Issue 23

insider

October 2013

MAJOR INTERNATIONAL PROJECT SUCCESS

manufacturing world-class interiors

An international focus of the October issue of the insider

SAS International

In this issue:

This issue of the Insider has an international major project focus as we look at SAS projects across the Middle East, Far East and Australia. SAS International has been very active in the transportation sector in many countries, with landmark projects for which we are supplying a range of fit-out solutions for.

The SAS Project Management team working on the West Kowloon Terminus in Hong Kong has given us an update on this ground-breaking project and you'll also find out a little more on this team in 'Meet the team' on pages 30-31.

For this rail terminus, as the designs move into the manufacturing phase, production of the range of bespoke solutions needed will involve all of our factories.

Meanwhile there has also been a lot going on 'Down Under' where SAS has won the largest commercial office project, the Barangaroo South development, in Australia. You can read about this project on pages 3 and 9.

We have had further international infrastructure success in winning the design and supply of the soffit linings at Madinah station, part of the extensive Haramain High Speed Railway in Saudi Arabia (see page 8).

You will see in the News pages that follow, SAS International has also been very active within the industry including a visit by the Association of Interior Specialists to Apollo Park. Internally there has been the relocation of the HCP division to Reading, and with the acquisition of the sole rights in the UK and Ireland, we are now the exclusive distributor of USG mineral fibre ceiling tiles through our SAS Direct depots.

In 'On site with SAS' on pages 10 and 11 you will see new projects underway in the Middle East as well as the UK.

In this issue of the Insider we also look at how our Architectural Metalwork solutions are meeting the demands of specifiers on projects in a broad range of sectors.

Please keep sharing your thoughts and feedback with us wherever you are.

Rosa

Rosa Lenders, Editor

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

SAS supply 200,000m² of ceilings in Sydney

Barangaroo South is a landmark project in the Australian city of Sydney and this mixed use development will include three strikingly designed commercial towers (see concept image) being built. This section of the Sydney skyline will undergo a considerable change as construction begins at this brownfield site, owned by Barangaroo Delivery Authority that was formerly a container port.

In fact construction of two of the commercial towers is already underway, with this ambitious and prestigious development already proving popular with prospective occupiers. The towers have been designed by Lord Richard Rogers' Rogers Stirk Harbour + Partners architectural practice, for developer Lend Lease.

SAS International is supplying over 200,000m² of System 310 metal ceilings, manufactured at Bridgend, for the office spaces in these towers. If you turn to page 9 of this issue of the Insider you will find out more on this and Lend Lease's sustainable approach to the project.

Barangaroo South is seen as a vital new development of Sydney's central business district and aims to create a bold new place to live, work and visit.

Record breaking AIS meeting and factory tour at Apollo Park

On April 17th, 2013, SAS Apollo Park hosted the Association of Interior Specialists (AIS) RoadShow Meeting, which was sponsored by SAS International. The afternoon kicked off with a factory tour for all the contractors present. The feedback received was very positive with everyone impressed by both the factory and SAS International's capabilities.

Willmott Dixon Interiors Ltd's Robin Steel presented to attendees on the theme of "What makes a sustainable fit-out".

This was followed by talks and discussions on Contract Law, Taxation and Twitter for business, and concluded with an update by the AIS, forum and refreshments, with a buffet served in Apollo Park's showroom.

We received thanks from the AIS management team for hosting such a successful afternoon. As a result of the visit we have also been contacted by a number of participants to discuss supplying our products to them.

The meeting featured the highest number of AIS attendees at such an event, nearly 60 people. A big 'thank you' goes out to all staff at Apollo Park for making the occasion such a success.

New Fast Track interiors products brochure available

We are introducing a new brochure that provides a comprehensive overview of our SAS Fast Track interiors range; this range has been selected to meet the needs of our customers for quality products, direct from the manufacturer.

The Fast Track range is important for us as a business. It demonstrates the variety of interior fit-out products which we manufacture, and that are available quickly and easily through our SAS Direct depots.

As we saw in The Insider 21, local contractors can take advantage of our SAS Direct depots, for immediate purchase both same day collection and next day delivery throughout the UK and the Republic of Ireland.

The SAS Fast Track interiors product brochure is also the first multiple product range brochure we have produced. The Fast Track range includes metal ceiling tiles, SAS International manufactured grids, trims and accessories, along with cold rolled drywall and drylining components.

It also features our SAS International aluminium partitioning systems and integrating door and door sets. Our System 8000i partitioning is a frameless system for quick install, along with a new partitioning joint that has been developed (more on this in the next issue of The Insider), which are included as Fast Track products.

With doors and partitioning being manufactured at Apollo Park and grids, trims and accessories at our Bridgend facility, we anticipate that both factories will be busy with the demand for the Fast Track range.

The new Fast Track interiors products brochure can be downloaded from our website, to view a copy go to www.sasint.co.uk/fasttrack

New future for HCP

For over 40 years HCP has supplied trench, perimeter and radiant heating to projects across the UK. In 2003, SAS International acquired HCP and has developed the business and product portfolio.

During the same period the SAS Room Comfort division, which includes chilled ceilings and chilled beams, has developed and grown. We have recently completed the construction of the largest climate-controlled test facility in the UK, located at our Reading Headquarters.

For R&D work, our test lab facility in Reading strengthens our position in the market and new product development provides our customers with solutions bespoke to their needs. We will tell you more about this lab facility in the next issue of the Insider.

With obvious synergy between the two operations HCP has now been consolidated with the Room Comfort division, and we have brought the administrative functions into our head office in Reading.

This enables group resources, such as estimating, sales order processing, design, sales and product development to be shared. These changes are being made to ensure that our product and service to the market continues to deliver maximum value to our customers and project teams.

Leading the HCP team at Reading are Technical Sales Manager, Alan Green; Estimator, Michael Sadler; and Project Co-ordinator, Paida Sedze. From the Bridgend office Richard Aplin is assisting with sales order processing and Rob Legg is the accounts contact.

The established HCP brand name will continue to be used within our Room Comfort division; and you can find the latest technical information at www.hcp-sasint.co.uk.

Exclusively at SAS Direct: USG ceiling tiles

SAS International has acquired the sole rights in the UK and Ireland to distribute USG mineral fibre ceiling tiles. From July 2013, USG ceiling tiles became exclusively available, direct to the contractor, from SAS Direct depots in the UK and Ireland.

USG's mineral fibre ceiling tiles provide contractors visiting our depots with further choice for suspended ceiling applications. The tiles are used in conjunction with SAS International's Tee Grid system for suspended ceilings and as a result we expect to see sales of SAS Tee Grid, which is produced in Bridgend, increase.

Tee Grid is one of the highest galvanised steel content grid products on the market and is compatible with all ceiling tiles, and is a popular solution for many projects.

SAS International receives credit in Fleet Operator Recognition Scheme

Keeping abreast of our customers' requirements is an important part of what SAS International reviews regularly, throughout the whole business. On the transport and logistics side, this has meant our delivery fleet successfully achieving an accreditation for Transport for London's Fleet Operator Recognition Scheme (FORS). FORS aims to improve fleet activity and provides a quality and performance benchmark, showing where high quality standards are being performed by operators.

Main contractors look for this accreditation from suppliers before they are appointed to work on projects and this Transport for London scheme has industry-wide recognition. Therefore it was important that our vehicle deliveries met these quality standards in order to support future business opportunities. We are pleased to announce that following an on-site audit by FORS, we have achieved the Bronze Level requirements of the Scheme.

British Council for Offices Regional winners announced

As mentioned in the Insider 22, SAS International is again sponsoring the "Fit-Out of Workplace" category at the British Council for Offices Awards 2013. The Regional Winners of this category have now been announced, and these will then go forward to the National Awards. The Fit-Out of Workplace category awards a space or spaces within a building that demonstrates a high quality interior fit-out. The winner of the National Awards will be announced in October.

The Regional winners are as follows:

North of England, North Wales and Northern Ireland

Fabrick, 2 Hudson Quay, Winward Way, Middlesborough for client Fabrick Housing Group. Architect – xsite architecture

South West, Thames Valley and South Wales

Microsoft Project Edison, Reading. Architect – Pringle Brandon Perkins + Wills

London and South East

Astellas, 2000 Hillswood Drive, Chertsey. Architect – Pringle Brandon Perkins + Wills. **System 150 and 330 ceilings, and HCP radiant panels were installed.**

Scottish

Skyscanner Quartermile One, Edinburgh. Architect – Ballina Construction Design & Build

Midlands and East Anglia

National Grid, Osprey House, Castle Donington. Architect - AECOM

SAS System 330 metal ceilings were supplied to the winner of the 'Commercial Workplace' Award, Cannon Place, 78 Cannon Street in London, who also secured a nomination for Innovation.

Meanwhile, Wakefield One secured a Regional award (North of England, North Wales and Northern Ireland) for 'Corporate Workplace'. **This project features 2850m² of SAS integrated service modules with passive chilled beams.**

New CPD seminars are produced

The Marketing Team has produced three new Continuous Professional Development (CPD) seminars. These presentations are often requested by architects and engineers as they accrue points towards industry-related CPD targets which count towards membership status with for example the Royal Institute of British Architects (RIBA), the Royal Institute of the Architects of Ireland (RIAI) or Chartered Institution of Building Services Engineers (CIBSE). They also contain relevant information for contractors.

Our trained Sales Executives will present these CPD seminars, which are often held at the office of a practice or consultancy. The presentations include a mixture of technical detail, product information and relevant applications.

New SAS International CPD presentations now available are:

Demountable suspended ceiling systems, specifying performance – this looks at our whole range of ceiling products manufactured at Bridgend and Maybole, focusing on acoustic, environmental, design and integration options for suspended metal ceilings from a viewpoint of meeting the particular needs of the modern workplace environment;

Specifying fully-glazed partitioning systems – this looks at our System 8000 partitioning system manufactured at Apollo Park. It focuses on the design, integration and performance for today's open-plan workspaces; and

Water-based Radiant Heating Solutions – this looks at our HCP radiant panels which are manufactured at Bridgend, explaining what they are, how they work and the benefits of these systems.

Overall the CPDs enable us to reach a wider audience and create market awareness of environmental demands and legislation.

NHS trials for BedPod

We first featured the 'BedPod' concept in issue 14 of the Insider. Created by architects Nightingale Associates (now IBI Nightingale part of the global IBI Group), in collaboration with designers Billings Jackson Design and SAS International, the BedPod is an exciting innovation.

The original concept was unveiled at the Design Council's "Design for Patient Dignity" exhibition in 2010 which looked at new design solutions to improve the patient experience in hospital. The BedPod offers greater privacy and, ultimately, patient dignity. It provides for the needs of the patient, improving patient experience and helping to create a healing environment.

A prefabricated high-quality modular product, the BedPod can be rapidly installed and it is suitable for retrofit and new-build projects. Currently the BedPod is undergoing NHS trials at Castle Hill Hospital in Hull and at King's College Hospital in London. From the initial design the BedPod was developed with lockable storage cupboards for use by medical staff and patients.

The biggest changes to the original concept have been made around the lighting options. The floor lights now are single, narrow beam LEDs, located to avoid glare across the ward. The original bedhead up lighting has been replaced with curved lights on either side offering two lighting levels; normal lighting (background) and 'full inspection' for medical examination purposes. Meanwhile an ambient changing coloured light to aid rest and a reading light can be controlled from the patient handset.

The BedPod was shortlisted for the Value Excellence Award in the recent Architect's Journal AJ100 Survey and was praised for its construction and clinical benefits including flexibility, patient privacy, and improved infection control.

SAS projects win Interior Fit-Out AIS Gold

The Association of Interior Specialists' (AIS) Contractors Awards are presented annually to promote and encourage high levels of craftsmanship in six categories. The categories included Interior Fit-Outs, Ceilings, Partitioning, Drywall Construction, Specialist Joinery and Operable Walls.

The Awards were announced and certificates presented at the AIS President's Lunch in June, and this year SAS International was the sponsor of the Interior Fit-Out category which was divided into four sectors.

"Interior Fit-Out – Office" Gold went to Parkeray for its stunning work at Google, London; Architects Penson also received an award. The project picked up the overall Award for 'Project of the Year'. Above you can see a photo of the winners with Paul Aubrey, SAS International's National Sales Manager (he is on the left). **The Google fit-out features SAS System 8000 partitioning and System 330 metal ceilings.**

A large-scale, fast-track Category B Fit-Out over five floors, guest judge BDG Director Clive Hall summed it up as "a stunning interior that reflects an ever-changing organisation".

Silver was awarded to Paragon Interiors Group for its project at Britvic Soft Drinks, Hemel Hempstead. **This fit out also features SAS System 330 metal ceilings.**

The Gold for "Interior Fit-out – Retail and Leisure" was awarded to Claremont Interiors Group for its project at Fayair's VIP Lounge at Stansted Airport with Architect Pascall + Watson. Silver went to Mivan (No 1) for its contract at the ME Hotel, London, designed by Foster + Partners.

Pexhurst Services with Architect The Barnard Partnership received the Gold for "Interior Fit-Out – Healthcare and Education" for work on the fit-out at the University of Hertfordshire atrium. The project turned an unheated transit area into a working, teaching and socialising space.

Sound Interiors picked up the Silver for its contract at **St Ambrose College, Cheshire for which SAS supplied System 320 metal ceilings.**

The Gold for "Interior Fit-Out – Other" went to Beacons Business Interiors for its installation at Glaslyn (Project Green), Newport. Bbi was employed as a design and build contractor by Welsh Water to create a new water-sampling laboratory at a former HSBC call centre.

Silver went to Quad Contracts for its installation at the Broadgate Welcome Centre, London.

SAS System 600 metal ceilings also featured in Gatwick North Terminal which Integra Contracts won Silver for in the 'Ceilings' category.

SAS outperforms market with 50dB acoustic test

SAS International's System 330 has achieved the highest acoustic attenuation level by a UK manufactured suspended ceiling solution. Independent testing by French research laboratory CSTB has shown that our System 330 suspended ceiling achieved 50dB (Dnfw) room to room attenuation.

The test on System 330 was with a 30mm acoustic pad and 12.5mm plasterboard acoustic backing.

Some projects require acoustic attenuation in order to successfully prevent cross-talk between spaces. 50dB is generally considered to be the sound level of a normal office; this new performance level enables clients and specifiers to further improve privacy in meeting rooms and modular offices.

This significant achievement shows how SAS International continues to offer long term value interior fit-out solutions. This product testing is also critical to meet specification demands in specific markets.

The Centre Scientifique et Technique du Bâtiment (CSTB) is a public organization for innovation in building which performs four key activities; research, expertise, evaluation and dissemination of knowledge, to advance the quality and safety of buildings, and has worldwide recognition.

Energy costs reduced by 22% with chilled beams

The Chilled Beams and Ceilings Association new comparison study on the performance of HVAC systems, reveals potential for energy savings with chilled beam technology. A special briefing on the study for an invited audience was held on July 29th 2013 at the Building Centre in London.

The EDSL Tas Energy Study* conducted in collaboration with CBCA shows in an Annual Plant Energy Cost Comparison savings that could amount annually to approximately 17% for a passive chilled beam system and 22% for the active chilled beam system, over the VAV Fan Coil system with EC Motors that was modelled.

The EDSL Tas Energy Study simulated the dynamic thermal performance of four differently-sized office buildings, and compared the energy consumption, CO2 emissions and the running costs of different HVAC systems within these office buildings.

Andrew Jackson, SAS International's Marketing Director and current CBCA chairman hosted the event which included presentations by Dr Alan Jones, EDSL Managing Director; and by CBCA Member Michael Ainley.

The CBCA Technical Fact Sheet 2 – EDSL Tas Energy Study Summary Findings is now available, to download a copy, go to www.feta.co.uk/cbca

*Environmental Design Solutions Ltd (EDSL) Thermal Analysis Software (Tas). EDSL Tas software is accredited by the Department of Communities and Local Government for Building Regulations Part L and Energy Performance Certificate calculations.

SAS Room Comfort on the BusinessChannel

SAS International featured on the BusinessChannel. TV series, in association with the Chartered Institution of Building Services Engineers (CIBSE), which looks at engineering solutions in this case going above and beyond current design practices.

Episode Three "Innovative Engineering and Building Performance" featured an interview with Marketing Director Andrew Jackson, who talked about SAS International's manufacturing capabilities and described how the Research and Development facility in Reading adds value to the design process.

The programme was broadcast on Sky Digital but you can watch the SAS International excerpt on the SAS International website at www.sasint.co.uk/cibse

New Project Management brochure available

In Issue 22 of the Insider we took a look at the broad range of work that SAS Project Management undertakes. Now the Marketing Team has produced a new brochure "Design Supply Installation" to showcase this work to our customers and potential clients.

The new brochure demonstrates the depth and breadth of expertise SAS Project Management offers in an easy to read brochure which includes images from many of the prestigious projects SAS Project Management has been proud to work on worldwide. These span work in sectors from transport to retail to healthcare and education, to offices and public buildings.

The key benefit for clients of working with SAS Project Management is a single point of contact that limits risk and delivers outstanding project quality and value.

The Project Management team personally manage projects from inception to completion as a single point of contact throughout, providing innovation and increased quality and service giving peace of mind and outstanding value directly from the manufacturer.

This could not be achieved without the close links between SAS Project Management and our factories.

Many of the solutions shown in the new brochure feature architectural metalwork and bespoke solutions which are produced by our factory in Maybole. Architectural metalwork is a unique part of SAS International's expertise that we focus on in the following pages in this issue of The Insider.

You can find out more about SAS Project Management by visiting www.saspm.com

SAS wins Haramain High Speed Rail project

The 460km long Haramain High Speed Rail (HHR) project in Saudi Arabia heralds an era of exciting new public transport facilities in the Kingdom.

As part of the HHR project, four unique stations are being built at Makkah, Madinah, Jeddah and King Abdullah Economic City in Rabigh. A Foster + Partners and Buro Happold joint venture has been appointed to design the four stations along with the new high speed railway line on a tight construction programme.

The HHRs fast-track construction programme has led to a modularised approach to the station design with a high degree of prefabrication. While all stations will share a common planning strategy, each will have a distinct identity and building envelope to respond to the respective cities they serve.

SAS International has designed and is supplying soffit linings for the station at Madinah. Over 25,000m^2 of soffit linings are being produced at Maybole for Main Contractor Yapi Merkezi and Sub-Contractor Premier Composite Technologies for the build project.

The soffit linings comprise of perforated triangular panels arranged to form the double curvature of the roof. Each panel is perforated with a fluted bugle type perforation which gives the panel an appearance of depth. The panels are manufactured from a special grade of aluminium which is specifically produced to receive the green anodised finish. The anodised finish gives the panel a distinct appearance as the finish allows the base material to reflect through the colour allowing the panel to appear different as the light changes.

The project is being coordinated from the SAS Dublin office where a team has been put in place to fully design and project manage the project. The panel will be manufactured at our Maybole factory over a period of four months to meet the high demands of the construction programme. After manufacture SAS trans-ship the panel for anodising and then onward to Dubai where our customer PCT take charge of the panels and deliver them to site. SAS have worked closely with PCT in developing the solution for Madinah Station and will also provide site supervision during the installation.

All the stations will provide extensive facilities and a high quality passenger experience, with generous circulation spaces and segregated arrival and departure zones. The public areas including platforms will be environmentally controlled to enhance comfort and will have filtered natural daylight throughout.

Mouzhan Majidi, Chief Executive of Foster + Partners is quoted as saying that the Haramain High-speed Rail project represents a major investment in sustainable public transport by the Kingdom of Saudi Arabia, with potentially far-reaching social and economic consequences. The project will foster new social and cultural connections across the Kingdoms western cities, and the design of the four new stations will support and symbolise this progressive approach.

Martin Walsh, Project Director at Buro Happold, said: "The HHR is a genuinely exciting and challenging project and one of the most important transportation initiatives in the Kingdom. The innovative scalable modular approach to the design of the stations will enable the speedy delivery of high-quality station buildings fast-track in every sense."

This revolutionary transport system will radically change the way Saudi Arabians interact with their country, uniting the two most important religious cities in the region. The scale of the stations is difficult to imagine - each of the platforms is over a quarter of a mile long; and Jeddah Station is designed to handle more passengers per year in 2042 than pass through the whole of Heathrow Airport in London.

The whole project is expected to be in operation by the end of 2014.

SAS metal ceilings meet the environmental demands of Barangaroo South development

Lend Lease are developing part of Sydney's central business district to create "a bold new place to live, work and visit" and is the city's largest brownfield project since the 2000 Olympic Games.

The 7.5 hectare Barangaroo South site is a mixed-use development for the Barangaroo Delivery Authority on behalf of the New South Wales Government.

A landmark project on a former container port on the western rim of Sydney, Barangaroo South's three commercial towers are designed to meet the Green Building Council of Australia's 6 Star Green Star rating.

Barangaroo South will provide approximately 320,000m^2 of unique harbourfront office space in three high rise towers designed by Lord Richard Rogers and his RSH+P architectural practice. Each tower will offer large, flexible floorplates (23,000m^2+) with natural light and wonderful views.

It's an ambitious project all-round and the office spaces will feature SAS International's System 310 and System 150 ceiling solutions, manufactured at our Bridgend factory. SAS will be supplying over 200,000m^2 of metal ceilings.

Along with SAS International's value-led approach to manufacturing, sustainability considerations were a core part of Lend Lease's specification tender process for all materials suppliers involved.

The project is delivering on Lend Lease's sustainability goals too. "We want to be carbon neutral in construction" commented Lend Lease's sustainability manager for Barangaroo, Anita Mitchell: "Instead of buying green power and offsets, we'll work with suppliers to reduce the embodied carbon."

Andrew Jackson, SAS International's Marketing Director, told the Insider just some of the ways SAS International was able to offer strong credentials for this, and show the supplier engagement and partnering that was demanded.

"From the outset we were able to use our Environmental Product Declarations (EPDs) to disclose our embodied carbon for each product including carbon cost of shipping to Australia and to demonstrate dematerialisation – that's reducing the amount of carbon within the design, without affecting performance - across the project." (See news pages of Insider 20 for more information on SAS International's EPDs.)

Another key Lend Lease goal is a target 97% diversion of construction waste away from landfill. We were able to show waste and packaging minimisation in our approach including the reuse of pallets and minimal protective linear low density polyethylene (LLDPE) wrap during transportation.

We also tied waste minimisation back into our LEAN programme, showing how it contributes to factory and logistic efficiencies. Furthermore, offsite prefabrication and the robustness of metal for installation on site also help reduce waste.

The recycled content of steel and supply chain efficiencies were also key benefits of metal as a material choice. We demonstrated we have more end of life recycling centres than any other ceiling material manufacturers; there is a metal recycling scheme in every town around the world!

The fact that we purchase steel directly from the steel mill and slit to the correct width within our factory is also part of this. In addition to being able to respond quickly to customer demands it also enables us to reduce transport carbon emissions with bulk deliveries from the manufacturer.

Another important consideration was limiting exposure to Volatile Organic Compound emissions, often associated with traditional solvent-based coatings. Ceilings take up such a large surface area internally consideration of VOCs is very important. Unlike liquid based paints however our metal tiles do not give off any VOCs.

Interest in the commercial towers at Barangaroo South has been strong – with funding and leasing agreements for two of the towers already in place. Australian bank Westpac and international consultancy firm KPMG, along with Lend Lease itself, have entered into agreements to take a significant proportion of floor space in the first and second towers respectively. Lend Lease CEO and managing director Steve McCann is quoted as saying that the ability to attract leading tenants such as this "reflects the quality of what we are building at Barangaroo South."

King Abdullah Sports City Football Stadium, Jeddah

As the first purpose-built, FIFA-standard football venue and seating 60,000, the new King Abdullah Sport City National Stadium will also be home to Jeddah's two Premier League clubs, Al-Ittihad FC and Al-Ahli SC. Described as a 'Jewel in the Desert', the project has been designed to create inspirational, world-class sporting facilities for Saudi Arabia. This development is seen as one of the most important projects in the history of modern construction in Saudi Arabia.

With existing relationships with main contractor Six Construct Ltd and subcontractor Inter ID Company Ltd, SAS International was asked to supply 10,500m^2 of System 150 metal ceiling tiles for the project.

The installers attended a number of workshop meetings at SAS International's Dubai facility. During these workshops the team was able to resolve installation challenges and respond quickly, so the installation programme could be kick started.

Structure and architecture are integrated in this project – running around the stadium is a ribbon of bracing and tie-down V-frames which in turn echo the mashrabiya screens of traditional Arabic and Islamic architecture and design.

The King Abdullah Sports City (KASC) project as a whole will feature the luxurious soccer stadium, including large royal suites for the Saudi Arabian Royal Family, a mosque, an indoor sports arena which can host more than 10.000 spectators, an outdoor athletics stadium, and several other outdoor sport facilities like tennis courts, practice pitches.

The client is Saudi Aramco, and the King Abdullah Sport City scheme was designed by a multi-disciplinary team at Arup Associates in London. The Design&Build contract was awarded to BESIX - Al Muhaidib supported by BAM, which together with Arup finalised the design of the different project components. Completion of the project as a whole is scheduled for October 2014.

King Abdullah is overseeing its progress and his vision is to encourage the younger generation to become more active.

National Heart Centre, Muscat

Working in conjunction with Al Kahf, SAS International has been supplying the Ministry of Health (MOH) projects in Oman for over 20 years. Mike Collins and Sebastian Joseph, Operations Manager for Al Kahf, were pleased to be invited to the inauguration ceremony for the National Heart Centre which was hosted by Dr. Ali Bin Abdul Hussain Al Lawati, Director of Projects MOH (see photo left).

The project covers a total area of 20,000m^2 and the four-storey building will accommodate four operation theatres, labs, and sophisticated diagnostic and in-patient facilities. SAS International has supplied over 12,000m^2 of System 120 ceiling tiles for this project.

Over the years MOH Oman have selected System 120 for their roll out programme of Health Centre, regional hospital and specialist care facilities throughout Oman. Many of the health care projects are located in isolated desert villages and form an essential service for local residents.

Liverpool Lime Street Station

In the previous issue of the Insider, we featured a case study about SAS International's work at Liverpool Central Station, which was just completed. Also completed now is the work SAS has done at Liverpool Lime Street station (see the photo right) and the station is now open to the public. SAS International supplied over 12,200m^2 of material for the project, including tunnel lining, consisting of curved VE panels, accessible panels, light boxes and ceiling panels over the track and platform. The access ways are made up of approximately 660m^2 of ppc steel panel ceilings supplied from our Maybole factory.

The Architect for Liverpool Lime Street is Capita Symonds, the main contractor is Morgan Sindall Civil Engineering and the designer is Morgan Sindall Professional Services.

Currently, SAS is working on Liverpool Moorfields Station, and will then continue onto Hamilton Square Station. In both stations, tunnel lining panels will be installed, similar to previous stations we have worked on.

Oxford Brookes University

We have reported on the Oxford Brookes project in the last couple of issues of the Insider. Oxford Brookes' cladding is now emerging from behind the scaffold as you can see from the two photos below and left. Since these photos were taken, more scaffolds have gone and according to the architect, the cladding looks really good!

Quarantine prison project, Dubai

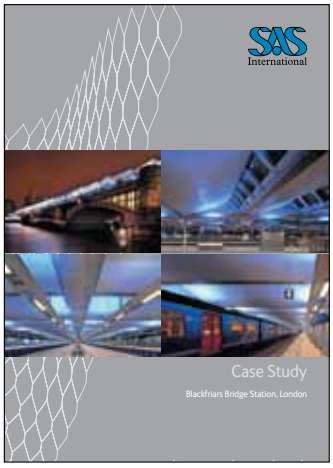
The Quarantine prison project is part of a large prison complex located in an isolated desert position on the outskirts of Dubai. SAS International is supplying over 2000m^2 of System 150 metal ceilings, which the client selected based on the robust nature of the system and SAS International's ability to provide an anti-bacterial paint finish. The project is already at an advanced stage of construction and the programme dictates that SAS International will supply System 150 from stock in our Dubai warehouse to kick start the ceiling installation.

AECOM HQ Fit-Out, Abu Dhabi

SAS International won the contract to supply 3,800m2 of metal ceilings to AECOM's headquarters in Abu Dhabi, due to an excellent relationship with Fit-Out Contractor Al Tayer Stocks. SAS System 130 metal ceilings, T-15 Grid and perforated tiles (15/08) with a fleece backing, were supplied to the project. All major deadlines and milestones were achieved, and the ceilings were installed two weeks before anticipated.

Here's a selection of new case studies that can be downloaded from our website

AEG Offices, The O² Arena, London
System 8000SG, Partitioning | Doors



Blackfriars Bridge Station, London
Bespoke soffit lining with triangular metal panels

Challenger, Bouygues Construction, Paris
System 130, Metal Ceilings

Derby Civic Offices
System 8000 SG & DG, Fire Screens, Partitioning | Doors

Liverpool Central Station
Tunnel lining, Wall Cladding, Column Casing, Lights Boxes, Suspended Ceilings, Project Management, Architectural Metalwork

Marks & Spencer, So Ouest, Paris
System 330, Metal Ceiling

Médéric, Paris
System 330 Chilled Ceilings, Room Comfort

Pacific House, Brighton
System 8000DG, Partitioning | Doors

Porsche Centre, Solihull
System 120, Metal Ceilings

Queen Alia International Airport, Amman
Tubeline, System 700, Triangular Panels, Metal Ceilings

Waterloo Station (retail balcony), London
Wall Cladding & Column Casing, Project Management, Architectural Metalwork

SAS International's Architectural Metalwork meets specifiers' special requirements

Maggie's Centre, London

Working in partnership with our clients, SAS Architectural Metalwork provides value engineered solutions across the built environment. The nature of bespoke, durable metal solutions and the opportunity for pre-fabrication means that Architectural Metalwork solutions also offer cost and time savings on site.

SAS Architectural Metalwork integrates building elements and services; solutions can range from panels to integrate horizontal and vertical planes within a building to more complex options to meet specific acoustic requirements, service integration needs or bespoke architectural designs.

There are an extensive number of solutions that SAS International can manufacture as part of its Architectural Metalwork range to meet the exact requirements of a broad range of fit-out environments.

To show the full benefits of our offering, which very few manufacturers worldwide could match, we take a look at Architectural Metalwork from the perspective of some notable projects SAS International has worked on.

Architectural Metalwork solutions are used in commercial office, education and healthcare projects as well as many large scale infrastructure and transport projects such as airports and stations.

Maggie's Centre, London

Creative designs that are both functional and aesthetic are very much part of what our Architectural Metalwork solutions offer; a striking example of which is the bespoke roof canopy at Maggie's Centre London. (See photo above.)

Here the roof was designed to appear as a single element that hovered above the building, running seamlessly from the inside to the outside.

In collaboration with architects Rogers Stirk Harbour + Partners (RSHP) SAS International designed, supplied and installed the necessary Architectural Metalwork solutions for the project, which was the first Maggie's cancer care centre in England.

SAS International and RSHP developed the design of the bespoke triangular metal panels for the building which form an integral part of the "floating" canopy (the roof and ceiling integrating with structural steelwork). SAS also supplied the skylights, solar shading panels and the nosing feature around the canopy's perimeter.

McCann FitzGerald's HQ office, Riverside One, Dublin

Thanks to the dramatic over-sailing canopy roof both seclusion and a bold architectural statement to the outside world are provided by this landmark building.

McCann FitzGerald's HQ office, Riverside One, Dublin

Designed by Scott Tallon Walker Architects, legal practice McCann FitzGerald wanted its HQ office building Riverside One in Dublin fitted out to the highest standard (see photo above). Curved linear grills and spandrel panels to surround the central circular atrium and column casings for the columns around the building's internal perimeter were supplied, along with our acoustic metal ceiling System 330.

SAS worked closely on the design and manufacture of these solutions with the architects, and provided a 'one-stop shop' for fit-out contractors, John Sisk and Son Ltd, in supplying both a high performance acoustic ceiling and architectural metalwork solutions for this project.

With SAS Project Management working on the installation side, being able to deal with one sub-contractor and manufacturer means considerable time and cost savings, and SAS Project Management provided a single point of contact.

Al Shaqab equestrian centre, Qatar

Service integration is another key role for Architectural Metalwork and often requires that we work closely alongside main contractors on a project.

At the state of the art equestrian centre Al Shaqab in Qatar, SAS service rafts were manufactured and installed in the prestigious stables and veterinary building (see photo below). SAS International worked closely with main contractors Leighton Contractors to manufacture, ship and install both Integrated Service Modules and bulkheads for the project.

The installation was facilitated by the 3D modelling carried out by our Project Management design team at Reading. On site this saved essential time as it ensured each individual component and panel fitted exactly. This also demonstrates the fully engineered approach that SAS International offers its customers.

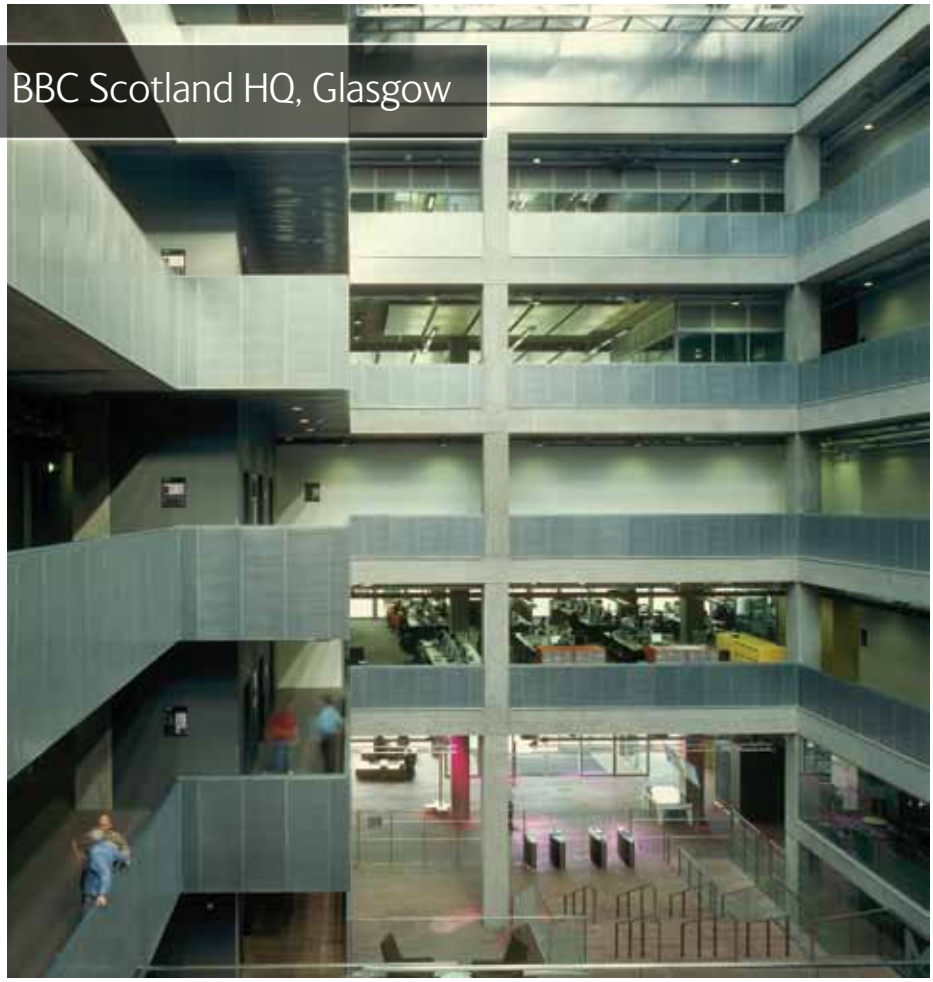
SAS International also supplied light and grille diffusers for this project – the aluminium grilles ensure air is circulated across the required distances to provide optimum comfort.

Occupant comfort demands are also met with our acoustic Architectural Metalwork solutions. In the Insider 22 we looked at acoustic baffles.

BBC Scotland HQ, Glasgow

Meanwhile at the BBC Scotland HQ at Pacific Quay in Glasgow, a range of Architectural Metalwork solutions were specified including bespoke System 600 acoustic rafts for the

Al Shaqab equestrian centre, Qatar



BBC Scotland HQ, Glasgow

striking atrium ceiling, the reception ceiling and main office areas, along with wall panelling and balustrades. (See photo to the right.)

The bespoke System 600 rafts in the atrium area incorporate a special clear finish; perforated 'spangled' galvanised panels finished with a clear lacquer. Special balustrade panels with the same 'spangled', clear lacquer finish were also specified to complement the aesthetics, and provide an acoustic performance solution which offers impact resistance and is visually appealing.

Flat System 600 rafts with integrated services were specified for the main offices to give the appearance of a continuous ceiling whilst offering acoustic absorption and allowing natural mass cooling to the open soffit.

Hamish Ingram, Technical Manager at Keppie Design, implementation architects for the delivery of the building said: "We were able to work with SAS International to arrive at the exact solution needed in terms of performance and David Chipperfield Architects' [the BBC's executive architects for this project] aesthetic requirements. This was important to reflect the state of the art nature of the building."

Large metal wall panels were manufactured to provide cladding in high traffic areas such as the entrance, lift and audience corridor areas to complete the seamless look and aesthetic. The mega panels were produced for each final fitted location to reduce the need for on-site cutting and installation time.

Waterloo Station, London

Protective cladding for high traffic areas can also be specified as column casings. Column casings were one element of the Architectural Metalwork solutions supplied to the Waterloo Station Gateline project – Europe's largest ticket line (see photo at the bottom of this page.)

Nelson Hanna, Principal Architect for the project at Pell Frischmann commented that as structural engineers in a project such as this they had a real challenge to design the column cladding to be able to absorb an impact of a 3-tonne vehicle (a train carriage!) without tying any reinforcement to the existing column.

The solution was to design a steel cage that consisted of 10mm inner and outer structural uprights welded to a floor plate that, in turn, was bolted to the floor slab. SAS Project Management worked closely with the architects in the design process for this. SAS International metal column casings, finished in anti-graffiti paint (SAS AG Finish) were attached to the cage, and installed by SAS Project Management.

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

The first of three phases of work at this London station for SAS Project Management, SAS International was the preferred supplier in all cases as it could design, manufacture and install such bespoke Architectural Metalwork solutions within the restricted time frames of the projects.

Work within the transportation sector continues apace. As you will see in this issue of the Insider, SAS Project Management worked on the enlargement and refurbishment project at London's Blackfriars station (see the case study on pages 20-21). For this project the Architectural Metalwork takes the form of bespoke suspended soffit linings and binnacles.

Binnacles are designed to incorporate a number of services. They are generally used in public buildings such as travel terminals and concourses at stations and airports.

Our new extension at the Maybole factory will ensure that SAS International continues to offer high quality, 21st Century manufacturing capabilities to meet the demand for our Architectural Metalwork. Working alongside our specialist design-led installation division, SAS Project Management critically design, cost and delivery certainty is also provided, and both offer our clients added value.

Waterloo Station, London

SAS International progress update Kowloon rail terminus project

In Issue 20 of the Insider we took a look at this exciting new project. West Kowloon Terminus is a new railway station being constructed on the Guangzhou-Shenzhen-Hong Kong Express Rail Link, the largest project to take place in Hong Kong since Chek Lap Kok airport. The only station in Hong Kong on the Express Rail Link, it will be connected to mainland China by tunnel.

West Kowloon Terminus will more resemble an airport terminal building; connecting two countries the station building will have four levels with immigration counters on different levels for arrivals and departures. The station will include immigration and customs facilities, duty-free outlets, shops, cafes and bars, departure lounges and parking and cargo loading facilities.

When the station is completed the terminus will have 15 platforms. It will provide for high speed train services which will cut down the travel time between Hong Kong and Guangzhou to 48 minutes from 100 minutes, as well as facilitating short-distance shuttle train services.

SAS International have won the design, supply and installation contract to provide ceiling solutions for the rail terminus, expected to be the biggest of its kind in the world, working alongside the Main Contractor a joint-venture partnership between Leighton Contractors Asia and Gammon Construction and Aedas architects.

The Project Director, Principal Architect and Construction Manager for this landmark project visited SAS International in March and went away impressed, following an inspection of a mock up of the new ceiling systems for the project presented at Reading and a factory tour of Bridgend.

The mock-up (pictured to the right) gives an indication of the scope of works. For this project considerable R&D work has been undertaken and six ceiling systems designed, which are variations on a lipped channel support grid, with fabricated 100mm deep perforated and mesh inlay ceiling panels featuring welded and linished corners.

Since the client visit, the design of the mock-up has been further developed and a new mock-up has been shipped to Hong Kong which incorporates further refinement to some details.

Louis Sansome, General Manager, said: "Alongside developing the layout and details which are site specific, we've looked to further refine the system design. In doing this we've considered the most efficient ways of manufacturing the product and the best ways to aid installation.

"We've achieved this by drawing on the expertise of the design, engineering, product development and site installation personnel at SAS International. This project is a company-wide effort."

Since commencing work in September last year the design team - Andrew Skitt, Jevon Marsh, Drew Williams and Lois Bateman - have submitted in excess of 700 drawings for the project.

Used throughout the multi-level building the SAS International ceiling solutions will be installed in front of house spaces with key aesthetic features such as the bespoke curved baffles which are fabricated as one continuous radii. The technique for this has been perfected at Bridgend through trial runs over the past few weeks with exceptional results.

The ceiling systems as well as achieving the aesthetics of the architect's design, also has to perform to wind loadings and support system-wide services. The drawings and the mock up SAS International produced were vital in demonstrating this to the client.

Design, supply and installation contracts also means SAS International takes responsibility for co-ordination of our work with others on site. For this project it will mean co-ordinating with M&E and other interfacing finishing trades. Andrew Skitt, Design Manager said; "Being a train station plus underground there is a very significant amount of M&E equipment which is predominantly packaged into the ceiling void. A particular challenge for us is coordinating our ceiling grid support framework in and around not only the primary air conditioning but also secondary pipework and cabling. This has required innovative structural design to be adopted by the design team with extensive design development for not only the ceiling suspension but also the auxiliary framework for the way-finding signage."

The project will now move into the manufacturing phase and with the specific design of this solution, for example, high aluminium extrusion content, the manufacturing will be spread across SAS International's factories.

Production will consist of 100,000m² of architectural metalwork solutions - bespoke ceiling systems and bulkheads, and 50,000m² of baffles. The straight and curved baffles of three different profiles.

Meanwhile for Jevon Marsh, the first SAS designer assigned to the Kowloon project, it also means a change of scene. He's leaving for Hong Kong where he will co-ordinate the design process, and resolve any design issues on site.

Jevon says: "It's an exciting move on what will be a landmark station in the far-east and one of the major projects undertaken by SAS to date. I feel exceptionally privileged to have been given the opportunity to work on such a prestigious project from the start. With the architect pushing the limits of interior metalwork design, this project will certainly challenge SAS in all departments. My goal is to ensure the design principles developed at day one transfer through the SAS factories to the finished product installed on-site in Hong Kong. This goal is one I relish and will ensure the return of SAS to Hong Kong will be portrayed on another fantastic project"

"Although I do understand that many challenges await, the first I will encounter is adopting to the chop stick eating lifestyle."

When this phase of the projects starts other members of the SAS Project Management team will also be based in Hong Kong.

[And yes, we'll ask Jevon to report back on progress for future issues of the Insider – Ed].

Train platform bespoke ceiling system consisting of 2mm thick aluminium fabricated operable panels, decorative straight and curved baffle extrusion 300 x 50 x 3mm.

Project ceiling system type 4 a nominal 1500 x 1500 module consisting of a 600 x 600 x 2mm fabricated aluminium operable tile.

Project ceiling system type 3 a nominal 1500 x 1400 module consisting of a 800 x 900 x 2mm aluminium operable tile. Running parallel either side of the panels are continuous lengths of decorative grilles.

SAS International supplies Tubeline for Cannon Street station redevelopment

In the last issue of the Insider we featured two significant station and underground train hubs in the UK for which SAS International has designed, supplied and installed bespoke fit-out solutions.

But SAS International has supplied many projects in the transportation sector over the years; and SAS International's Tubeline metal ceiling solution has been a popular choice for many of these.

The Tubeline system, available in aluminium and steel, is ideally suited to areas such as public concourses and platforms in transportation hubs as many of these are semi-external spaces. In these environments durability and the ability not to show dirt or dust are important; furthermore; Tubeline also fulfils the requirement for smoke and fire handling.

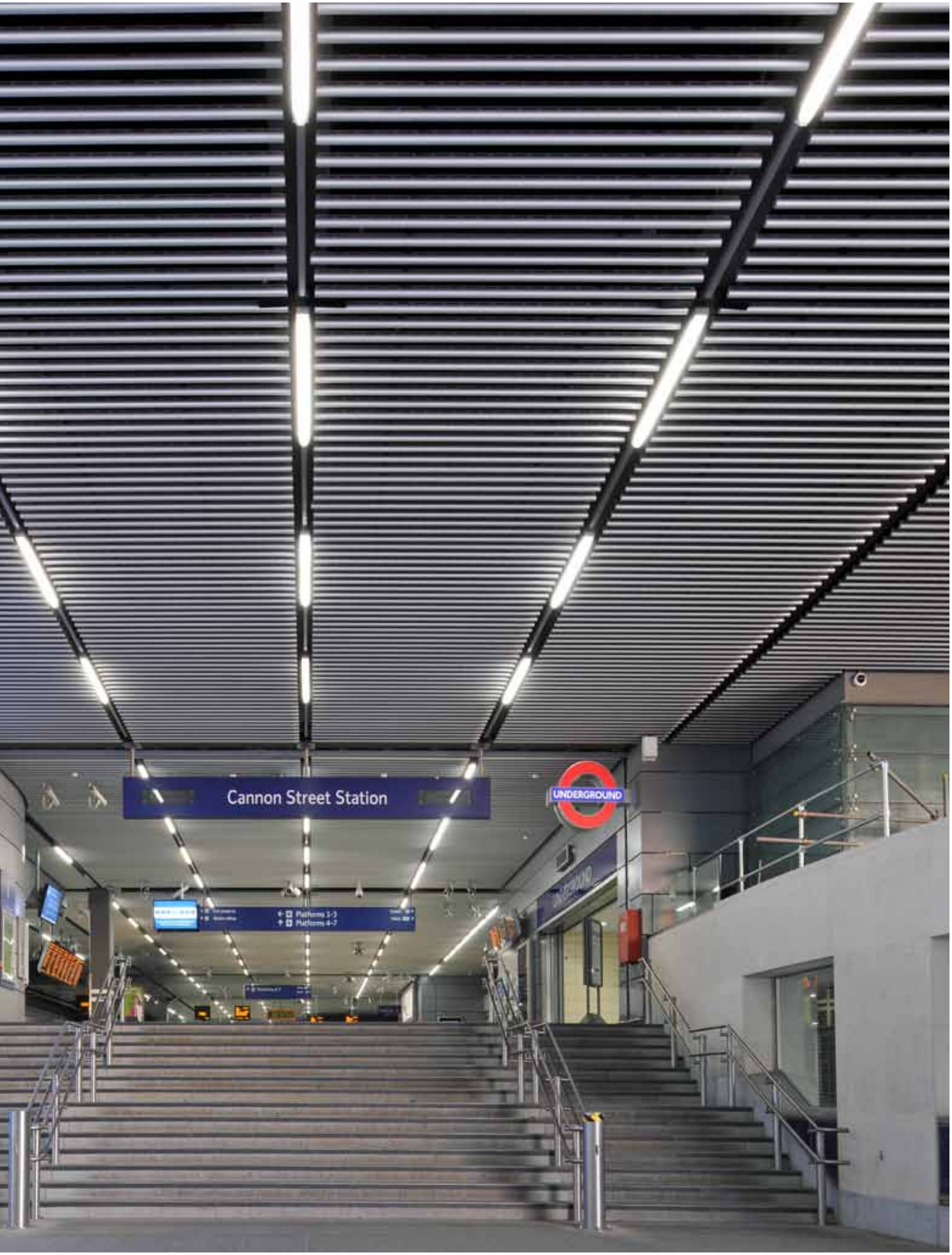
These were both important specification criteria for the installation of Tubeline in the recent refurbishment of Cannon Street Station in London. Around 3,600m^2 of Tubeline was supplied for the project by our Apollo Park factory.

The tubular metal ceiling solution features throughout the public concourse area and stretches onto the platforms. Aluminium trays separate the tubular panels with luminaires and speakers integrated within the ceiling plane.

The nature of the Tubeline ceiling solution also allows for sign and CCTV camera poles to protrude, and they can be fixed to the structural soffit without any direct interface with the ceiling as you can see in the photograph above.

Foggo Associates' Cannon Street Station redevelopment, in the city of London, also includes an eight-storey office block sitting above the Network Rail station and a new underground station. The project was described by the practice as a 'steel mega-structure which spans and cantilevers over the railway, stations and tracks'.

Main contractors for the project were Laing O'Rourke, with Pan Interiors and Stortford Interiors as sub-contractors. The client was Network Rail.


Cannon Street Station
UNDERGROUND

SAS Project Management creates a station fit for the 21st century

SAS International's Architectural Metalwork solutions are specified for many projects in the transport sector. A striking example is the bespoke suspended soffit linings and binnacles specified for Blackfriars Station, London.

Blackfriars serves as the main terminus between Kent and South London, and is visited by more than 44,000 passengers a day. However for Thameslink, one of the UK's busiest rail lines, overcrowding and bottlenecks had become a problem particularly at the 126-year-old station with its cramped, outdated facilities.

The first station to span the entire width of the river Thames, the redeveloped station was designed by Jacobs, and the rail bridge by Tony Gee and Partners of London.

Main contractors Balfour Beatty Engineering commented that the task was to create a station fit for the 21st century that could accommodate bigger trains and ease commuter discomfort. In fact increasing the length of platforms was a key part of the project to accommodate 50% longer trains; an increase from eight carriages to 12.

Dan Macfarlane, Construction Director at Balfour Beatty managed the multi-disciplined construction team who delivered this unique transport project. This included the coordination of night-time working and traffic management which was necessary for works alongside a busy railway line.

The fit out of any transport hub is a challenge. Design, material choice, durability, the risk of issues on site during installation and programme slippage has huge repercussions for ensuring projects are delivered on time and to budget.

Many of the materials required for the construction process at Blackfriars were carried on barges on the River Thames to avoid road congestion in this central London location.

The complexity of carrying out construction and renovation work for such projects underlines the importance of partnering with manufacturers to enable this. Design expertise, flexibility and an innovative approach are critical in this relationship.

A design, supply and install project for SAS Project Management, the team worked alongside the main contactor installing the semi-external soffit linings and binnacles which had been manufactured in the Maybole factory.

Being exposed to the elements was a major consideration at design stage due to the station bridging the river. The structure also had to meet the specific requirements for wind loading and other conditions.

SAS International's aluminium soffit panels provide the station with a durable and robust solution which is less prone to long term damage than other materials. Suspended from the steelwork of the roof structure and fixed to curved ribs, the trapezoidal panels feature an all-over perforation and acoustic fleece backing.

Meanwhile, the specially-designed binnacles are comprised of a stainless steel and glass enclosure. They house electrical control gear and route cabling to lighting, signalling and critically provide access to the service walkway in the roof space above.

Infrastructure/transport hubs need to be designed and fitted out to tight programmes and value is generated by having one entity take ownership for the entire process for project such as this, which SAS Project Management is ideally placed to offer.

Working in live stations also poses many complications including limited hours working in a fully operational station as we outlined in the last Insider.

The prefabrication of products and systems under factory-controlled conditions, that SAS International provides, allows better quality-control and compliance to tolerances and delivery on site as required. Site health and safety is improved and usually fewer operatives are required on site when components are pre-fabricated.

The successful completion of the Blackfriars project is helping to improve the daily commute for thousands of people by allowing larger trains to be used that reduce overcrowding at rush hour.

Lit up at night, the station spanning the river also offers a new visual dimension to the cityscape, and the redevelopment has been seen as a real success story.

A case study of this project is available on our website.

Here's a selection of photos from recent projects

University of Warwick
System 600 acoustic rafts

Saudi Aramco, 10 Portman Square, London
System 8000 and System 330

Kent County Council
Trucell

Heathrow Airport, Terminal 4
Acoustic baffles

Maranello Sales in Egham, authorised dealers for Ferrari and Maserati
System 8000

Heathrow Airport, Terminal 4
System 600 rafts

Packaging improvements at Apollo Park

Our Apollo Park factory has recently acquired a shrink wrapping machine in the door shop. The doors are place on a conveyor belt and pulled into the machine which wraps polythene over the door and then trims it to correct length.

The door then passes through a heat chamber which shrinks the polythene tight around the door for protection. As the polythene is clear, our customers can see the colour type and easily approve the doors as 'in good order' on delivery.

Shrink wrapping of our doors therefore supports both efficiencies in the factory at Apollo Park and for our customers, as well as protecting the product in transit – a win-win situation all around.

Bridgend Paintline upgrade

During the factory's summer shutdown, months of planning by Maintenance Manager Nick Biggs came to fruition with the removal of the old pre-treatment tanks and gas burners.

The tanks and burners needed to be upgraded to facilitate the requirements of future projects, and Bridgend has supplied these 'work in progress' photos of the works on site.

The tanks and burners are part of the Paintline at Bridgend and therefore form an important element of our finishing process.

New tanks and burners have now been installed which means we are well placed to increase productivity further on the line, and we will also achieve efficiencies in terms of the amount of gas used and therefore energy costs will be less.

Getting connected using social media

@sasintgroup

Using social media channels also helps support SAS International's business development and drives traffic to the website. We now have over 850 connections on LinkedIn from across the world. We are also doing very well with Twitter and are engaging over 11,800 followers for our @sasintgroup feed. We are also doing very well with Twitter and are engaging with 11,800 followers for our @ sasintgroup feed. Since the beginning of this year, we have grown the number of Twitter followers by an impressive 41%!

With on average 40 posts per month Twitter became one of our marketing tools to help support the launch of System 8000. Specific tweets posted from 26th March 2012 onwards with links back to the relevant pages of the website to encourage click through. From April 2012 to June 2012

- Followers increased from 2891 to 4212
- Mentions totalled 887
- Posts totalled 145
- Retweets totalled 116

Sharing photos and visual information is something that is fast growing through social media channels. Visually-led information about buildings is popular with both architects and contractors as we mentioned in The Insider 22.

So recently the marketing team has also been developing a profile for SAS International on sites such as Pinterest.

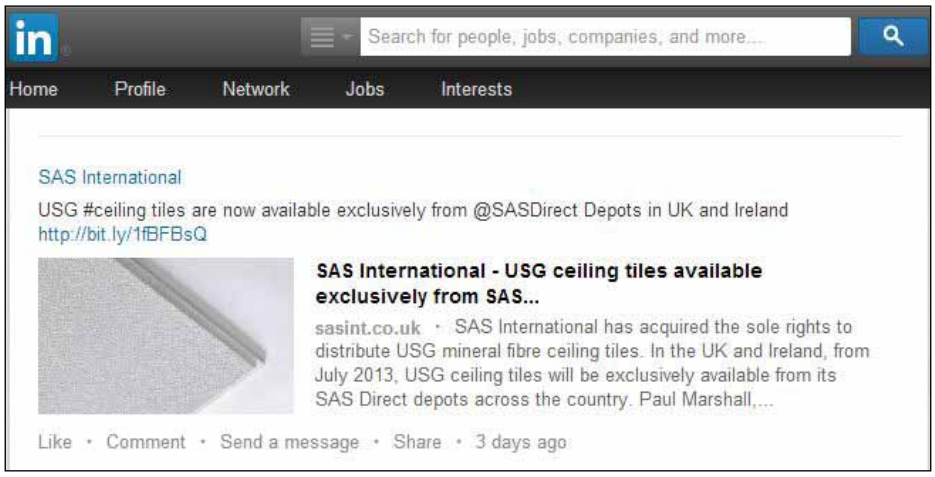
Pinterest is a social media site that allows users to share photos on virtual bulletin boards and we have created six boards to date. These can be accessed by architects and designers for example who are using the site and looking for inspiring ideas. Take a look at www.pinterest.com/sasintgroup.

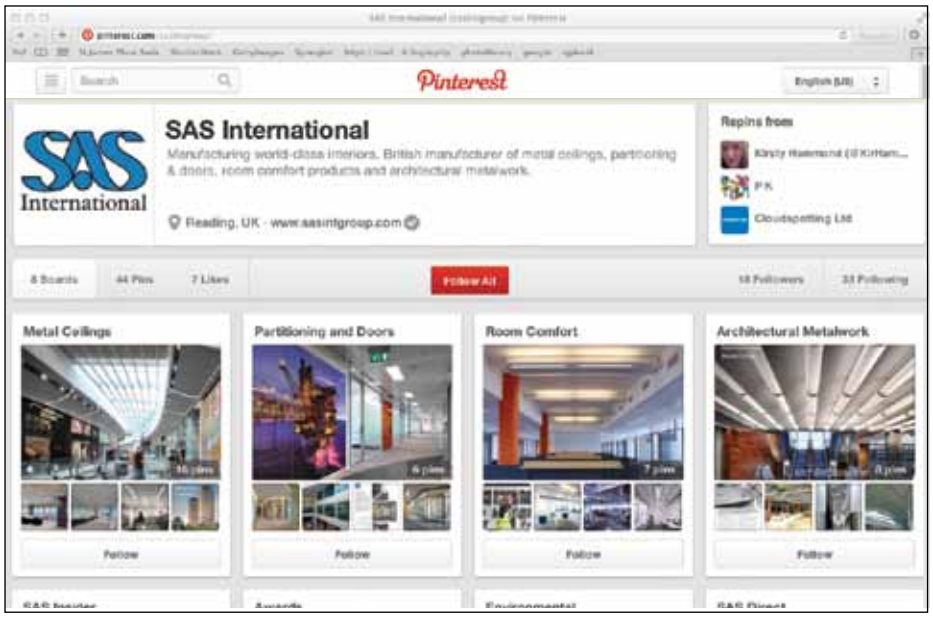
40
Tweets per month.

11,800
Twitter followers

880
connections on LinkedIn.

118
employees connected





SAS in the press

Gaining editorial coverage in magazines is one way that we help to build awareness of SAS International's interior fit-out solutions and reach new potential customers. Here we have included just a small selection of what has appeared recently in the press.

AJ Specification accompanies the Architects Journal every month, one of the UK's leading magazines for the architectural sector, with a circulation of 7,000 readers.

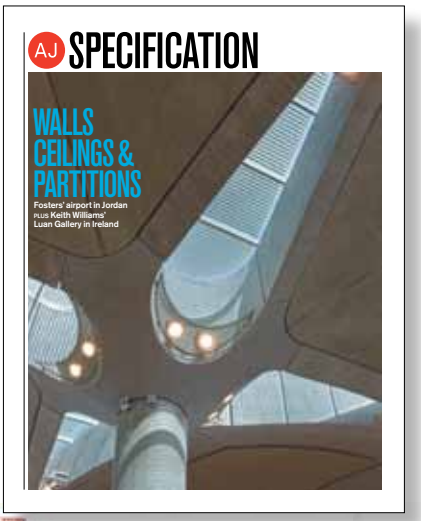
Building Services & Environmental Engineer (BSEE) is read by engineers and decision makers in the air conditioning, ventilation, heating, electrical services and energy management sectors and has a circulation of 21,200 in the UK.

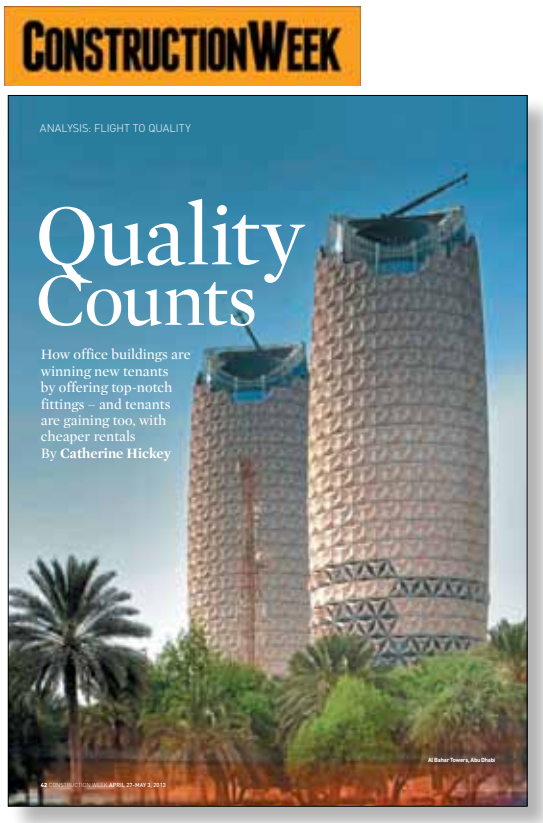
Construction Week is Middle East's largest construction and contracting portal, and has a print version which is circulated to 10,240 contacts across the built environment industry.

Construction News is a core weekly trade magazine for building contractors in the UK and has a circulation of 10,528.

EK (Ecologik) with a focus on the environment looks at architecture and urban planning and has a circulation of 20,000 including architects, engineers and contractors in France.

L'ARCA International is an international magazine, with a circulation of 42,000 looking at architecture, design and visual communications, based in Italy.





LEAN Thinking

Progress is ongoing in our Lean manufacturing approach, and the tracking and reporting of outcomes means the business benefits can be clearly assessed.

Geraint Lewis, Lean facilitator at Bridgend, has given the Insider this update summary of what has also been taking place as part of this important continuous improvement programme.

The photos show how we now store our steel coils at the Bridgend factory and on doing so have eliminated the need to remove a lap of the coil prior to loading onto the Soenen machine. This improvement has the potential for significant savings, which are currently being measured, and is one of the latest initiatives from the Lean programme at the facility.

Team	Solution and results
Soenen	Operators were cutting material off at the start of each coil because of damage in storage or decontamination from the floor. With machine setters removing debris, the introduction of holding chocks at each machine for the next coil and rubber matting to eliminate slug contamination, this cutting is no longer required representing a material saving which is currently being measured.
PPE	The first stage has been initiated of a transition to the use of gloves which offer greater longevity.
Paintline	It was identified that the usage of Gardobond, the chemical for cleaning products prior to painting, was high. Analysis conducted with the supplier, introduction of a flow meter and titling product to allow excess fluid to fall back into the appropriate tank has reduced pointage of Gardobond and quantities used.
Paintline	The team generated a plant maintenance manual and have introduced an SPC measurement for paint thickness which allows for tighter control of coverage. With the SPC measurement, current yield is averaging 6.0, up from 5.1.

Our trainee Alex Gibbs in East Berkshire college prospectus

Alexandra Gibbs

Trainee Estimator
SAS International

"After I finished my A Levels, I wanted to continue my studies but I also wanted to start earning money. Studying a part-time Construction HND course at my local college while working at SAS seemed like the perfect alternative to university. I'm really enjoying learning about different aspects of the construction industry and comparing experiences with my classmates. And the best part is that at the end of the course, I will have gained a higher level qualification and two years of experience, but no student debts."

Apollo Park events

Gemma Sutton, stock control, and Stacey Love, sales order coordinator, took part in Race For Life at Sutton Park on 30th June to raise money for Cancer Research UK. They raised a great £320!

The Apollo Park shop floor put together a football team to take part in a Charity Tournament to raise money for Dudley FAST (Family Adolescence Support Team) on 20th July. They raised an impressive £610!

Back Row L – R: Mark Hall, Robert Reader, Justin Catton, Daniel Williams, Ben Flavell, Paul Ketley.

Front Row L – R: Darron Smith, Stephen Everett, Davinder Pulahi.

My work - John James

My role as Works Director has changed significantly over the last five years. The fundamental growth in size of operation and range of products in Bridgend, particularly with the introduction of the roll forming factory, has been phenomenal.

Add to this the almost complete implementation of the Syteline planning systems, the operational duties now involve a greater focus on week to week, even month to month decisions rather than the bad old days of hour by hour fire fighting.

I still run daily toolbox meetings, oversee engineering, product and continuous improvement regimes and spend lots of my time with major suppliers, and customer and project review visits.

I see my primary role now as "pressing the buttons" of the management team. The likes of Paul, Rhys, Geraint, Rob, Chris, Ian, Jason etc. may do all the work, but you have to keep an eye on them!

Before I joined SAS in 1988, I worked for ten years in both the aerospace forging industry (Pratt and Whitney), and the heavy end of a Steel Works (TATA).

Since the early manic days of the start-up of the Bridgend operation, through progression and finally the maturity of the current setup, the culture of SAS has never changed, whatever the challenge "just get it done".

New projects, new products, no two days are the same, it may sound corny, I enjoy coming to work, too early to shoot the old dog yet.

Baby news!

Two Apollo Park team members have had babies during the summer. Jenny Taylor in Sales had a baby boy in June, named Kaden. Leigh Beaumont, Engineering Supervisor, had a baby boy called Sebastion in July.

Congratulations!

Retirement news

We were sad to see Mike Temby leave at the end of August when he retired. We will also miss David Baker, who retired in September. We caught up with them to ask them about their experiences at SAS and what their plans for the future are.

David Baker

Q How long have you worked at SAS?
A I joined SAS in June 2000. During my time at SAS, I have worked in Specification Sales.

Q What are you going to miss about working at SAS?
A After working for so long out of the same office I'll miss the people, the banter and the gossip.

Q What has changed at SAS during your time?
A Essentially SAS has not changed very much since I joined but the product offer is much wider than it was. What has changed radically is the marketplace, in particular the subcontractor base. The development of design technology will be the next big challenge and this environment will require suppliers to be very responsive if they are to maintain their position in the market.

Q What are you looking forward to doing during your retirement?
A I have a range of interests that will keep me out of trouble and three grandsons that will probably get me into some!

Mike Temby

Q How long have you worked at SAS?
A I have worked at SAS for 22 years.

Q What are you going to miss about working at SAS?
A My colleagues I have enjoyed working for SAS (mostly) and it has given me the opportunity to visit many parts of the UK I would never of thought of going e.g. Bridgend.

Q What has changed at SAS during your time?
A The SAS brand is now known all over the UK unlike when I first started.

Q What are you looking forward to doing during your retirement?
A Drinking red wine and surfing the internet for holiday bargains.

A big thank you to our Long Service Awards Winners. And a big welcome to our New starters.

30 years service

Kathy Lewington Reading
Starting Role: Office Junior
Current Role: Sales Office Manager

25 years service

John James Bridgend
Starting Role: Materials Manager
Current Role: Works Director

Ian Chrisholm Maybole
Starting Role: Electrical Assembly Operative
Current Role: Paint-line Operative

Bryan James Bridgend
Starting Role: Team Leader
Current Role: Soenen Operator

20 years service

David McGregor Maybole
Starting Role: CNC Operative
Current Role: Team Leader

Ross Lippitt Apollo Park
Starting Role: Assembler in Grid Department
Current Role: Assembler in Grid Department

15 years service

Christine Thomas Bridgend
Starting Role: Paintline Operator
Current Role: Assembly Operator

Mark O'Keefe Bridgend
Starting Role: Management Accountant
Current Role: Management Accountant

Euron Jones Bridgend
Starting Role: Pad shop Operator
Current Role: Pad shop Operator

Alyn Gammon Bridgend
Starting Role: Financial Accountant
Current Role: Group Finance Director

Louise Evans Bridgend
Starting Role: IT Manager
Current Role: IT Manager

Jonathan Davies Bridgend
Starting Role: Tool Maker
Current Role: Tool Maker

James Simpson Maybole
Starting Role: Assembly Operative
Current Role: CNC Operative

10 years service

Derek Spink Apollo Park
Starting Role: Machine Operator/ Relief Driver
Current Role: Flush Glazed Doors Assembly/Machine Operator

Mark Dunn Reading
Starting Role: Design Technician
Current Role: Design Technician

Scott Reader Apollo Park
Starting Role: Assembler in Grid Department
Current Role: Despatch Assistant

Mike Collins Middle East
Starting Role: Sales Executive
Current Role: Export Sales Manager

Paul Harrison Apollo Park
Starting Role: Machine Operator in Partitioning
Current Role: Machine Operator in Partitioning

New Faces

APOLLO PARK
Jim Taylor - Planning & Sceduling Mgr
Joanne Haines - Sales Order Processor
David Stacey - Production Manager
David Tilley - TBC
Wayne Naylor - Estimator
Mark Hinson - Production Planning Mgr

BIRMINGHAM
Ryan Millward - Trainee Glazing Supervisor

BRIDGEND
Denise Lent - Purchase Ledger Asst
Adrian Williams - Production Planning Eng
Ben Jones - Trainee Production Eng

BURGESS HILL
Liam Conland - Support Assistant
Matthews Langton Smith - Glass Fitter

LEEDS
Rafal Rola - Glass Fitter

MAYBOLE
Derek Wright - Production Eng

READING
Paul Jones - Commercial Manager
Diarmuid Keane - Designer
Abdul Hanid - Business Development Mgr
Luke Mansfield - Trainee Designer
Holly White - Trainee Sales Order Processor
Stephen Pomeroy - Logistics Manager
Mohammed Qureshi - Production design Eng
Hannah Reynolds - Receptionist
Angela Lane - Office Administrator
Gareth Mainwaring - Warehouse Asst

The Kowloon Project Team is based in Reading. They are involved in all aspects of the Kowloon project and their tasks include managing SAS International's contractual obligations, client liaison, creating and updating designs, managing contractors and much more.

We caught up with five of them to get an insight into their daily work tasks and challenges.

They told us about their lives, hobbies and interests, as well as their favourite food and holiday destination.

Andy Skitt
Design Manager

Q What do you do on a typical working day? What are you responsible for?
A I am responsible for the design development of the ceiling systems, liaising with the main contractor in Hong Kong on design issues and resourcing the workload challenges within the UK design team.

Q What do you like most about working at SAS?
A The micro-macro approach to design, one day you can be drawing a ceiling plan of a 10,000m^2 and the next day developing a tiny bracket that could save hundreds of man hours on site, both equally rewarding.

Q What do you find most challenging about your role/job?
A Balancing the demands of an intense design programme and meeting targets with giving enough time to the rest of the design team.

Q What is your favourite food and drink?
A Sunday roast dinner. Favourite drink is Stella.

Q Where is your favourite place for a holiday?
A San Francisco.

Q What are your favourite sports or sports team?
A Motorsport – World and British Touring Car Championships.

Q What are your hobbies/what do you like to do in your spare time?
A We have just bought a new house so most of my time is spent doing DIY. However, I do take time be with my son and tinkering with my track car.

Drew Williams
Designer

Q What do you do on a typical working day? What are you responsible for?
A I attempt to make whatever flights of fantasy that takes the Architect into a workable reality!

Q What do you like most about working at SAS?
A Whilst I've worked on prestigious projects before, I've never been involved with anything on this scale. This has given me the chance to spend an extended period of time on a project and the opportunity to get more involved with both project and a team.

Q What do you find most challenging about your role/job?
A Working on the other side of the world presents challenges which I can only imagine will grow as things develop more on site (not like you can pop over whenever there is a problem).

Q What is your favourite food and drink?
A Pasta and Whiskey

Q Where is your favourite place for a holiday?
A Dorset, New Forest and Purbeck Lake District, Keswick.

Q What are your favourite sports or sports team?
A Never been one to sit and watch sports, I'd rather get involved. I enjoy swimming, cycling and badminton. Recently I just seem to be constantly chasing after my 4 year old son, Jack.

Q What are your hobbies/what do you like to do in your spare time?
A We go out walking or cycling most week-ends. And I enjoy brewery visits, movies and books, geeky board & card games!

Lois Bateman
Designer

Q What do you do on a typical working day? What are you responsible for?
A I am involved in all design aspects of the Hong Kong project, including creating new designs and progressing existing ones through the approval process with the client.

Q What do you like most about working at SAS?
A I enjoy the variety and scale of the work, and being able to watch the overall project progress.

Q What do you find most challenging about your role/job?
A Keeping up with design amendments.

Q What is your favourite food and drink?
A A spicy lamb dhansak with pilau rice and a garlic naan bread from my local takeaway, washed down with a cold beer.

Q Where is your favourite place for a holiday?
A Meeru Island in the Maldives, as this is where I went on my Honeymoon.

Q What are your favourite sports or sports team?
A I don't have a favourite team but I enjoy watching rugby.

Q What are your hobbies/what do you like to do in your spare time?
A I enjoy playing squash (although I am not very good!) and going to the gym. I love playing paintball when I can afford it.

Louis Sansome
General Manager

Q What do you do on a typical working day? What are you responsible for?
A I have a broad remit that involves the client-facing side of managing a subcontract package of works and working with the project design team, manufacturing engineers and managers and the site operational team. Its 3pm in Hong Kong when I get to my desk in the morning so the day normally starts with calls to the client or suppliers out there.

Q What do you like most about working at SAS?
A The opportunity to work on a high-profile project is exciting. I've worked on the project since tendering through design-development to where we are now which has been particularly satisfying.

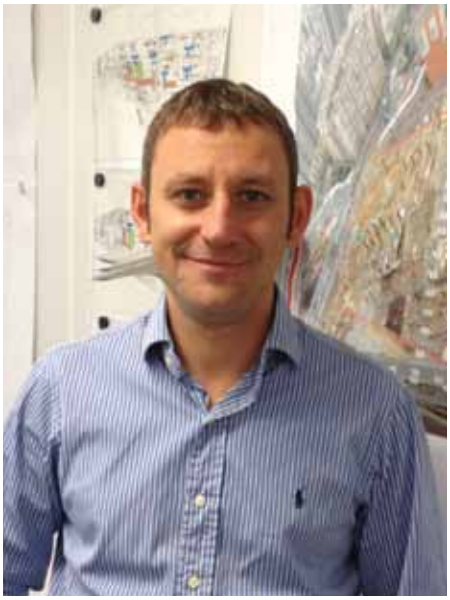
Q What do you find most challenging about your role/job?
A Working remotely from the site has its challenges despite the prevalence of email.

Q What is your favourite food and drink?
A I'll try almost anything, which comes in handy when visiting the more 'local' restaurants in Hong Kong.

Q Where is your favourite place for a holiday?
A Greek islands – sun, sea, great food. The women are quite nice too – I married one!

Q What are your favourite sports or sports team?
A Liverpool FC is my club.

Q What are your hobbies/what do you like to do in your spare time?
A Kicking back and relaxing when I get a chance, and eating out.



Paul Jones
Commercial Manager

Q What do you do on a typical working day? What are you responsible for?
A Managing the account and SAS contractual obligations, ensuring client relationships are maintained.

Q What do you like most about working at SAS?
A The size and prestige of the projects.

Q What do you find most challenging about your role/job?
A Adapting to a core of manufacturing business instead of contracting has been unfamiliar, this also produces a different skill sets within the company, which I need to add to my own.

Q What is your favourite food and drink?
A Steak and Stella Artois

Q Where is your favourite place for a holiday?
A Centre Parcs.

Q What are your favourite sports or sports team?
A My favourite team is Liverpool FC.

Q What are your hobbies/what do you like to do in your spare time?
A Fishing, walking, wakeboarding, sailing, skiing - anything really but mostly to a small standard of skill.

metal ceilings | partitioning | doors | room comfort | architectural metalwork

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