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# INSIDER

Metal Ceilings • Partitioning • Room Comfort • Architectural Metalwork

October 2008 Issue 8

## Online with the new www.sasint.co.uk

The new SAS International website is now 'live' highlighting the key product areas of metal ceilings, room comfort and architectural metalwork.

The new site enables registered users to collate PDF's across the full product range and save them as a single file. The PDF collator will enable specific project literature to be created.

The website will be promoted online through a number of channels informing the market of the new site. An email will be sent by industry publication Architect's Journal to over 7,000 specifiers and

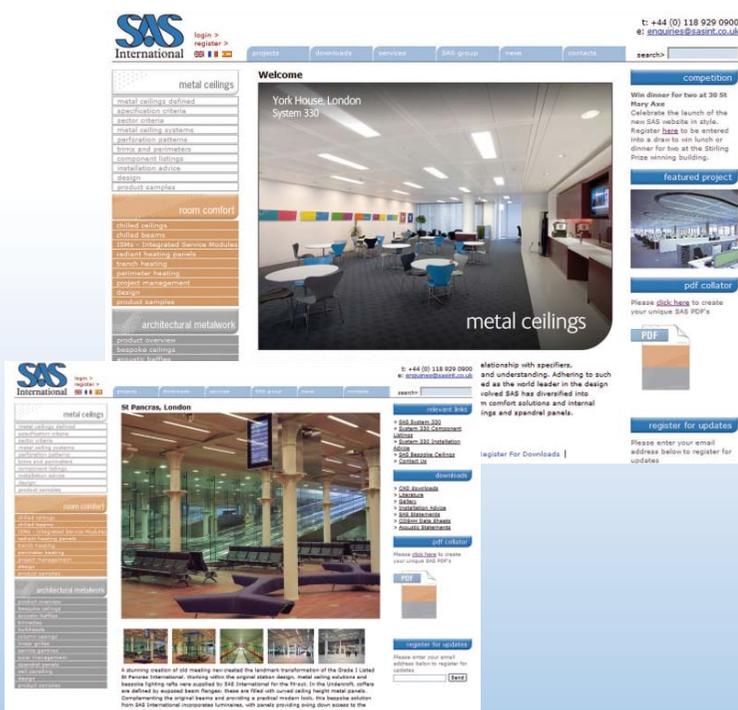
online banners will appear on a number of construction websites.

Now regular email newsletters will be sent to registered users highlighting completed projects and product information. Phase 2, of the website is due in 2009 which will further profile Architectural Metalwork and SAS Partitioning and Doors.

For more information on the website see page 4.

### Rapid Information resource for staff, customers and specifiers:

- Full product details including performance data
- Project case studies by product and sector
- Installation advice by ceiling system
- Latest news / press releases
- Links to other group companies and products including: SAS Partitioning & Doors
- SAS Project Management
- SAS Modular Solutions
- HCP
- Avanti Systems
- Downloads include: Improved CAD drawings
- PDF images by product and by sector
- Product literature
- Acoustic statements by ceiling system
- Environmental and sustainability statements
- COSHH data sheets
- Copies of the SAS Insider
- Register for updates



## SAS Open Abu Dhabi Office



From November 2008 SAS International will be supporting its Middle East activity by operating from a dedicated office in Abu Dhabi, UAE.

Having operated in the Middle East for the past twenty years SAS is now investing in a full resource in the region.

The SAS Abu Dhabi office will work as an SAS hub servicing projects across the



Middle East. The benefit for SAS staff and project teams in the region is obvious.

Being directly located in the region SAS are able to be regularly involved with projects and construction teams direct, on hand from concept to completion.

For further information please contact the SAS Marketing department.

## ISO 9001 for SAS Project Management

Over the past few months the development of ISO 9001 has taken place at SAS International.

Project Management based at the Reading office have successfully been integrated to the ISO 9001 scope.

Audits taken place over the course of the last few months resulted in the accreditation being issued at the end of September.

Well done to the Project Management team.



## Apollo Park Open 'Doors'

On the 1st of July SAS Apollo Park held an open morning for customers and specifiers. Please turn to pages 6 & 7 for more information.



Factory expansion celebrated

## 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.

The past few months at SAS Maybole have been challenging and have seen the addition of a new press brake into the business. Our order book remains healthy supported by the manufacturing of the Al Shaqab project which utilises all work centres within the factory.

Other projects include the manufacture of wall mounted heater casing units for HCP and the assembly of ISM's for Greyfriars Project on behalf of SAS Project Management.

All of these specialist projects have been supported by a large demand for System 330 grid. We also successfully passed our re-audit in July for ISO 9001 and have now set our sights on ISO 18001 as part of the Group wide initiative.

A number of our employees will reach 20 year service levels by the end of the year one of whom is John Skilling who had a great weekend as our guest at Silverstone which included standing on the starting grid with the Santander grid girls.



Al Shaqab Academy

Other 20 year service employees this year are Pauline McBirnie (Commercial Department) and Ian Chisholm (Production Operator).

The forecast for the remainder of 2008 remains positive and with the demand to complete the Al Shaqab project we will be despatching over twenty 40ft containers from Maybole in the months leading up to Christmas on that one job alone.

### John Gemmell

This is an extremely interesting time in Sales. Despite all the negative press we are still looking at some good projects across all sectors and regions.

With our diverse range of products, as a group we have never been in a better position to take full advantage of our complete offering. We are starting to see projects where we are supplying, not only the ceilings but the partitions, doors and the radiant heating!



SAS Tee Grid

Since the last insider, we have made a significant push on our new tee grid for mineral fibre ceilings. The feedback from contractors is that the price is excellent and the quality is the best.

Our Dublin office remains extremely busy. Stocking a range of commodity products in our distribution centre has provided customers with the ability to pick up materials at the drop of a hat. As the awareness of our presence grows our already extensive customer base will continue to expand.

With our new door line fully operational in Apollo Park, we have been busy generating sales with our existing customers for special doors.

The most advanced door line in the UK has been welcomed by our customers. Our ability to offer a special veneered door within a 7-14 day turn around period has set us apart from the competition.

### Phil Smith

A fantastic quarter for HCP with several large schemes in full flow both on trench and radiant heating, and some long term projects such as Faryners House, Monsoon (Freston Road) and Barnet Hospital are now completing.

Radiant heating is a prominent part of the HCP business and is steadily increasing. We now have some good radiant heating schemes on the books such as Halewood Hospital, Haywood Hospital, Peterborough and Forth Valley Hospitals.

Ireland is contributing by raising some good opportunities, such as Dublin Airport and the Grange development. HCP's relationship with BSS Dublin is very good.

### Robin Dixon

Quarter three has been all change for marketing. Our Doors and Partitioning products (including Avanti Systems) are in development and the demand for information and marketing support has been significant.

Malcolm has moved from his Metal Ceilings and Architectural Metalwork role to Doors and Partitioning. He will now split his time between Reading, Burgess Hill and Apollo Park.



Lianne Peters

SAS Project Management is entering a busy period in the last quarter of 2008. A substantial volume of work for next year has been secured, against the general trend and downturn in the construction industry. SAS PM has finally commenced work on the Greyfriars Office Development in Bristol where a £1.5 million integrated service module (ISM) and service bulkheads contract is being undertaken for contractor Midas Interiors.

We are continually being asked by architects to help develop specialist metalwork solutions and are looking at a number of exciting projects including 'random stick' appearance auditorium ceilings at Aylesbury's new theatre; bespoke suspended ceilings in Britain's own version of Electron Firing Chambers in the wilds of Oxfordshire; and refurbishment of swimming pool ceilings in a Scottish Grade 2 listed building. We specialise in the diversel

Avanti Systems featured prominently at the recent AIS awards with products installed on two award winning projects.

Tredomen in South Wales won a gold award. Fitted out by Lusso Interiors from Portbury near Bristol using the 'Designer' product for the glazed atria and Solare frameless glazing in the offices. The project architects were Powell Dobson and the main contractors HBG.

Following the successful completion of their award winning project at the York House Annex 11.04 Architects specified Avanti Solare on the fit out at the Blu Finn Building which also won an award at the AIS event. Structuretone were the main contractor and Planet Partitioning the sub-contractor.

Other high profile projects recently completed by Avanti include the Police Federation Headquarters in Leatherhead.

Specified by Corstorphine & Wright Architects based in Warwick. Planet partitioning were again successful partitioning contractor. BPR Interiors partnered with Avanti and Facility Architects on the Abbey Business Centre roll-out resulting in over £500k of sales.

In the past two months Lianne has taken on the management of the new SAS website launching it to the market at the end of September.

We are still having success with our CPD presentations meeting over 450 people YTD. Our editorial success with Project Management projects has been a fantastic boost.

John is still concentrating on M&E targeted activities with our Room Comfort products.

We had a disappointing end to the Porsche Supercup season missing out on the team Championship by two points. See page 8 for further information.

### Andrew Jackson

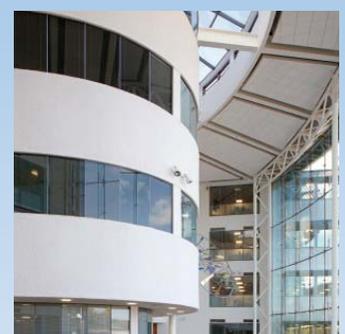
Civil engineering contractor J. Murphy & Sons Ltd has recently awarded a £0.5 million contract to SAS PM for the re-cladding of columns and soffit linings between the main concourse and the 19 platforms at London's busiest commuter terminal at Waterloo Station for Network Rail.

In readiness for the installation of automated people barriers, finally doing away with the jolly ticket inspectors by Christmas, working hours are restricted to station closing times which effectively only allows our fitters to work for four hours per nightshift.

SAS PM is advising on early design and cost budgets for several projects linked to the 2012 Olympics, such as the Media Centre and the Northern Arcade Shopping Centre.

SAS PM also passed the recent ISO 9001 audit.

### David Bland



Tredomen

The most significant recent project is at St Augustine House in Canterbury. In the Solare frameless glazing is specified in various forms – atrium glazing 60 and 30 minute Fire Rating and non-fire rated to the offices.

Avanti worked with ADP in London for two years on the design. Wates and Planet South are installing completion is due 2009.



### Robert Wood

# article [25]

development + disaster relief

It's been a busy summer for the Article 25 team, including our long awaited office move to the Lower Ground floor of 13 Curtain Road London.

The new space allows the whole team to work out of the same office making team meetings, communication and staff a lot more efficient. The move to our new home certainly hasn't slowed down the workload for anyone!

**Sierra Leone** – In August a team of professional volunteers from Article 25, Buro Happold and Foster + Partners conducted a 3 week feasibility trip to the border territories of Sierra Leone, where we are working with Save the Children to design and build a new prototype rural school.

According to the UN classification, Sierra Leone is one of the poorest countries in the world due to the damage caused by the civil war. The recent 3 week trip was used to examine the site, assess the availability of materials and labour, and consult the community about their needs.

On the education front, a[25] has been asked to assist to establish a new Department of Architecture at the University of Sierra Leone, including the provision of future department buildings, and a department infrastructure in partnership with the Sierra Leone Institute of Architects and the University Senate.

Work continues in **Pakistan**, where a[25] has been working with Muslim Aid to design and build 80 seismically resistant houses.

In **Thailand**, work on the 80m span bridge is on hold until after the rainy season.

Projects in the early stages include a football pitch in **Ethiopia**, a Creche and Training Facility in **Mozambique** and a hospital in **Uganda**.

The fundraising team had their hands full this summer as a[25] were the official charity of the London Festival of Architecture.

We attended over 30 events during the month selling raffle tickets and taking bids



London Festival of Architecture



Kids in Sierra Leone

in our high profile silent auction (including a house in Scotland for one week and a Zaha Hadid model).

The Architectural Jelly Banquet was a great success which ended with some architectural jelly wrestling!

In August, we hosted the first a[25] summer party at the Alan Baxter Gallery with an exhibition of photos from our projects.

It was a fantastic night to thank everyone who has helped make Article 25 a great success thus far and for their continued support in the future. This was also a great

as always, it is through the support of our sponsors, like SAS which allows us to take on more projects that desperately need our help. Article 25 continues to build better wherever there is disaster, poverty or need.

**Lisa Dayanandan**  
Office Manager, article [25]

[www.article-25.org](http://www.article-25.org)

## SAS Victorious at Construction Rugby 7's

Every year the Construction Rugby 7's Tournament is played on a Saturday during summer. SAS have entered a team for the past six years. This year the tournament was played at Esher Rugby Club.

Architects, manufacturers and contractors all enter teams: RHWL, Sheppard Robson, EPR, Gensler, Piercy Conner / Smooth, Faber Maunsell, Norman Disney Young, Morgan Sindell / Vivid Interiors, Whitecroft Lighting, Fagerhult Lighting, Fagan Electrical, Gardiner and Theobald and Confluence.

Playing in group 3. SAS would have to beat Whitecroft, Confluence and G+T to progress to the knockout stages.



Left to Right: Eurshell Fearon, Sarah De Bank, Richard Shekell, Jevon Marsh, Rosie Darbyshire, Louise Chaney, Richard Bryant, Gavin Marsh, Gary Kimberley, and Anthony Morrison

SAS started the day with a tricky 4-2 win against Gardiner and Theobald. Next, was Confluence who looked favourites with their orange fitted playing strip.



We dug deep and in the final seconds Eurshell "twinkle toes" managed to pass the defense and sprint clear to score a memorable try, we drew 2-2.

Next we played 2007 winners, 4 times finalists and clear favourites Whitecroft Lighting. We were slow to start allowing them to blow holes in our defense. At half time two of their lady players had scored tries (which means 2 points rather than 1) meaning we were trailing 5-1. During the half time team talk we addressed our errors and brought the SAS ladies Sarah, Louise and Rosie in to the game.

Although this helped we eventually lost 4-6. The second half performance lifted the spirits of our talisman strike runners Jevon and Antony who were becoming unstoppable. As we entered the knockout phase a favourable draw against a tired EPR resulted in a 6-0. The semi final versus the mighty Sheppard Robson who began well and by tightening our defense we were quick to capitalise on their mistakes and some good attacks resulted in SAS being 4-1 winners.

By now players were beginning to tire. Richard Bryant had to re-energise with lager and sausage rolls. With the sun starting to set we prepared to meet the other finalists Whitecroft.

Having played a few tense minutes we noticed they were not a quick or as organised as our third round match earlier in the day. They made basic errors and allowed us lots of possession. With some silky moves from Richard Shekell we scored regularly. It proved to be one match too many for Whitecroft, SAS sailed away to



an emphatic 6-0 win. We were overwhelmed by the large crowd who avoided the club bar to watch our finest hour. After 6 years in the making SAS have now got 2008 bragging rights. Well done to all those who represented SAS and we look forward to building a new squad of players next year.

### Road to Glory

- 1: SAS 4 -2 G+T.
- 2: SAS 2-2 Confluence
- 3: SAS 4-6 Whitecroft Lighting
- QF SAS 6-0 EPR
- SF SAS 4-1 Sheppherd Robson
- FINAL SAS 6-0 Whitecroft Lighting



## A move for Logistics

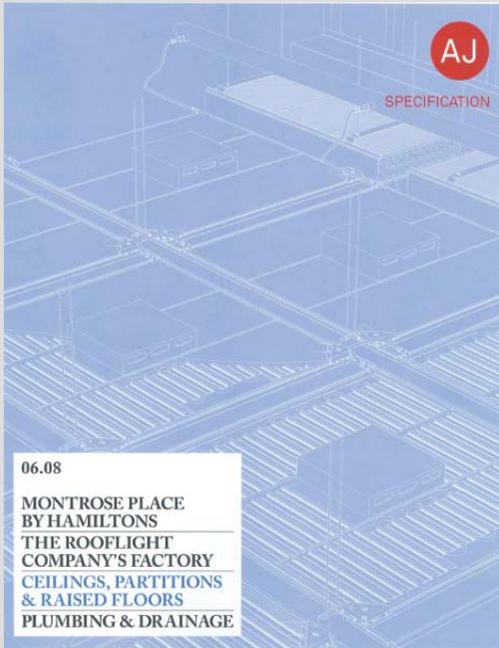
Logistics at Reading have until recently always been located in the main office upstairs.

With the introduction of the new Syteline system. Paul and the team are now located in a newly refurbished office down in the warehouse.

They are now able to service customer collections and dispatch products directly from the warehouse.



# SAS Front Cover News

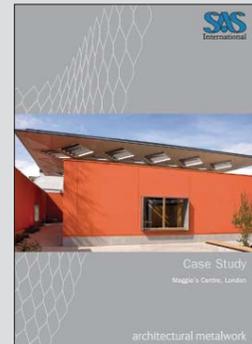


SAS featured on the front cover of both the May Issue of AJ Specification and the July issue of MBS. This is good news as the combined readership of both magazines is over 31,000 construction professionals. The AJ specification cover features a technical drawing of a CoolCeil radiant chilled ceiling, with a perimeter passive chilled beam.



MBS' front cover features both an internal and external photo of the Jobcentre Plus project, located in Bournemouth. The coverage generated by these products highlights how important energy alternative cooling systems are in the current climate. Everyone is looking at ways to reduce their on-going energy costs.

# New Case Studies



# RIBA CPD Update

The demand for quality RIBA (Royal Institute of British Architects), RIAI (Royal Institute of the Architects of Ireland) and CIBSE (Chartered Institute of Building Service Engineers) approved CPDs remains high. 44 presentations have been completed so far this year i.e. about one a week. There are a number booked between now and the end of the year and we have a further three bookings for 2009.



# Click into SAS

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

SAS International's new website now offers registered users access to the CAD download section which allows you to download DWG drawings without having to re-enter personal information each time.

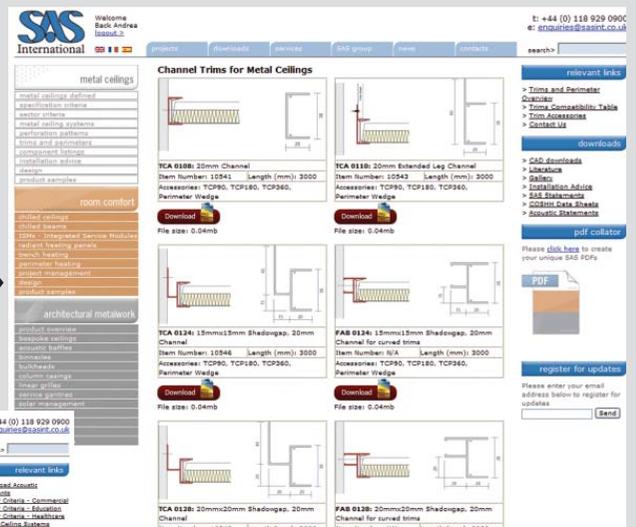
The interface between different building fabrics is a critical factor in the appearance of the overall interior finishes.

Well designed features such as Bulkheads, changes of ceiling level and plasterboard perimeters considerably enhance the aesthetic interest of an interior.

SAS Trims and Perimeters offer an extensive range of extrusions that have been specifically developed to provide the opportunity to create interesting features with crisp clean interface details for suspended ceiling and drywall installations.

## On-line Registration

Trim selection



The DWG drawings currently available are:

- Channel Trims
- Angle Trims, Open Cell and Fibre
- Metal Tile to Plasterboard Trims
- System 130 to Plasterboard Trims
- Bulkhead Trims and Tee Sections
- Blind Box Trims
- Dry Lining Trims
- SAS will continue to develop and update this section of the website.

# Alea Casino

## LCI

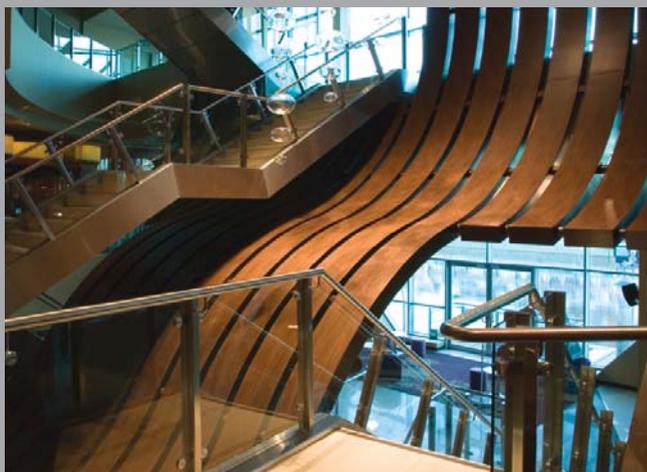
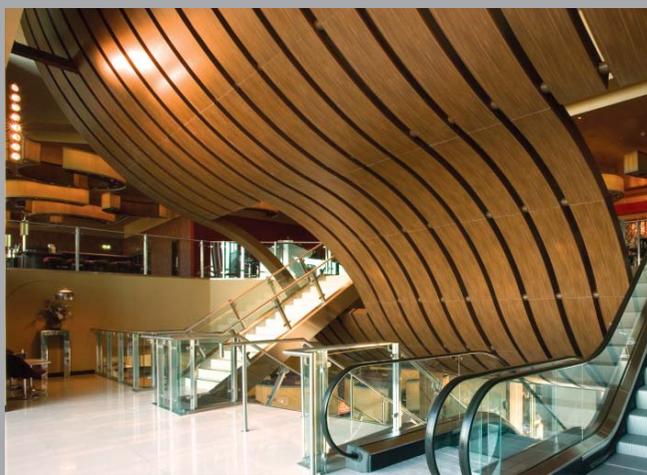
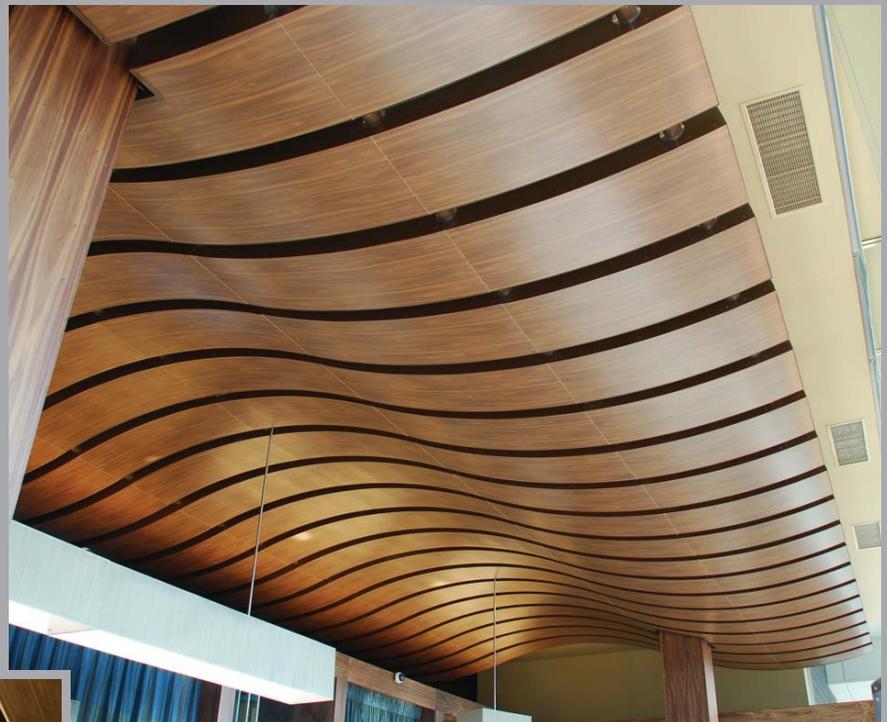
### Glasgow

SAS International Provides Award Winning Ceiling for New Glasgow Casino

The Association of Interior Specialists (AIS) has awarded SAS International the 2008 Judges' Award Gold Medal for its bespoke architectural metalwork ceiling in the new LCI Rendevous Casino at Springfield Quay in Glasgow.

The £8m casino, part of the Alea Glasgow development on the banks of the Clyde, was designed by architects Burrows Cave International, with Real Studios working on interior design.

A stunning waveform structure runs through the entrance way of the building and flows up between the escalators and curves right over on itself within the three storey atrium.



The metal 'wave' panels from SAS International are suspended from the ceilings and finished with a bonded printed wood-effect laminate, which blends perfectly with the interior colour scheme.

An eye-catching chandelier hangs from the top, and a special opening within the structure means it can be raised or lowered for cleaning and maintenance.

The ceiling curves in a C-Shape through a three storey atrium, resulting in a double sided ceiling. It is installed onto a steel framework with no visible fixings and the ceiling gives an impression of being suspended in mid air.

The AIS Judges commented: "The design concept behind this entry could be described as 'off the wall', the solution devised by the entrant could be described as inspired. It's not a ceiling, it's not a wall – it is a huge, at first glance free floating, 'wave' transcending three floors."

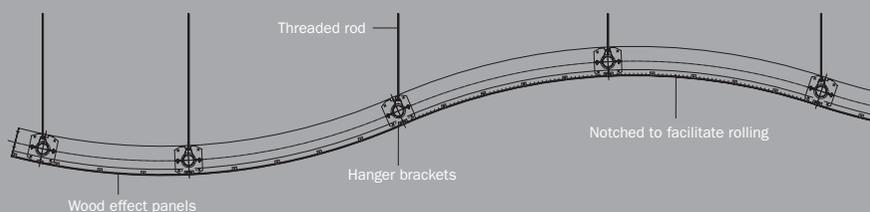
The wood-effect finish was able to offer the interior designers a more cost effective solution than traditional real timber - to create the 'wave' structure out of natural timber would have come at a much larger expense than through the use of metal and SAS International's manufacturing process.

With no delamination issue, SAS wood effect ceilings offer the aesthetic look of a natural wood product on a lighter and more durable material. Maintenance costs that are traditionally associated with a wooden ceiling are removed.

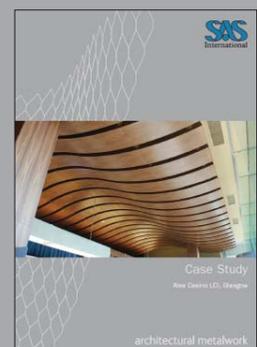
Throughout the rest of the casino, a coloured clip-in SAS System 150 ceiling was installed.

System 150 hinge down tiles also have the ability to pivot and slide which allows unobstructed access to the ceiling void, facilitating easy access to large areas for maintenance, while greatly limiting the chance of tile damage.

The Alea Glasgow development is home to elegant restaurants, a unique entertainment venue, stylish bars and an ultra-modern casino, all in a stunning riverside setting, enjoying unrivalled panoramic views over the city and its landmarks from East to West. Its unique interior adds to the atmosphere of this exciting leisure development.



Case study available



# SAS Apollo Park Open Morning

On the 1st July SAS Apollo Park held an open morning for customers and specifiers to explore the new partitioning and doors manufacturing facility in Oldbury.

Having just completed the new door extension it was the first chance guests have had to see the new factory. During the afternoon there was a staff BBQ for everyone at Apollo Park giving them the chance to meet the Porsche Supercup team. The morning was split in to three phases:

### Environmental Presentation and Open Discussion

Malcolm Stamper covered the issues that impact the manufacturing of Partitioning and Door products. Discussion was lively as various construction disciplines explained the environmental demands they faced. Various members of SAS staff from Apollo Park described the processes involved in the construction of the factory and attaining ISO 14001.

### Factory Tour and Lunch

A total of 60 guests were taken round the factory by Noel, Steve and Dominic. Once all the guests had experienced all three areas there was a BBQ lunch for everyone.

### Introduction to SAS Porsche Supercup Team

Danny and Damien and the team were on hand to explain how to drive, set up and race the two Porsche GT3's. The race simulators were not rested throughout the day as guests and staff competed for various prizes. Lee Hancock from Nevil Long won a weekend at the British Grand Prix at Silverstone. The SAS staff winner was Simon Harper who won two tickets to a 2009 Porsche Carrera Cup race.

### Staff BBQ

From the end of the day all staff were invited to an evening BBQ...enjoyed by all!



# Team SAS and Evening BBQ



## A Day in the Life

Maybole Director: John Gemmell

I am married to Susan and we have a son Blair (started Primary School in August) plus two dogs Max (13 years old and wiser than me!) and Buster (2 years old and as daft as me!).

I joined SAS or CAPS as it was known then in June 1990 straight out of University as Trainee Production Engineer. The word 'trainee' has followed me throughout my working life with SAS, life is continual training.

I did have a brief encounter with the 'greener grass' but returned to SAS in January 2000. An eventful start with crossing boxes falling out the ceiling in Dublin meant Ireland became a second home for some SAS employees for a few months. Most of these people still work at Maybole and we now have a laugh about the events surrounding the project.

My day starts with a brisk 15 minutes on the cross trainer at 6am (looking at the photo it does me little benefit), freshen up, walk the dogs and off to work. The short drive to the factory in Maybole takes 12 minutes. It's only interrupted by an inconsiderate farmer or a rabbit in the headlights.

Before the office staff arrive I review what is happening on the shop-floor and how projects have progressed with the Team Leader. I read shift notes which can be very enlightening, frank and normally highlight any Engineering Department errors.

Over the past 4-5 years the Manufacturing and Engineering Department have taken great pleasure in highlighting each others mistakes. I don't know the score but it would be fair to say that John Shedden (Manufacturing Manager) is rarely wrong!



*"I have been known to swap the shirt and tie for a pair of overalls and assist (or hinder) in resolving any production problems."*

Some morning's when the pressure is on I have been known to go around the factory and offices "barking" to get some results. Yes, just like everyone Directors have bad days too.

I like working at SAS because of the diverse range of people who contribute so much to the business. Over the years I have worked with the Management Team to improve the working environment; cleanliness, health and safety, quality and environmental standards. Sometimes I have to be reminded it is not a 'clean room' but a metalwork shop! We set the standards high and I expect them to be maintained at all times.

Most decisions look at the long-term security of employees and not short term gains. Hopefully this has and will continue to make the SAS Maybole business a vibrant and successful part of the SAS Group.

The expectations of our customers are always increasing but generally cover the aspects of quality product, on-time delivery and value for money.

The remainder of the day is dealing with general operational issues; meeting with Management, suppliers, showing customers around, responding to e-mails, personnel issues or looking at how we can improve our processes and efficiency.

I have been known to swap the shirt and tie for a pair of overalls and assist (or hinder) in resolving production breakdowns. I really enjoy trying to understand what is wrong, what is needed to be fixed and how quickly the fix can be done.

Thankfully for SAS, the investment made in new equipment in the past 3 years has meant limited involvement in this field. Daily I field a number of phone calls from Sales Executives looking for the impossible but I'm naming no names.. Eurshell.

I also try to get some wisdom from my Bridgend or Apollo Park counterparts as they are older than me! and it is always a way to unwind on the drive home as we discuss our daily activities.

When does my day end? With modern technology, mobiles and laptops, I can always be in touch which is the way I like it.

Occasionally the dogs get the benefit of my dinner but in recent years I have grasped the need to spend time with my family as the words 'daddy when are you coming home' ring in my ears.

That is one of the joys of working for such an innovative and challenging company as SAS - every day is different. You can't always dwell on what has happened as guaranteed there something else already happening.



# Porsche Supercup 2008

# Team SAS



## Lechner SAS Racing miss out on Championship by two Points

The second half of the championship was always going to be competitive. Having lead the team championship all season it was important for the team to carry the lead till the end of the season. Although gaining some fantastic results including a win in Hungary a mistake effectively ended the championship for the team in Spa, Belgium. See below for an overview of the remainder of the season

### Magny Cours

The Porsche race ended up being hugely controversial as confusion and protests were banded around the paddock. Team SAS Lechner Racing were not happy with Danny's 7th and Damien 9th on the grid after Saturday's qualifying.

Having tested at Magny Cours confidence for the race was high. Conditions were dry but overcast. The lights started to countdown as pole sitter Armindo opened his door and raised his hand to highlight he had a problem. With yellow flags being



waved by circuit marshals half the grid stayed still expecting a re-start and the rest of the grid launched themselves down the straight as the last starting light disappeared. The remaining drivers on the grid realised what was happening and set upon catching the other drivers.

Everyone fully expected for the cars to reform on the grid for a re-start. However, no safety car appeared and the race continued. Danny had made a good start. However, Damien had been stuck behind static drivers and ended up at the back of the grid. The race finished with various drivers entering discussions with the French stewards. Not the best way to run an already competitive championship.

### Silverstone

They say that the British and Irish drivers are good to have on a team because they can drive fast in any conditions.

That was proved as Danny finished second on the podium at a disgustingly wet Silverstone race. The conditions were so dangerous the race was started behind the safety car. Damien made a great deal of ground on the first lap. Leading the field when Seyffarth made a mistake, spinning on the track he continued on and rejoined cutting Damien up. Damien could not avoid him and consequently hit him and retired with a damaged radiator.

Danny Watts said: "I'm totally happy. Second at my home race is wonderful. My whole family is here so now it's time to party – especially with my team. They put a perfect car on the track for me today. Perhaps I could have done a bit better but the circumstances didn't warrant the risk of losing points for second place."

### Hockenheim

The poor qualifying of both drivers meant that finishing on the podium was near impossible. Hockenheim is a track well known to all the German drivers as they train, test and run there for the German Carrera Cup. Damien raced well to pick up places fighting for fourth for a long time. Danny suffered at the back of the grid and survived managing to cross the line having battled around various crashes.

### Hungaroring

The perfect race for SAS Lechner Racing in a very hot Hungary. Damien Faulkner qualified in pole after dominating the



qualifying session led the pack of 29 cars in to the first corner and never looked to be beaten. Danny managed to keep the middle of the pack at bay while he threatened to grab a podium spot. However, the top three drove consistently well and made no mistakes. 1st and 4th are great results and add to already fantastic team points.

### Valencia

The new street circuit is very long and very flat unlike the hills and tight corners of Monaco. Few drivers had experienced the track. However, the experienced Porsche drivers reigned as they qualified within the first few laps. Konrad Motorsport who won pole was given a penalty for not having the required amount of fuel in the tank for inspection and put to the back of the grid. Damien lost one place in a processional race and finished 3rd. Danny struggled with the pack and made contact with a few of the tail enders. However, he limped the car over the line.

### Spa

A strong performance at Spa meant that SAS Lechner could win the team Championship. Conditions were varied as teams made quick decisions about wet/slick tyres. A mistake in qualifying meant that both cars were down the grid but a finish by both drivers in positions 7/8 could win the team championship.

Having spent 12 laps of the race staying out of trouble and retaining their position both Danny and Damien had two laps to run till then end of the race.

Coming over the famous Eau Rouge corner both SAS cars were side by side. Damien was determined to overtake Danny and at the next chicane made his move. Danny closed the door and contact was made as they exited the corner. Another car also went for the overtake with Damien which resulted in further contact. Both cars failed to finish the race. The team championship has slipped away.

## 2008 Race Season Results

6 April	<b>Bahrain Round 1</b> Damien 1st Danny 6th
	Bahrain Round 12 Damien 10th Danny 7th
27 April	<b>Barcelona Round 3</b> Damien 9th Danny 6th
11 May	<b>Istanbul Round 4</b> Damien 5th Danny 7th
25 May	<b>Monaco Round 5</b> Damien Faulkner 2nd Danny Watts 19th
22 June	<b>Magny Cours Round 6</b> Damien 24th Danny 5th
6 July	<b>Silverstone Round 7</b> Damien 25th Danny 2nd
20 July	<b>Hockenheim Round 8</b> Damien 4th Danny 27th
3 August	<b>Hungaroring Round 9</b> Damien 1st Danny 4th
24 August	<b>Valencia Round 10</b> Damien 3rd Danny 21st
7 September	<b>Spa Round 11</b> Damien 25th Danny 26th
14 September	<b>Monza Round 12</b> Damien 12th Danny 10th

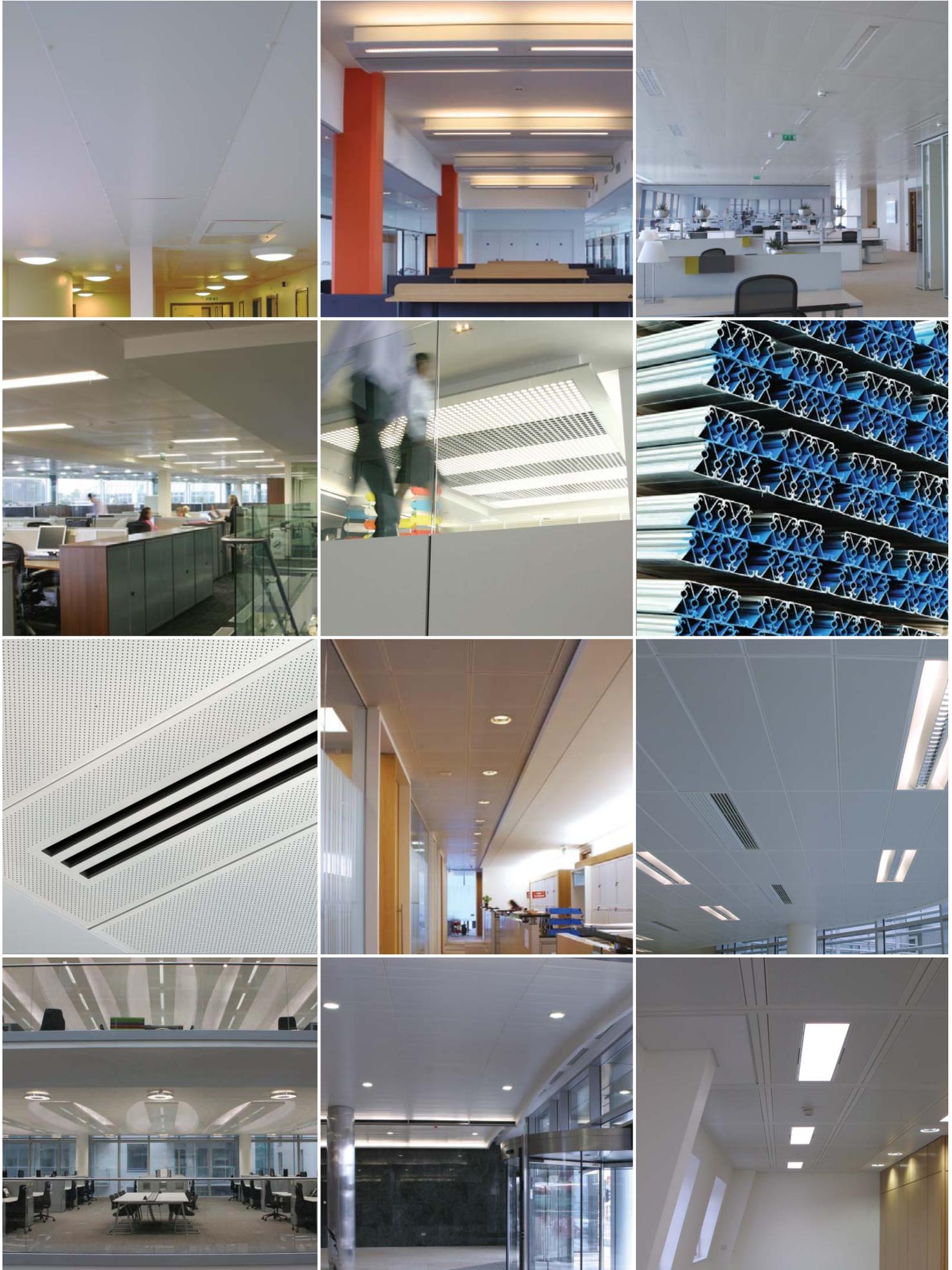
### Monza

Due to the huge mistake at Spa the damage to Danny's car needed to be sorted out straight away to get him prepared for Monza the following weekend. Both drivers knew that they had to perform to have any chance of winning the championship.

Weather was varied and again the choice of tyres very important. A last minute change from wets to slicks happened on the grid! The race started and Damien lost ground straight away. Half way round the first lap a car made contact with Damien and spun him leaving him at the back of the grid. Danny was also fighting for his position.

Both cars spent the remaining laps fighting back their positions. However, finishing 10th and 12th was not quite enough and we relinquished the championship lead for the first time in the season to Konrad Motorsport who are now 2008 team champions.

An incredibly competitive season.



**Top Left to Right:** Barnet Hospital, London · King's College, London's Strand Building · Tour T1, Paris · **Second Row Left to Right:** 20 On Hatch, Dublin · Australia project · SAS Tee Grid **Third Row Left to Right:** Colmore Plaza, Birmingham · Riverside 4, Dublin · Dundrum Business Park, Dublin · **Fourth Row Left to Right:** Eircom, Dublin · Kings Building, Church St, Dublin · 25 Queen Anne St, London.

# The SAS Working Family: Apollo Park

Over the past few years the staff levels across all SAS facilities have slowly risen as the company expands. We thought it would be interesting to see how many families work within SAS.

Family Members	Relationship(s)
Rachel Ketley (HR/Systems Manager - Apollo Park Division) Paul Ketley (Leadhand/Machine Operator)	Husband and Wife
Gemma Sutton (Administrator) Scott Beckett (Quality Manager)	Partners
Colin Matthews (Factory Manager) Carl Reader (Welder) Steven Reader (Paintline Inspector)	Brother-in-Laws
Paul Jones (Paintline Sprayer) Mark Jones (Paintline Sprayer)	Brothers
Nicholas Ardron (Chargehand) Michael Freeman (Material Picker)	Brothers
Phillip Spence (Paintline Sprayer) Andrew Spence (Paintline Sprayer)	Father & son
Davinder Pulahi (Machine Operator) Dalvinder Pulahi (Machine Operator)	Brothers
Carl Reader (Welder) Steven Reader (Paintline Inspector)	Brothers
Robert Reader (Trainee Welder) Scott Reader (Material Picker)	Father & son
Alan Higginson (Machine Operator) John Higginson (Machine Operator)	Brothers
Jamie Hughes (Material Handler) Colin Whittall (Paintline Sprayer)	Brothers
Mark Pestridge (Leadhand) Graham Pestridge (Paintline Line Loader)	Brothers
Carl Reader/Steven Reader Colin Hartill (Team Leader)	Cousins
Stephen Everett (Chargehand) John Smith (Assembler)	John is Stephen's Father In Law.

## Long Service Awards 2008 July - September totalling a huge 240 years service between them..

Name	Location	Start Date	Service
Christine Thomas	Bridgend	06/07/1998	10
Jonathan Conn	Maybole	14/07/1998	10
Euron Jones	Bridgend	31/07/1998	10
Ian Chisolm	Maybole	01/08/1988	20
David McGregor	Maybole	09/08/1993	15
Ross Lippitt	Apollo Park	13/08/1993	15
Alun Gammon	Bridgend	14/08/1993	15
Brian James	Bridgend	05/09/1988	20
Mark Vincent	Bridgend	05/09/1988	20
Jonathan Davies	Bridgend	07/09/1998	10
Louise Evans	Bridgend	07/09/1998	10
Peter Annetts	Reading	07/09/1998	10
James Simpson	Maybole	07/09/1998	10
David Heath	Maybole	08/09/1993	15
Sean Lowe	Bridgend	09/09/1993	15
Terry Rymil	Apollo Park	16/09/1988	20
Lee Southall	Apollo Park	27/09/1993	15
Michael Galloway	Maybole	28/09/1998	10

## Caption Competition: Issue 7 Results



The winner of the last caption contest is Malcolm Bowsher from the warehouse in Reading.

He wins any item of Team SAS Race Clothing he wants.

## Caption Competition Issue 8:

Josh Hillman from SAS Design Department



Suggest what Josh might be saying 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

## Duck comes first for SAS

A duck sponsored by SAS came first in a recent race on the Thames. The event raised £800 for the resurfacing of the ball games area at Sonning Primary School. The project is being managed by an SAS customer, David Beilby of Crown Interiors Ltd, who is supporting the project with his time, money and expertise.



## Insider on Tour



Andrew Woolley in Lindos in Rhodes 27th July 2008.



Peter Taylor on holiday in Golden Sands in Bulgaria 15th July 2008.



# Meet: Avanti Systems - Oxted Depot

## Q&A

**How did you end up working at Avanti and what is your current role ?**

**The best thing about working at Avanti ?**

**And the worst ?**

**If you could change one thing about working at Avanti what would it be ?**

**First job ?**

**Hobbies ?**

**Your proudest achievement and why ?**

**What is your favourite music ?**

**Favourite food ?**

Benjamin Miller



I went to Redhill Jobcentre and found the position of Warehouse man and applied.

Working with a small work force, and creating good working friendships with colleagues.

Long days with early starts for stocktake.

I would have more staff here at Oxted.

Avanti.

Scouting and researching my family history.

Gaining 2 A Levels.

Anything. I'm very open minded.

Indian and Chinese.

John Clarke



I found the job in the Croydon Job Centre Starting as a warehouse man. I am now a Van Driver.

Being part of a good team at Oxted and working under Chris Bradford.

Not enough appreciation and praise for the work you do.

No weekend work as I'm busy with my scout group activities.

I was a postman for 17 years.

I enjoy hill walking, mountain climbing, cycling, caving, swimming, eating out and being a scout leader.

Passing my forklift test so I am able to cover the warehouse and doing daily deliveries. Also becoming an uncle for the first time.

All types, but nothing LOUD!

Italian food is my Favourite.

Frankie McGill



After leaving school in 1999 I started working for Koncorde Unity, which was purchased by Avanti in 2004. My current role is Warehouse supervisor.

The day seems to go really quickly because there is always something to be done.

Last minute orders on a Friday afternoon, when all the vehicles are loaded.

I would have a lunch break that isn't disturbed with drivers making me feel guilty about making them wait as they are running late.

Working for Koncorde Unity Partitioning Systems.

Spending time with my son, and watching football!

Becoming a Daddy.

I'm very open minded

Curry, Kebab, Chinese really anything that is bad for my health!

Colin Keeping



I was asked by Barry Bates our Managing Director to join Avanti and I am now Product Manager.

Working with small team of people that get on like we do.

STOCKTAKE!!!

I would move the branch to Crawley, known in the trade as Partitioning City.

I worked in the house building and refurbishment trade.

All sports, mainly football and cricket.

Reaching targets, winning large contracts and finding out that I'm going to be a granddad!

One song comes to mind... The Righteous Brothers; "You've lost that loving feeling" the office knows why!

Shepherds Pie.

Monique Conway Phillips



I was hired as a temp doing data entry at Oxted. I was then offered a job in Burgess Hill. I have since moved back to Oxted. I am a Sales Assistant.

Well...working with a great team of people that include Father Bradford, Grand-dad Keeping and Frankie, who makes us laugh every day.

Stock Take and Mondays, I would rather a longer weekend and no stocktake!

I would open a branch in East Grinstead so we stay local to our customers and my home!!

I was in the Customer Services team for a Sauna and Steam room company where I met my partner.

Spending time with my friends and family, listening to music, and playing on my computer. I like a challenge so I also enjoy Jigsaw Puzzles.

Buying our first home together and living there with my fiancé for nearly 2 years, Also becoming a god mother to my best friend's beautiful little girl.

Not really fussed, I like a lot of different styles from the 60's 80's, 90's and 00's and yes I do mean 60's even though I'm only 24!

Pizza at stocktake, otherwise a nice roast, or spaghetti bolognese. Yummy.

Sharon Holmes



When I was made redundant a friend (now colleague), told me about a job going at Avanti. I applied, got the job and 9 Months later I was transferred to the Oxted Branch.

There's a good team and a great office environment. We also deal with customers regularly and join in with the friendly banter.

Slow computers and lots of stocktakes.

Less stocktakes!

I worked in the office of Waitrose dealing with the daily cash intake.

Going to the gym, reading and socialising.

Being told I'm the best auntie in the world by my two nieces.

Pop Music and general chart music.

Italian Food or a big Roast with lots of vegetables.

Dominic Ridley



I heard about the job and fancied a challenge learning new skills in a new business sector. I am currently Sales and Purchasing Administrator.

The office environment and the different things that happen during the average day. There is also a great opportunity to learn and progress in the company.

The super, ever so fast computer system! and the 70 mile round trip to work on a daily basis.

I would make the computers faster and change the location of the Oxted Branch. I would also introduce a performance related pay scheme.

Well the usual paper round, but I was an assistant to a graphic designer.

I enjoy watching films and sports; I like to play poker, pool, snooker, ruby, football and Golf.

Winning pool and snooker trophies every year. I reached the last round of the AUK Nationals of Pool. On a work achievement I was a manager for 6 years from the early age of 19!

Whatever is on Radio 1

Chinese or a good Sunday roast, nothing else really compares.

Chris Bradford



I was asked if I was interested in becoming Warehouse Manager. When Barry and John found out I had site experience I was offered the Technical Support Managers job. I am now Branch Manager at Oxted.

The varied and interesting people I work and deal with day to day.

My mobile phone that doesn't stop ringing!

To be allowed 5 minutes of peace and quiet occasionally!

I was a motorcycle Salesman.

Walking, football reading and golf.

My son Connor (Damien 666).

Guns and Roses and Bon Jovi.

A good English roast dinner.

Ricardo Kallicharan



After working at Avanti for an employment agency I was offered a full time position. Presently I am involved in the manufacturing of Flush Glazed Doors.

Everyone gets along with each other without conflict, making my working environment pleasant.

See my colleagues and friends leave due to redundancies.

I would look to keep staff that have nearly a decade of experience on the team.

I was a welder/fabricator.

I like listening to music and basketball.

My proudest achievement is having my own home and my family to enjoy it with me.

Various types of music.

Various types of food.

# Castle Hill

## Hull

### HCP provides ceiling mounted radiant heating solution at Castle Hill Hospital

HCP, a division of SAS International, supplied a radiant heating solution to the new Oncology and Haematology Unit at the PFI Castle Hill Hospital in Hull. Leading building services contractor Haden Young specified the mechanical and electrical services for the project, which is a development for the Hull and East Yorkshire Hospitals NHS Trust.

1,826 linear metres of ceiling mounted radiant panels were chosen as an alternative space heating solution to traditional wall-mounted radiators as both wall and floor space is freed up. This led to an increase in the amount of usable space available and flexibility in room planning, an important consideration in the Oncology and Haematology Unit.

In a healthcare environment a 'clean product solution' is important and HCP systems operate without significant air movement, leading to less air-borne particles, such as dust. Radiant Heating panels contain no moving parts, resulting in low service and maintenance requirements and importantly reduced whole life costs.



The panels are easy to maintain, come in a wide range of RAL colours, and can integrate a special Anti-Bacterial coating. An anti-ligature option is also available, which is suitable for secure facilities such as mental health units and prisons.

The HCP radiant heating panels are manufactured from aluminium and copper, are recyclable and have a long life cycle.

Radiant heating systems contain approximately one seventh the amount of water of a traditional radiator system, resulting in a reduction in the associated energy consumption. This can help towards achieving higher EPC (Energy Performance Certificates), DECs (Display Energy Certificates) and BREEAM (Building Research Establishment Environmental Assessment Method) ratings.

#### Key Facts:

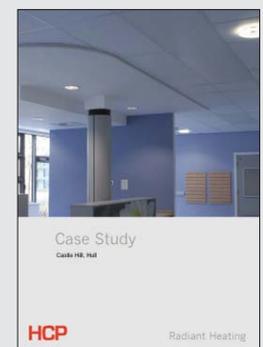
- HCP supplied over a mile of radiant heating panels to this project - 1,826 linear metres to be exact.
- The £70m department opened in August 2008 and the first patients were transferred from the old hospital by ambulance.
- The new Development will provide vastly improved facilities for non-surgical oncology services and increase the quality of care provided.
- The new department consolidates the existing acute services at, Hull Royal Infirmary, Castle Hill and Princess Royal Hospitals.

Hull and East Yorkshire Hospitals NHS Trust is one of the larger acute trusts in the UK, providing a full range of acute services to almost 600,000 people in the Hull and East Yorkshire region.

The Trust has 1,500 beds, over 7,500 staff and an annual income of approximately £400m (2008/2009). Over the last five years the Trust has opened a number of new state-of-the-art facilities such as the £6m Hull and East Yorkshire Eye Hospital and the £35m Women and Children's Hospital, both at Hull Royal Infirmary.

This year the Trust will complete its current major development programme at Castle Hill Hospital with the opening of the new £70m Cancer Centre, a £48m Cardiac and Elective Centre, and a £12m Research and Teaching (including Day Surgery) building.

#### Case study available



# HCP