

INSIDER

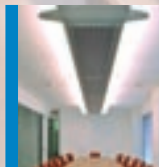
May 2009
Issue 10

Active ISMs with MPO lighting installed at Places for People



SAS
Anti-Graffiti
paint finish
available

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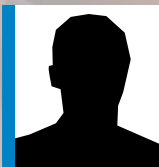
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Every quarter, a representative from an area of the SAS Group reports on Company activities, important news and what to look out for in the forthcoming quarter.

An interesting few months at SAS Maybole with the current global economic climate. The national news says the UK is feeling the effects. However, the Maybole business continues to be busy with some very challenging projects both within the UK and Export markets.

In recent months we have supplied products to such projects as the Welsh Assembly, Heathrow Airport, The British Embassy in Madrid and Saudi Arabia; a truly worldwide project base. In the forthcoming months with orders for Dublin Airport, Office of Works and Pensions (OPW), and the continuation of the Al Shaqab Equestrian Centre it is evident that our Export market share

is increasing which is very positive for 2009.

The on-going challenge for this business is to supply quality products to our extending customer base in as short a lead-time as possible. On a lighter note – why did somebody decide to give the manufacture of the metal ceilings for the English FA to a Scottish manufacturing plant – no doubt it will be supplied with a little touch of tartan?

In April we had two re-audits for both our ISO 9001 and ISO 14001 with our initial audit for OHSAS 18001 planned for 29th August so hopefully by the end of 2009 the business will be fully accredited with all three ISO standards.

John Gemmell

HCP has typically been known for trench and perimeter heating but is now fast becoming a strong contender in the world of radiant heating.

Having completed some significant radiant heating projects for various large M&E contractors, HCP has firmly got a name in the radiant heating business. This has been complimented by a significant push from marketing – press releases, case studies, & most recently CPDs.

The HCP base in Hastings is a light and airy office in a quiet corner of a trading estate. It is within easy reach for all staff who are also based near the office. I have threatened to start cycling to work on fair weather days, but have yet to pluck up the courage.

Price remains a considerable factor in securing new business, but perhaps

more than most the M&E industry is a very service led industry; we are often remembered for what you did right at the front end before an order, and what magic you offered towards the tail end of a project as it nears completion. It's a team effort in trying to achieve this goal. Despite the economic downturn – 2008 for HCP was one of our best trading years.

This momentum has carried across into Q1 of 2009 having recently completed the Peterborough Hospital (radiant), Earlden Park College (trench) and Senate House (special travertine heaters). Key projects carrying us through Q2 are Hastings College, Walsall College, Forth Valley, and Ysbyty Aneurin Bevan School.

HCP

Robin Dixon

In November 2006 when we printed the first SAS insider we were encouraged by the amount of activity within the company. As you read this 10th edition you will notice a new style and layout.

The group has expanded over the past few years and hopefully the Insider reflects this. Avanti, HCP and Modular Solutions are all represented. All of our manufacturing facilities are regularly contributing each quarter.

Quarter 1 of 2009 has been

challenging. We have been promoting SAS Tee Grid and SAS Doors side of the business. Press/News releases are now referenced on the web. The new Press section of the SAS website was finished and is now helping the site to make the most of its position on all web search engines. The measurement available from this resource is staggering.

Our metal ceiling brochure has now been translated in to French and Spanish and our expanding library of case studies (85) are also in the progress of being translated. Look out for exciting web developments in 2009.

Andy Jackson



Following the successful completion of the 34 storey Torre Repsol building in Madrid (on the former training ground of Real Madrid FC) where SAS Project Management installed 42,000 square metres of office ceilings; PM are hoping to continue the skyscraper theme and have recently quoted for the 40 storey tower in Bilbao, Spain and the 34 storey tower in Zurich, Switzerland.

PM supervisor Tom Hodgkins and a team of ten ceiling fixers have been dispatched to Doha, Qatar to assist Australian main contractor Leighton Contracting WLL with the installation of the SAS service modules. Thirteen buildings such as breeding barns, dressage stables and a veterinary hospital make up the Al Shaqab Equestrian Academy. A massive complex to provide lavish care for the local Sheikh's prize racehorses. It is currently employing over 4,500

construction workers.

London's busiest commuter station at Waterloo now has 148 pedestrian ticket barriers, (the largest in Europe) with SAS service bulkheads in Network Rail blue and white stretching above the gates for the total length of the 19 platform concourse. Manufactured at Maybole and installed by Project Management. Work had to be carried out between the last train leaving at midnight and the first departure at 0500 in the morning, minimising the disruption to the public.

PM are currently carrying out further specialist ceilings and wall cladding works at Waterloo Station for Network Rail to the Peak Hour Subway which runs under all 19 platforms and helps the rush hour flow of commuters to get to work. Works are starting at Birmingham New Hill Station for BAM Nuttall Ltd, and new projects have been quoted from Potters Bar to Sunderland.

David Bland

With a relatively quiet start to the year in the UK Avanti have been busy with various Export projects.

Despite an excellent finish to 2008, Avanti continued to bring in significant work in January and February. This included Al Handassa and The Ministry of Agriculture. The Middle East is not way immune to recession. However we are continuing to be successful and are currently awaiting orders for two sizeable projects in Qatar. Our UK specification business is developing slowly with a number of specs resulting in orders. The most significant of these

being Ceredigion Council, two projects for the Welsh Assembly and North Liverpool Academy.

The Academy project has been tracked for over 3 years; it just shows how persistence pays off. Operationally we have now amalgamated the Burgess Hill and Oxted depots and have completed the office refit. All staff have relocated to their new desk positions with many now appreciating the view over the garden!



John Birkens

Anti-Graffiti Paint Finish available from SAS International

SAS AG an anti-graffiti paint finish is now available for ceiling and architectural metalwork products.



The reinforced polyurethane durable powder coating is based on a chemically resistant resin system that is specially designed to allow the simple and rapid removal of most forms of graffiti.

SAS AG can therefore provide an easy specification solution for public access buildings and areas, helping to reduce overall maintenance costs and keep surfaces looking new and attractive.

SAS AG paint finish is designed to offer a high level of scratch and abrasion resistance. It is available in a wide range of colours, in gloss and semi-gloss, and can be specified on all SAS metal ceiling and metalwork products.

The SAS AG paint finish allows for aerosol paints to be easily removed from surfaces using xylene, acetone or

trichloroethylene.

It is ideal for outdoor and indoor use on architectural metalwork solutions. With graffiti incurring considerable sums in damage repair costs for both the private and public sectors alike, SAS AG can provide the solution. It is well recognised that there are high chances of graffiti damage occurring within the transport sector, for example, at train and bus stations and on concourses.

SAS AG has been tested in accordance with London Underground Limited Engineering Standard E1042:A2 October 1996 and meets all the requirements of this standard. The paint finish provides a high quality powder coating, designed to have excellent stain resistance properties, it offers an excellent aesthetic appearance.

SAS Quality and Environmental Update

Adrian Williams and Scott Beckett

In recent years SAS International has achieved the ISO 9001 (Quality) and ISO 14001 (Environmental) standards at the Bridgend, Maybole & Apollo Park factories. Since last summer these sites have been working towards OHSAS 18001 as their next target.

WHAT IS OHSAS 18001?

OHSAS 18001 is the internationally recognised assessment specification for occupational health and safety management systems. It was developed by a selection of leading trade bodies, international standards and certification bodies to address a gap where no third-party certifiable international standard existed.

Organisations are implementing an Occupational Health and Safety Management System (OHSMS) as part of their risk management strategy to address changing legislation and protect their workforce. By implementing OHSAS 18001 SAS International will be promoting a safe and healthy working environment by providing a framework that allows us to consistently identify and control our health and safety risks, reduce the potential for accidents, aid legislative compliance and improve overall performance. OHSAS 18001 has been designed to be compatible with ISO 9001 and ISO 14001 and will help SAS meet health and safety obligations in an efficient manner.

Last April Apollo Park underwent a two day audit by BSI for OHSAS 18001 and achieved accreditation at the first attempt. Congratulations to Steve Horner and his team. The Bridgend and Maybole sites are working towards hopefully achieving OHSAS 18001 in the late summer.

ISO 9001:2008 CHANGES

There are a number of changes between ISO 9001:2008 and ISO 9001:2000. The main significant changes are as follows:-

Introduction Section (Guidance)

The words risk and business management appear, which means contingency planning starts to come into play and there is talk that having a sustainable management system will be one of the clauses when ISO9001 gets revised again. So this addition to the introduction section means it would pay to start planning and developing this sooner rather than later.

Management

Now states that the management representative appointed by top management must be a member of the organizations management. This may be to stop companies using consultants or other third parties to carry out the activities previously covered in the 2000 standard.

Competence, Training and Awareness

Have to evaluate the effectiveness of training to ensure that necessary competence has been achieved and this will be the same for persons who have not done the job / task for some while as they may need to undergo refresher training.

Internal Audits

More emphasis placed on "Documented Procedure" and also maintaining records of the audits and their results. More emphasis to be put onto the area managers for sorting out the corrections and the corrective actions which have been reported on the audit reports.



M&E Specifiers complete SAS Lighting Raft CPD Module

SAS published a CPD module on 'lighting rafts' in the January issue of the Building Services Journal (BSJ). BSJ is the official journal of CIBSE, the Chartered Institute of Building Services Engineers.

The CPD covered SAS System 600 products and was titled "the use of lighting rafts to match lighting and acoustic performance to the demands of open soffit design and natural ventilation". 524 Mechanical and Electrical specifiers (M&E) completed the CPD. Half the respondents completed the on-line version of the module, which shows the importance of on-line activity. To view the CPD go to www.sasint.co.uk/sas-press_3.php.



A copy of all CPD modules can be found on the SAS Website, while the original version can be accessed at www.bsdlive.co.uk/cpd

SAS present to CIBSE members

Over the past few months SAS international has been actively involved with the CIBSE regional network.

There are 15 CIBSE regions in the UK and each holds monthly evening meetings. This provides members with an opportunity to network and keep up to date on developments in the M&E industry (Mechanical and Electrical). SAS provided presentations on 'radiant chilled ceilings, chilled beams and Integrated Service Modules' in Cardiff, Leeds, Croydon, Manchester, Birmingham and Harrow.



The presentations proved an ideal platform to introduce 143 CIBSE members to the SAS and Room Comfort products.

Click into SAS

Each quarter we look at a different section of the SAS website highlighting features, benefits and updates.

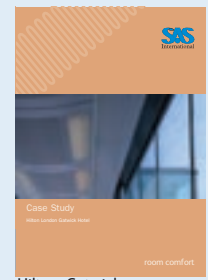
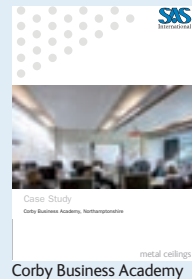
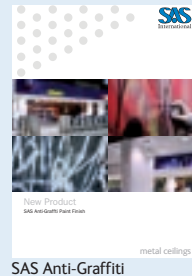
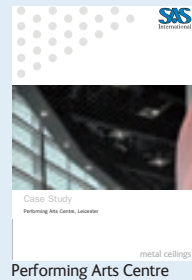
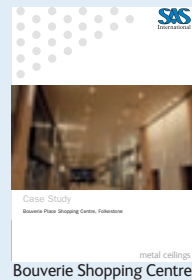
We have a new CPD page which highlights the different SAS CPDs available. To access this page please go to www.sasint.co.uk/sas-cpds.php

We also have a SAS Press page which contains references to editorial we have received from the various industry publications.

To access this page please go to www.sasint.co.uk/sas-press_3.php.



New Case Studies available on website



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

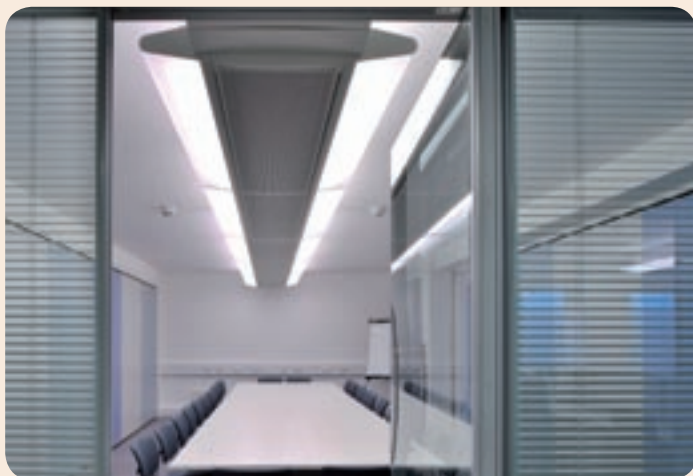
Places for People

Active ISMs with MPO lighting installed at Places for People HQ

SAS International Integrated Service Modules (ISMs), which feature Micro Prism optic (MPO) luminaires, have been installed as part of the refurbishment of Places for People's headquarters on Gray's Inn Road in London. The ISMs were specified by Fulcrum Consulting, mechanical and electrical consultants. SAS International worked closely with designers, Pollard Thomas Edwards architects on the 1,700 square metre project.

The active ISMs are found throughout the building, within offices, meeting rooms and open plan areas. They have been positioned above desks and meeting room tables to match the architectural aesthetics and achieve correct environmental comfort and illuminance (lux) levels.

Chris Puttick, the project engineer for Fulcrum Consulting, commented: "The ISMs helped us to achieve a number of key design considerations; particularly the exposure of the existing concrete soffit by elegantly combining the electrical and mechanical systems such as the cooling, ventilation and lighting. This will help maximise the



space and reduce the peak cooling loads. The energy efficiencies and low maintenance requirements of ISMs will significantly reduce the whole life cost for the system."

In this project the ISMs incorporated energy saving active chilled beams and luminaires linked to a DALI lighting system which used a combination of passive Infra-Red (PIR) absence detection and daylight sensors integral to the beams. Active ISMs incorporate a ducted air supply system which provides high levels of control enabling fresh air and additional cooling to be supplied to the occupant.

The ISMs in this building provided up to 500 Watts per linear metre of cooling output and fresh air at a minimum rate of 10 litres per second per person. In West facing elevations with high solar and internal gains fresh air was supplied at a slightly higher rate to provide additional cooling.

The elevated flow and return temperatures within the chilled water circuit due to use of chilled beams allows the central plant, located on

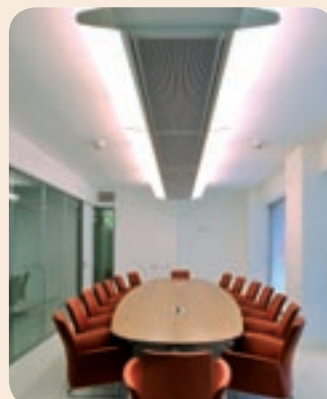
the roof of the building, to utilize 'free cooling' for parts of the year i.e. when outdoor temperatures are below 17°C, further reducing the energy needed to provide comfort cooling for occupants. In most refurbishment projects maximising the floor to ceiling height is often a common design challenge.

The integration of building services within one module leaves large areas of the soffit exposed and leads to an increased feeling of space. Utilising the exposed mass as part of the ventilation strategy by providing night purging, through the ISMs, can further aid the reduction of cooling load requirements.

Because of their reduced energy use compared to other systems, ISMs featuring chilled beams can help towards achieving higher EPC (Energy Performance Certificate), DEC (Display Energy Certificate), LEED (Leadership in Energy and Environmental Design) and BREEAM ratings.

Places for People is one of the largest property management and development companies in the UK, committed to providing sustainable communities.

Case study available

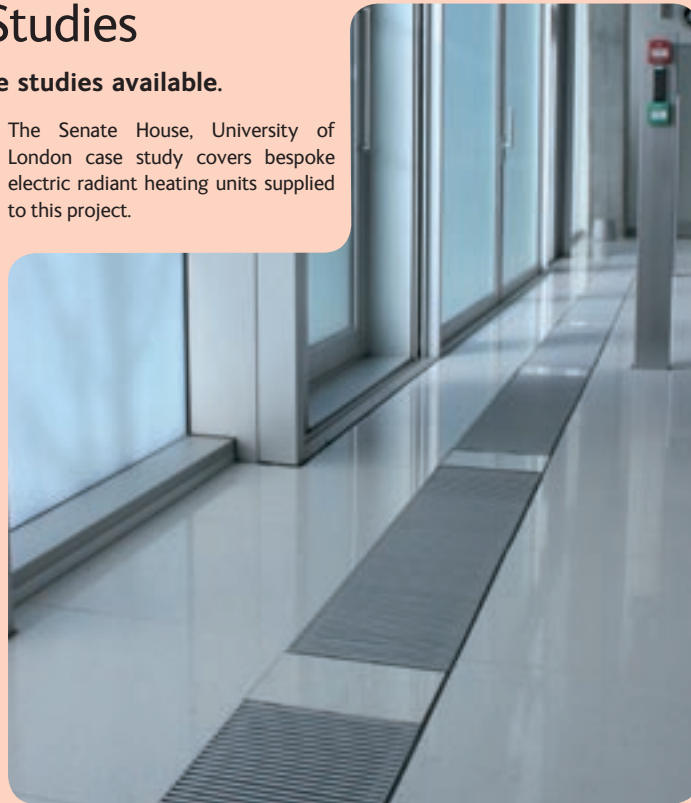


More HCP Case Studies

There are three new HCP case studies available.

BDP Studio, Manchester and Monsoon HQ, London both cover recent high profile trench heating projects. BDP are a high profile multidisciplinary design practice who specified of HCP trench heating for their new offices.

The Senate House, University of London case study covers bespoke electric radiant heating units supplied to this project.



New Radiant Heating CPD

A new RIBA approved and CIBSE recognised CPD seminar on radiant heating is now available.

The seminar will allow SAS International and HCP to raise awareness of the products and their relevance to healthcare and educational projects to architects, consultants and contractors.



HCP Radiant Heating for University of London's Senate House

HCP supplied 930 metres of bespoke electric radiant heating units to the refurbishment of the south Block of the University of London's, Grade II listed, Senate House.

The refurbishment called for a total replacement of the electric radiant heating system, which was originally installed in the 1930s. The new radiant heating panels have outputs ranging between 250 and 1800 watts.

HCP's bespoke solution included both wall and floor mounted units which are situated behind travertine marble radiant panels. HCP were specified by M&E Consultants, BDP and worked with M&E contractors, Dennis Cox on initial onsite surveys, to ensure the specification of the new radiant heating units closely matched those of the original system.





Avanti Office Fit Out

As reported in the last Insider Avanti has recently moved its Oxted operations into the offices at Burgess Hill.

To accommodate the additional staff and products the warehouse and office have been completely refitted. The warehouse now provides a valuable distribution centre for all Avanti products.

This provides customers with a more efficient and coordinated delivery service. Two naturally flowing open

plan offices have been refitted and are sub divided using full height Avanti Storage Walls. Completing the refit, an acoustic SAS System 130 metal ceiling was installed.

Two partitioned offices were created using Avanti Solare, single and double glazing and finished using Avanti single glazed and double glazed flush doors.

The refurbishment will be finished in the coming month with the completion of the reception area and new meeting rooms installed.



Avanti Glass and Glazing

In addition to partitioning systems Avanti also offers a glass and glazing service.

insulation and 60 minute integrity.

The Avanti Glass team operates nationwide with staff based in Burgess Hill and Leeds. The glazing team offer a number of glazing services including the glazing of Avanti partitioning systems, particularly Avanti's single and double glazed Solare system. Avanti Solare is sold complete with the specified glass to its customers.

The Avanti Glass teams are able to offer specialist glass products including, atrium glazing, fire and security screens and single point glazing systems.

The partitioning contractor purchases and install head channels and track along with any door frames. Once installed a surveyor from one of the Avanti glass branches measures up and orders the required glass and glass joints for the project.

Within 5 to 7 days one of Avanti's six installation teams fits the glass on the project ensuring that product quality is maintained on all projects.

The glass team are just about to start fitting Canterbury college with 723 m² of glass, all fire rated for 60 minute



Monsoon – Atrium Glazing

Staff Congratulations

As part of avanti's programme of staff training we wish to pass our congratulations to:

James Hilson and Lousie Derham who have completed their Team Leader NVQ Level 2.

partitioning systems

Avanti is a market leader in the design, manufacture and distribution of partitioning systems. Its comprehensive range offers contractors and designers a wide choice of finishes and solutions including frameless fully glazed and relocatable partitions. These solutions successfully combine contemporary aesthetics with superior acoustic performance and fire resistance.

In support of its product range, the company's technical and estimating departments are able to provide expert information and advice for applications and projects requiring specialised designs. For further information please call 01444 247 360 or visit www.avantisystems.co.uk

client architect consultant contractor tenant

W: www.avantisystems.co.uk
 T: +44 (0)1444 247 360
 E: enquiries@avantisystems.co.uk

partitioning < glass doors

Avanti in the Press

Avanti have started to generate appearances in the architectural press.

Press releases have been distributed to editors of the architectural specification titles and there have already been a number of media appearances so far this year with further releases planned for quarter two.

Advertising booked for 2009 including targeting new partitioning subcontractor customers through the AIS (Association of Interior Specialists) magazines.

To support the press activity photography of recent projects is currently being taken to update the image library.

Lourdes, Easter 2009

By Claire Butler

Group 32 of the HCPT – The Pilgrimage Trust, travelled to Lourdes again this Easter, kitted out with Polo Shirts, Hoodies and Rain Jackets proudly bearing the SAS logo.



We took 10 children and three new volunteer helpers this year. The weather was kind to us which meant we were able to spend plenty of time outdoors visiting lots of interesting places. We spent time at the Grotto, teaching the children the story of Bernadette, lighting candles and saying prayers for friends and loved ones. We joined in the nightly Torchlight Procession on Tuesday evening.

We also took the children to Gavarnie, a village in the Mountains where the snow has not yet melted. We had crepes and engaged in a snowball fight with other HCPT groups.

This trip we managed to get to the beach. Most of the children said was their favourite day. The weather was kind until 3.30pm when the heavens opened. We took shelter under the large umbrellas of the nearby cafe. Refusing to be beaten by the weather, volunteers Andrew, Matthew and Claire entertained the group with an alternative version of "Singing in the Rain" (complete with actions)!

We had two parties whilst we were in Lourdes, the first, our formal night. Everyone dressed up in their best dresses and suits and we had dinner in our hotel before heading across the river to a cafe for some dancing. The cafe owner also entertained the children (and amazed the adults) with some fancy magic tricks. The second party was a fancy dress party. Two other groups in our hotel donned their fancy dress outfits and joined us for a party in the hotel. All in all we had a very active trip, everyone was sad to leave but pleased to get home and rest.

A big thank you to SAS International for sponsorship of our kit, as well as helping us look great, they have a practical use: spotting each other in a large crowd. The polo shirts, hoodies and rain coats also mean we are always prepared for the unpredictable Lourdes weather!!



British Touring Car Championship (BTCC)

SAS International co-sponsor the 2009 BMW Team.

Motorbase Performance who set up the first SAS Porsche Team in the Carrera Cup have been running in the BTCC for two years. They are running two BMW's in the 2009 Championship and enjoyed a sensational start to the 2009 HiQ MSA Touring Car Championship at Brands Hatch as driver Rob Collard notched up the team's first-ever win.

The hugely popular British Touring Car Championship has a proud heritage that dates back to 1957. What the BTCC brings to touring car racing is that its regulations remain almost unique in ensuring that the grid race 3 times on race day. The 'triple-header' format means that each race is a spectacular flat-out sprint from beginning to end. For 2009, the BTCC will also achieve a world first when it becomes the first motor racing championship to impose engine emissions limits. Shown on ITV4 on a Sunday.

SAS also sponsor a car in the Porsche Carrera Cup, driven by James Sutton.



British Touring Car & Porsche Carrera Cup GB Race Dates: 2009

- | | | |
|-----|---------------------|--------------------------------|
| (1) | 13th–14th June | Croft |
| (2) | 1st–2nd August | Snetterton |
| (3) | 15th–16th August | Knockhill |
| (4) | 29th–30th August | Silverstone (TBA) |
| (5) | 19th–20th September | Rockingham (Int. Super Sports) |
| (6) | 3rd–4th October | Brands Hatch (GP) |

Filming at Bridgend

Over the next few months SAS International will be filming their various manufacturing processes for use on the website as well as for training purposes. We have currently completed a couple days shooting at our Bridgend factory.





Top Left to Right: Archway School, Stroud · Chevron House, Aberdeen · Corby Business Academy, Northamptonshire · **Second Row Left to Right:** Western Leisure Centre, Cardiff · MJ Mapp, Portland Street, London · Cavendish Square, London · **Third Row Left to Right:** Leigh Academy, Kent · Monsoon Accessorize, HQ · S4C, Cardiff · **Fourth Row Left to Right:** Senate House · The Curve Theatre, Leicester · Waterloo Train Station

Caption Comp 9:

John James

"John felt embarrassed that he'd fallen for the old 'glueing the bumper to the kerb' prank"

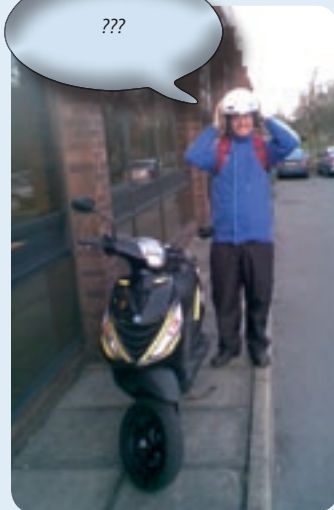


The winner of the last caption contest is Chris Ellingham. He wins an SAS USB stick.

Caption Comp 10:

Paul Collins

???

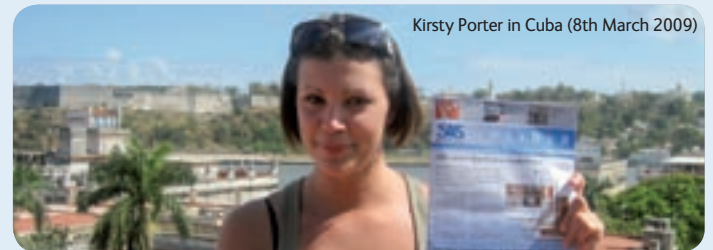


Suggest what Paul might be thinking or a caption for the entire photo to win a special prize. The best entries will be printed in the next issue. Send all entries to sasinsider@sasint.co.uk

Long Service Awards 2009

Name	Location	Start Date	Service
Sean Byng	Apollo Park	18/01/1999	10
Steven Lowe	Apollo Park	22/03/1999	10
Christine Moring	Reading	08/03/1999	10
Hugh Bell	Maybole	28/01/1994	15
Malcolm Bowsher	Reading	17/01/1994	15
Clive Davies	Bridgend	12/01/1994	15
Stephen Bridges	Bridgend	28/02/1989	20
Diane Callard	Bridgend	13/03/1989	20
Jill Whelan	Bridgend	27/03/1989	20

Insider on Tour



A Day in the Life

Popular to contrary believe I have not worked for SAS all my life, and have been with the company for only 15 years. True when I was 11, I used to work in the CCF warehouse unloading containers of mineral fibre tiles. I knew what a self drilling pan pozi-screw was and often played with a pistol drill long before I had my first Action Man. This has helped me know most of the people in SAS on a first name basis for a long time.

My day starts about 5.30am with an important decision. What to wear on the bicycle on my ride in? With weather changing in South Wales rapidly it's not a light decision. I leave the house around 6.15am and depending on collisions with cars or cows I'm in the factory by 7.30am. My role has changed over the years from being manufacturing based to the front end of the business, but I still occasionally walk the factory to check on John James!

My daily routine is pretty much dictated by others with the only constant being a visit to Reading each Monday to review complaints, and the previous week's orders and quotations. SAS are always looking to future projects to decide on investment strategy. Reviewing major projects each Monday decisions are taken to improve profitability and allow SAS to secure future work. These decisions are not always based on million pound investments in large plant and equipment.

Visiting customers to review SAS's delivery performance is an important aspect of my role. At the start of 2009 I began a series of visits to customers around the UK both large and small to see how customer service could be improved. This has proved very interesting, the challenge is how to close the gaps between customer's demand and actual performance. This is particularly important as Export work increases and the customer is not so local. There are many visits to the Bridgend factories by potential export customers. Customers may only know SAS in name. It is important that when they leave they are fully aware of our product portfolio and what products SAS can manufacture from its three factories.

Recently a German customer who had not dealt with SAS for over 20 years visited to review some simple commodity products. Today we have a quote request for 12,500m2 of chilled ceilings. Reviewing export quotations takes most of my working day. A project in Paris or even Dubai is as likely to be bid on by different competitors. Each project is reviewed to see how SAS can win the business. This has become easier since last year's £1.5m investment in roll forming, making SAS the only metal tile manufacturer to roll form it's own grid including C-profiles and bandraster systems.

Mark McElhinney



SAS are always looking to future projects to decide on investment strategy...

SAS have become more competitive just because of the exchange rate. Reviewing performance and setting new goals is the more exciting part of my role. This can vary from reviewing how many m² Maybole have painted, reviewing the down time of a RAS automated bending machine, Doors produced in Apollo Park, or the number of quotations produced by Reading in a week. Over the years we have targeted the manufacturing aspects of SAS. There are now tried and tested processes in place for monitoring and continually improving the business.

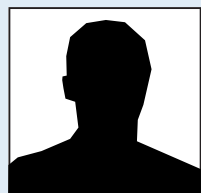
No two days are the same. Due to the current climate I need to be reviewing operations daily to increase through puts. This requires close involvement with Reading staff on potential orders and which factory undertakes the work to smooth work flow. At the end of the day I jump back on my bicycle and cycle home like a lunatic, usually taking the long way home in an effort to find some motorist willing to take on a 16 stone mad Irish man dressed in skin tight lycra.

You would be surprised just how many I run in to! On average I cycle 6000 to 7000 miles a year and while not in the Lance Armstrong league it does keep me reasonably fit. Like many of my colleagues in Wales the job does not end when I get home and so in an effort to take my mind off work I have started taking Salsa dancing lessons twice a week 3 hours each time. I'm trying to encourage as many of my Welsh counter parts to join me but with little success so far!

Meet: The Modular Solutions Team

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?
 Martin McMullen	Employed as Project Director.	Financial strength of the company being able to support new products.	Long hours.	Nothing.	Electrical Apprentice.	Football, Golf, Motor Racing.	Becoming a Chartered director.	All types.	Chinese.
 Gareth Palfreyman	I finished my degree in Product Design in 2008 and am currently working as a CAD designer for building services and module placement.	Working in a great environment and atmosphere.	Smelly air conditioning unit... and it's only just been cleaned.	The extremely narrow glass double doors that lead into the upstairs offices to be swapped with a more sensible single door at a normal width.	Sales assistant at a garden centre.	Cricket, jogging, boating and canoeing.	Graduating from university with a higher degree than my brother!	Indie ,soft rock, blues and jazz.	I'm a fussy eater – (Everything).
 Jevon Marsh	Got the job thanks to my brother and my current role is a CAD Designer in Modular Solutions.	Forever learning new skills and meeting great people.	Full day Fridays!!	Move Gareth Palfreyman's desk from Unit 33 CAD room to Unit 31 – Enjoy his Stories!!	Head ball-boy at the age of 10 for Llanharan Rugby Football Club. £10 for 80 minutes work. I was happy.	Rugby, Gym, Saturday nights out.	Playing for Ospreys Academy U20 rugby.	R&B, Dance.	Chinese.
 Nicola Bye	I got my job with SAS through a recruitment agency. My current role is Administrator.	Everyone gets on well and we can all work well as a team when needed. It has got a relaxed atmosphere so it is nice to work in.	The thing I don't like the most is folding the drawings. There is also making tea and coffee but I don't mind that as much.	I don't really think there is a lot that I would change as I do the purchasing and someone in the factory helps me so it runs quite smoothly.	My first job was at a hairdressing salon. I worked at Harrington's and was there for a year as a Saturday girl and a year full time as a trainee.	I love shopping but always spend too much money when I go and I enjoy spending a lot of time with my friends, going out and having a laugh.	Probably passing my driving test. The only reason for this is because it took me 3 attempts and my dad was so relieved as he was the one that had paid for all my lessons and tests.	I like a bit of everything really but my favorite is R & B and Garage. I also like funky house, hip hop, dance hall and reggae.	I haven't got a favorite but I do like a fry up on a Saturday or Sunday.
 Mark Sutton	I was in the joinery/ partition trade. SAS gave me an opportunity in ceiling manufacture design. For the past 15 months I have been design manager of Modular Solutions.	More enjoyable than my previous job. Working with a good team. Willing to train people.	Short time span to review new work items for the best way forward.	Introduce Flexi-time, based around core hours.	Apprentice joiner with Samuel Elliott's & Sons, Reading.	Golf, flat green bowling, fish-keeping and photography.	Joinery apprenticeship awards, capped with award for top apprentice for the South of England in my second year, winning a cup for the achievement.	60s & 70s Rock and Country & Western.	Cold meat/ seafood salads or traditional English roasts.
 Georgia Oliphant	My father-in-law was working for SAS when my husband and I moved to England from Crete. We needed to find jobs and fortunately, at the time, Modular were recruiting new staff. I am an office administrator.	Kevin William's coffee.	Making coffee and folding drawings.	More car parking spaces.	Picking olives in Crete.	Walking, listening to music and doing puzzles.	Buying my first scooter because I paid for it myself.	Greek.	Mediterranean food.
 Kevin Williams	I was a Senior Mechanical Project Manager where I helped develop modules for hospital projects. I am the operations director.	Being able to develop my own ideas to make SAS Modular Solutions the number 1 in the UK for modular fabrication, which I firmly believe we now are.	Long hours, but I am so used to working them over the last 10 years it has become second nature.	At the moment, nothing.	Apprentice Pipe Fitter Welder.	Football, (my wife says it's an obsession rather than a hobby), Snooker, all sports.	Getting married, the birth of my 3 children, watching them grow up, develop, graduate from university and see them all with excellent careers.	Diverse really, 70s and 80s The Who, the Jam, Motown.	Italian.



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.



A Day in the Life

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

One Canada Square

Avanti's Vast Range Of Systems Solutions Feature At One Canada Square

Service office provider, Abbey Business Centre, features visually stunning partitioning systems from one of the UK's leading manufacturers, Avanti.

London based architecture and design practice, The Facility, specified Avanti partitioning systems for the striking project at Abbey Business Centre at One Canada Square, Canary Wharf. BPR Interiors was procured to oversee the fit-out and as specialist contractor installed many areas including the partitioning.

Clare Price, Managing Director at The Facility comments: "We specified Avanti partitioning as its range of systems met the desired performance and design requirements of the project".

Solare Single Glazed partitioning systems were installed in the modern reception area and main corridors with a stylish blue backlit manifestation. The dramatic blue design has created feature walls providing a calming contemporary environment. For the meeting rooms Solare Double Glazed partitioning systems were specified and installed for its outstanding fire and acoustic ability. In order to provide spatial flexibility within the meeting rooms glass operable walls were specified; the glass



operable wall modules are suspended from a ceiling mounted track with no obstructions at floor level, compression seals lock each in place to ensure maximum acoustic performance.

Abbey Business Centres provide serviced offices and meeting room facilities to a wide-range of organisations from small startups, to SMEs and global corporates. To enhance this offering Avanti's Legno natural hardwood partitioning system was specified and installed to provide acoustically separated areas for offices, meeting rooms and breakout spaces.

Matt Roberts Managing Director at BPR Interiors comments "We've worked with Avanti products on numerous occasions. The installation process was straight forward even with the wide variety of partitions used for this fit-out. Avanti's technical department

were able to provide the technical information and advice we needed in relation to the partitioning applications within this project".

Clare Price adds: "Our company ethos at The Facility was utilised in this project at Canary Wharf. We believe that successful team relationships create inspirational design solutions. We are dedicated to exploring new ways of producing and communicating architecture and design to engage with the communities these projects serve".

The Facility Architects re-visioned 22,000 square foot to create luxury flexible office space for one of the largest corporate providers in the UK for the refit of the 37th floor of Canary Wharf Tower, an iconic symbol of London's financial district. The budget for the office project was £1.8m which was completed in Summer 2008.

