constantly struggling for position, however Marc went passed a number of cars throughout to rest behind Steven Kane who was also making ground. The two SAS cars going round together managed to steer clear of many incidents eventually finishing in 15th (Steven Kane) and 16th (Marc Hynes) position.



## 19th-22nd July: Nurburgring Race Result 16th

The original Nurburgring was 14 miles long and so complicated, drivers could not remember a racing line. After so many accidents the track was changed to ensure safety.

Marc seemed to test and qualify well although car telemetry showed that the engine was not performing well. Marc complained of not having enough speed on the straights losing time compared to others. However, after a tough qualifying period utilising tyre and pressure changes, Marc managed to qualify 18th.

After lots of checks over the car set up, Marc raced in the middle of the grid for the majority of the race, picking up some key positioning at one point getting to 11th. However, racing at close contact meant Marc sustained damage...see picture... the final result was 16th finishing a frustrating weekend for the team.



## 2nd-5th August: Budapest Race Result 11th

Having conducted two days of pre-season testing as part of the Porsche Supercup press launch the team were feeling confident for Budapest.

Testing had given the team dry and wet conditions meaning times and settings above and beyond the normal driver settings were available for the team to use. Marc had a brilliant qualifying session matching the championship leaders on their lap times and eventually qualifying 13th (the top 17 were all within one second of each other).

The race conditions all weekend were perfect and the race went well for the team again steering clear from trouble as contact with different cars and breakdowns seem to constantly hamper cars that qualify out of the top 10. Marc finished the race in 11th and felt that he could have bettered the result.



In the next issue of the Insider

Catch up on race reports from

Turkish Grand Prix, Istanbul (Turkey), Gran Premio d'Italia, Monza (Italy) and Grand Prix de Belgique, Spa-Francorchamps (Belgium)

PORSCHE  
Supercup  
Mobil 1

Team IRWIN SAS

# Meet...Apollo Park

## 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 ?**

Dominic De Sousa



Decided on a career change from Powder Manufacturing to Powder Applicator. I am currently the Paintline Manager.    The challenge, no two days are the same as SAS.    The heat in the Paintline Area during the summer. 'As you can see from my picture, I am literally wilting away'.    The bonus scheme!!    Lab Technician at ICI.    Swimming, football and cricket. I also enjoy the theatre.    My 2 children. My son, 15 is Head boy and my daughter, 13 is a gifted sportswoman.    Indie and Rock.    Mexican. Spicy food for a spicy guy!!!

Noel Robinson



Eventually following the transfer of our Partition Systems from CCF. I am now the Technical and Product Development Manager for Partition Systems.    Variety.    Does the Fifth Amendment work here?    The introduction of flexi time.    In the Produce Department at Fine Fare.    Reading Terry Pratchett books, walking and the occasional drink.    Every fire test passed with our systems. It's all about making it work!    Quite varied. From Blues through 70's rock to Opera.    Large portions.

Kevin Cooper



Applied for a job 30 years ago when we were Truline.    The challenges.    Slack days.    Identity.    Trainee Manager in supermarket.    Horse Riding, motorbikes and football    None, everything I do is an achievement.    All types.    Cosmopolitan tastes.

Gemma Sutton



Made aware of the vacancy by my cousin who currently works here. I work in Administration.    My colleagues. Working in a friendly environment and getting along with everyone. Also making a few good friends along the way.    Lack of communication.    My salary!    Working in a chicken factory skinning the chickens (Obviously dead ones)!!!    Reading, drinking, watching wildlife documentaries and playing online bingo.    Making an honest life for myself despite a less than fortunate start!    R & B and Eminem.    Chinese.

Colin Briney



I came on a temporary assignment eleven years ago. I am currently the Site Management Accountant.    Being the oldest member of staff (almost) and the least follicly challenged.    Paying suppliers    Make 'Return on Capital Employed' the chief financial indicator. We might have less stock to count then!    Planned & Preventative Maintenance Clerk    Football, badminton, cricket, reading.    Becoming a dad for the second time at the grand old age of fifty.    Country, Rock and Folk. Kristofferson, Nelson and Cash.    Paella washed down with plenty of Rioja.

Steven Lowe



Was working for a Competitor and was asked to join the Partitioning and Door Sales Department at SAS.    The shower after cycling to work, and of course, my colleagues.    The 'will we' or 'won't we' bonus system!    The working hours. Would like a reduced lunch break and the ability to start work earlier and finish earlier.    Mechanic for a construction company    Cycling, football, reading and drinking.    My kids of course, and finding the 'Desktop Icon' on my computer when arriving at SAS a little technology challenged!!    The Twang, Richard Hawley, Muse and any other band that can play live including Take That and James Blunt.    I have boring taste buds so anything English and Plain.

Michael Hickmott



Brother in law told me of the vacancy for Transport Manager    The challenge.    Customers cancelling or changing the due date straight after I have spent time planning the day's deliveries.    Having more flexible time on getting deliveries out.    A butcher then the Army.    Golf.    Having my two kids and seeing my daughter Captain the England under 19's at Football.    Any 70's and 80's.    Oriental food but I will try anything once.

Terry Clark



Answered a job advert in paper 20 years ago for CCF Birmingham, I then transferred to SAS 10 years ago as part of the partitioning/door sales department.    Office humour.    Trying to stick to the rules.    More flexibility.    Air Conditioning Draughtsman.    Gardening and watching all types of sport.    Coming back to work after a serious illness when Doctors said I wouldn't!    Anything from the 60's and 70's.    Chips with anything and KitKats.

## Long Service Awards 2007 July - September

### July

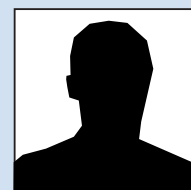
Dewi Williams    Bridgend    10 Years  
Jason Lewis    Bridgend    10 Years

### August

Steve Cooper    Bridgend    15 Years

### September

Rachel Ketley    Apollo Park    15 Years  
Martin Dury    Apollo Park    10 Years  
Tommy McBride    Maybole    10 Years  
Leigh H Grant    Bridgend    10 Years  
June Minnis    Maybole    10 Years



## Nominate Your Team

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

# BBC Scotland

## Pacific Quay, Glasgow

BBC Scotland has relocated its headquarters to a stunning new 34,000m<sup>2</sup> landmark building at Pacific Quay, Glasgow, on the south bank of the river Clyde.

A number of SAS architectural metalwork solutions have been chosen for this landmark project, including bespoke System 600 acoustic rafts for the striking atrium ceiling, the reception ceiling and main office areas, along with wall panelling and balustrades.

Keppie Design was employed by Bovis Lend Lease as implementation architects for the delivery of the building, working in conjunction with the BBC's Executive Architects, David Chipperfield Architects.

With a number of different architectural metalwork and metal ceiling products specified, Hamish Ingram, Technical Manager at Keppie Design, commented: "We were able to work with SAS International to arrive at the exact solution needed in terms of performance and David Chipperfield Architects aesthetic requirements. This was important to reflect the state-of-the-art nature of the building."



Clear finish galvanised wall panels are used throughout the building



The staircase wall panelling features in the open atrium



System 600 rafts feature in the atrium ceiling

The bespoke System 600 atrium ceiling from SAS International incorporates a special clear finish (perforated 'spangled' galvanised panels finished with a clear lacquer), floating edge detail, and features a special suspension system integrating with the steelwork and security clips.

The main entrance foyer has been designed to be open and spacious, with interactive information points and screens for the public. Feature square rafts that float over head also use the special clear lacquer finish, whilst integrating M&E services.

In the main offices, flat System 600 rafts with integrated services were specified. The floating rafts give the appearance of a continuous ceiling while offering acoustic absorption and allowing natural mass cooling to the open soffit.

In the meeting rooms SAS International's System 150 hinge down metal ceiling system was chosen, with a floating edge detail. Perforations in the tile achieve the balance of acoustic absorption and attenuation.

To complement the aesthetics of the metal ceiling solutions within the atrium, SAS International produced special balustrade panels, with the same 'spangled' clear lacquer finish, providing an acoustic performance solution which offered impact resistance. Similarly purpose-made large wall panels were manufactured to provide cladding in high traffic areas such as the entrance, lift and audience corridor areas providing a seamless look.

These large mega panels were designed and manufactured to each final fitted location, reducing the requirement for on site cutting and reducing installation time.

HCP supplied over 1,000m of trench heating for installation in the new BBC Scotland headquarters building.

### Background to the move:

- BBC Scotland is based in several locations across Scotland, with its current headquarters in the heart of Glasgow's West End, Queen Margaret Drive.
- As the BBC has developed and its business expanded, its broadcasting needs can no longer be managed in the old medical building.
- A feasibility study in 1996 showed that the existing Glasgow building was inadequate for broadcasting demands in the 21st century and relocation to a new site was the proposed solution.
- Significant planning began in September 1999. In May 2001, following an international design competition, London-based David Chipperfield Architects was chosen to design the new HQ.
- BBC Scotland received conditional planning approval from Glasgow City Council in June 2004 and building work finished in August 2006.
- The new HQ is now fully operational.

**Malcolm Stamper**

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

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SAS INSIDER

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