



# INSIDER

Metal Ceilings • Partitioning • Room Comfort • Doors • Architectural Metalwork

February 2009 Issue 9

## SAS Launch Specification Grade Doors

SAS International's range of doors has been launched into the market place with a new doors booklet. The literature highlights the range of architectural specification grade doors and bespoke door service that Apollo Park can now offer.

SAS International's standard performance led doors are available in a choice of eight natural wood veneers, four Continuous Pressure Laminate (CPL) finishes and paint grade doors. Over 12,000 doors are stocked in a variety of standard sizes and can be customised from three days to meet a project's requirements.

We are also able to offer a comprehensive bespoke service for doors up to 3000 x 1500mm; fully finished non-standard door sizes are available with bespoke vision panels or non standard veneer species and cuts.

The new booklet is part of a number of activities planned for this year to promote the new range. The first press release

introducing the range has already been sent out to magazines with further product and project releases planned for the coming months.

Veneer samples are currently being manufactured and will be available in the coming weeks; these box sets will contain the full range of standard veneers and eight of the special veneer species.

In order to gain more exposure in the architectural market a new specification Doors Brochure is currently in development and will be available later in the year.

For further information on the full range of doors and services please visit [www.sasint.co.uk/doors](http://www.sasint.co.uk/doors)



## SAS Open Training Centre at Apollo Park

A training centre has been established at the newest SAS factory Apollo Park, in Oldbury, West Midlands.

The aim is to invite contractors and stakeholders within the industry to develop their product knowledge and practical installation skills in a modern comfortable environment centrally located in the UK.

There are a variety of free courses available from EWPA's (Experienced Worker Practical Assessments) that give installers the opportunity to gain an NVQ Level 2 in Ceiling and/or Partitioning and Doors installation in one day. General introductions to various product ranges are also available including CPD (Continued Professional Development) presentations.



If installers are interested in achieving the EWPA installation NVQ qualification and their employer is Construction Skills registered there is also an opportunity to receive a grant towards the costs of having a member of staff off site for a day.

If you are interested and want to find out more please contact [training@sasint.co.uk](mailto:training@sasint.co.uk). Further information will be available on the SAS International website soon.

## SAS Apollo Park has achieved the PEFC...

...supply chain status for their timber. SAS has implemented a chain of custody procedure to ensure compliance with the FSC / PEFC standards. It is our policy to avoid using any timber based materials that have been improperly harvested or derived from genetically modified trees or from uncertified high conservation value old-growth forests.



## 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.

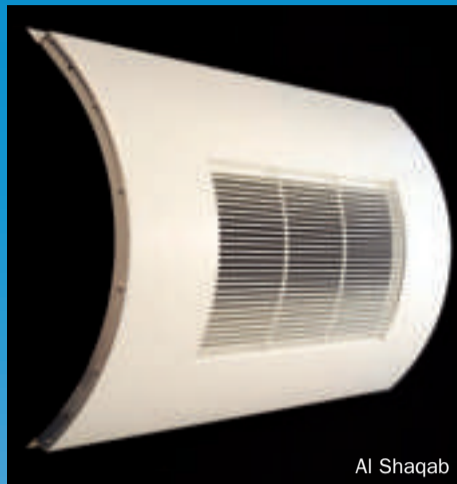
Over the past few months Maybole has been very busy particularly with the manufacture of Greyfriars Project (ISM'S) and Al Shaqab (duct cladding).

During October and early November we averaged 3 container loads of product per week leaving Maybole going to the Al Shaqab project in Doha.

We completed current works on this project at Christmas with release of a further area imminent for January 2009 manufacture.

The Greyfriars Project is the largest ISMs project we have undertaken with Project Management with 800 plus active/non-active beam assemblies being supplied over 12 floors and again this work is scheduled to complete early 2009.

In addition to these two projects we have been supplying major projects such as Canary Wharf BP2, Ropemaker, Senate House (HCP) and Regents Place.



Al Shaqab

To further enhance our capabilities on specialist sheet metal product a new AMADA 4000mm press brake has been purchased not only giving us increased capacity but also machine reliability.

In addition to manufacturing demand we will also have a lot of work for 2009 as we prepare for our pre-audit from BSI on 29th January 2009 for ISO18001 which is being 'rolled out' across the Group during 2009.

**John Gemmell**

SAS Project Management continues to expand its operations in the specialist metalwork and comfort cooling/heating sectors and appears on course in 2009 to achieve its largest annual turnover for at least 10 years. Providing end user clients go ahead and do not put planned projects on hold.

SAS PM has been working on the £0.5 million contract for the re-cladding of columns and soffit linings at London's busiest commuter terminal at Waterloo Station for Network Rail, through contractor J. Murphy & Sons, SAS PM have secured a second package of works from YJL Infrastructure for ceilings and wall claddings in the Peak Hour Subway which runs under all 19 Waterloo Station platforms and provides links to the Underground and the Waterloo & City Line.

SAS PM are designing a special wall cladding system with BRP Architects comprising of stainless steel low level panels, and zintec

steel panels above with anti-graffiti paint applied at SAS Maybole.

SAS PM's specialist design capabilities have also been engaged by BAM Construct Ltd (formerly Edward Nuttall Ltd) on the construction of new platform access routes at Snow Hill Station in Birmingham. We are designing and installing ceilings and wall cladding for the new escalators and stairwells cut through the old railway arches to the raised platforms. In addition to these station works, SAS PM is also hoping to be successful on several UK airport projects being tendered.

To help cope with the increase in workload Dennis Slaughter recently joined the SAS PM team as project manager, and Dylan Thomas joins as quantity surveyor. A slight re-organisation of the SAS PM Design team resulted in Arun Kachhawa moving to the Modular Solutions division, and CAD technician Trevor Pritchard switching across to SAS PM from SAS Manufacturing.

**David Bland**

Despite all this doom and gloom in the media, HCP couldn't be more busy with a healthy outlook for 2009. There is certainly evidence of a tough market place, but 'when the going gets tough the tough gets going'. Investment into Schools and hospitals is helping, and historically HCP is good at picking up refurbishment work when there is a down turn.

New projects to HCP are Hastings College, Coventry College and Coombe Boys School Suffolk, which are all fast moving.

Radiant panels are as ever growing in momentum, with a few good sized schemes

such as UBHT Bristol, Haywood Hospital, Halewood Hospital, and North Staffordshire Hospital coming to an end, with new projects such as Peterborough Hospitals, and Forth Valley following on behind. Plenty of schemes in our order forecast set to give us a good start in 2009.

We are now into full swing with the special electric travertine heaters for the grade 2 listed building Senate House University of London, Library in London. This project has been a real team effort and thanks for all for there efforts in getting us this far. This project will role out in 2009 with possible more phases to come.

**Robin Dixon**

The last few months of 2008 were very busy in the marketing department. Budgeting for 2009 lasted throughout the quarter. We completed some large marketing projects.

Two focus groups were held at 30 St Mary Axe, one involving architects and the other M/E consultants. It's interesting how these project team roles seem to merge now all citing BREEAM and LEED as major specification issues.

Our website is our most important tool both externally in the market and internally. The SAS Doors brochure has been completed and is being distributed as I write.

Education, Education, Education... is on everyone's mind! Architectural practices, and contractors are filling their order books with business from this sector. The opportunity is significant and going through 2009 and 2010 it will prove to be an important sector for all of us.

Staying with Education, Project Management is currently working on a number of Academies and Schools across the country. Our System 600 Acoustic Lighting rafts are becoming an industry recognized product through a number of channels.

During the quarter, with the help of a number of sub contractors we have secured a number of projects at the Airports, Dublin Terminal 2, Heathrow Terminal 3 and Terminal 4. Over the course of the 2009 we will see a mix of product being

A Doors Specification brochure will be available soon. Malcolm Stammer is now 100% Doors and Partitioning, currently finalising the Partitioning technical manuals he is about to complete.

Going forward we are still actively conducting CPDs, filming our Tee Grid line and furiously completing the Room Comfort and Architectural Metalwork brochure.

**Andy Jackson**

manufactured for the sector, including radiant heating.

Doors and partitions, "the biggest secret in SAS", to quote a recent comment made to me by a contractor. During 2009 a great deal of emphasis will be put on the promotion of our partitions and doors. We have a first class facility, the best quality products and price, with the service to match.

Our roll forming lines are starting to make an impact and the feedback we have been quoted has been extremely good. So please keep on identifying the opportunities.

As we move into a tighter market we all need to be closer to the collective group opportunities that exist. Yes there are opportunities out there and going forward our challenge is to make sure we maximize its potential.

**Phil Smith**

It is now fifteen months since the acquisition by the SAS Group and the Avanti business has changed dramatically.

We have transferred the last of our manufacturing activities to Apollo Park. Over the course of 2008 SAS has become our largest supplier and we are grateful to the team at Apollo Park for the way they have worked with us. As a thank you – we expect to double our spend next year!

Our Glass business continues to develop and increase its range of products. Avanti Glass, as this business will be known from January, now operates from 2 sites and we continue to target high specification projects such as the recently won project at Canterbury University which incorporates £400,000 of fire rated glass.

The merger of our Burgess Hill and Oxted operations is well advanced and will be complete by the end of January. The reconfigured warehouse at Burgess Hill provides an ideal facility for the expansion of our distribution activities in partitioning components, doors, ceiling materials and other related products.

We are enjoying a strong finish to the year in our export sales and, with a presence in the new SAS Middle East office from



2009, we are hopeful that this business will continue to grow next year.

We enter 2009 as a more focussed business and I would like to thank all the Avanti personnel for their hard work and support throughout the many challenges of the last year.



**John Birken**

# SAS Training at Apollo Park



Over the past few months the training rooms situated on the mezzanine level of SAS Apollo Park have been completed.

The three rooms will be allocated to various training disciplines and product research and development. Internal training for the entire group can take place at Apollo Park where proper rigs and facilities mean everyone can roll up their sleeves and get involved in some proper product installation. It is hoped that all stakeholders in the industry will benefit from the training available.

As mentioned on the front cover EWPA (Experienced Worker Practical Assessments) give installers the opportunity to gain an

NVQ Level 2 in Ceiling and/or Partitioning and Doors installation. The first SAS EWPA course took place in January for both partitioning and ceilings. Thanks to all involved in getting the EWPA training up and running at SAS Apollo Park.

Established two years ago EWPA training has been popular with many contractors wanting training for dry lining. It is hoped through the SAS Training Centre the ceiling and partitioning modules will be more popular amongst other contractors.

Rigs supplied by Construction Skills have been set up in Training Room 1 and both partitioning and ceiling installers have given us positive feedback for both courses. Development of the rigs will take place in due course to accommodate more candidates.

## Training Available from SAS International

### EWPA

EWPA (Experienced Worker Practical Assessments) NVQ Level 2 in Ceiling and/or Partitioning and Doors installation. If you are registered with Construction Skills a grant may be available for the training of your staff.

### General introductions to various product ranges or themes

Introduction to Metal Ceilings, Introduction to Partitioning, The Importance of Acoustics.

Product Installation Training: Ceilings & Partitioning

ISO 9001 (Quality)/ISO 14001 (Environmental)/ISO 18001 (Health & Safety) Awareness Courses

CPD's (Continued Professional Development) presentations. RIBA RIAI and CIBSE Accredited CPD's available are:

Metal Ceilings: Specification, Integration and Performance

Clean and Safe Ceilings: An Anti-Bacterial Solution

Chilled Ceilings: Energy Efficient Cooling

Chilled Beams & Integrated Service Modules: Specification Design and Performance

Architectural Metalwork: Integrating Design and Performance



### CPDs Planned in 2009:

Architectural Glass: Integrating Design and Performance

Doors: Specification, Legislation and Performance

Radiant Heating: Energy Efficiency heating

Partitioning: Specification, Integration and Performance



The Association of Interior Specialists (AIS) has announced its events diary for 2009.

AIS will be holding 12 evening members meetings spread across the UK.

Topics will revolve around issues closest to members' hearts given the current economic climate, such as getting paid, avoiding/dealing with claims and contractual pitfalls, risk/problems of design & build, and dispute resolution.

The meetings will be followed by dinner and a chance to get to know fellow members.

More details are available on its website at [www.ais-interiors.org.uk](http://www.ais-interiors.org.uk). If you are not an AIS member but would like to attend, email AIS members manager [robert-barker@ais-interiors.org.uk](mailto:robert-barker@ais-interiors.org.uk)

## AIS 2009 Events Diary

DATE	EVENT	LOCATION
<b>REGIONAL MEETINGS</b>		
26 Feb	Regional meeting – 6 p.m.	Bristol
12 March	Regional meeting – 6 p.m.	Birmingham
19 March	Regional meeting – 6 p.m.	East Midlands
21 April	Regional meeting – 6 p.m.	North London
21 May	Regional meeting – 6 p.m.	Leigh
18 June	Regional meeting – 6 p.m.	Southampton
25 June	Regional meeting – 6 p.m.	Cardiff
2 July	Regional meeting – 6 p.m.	Glasgow
9 July	Regional meeting – 6 p.m.	Newcastle
17 Sept	Regional meeting – 6 p.m.	Leeds
15 Oct	Regional meeting – 6 p.m.	East London
12 Nov	Regional meeting – 6 p.m.	West London
<b>OTHERS</b>		
22 April	Supplier Forum – a.m.	North London
14 May	AGM/meeting (and tour of stadium) – a.m.	Twickenham
9 June	President's Lunch – noon	London
9–11 Oct	AIS Conference	Bournemouth
11 Nov	Supplier Forum – a.m.	Birmingham

# RIBA CPD Update

In 2008, 57 CPDs were successfully completed across numerous architect and M & E Consultant practices.

If you know of anyone who requires a CPD seminar, please contact a member of the marketing team or email [cpd@sasint.co.uk](mailto:cpd@sasint.co.uk).



Five SAS CPD's and a factory tour are available:

## Metal Ceilings: Specification, Integration & Performance

The CPD highlights the key benefits and principle types of suspended metal ceilings, different design and performance options, and how they integrate with other materials and services.

## Clean and Safe Ceilings: An Anti-Bacterial Solution

Examines the growth of healthcare projects, how anti-bacterial coatings work, how they are tested and perform, and how they integrate into a normal cleaning schedule.

## Chilled Ceilings: Energy Efficient Cooling

Looks at the growing demand for energy efficient ceilings, explaining what they are, their demands and application, and how they work and perform.

## Chilled Beams & Integrated Service Modules: Specification, Design and Performance

ISMs offer an energy efficient design-led alternative to traditional cooling methods and the CPD explains what they are and how they work. It also details the difference between active and passive chilled beams and how ISMs integrate with other building services.

## Architectural Metalwork: Integrating Design and Performance

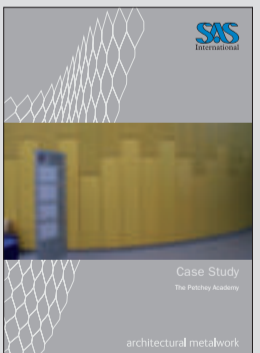
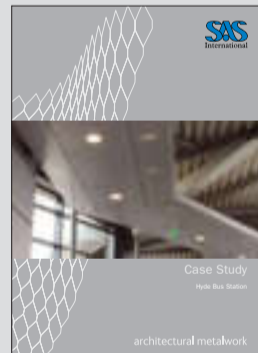
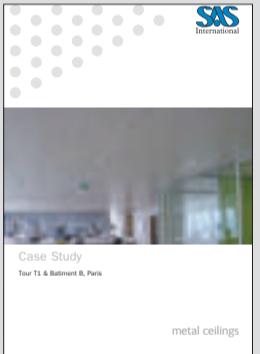
The architectural metalwork CPD examines the sustainability of design-led metal products, service and product integration, aesthetic versatility, durability and environmental consideration. The CPD covers Acoustic Baffles to Wall Cladding.

## SAS International Factory Tour:

The factory tour is of our largest UK manufacturing facility and it highlights the stringent quality and environmental standards that are maintained.

For 2009 we shall be introducing four new CPDs, SAS Doors, Radiant Heating, Avanti Partitioning and Architectural Glass.

# New Case Studies



# Specifier Focus Groups



In November SAS held two evening focus groups at 30 St Mary Axe (The Gherkin), one for M & E Consultants and one for Architects.

The groups were asked a number of questions in regards to specifying, the economic conditions, perception and products by an independent moderator. The evening provided good feedback.

# Click into SAS

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

SAS International's website now offers registered users the opportunity to collate PDF's across the full product range and save them as a single file. This enables specific project literature to be created simple, quick and easy.

To access this feature please go to [www.sasint.co.uk/document-collator.php](http://www.sasint.co.uk/document-collator.php)



# Most Downloaded

"www.sasint.co.uk" most downloaded information from the website, since being launched in October.

- 1) CAD Downloads
- 2) PDFs of literature
- 3) SAS Statements
- 4) COSHH Data Sheets
- 5) Absorption documents
- 6) Attenuation documents



# Insider Feedback

In every issue we try and ensure the entire group, including every facility, is represented fairly and accurately. If you as a reader or contributor to the Insider feel that you have a story or picture to contribute please send it to [sasinsider@sasint.co.uk](mailto:sasinsider@sasint.co.uk)

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

# Maggie's Centre London

SAS International takes lead role in ceiling design of London's new Maggie's Centre

For the recently completed Maggie's Centre in London, SAS International developed and manufactured the soffit ceiling lining for the building designed by Rogers Stirk Harbour + Partners (RSH+P). This involved the design of the bespoke triangular metal panels which are suspended internally and externally from the structural steel work. Skylights, solar shading panels and the bullnose feature around the canopy's perimeter were also designed and manufactured.

The canopy roof is built around a diagrid of steel I-beams. A crisscrossing design was used to highlight the underside of the roof where approximately 240 aluminium panels make up the under-cladding, which adheres to the roof's geometry.



To ensure that the panels aligned evenly along the lines of the roof meeting the required tolerances, SAS built a virtual 3D model of the inverted hipped roof. This model formed the basis for the building process and allowed SAS to manufacture the entire ceiling at its Maybole factory.

In addition to being a design feature itself, the roof and ceiling needed to meet a design criteria including the ability to provide natural light and shading while also reducing views of the neighbouring hospital from within the centre. The external canopy has integrated skylights allowing natural daylight to enter the building and SAS manufactured solar shading within the southern skylights helping to diffuse the sun's direct rays.

Will Wimshurst, project architect for Rogers Stirk Harbour + Partners, said: "We have aimed to create a welcoming and inviting refuge which – while domestic in scale – is open and flexible and enables visitors to find a space that's appropriate for them. The raised roof allows natural light to pour in to the internal

space of the centre whilst limiting views of the adjacent hospital. Partitions divide up the open structure inside placing the kitchen at the heart of the building."

With the initial steelwork design provided by Arup, it was the responsibility of SAS to create a layout for the additional steelwork required, including the fixing points for the panels. Brackets were then used to mount the individual panels, which had been aligned through the use of lasers.

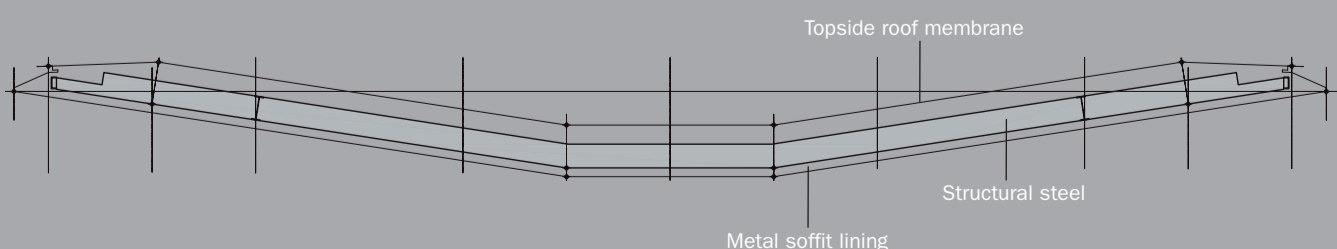
To ensure that there was no light flashing reflection on the ceiling, SAS used a combination of single-ply roofing membrane to interface with the metal.

Richard White, Design Manager for SAS International, added: "RSH+P were looking for the detail and precision that you would get from a metal ceiling but they wanted that carried through to the exterior, and that was the key to the whole thing."

Maggie's Centres are open to anyone affected by cancer, not just those diagnosed with the disease, but also their family, friends and carers. They offer information, emotional and psychological support and advice are always located with hospital groups in close proximity to major cancer treatment centres.



## Case study available



# SAS Press

At the end of December 2008 SAS had achieved over 300 media appearances, that's more than one every working day! Below are a selection of some.

What to specify: Ceilings

## HEAVY METAL

SAS International's **Malcolm Stamper** takes a closer look at metal ceilings

## Energy efficiency

By **John Staunton**, Room Comfort B

sees the Display artificates . From 1 buildings area over pted by a institution rvice are lay a DEC. the third for the Energy artificates gs over quired an ile non-? required EPCs and he recent L of the

BSRIA reported last year that the market for chilled ceilings and beams has grown significantly in the last two years with further strong growth predicted for this year and next. With operating temperatures of 14-17°C, chilled ceilings and chilled beams can use higher chilled water flow temperatures than other cooling systems. Thus, for large parts of the year this means that water at outdoor temperatures, evaporatively-cooled water or ground-sourced water can be used. This reduces the need for active refrigeration systems and the associated energy requirements. These reductions can also lead to a reduction in the size (and cost) of the central plant.



## LIGHT THE WAY

Narrow acoustic lighting rails reveal tapered coffers in the concrete ceiling of Scott Tallon Walker's office building on Ireland's east coast, says *Kate Alexander*

Chilled beams and ceilings dovetail well with free cooling



## Cool idea

energy efficiencies and the associated reduction in CO<sub>2</sub> emissions, chilled ceilings and beams can provide two key factors...

Chilled beams can provide air conditioning with valuable



## Chilled beams provide an alternative approach to cooling

Article written by **John Staunton**, Room Comfort Brand Manager, SAS International.

amendments to Part L of the Building Regulations i.e., the requirement for a 28% reduction in CO<sub>2</sub> emissions for mechanically-cooled, non-domestic structures, is inevitably driving many changes in the market. The application of high temperature water-based cooling systems are helping meet the challenge of balancing the requirements of regulations such as these with performance for occupant comfort. Chilled beams and integrated

has significantly in the last two years with further strong growth predicted for this year and next. Utilising closed-circuit water-based systems as the heat transfer method, chilled beams feature a copper cooling element at its core. Aluminium heat-transfer fins are bonded to this element, thus increasing its surface area and cooling potential. Suspended directly from the soffit, a beam is then either covered in

evaporatively-cooled water or ground-sourced water can be used. This reduces the need for active refrigeration systems and potentially the size of the central plant. Energy consumption is not the only advantage of chilled beams. Chilled beams contain no moving parts, such as fans and filters, resulting in reduced maintenance requirements and associated costs. They are therefore more reliable and less noisy. Greater occupant comfort is also achieved as

## A Day in the Life

Kathy Lewington

My day starts at 6.15am when I take my dog Frank for a 20 minute walk, and then get back to the house to get the rest of the crew out of bed. My husband Gordon has normally left the house by then, he is a painter and decorator and has to travel some distance to work.

I have two sons Perry 18 and Charlie 15, so I am totally outnumbered in my house by the male variety but I am still the boss.

I have worked at SAS for 25 years, I joined in 1983 as an office junior for CCF Reading, and did various roles in the 7 years I was with that part of the group; from buying, working the trade counter and sales office manager. I came over to the manufacturing side of the business in 1990 after I had my first baby and am still here...

I get into the office early; the first job I do is turn all the sales office equipment on, make myself a cup of coffee and review the orders in the in tray.

The SOP department deals with two types of orders, distribution type business and made to order. The distribution orders are serviced from unit 31 Reading, which provides a great service to our customers which are generally next day, and some are same day and weekends due to customers needing to finish a project, so we are always on hand.

The made to order business range from a few tiles or up to £1M plus in value, which are carefully managed by one of the team. They ensure that the orders are commercially and technically assessed, which involves co-ordination with the estimating and technical teams in Reading.



*There is a great deal of liaison with the factories on a day to day basis – as we receive a great deal of calls from customers needing our help to deliver products to suit tight delivery programmes.*

Processing these types of orders is a team effort, to ensure the order is processed in a timely manner and right first time.

Many orders are placed, which needs a member of the team to lend their expertise to the customer, assisting by creating delivery schedules, answering technical queries, problem solving and co-ordinating service details.

Assisting the customer with logistics now plays a big role within the department, as it is becoming increasingly difficult to deliver into sites especially into London and other UK cities, with timed deliveries, offloading issues, special lorries and special crating.

My day is varied such as dealing with complaints, answering technical queries with customers, to delivery issues, credit notes delivery queries, and actioning orders.

Now with the introduction of Syteline, this has made certain parts of the job simpler and saves a great deal of time, I can view outstanding orders, check stock, check orders and deliveries, so all information is now transparent, where before we always had to make a telephone call, which meant the customer always had to wait, now the customer can get the answers he wants straight away – all reports are now a push of a button... Fantastic...

There is a great deal of liaison with the factories on a day to day basis – as we receive a great deal of calls from customers needing our help to deliver products to suit tight delivery programmes.

I have a great team of people within the SOP department; Sam, Louise, Una, Sheila, Jeanette & Clinton who between them have a large understanding of the business and products. The SOP team will be expanding shortly and will be joined by Delphine Alvarez and Diego Dupuis, as the Export and UK will become one department, so collectively everyone involved will learn how to adapt to customers demands wherever they are in the world.

Outside work, I have more of a social life now the children are older 'Hallelujah'... and what I enjoy more than anything else is going to Stamford Bridge to watch the best football team in the premiership – Chelsea – come on the blues...





# Spotlight on Avanti

Avanti Systems was purchased by SAS Holdings in October 2007. A year on we take an in-depth look at the business and how it has developed.

Since the takeover a number of changes have taken place across the organisation.

Initially Avanti manufactured its partitioning systems and glass doors in house. Now all production has moved to Apollo Park.

With the last remaining production lines transferring to Apollo Park a major refurbishment is underway at Burgess Hill.

Partition walls and offices have already been removed in the warehouse, opening up the space to provide a larger distribution facility to our customers.

An office refurbishment is currently under way, and will bring all Burgess Hill operations together in one office.

Avanti's Oxted branch has transferred its operations to Burgess Hill, enabling Avanti

to provide a more efficient and coordinated delivery service.

Looking forward to 2009 Avanti will be targeting the specification market. As part of this, a clear message of

## Partitioning | Glass | Doors

will be used across the market, highlighting Avanti's complete product offering.

As part of SAS International's commitment to Avanti, further support will be given to establish the brand within the market place.

The Avanti sales force is working closer with the SAS sales force to maximise opportunities.

Supporting the Avanti sales force team, Reading is currently targeting new project opportunities with architects and other specifiers.

New literature aimed at specifiers is currently in development, along with other marketing initiatives.

Further product development will be part of the focus for 2009, with an improved partitioning product offering while the glazing division is working on new glass and glazing offerings.



Avanti atrium glazing at Caerphilly County Council



## Architects Focus Group

In November Avanti held an evening focus group for six architects at 30 St Mary Axe (The Gherkin).

The six architects were from a number of UK leading practices and are currently specifying a number of UK and International projects in the commercial office, education, leisure and retail sectors.

The group were asked a number of questions regarding the partitioning market and the specification of partitioning systems, architectural glass and glazing products and doors by an independent moderator

The evening provided valuable feedback on how Avanti can grow the brand and its product offering within the market.



## Staff Congratulations

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

Becky Scott (Sales Order Processor): she has recently passed her CPC (Certificate of Professional Competence) in road haulage.

This involved a nine day extensive course with examination.

Malcolm Hunnisett, Avanti's Health and Safety Manager: he has passed his NEBOSH (National Examination Board in Occupational Safety and Health) National General Certificate.

## Carry on Avanti

Everyone at the Insider was over joyed when we heard that Avanti already has its own monthly internal newsletter.

Carry on Avanti is written and produced by Alan Willard and keeps everyone up to date on the latest news and events at Burgess Hill.



## New Vehicles and Livery

Avanti has just taken delivery of four new Mercedes Sprinters and a 26 tonne Scania with Moffett.

Avanti delivers product nationwide, and two of the new Sprinters and the Scania will further support the service that they provide to its customers. The other two new Sprinters have been fitted with glass frials for the glass installation teams to use.

A new livery was designed highlighting the complete product range of

This will enable the new vans to be transferred between distribution and the glass teams as required.

The new Sprinters and Scania replace older existing vehicles with more cost efficient and environmentally friendly transport.

An Eco-Start mode in the Sprinters switches off the engine when the vehicle is stationary saving up to 20% on fuel costs for some journeys.

Partitioning | Glass | Doors

# Our Buildings Are Changing!



Recent amendments to the building regulations, requiring lower carbon emissions, are forcing everyone including clients, developer, designers and even you and I to radically reconsider the buildings we build and occupy.

HIPs (Home Information Packs) are now mandatory when buying or renting a domestic property, but what about the commercial sector. Do you know what EPCs, DEC's and environmental assessment methods are ?

### What is an Energy Performance Certificate (EPC)?

An EPC provides a rating of a building's energy efficiency and environmental impact. It displays this information as a graph, similar to those found on domestic appliances.

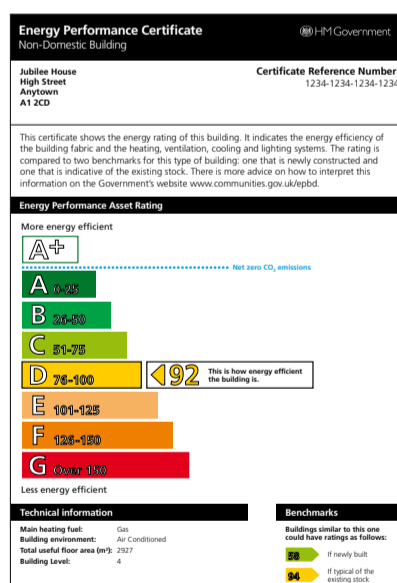
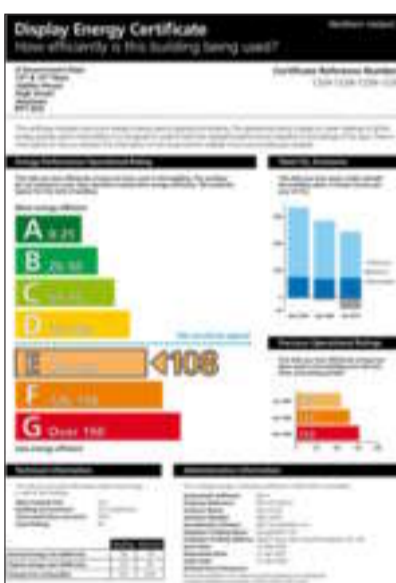
It doesn't look at individual items in a building, but rather the performance of the building itself in areas such as heating, cooling and lighting. Ratings come on a scale of A-G, with A being the best rating and G being the worst rating.

### What is a Display Energy Certificate (DEC)?

DECs are a requirement for non-domestic buildings, where the occupier is either public authority or an institution, e.g. government departments, public swimming pools etc.

DECs are used to inform the occupier and the public of the actual annual carbon-dioxide emissions from the building. A key contrast from an EPC is that DEC's include the real amount of energy consumed based on definitive meter readings.

The DEC must also show an asset rating of the building where an EPC has been provided to the occupier. As the certificate must be displayed prominently, the difference between notional performance and actual performance will be obvious to occupier and public alike.



### What are environmental assessment methods?

Environmental assessment methods are tools that are designed to help construction professionals understand and mitigate the environmental impacts of the developments they design and build. They are designed to encourage and accelerate the global adoption of sustainable green building and development practices through the creation and implementation of universally understood and accepted tools and performance criteria.

Currently there is no legal requirement for the use of an environmental assessment, however there are moves in various countries around the world for such a change to be made legal. In the UK for example this may happen as soon as 2019, which is in line with the Government's push towards building and living more sustainably.

There are a number of different environmental assessment methods available in different parts of the world including the two most popular methods BREEAM and LEED (see below). Other systems include GREENSTAR, the Australian method, Green Mark, the system used in Singapore and CABSEE, as used in Japan, however other country specific methods exist.

### What is BREEAM?

The Building Research Establishment Environmental Assessment Method (BREEAM) is one of the World's most popular methods for measuring the environmental impact of buildings. It is a UK based method, which includes a number of bespoke elements for particular sectors and regions e.g. BREEAM: Industrial and their newest offering a specially tailored BREEAM method for use in the Gulf.

After undergoing a BREEAM assessment, a building can obtain one of the following results: Pass, Good, Very Good, Excellent or Outstanding. Currently over 110,000 buildings have a BREEAM rating, most of which are residential projects.

### What is LEED?

The Leadership in Energy and Environmental Design (LEED) Green Building Rating System is the US Green Building Council's environmental assessment method. It is the most popular method in the Americas, but is used in a total of 41 different countries. It too has a number of different bespoke elements including New Construction, Schools and Homes.

The results of a LEED assessment are as follows: Certified, Silver, Gold or Platinum. At the moment fewer than 2,000 buildings have acquired LEED rating and these are mostly commercial projects.

### How ratings are affecting the market

EPCs, DEC's and BREEAM ratings will enable potential tenants to compare one building to another. As a result clients and developers are now designing their buildings to consume as less energy and produce as little carbon dioxide emissions as possible.

As a result Architects and M&E consultants are both working together earlier in the build process and looking for to reduce the energy consumption of their buildings. Consequently many building projects are starting to use more energy efficient heating and cooling systems and letting agents have started to use environmental ratings as a marketing tool.

As radiant chilled ceilings, chilled beams and Integrated Service Modules (ISMs) from SAS International use less energy and have lower maintenance requirements than other systems, they are seen in a positive light.

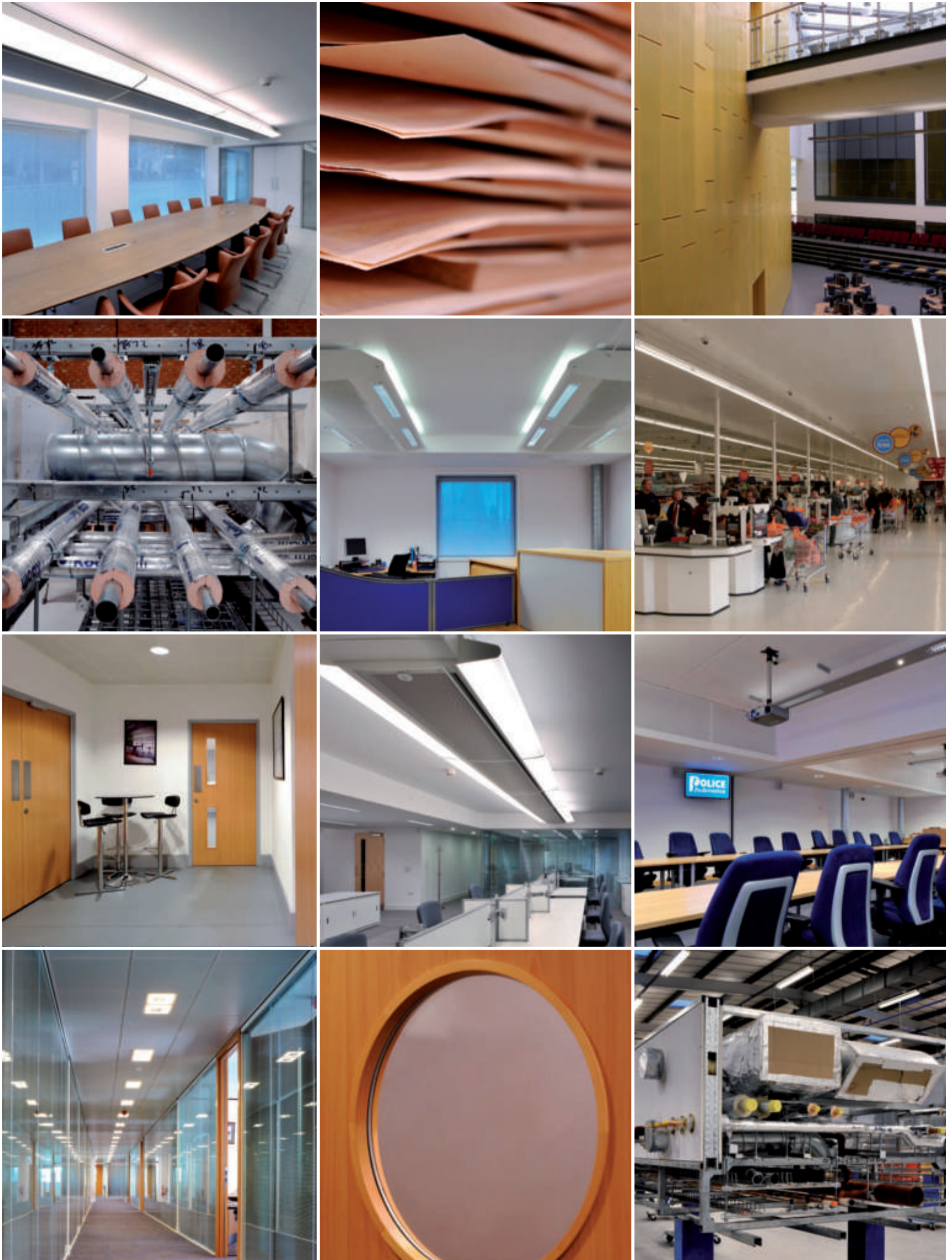
In fact there has been a move towards specifying SAS International products with a significant number of recently completed projects. SAS International has also been successful in winning a number of projects in 2009, which are due for completion shortly.

### SAS Room Comfort Projects

Project Name	SAS Room Comfort Product
Audi HQ, London	Radiant chilled ceilings
EDF Energy, Ipswich	Radiant chilled ceilings
75 St Stephens Green, Dublin	Radiant chilled ceilings
Mid Western Hospital, Limerick	Radiant chilled ceilings
20 On Hatch, Dublin	Radiant chilled ceilings
25/27 Queen Anne Street, London	Radiant chilled ceilings
Baskerville House, Birmingham	Radiant chilled ceilings & passive chilled beams
China Shipping, Felixstowe	Radiant chilled ceilings & passive chilled beams
Jobcentre Plus, Bournemouth	Active chilled beam ceilings
Kings College, London	Active ISMs
London School of Hygiene & Tropical Medicine	Active ISMs
Places for People, London	Active ISMs
Hills Place, London	Active ISMs
Police Federation of England and Wales, Leatherhead	Passive and active ISMs
Merton College, London	Passive ISMs







**Top Left to Right:** Places for People, London · Doors, Apollo Park · Petchey Academy, Hackney · **Second Row Left to Right:** Modular Solutions, Reading · Police Federation of England & Wales, Leatherhead · Sainsburys, Milton Keynes · **Third Row Left to Right:** Doors · Places for People, London · Police Federation of England & Wales, Leatherhead · **Fourth Row Left to Right:** Police Federation of England & Wales, Leatherhead · Doors · Modular Solutions, Reading.

## Santa Fun Run



The Bichan Family enjoy a santa run for charity.

## SAS Induction at Bridgend

In September, the latest group of four completed their induction at Bridgend. The induction provides an overview and understanding on how our products are developed from design through to delivery to our customers.



## Challenge of a Lifetime

After months of hard work training and fundraising, Tracey Rushton-Thorpe, Editor of BSEE (Building Services and Environmental Engineer) completed her challenge of a lifetime, cycling over 400 miles through Vietnam and raising £4,500 for the EEIBA in the process.



## Long Service Awards 2008 Oct – December totalling a huge 195 years service between them...

Name	Location	Start Date	Service
Martin Cook	Apollo Pk	09/10/1998	10
Neil Maiden	Bridgend	13/10/1998	10
Andrea Nightingale	Reading	12/10/1998	10
Gary Steele	Maybole	19/10/1998	10
William Wallace	Maybole	16/11/1998	10
Roger Williams	Bridgend	03/10/1998	10
Steve Harvey	Bridgend	18/10/1993	15
Peter Hills	Bridgend	02/12/1993	15
Gordon Jones	Bridgend	23/11/1993	15
Martin Barnett	Apollo Pk	19/10/1998	15
John Bullock	Reading	10/10/1988	20
Pauline McBirnie	Maybole	12/12/1988	20
John Skilling	Maybole	10/10/1988	20
Paul Smith	Bridgend	14/11/1988	20

## Caption Competition: Issue 8 Results

"I know I had my copy of the Insider here somewhere..."

The winner of the last caption contest is James Pearson from SAS Reading.

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



## Caption Competition Issue 9:

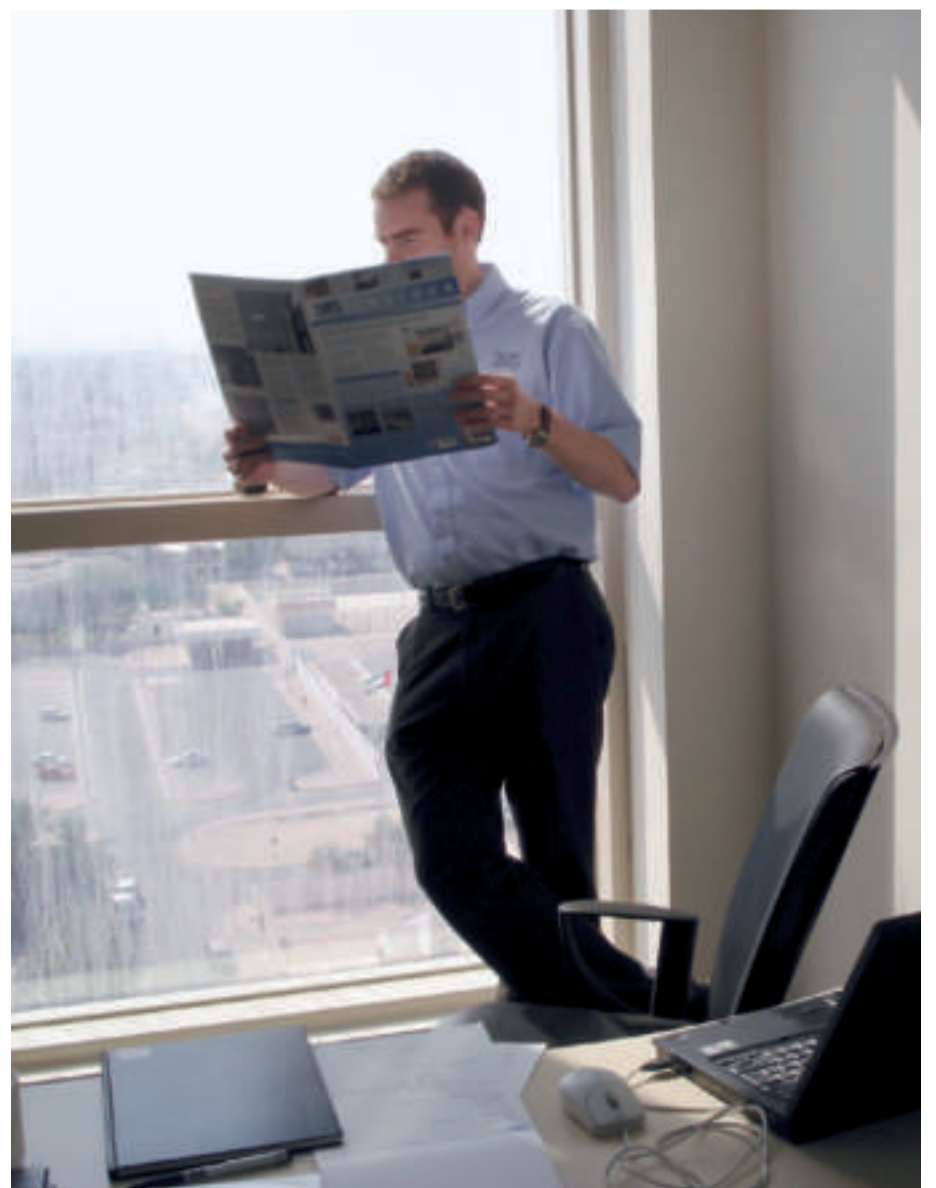
John James

Suggest what John might be thinking or a caption for the entire photo to win a special prize.

The best entries will be printed in the next issue. Send all entries to [sasinsider@sasint.co.uk](mailto:sasinsider@sasint.co.uk)



## Insider on Tour



Josh Hillman in SAS International's Abu Dhabi office  
12th November 2008

# Meet: The Project Management Team – Reading

## Q&A

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

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

**And the worst ?**

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

**First job ?**

**Hobbies ?**

**Your proudest achievement and why ?**

**What is your favourite music ?**

**Favourite food ?**

Charlie Gale



Currently a trainee project manager learning from the more experienced guys in the office.

Day release to study at TVU.

Folding drawings.

Pool table in the bunker room.

Senior logistics manager of newspaper delivery (paper boy).

Football, golf, poker.

Finishing my A levels.

Hip Hop.

Seafood.

Chris Ellingham



Employed as a researcher in 2003. Progressed to my new role last year as Procurement Director (aka Buyer/Logistics!) with Project Management.

The office banter.

Missing out on cakes.

I'd like a lunchtime social/chill-out room with a pool table, telly, bar, dancers etc.

Worked in Corals Betting Shop, trying to find the secrets to successful punting. I'm still trying to find them.

Football, golf, gym, horse racing, gambling, going to gigs, visiting new places and embarrassing myself on nights out.

Buying my first place, and back-packing around Australia without getting eaten by crocodiles or aborigines.

Modern-day heavy metal. The louder & shoutier the better. Usually the stuff referred to by most as a "racket". [www.36crazyfists.com](http://www.36crazyfists.com)

Anything with melted cheese on it.

Chris Sharpe



I started as a trainee designer after finishing a CAD course at college; I am now an assistant designer.

The variation of work.

The lack of windows in the office.

Put a clocking in/out machine in project management.

Paper round.

Football, music and cinema.

Yet to come!

All sorts.

Chicken.

Jo Bristow



I don't like to think of it as 'ending up here'. I thought working for an independent company may be a good thing, not to mention my penchant for black furniture.

The great bunch of people.

The Air Conditioning.

Move it into the town centre, for purely selfish reasons.

It was as a Saturday girl in Woolworths, where I spent the first day wearing a terrible light green overall which reached to my feet.

Tap dancing and sleeping.

Too many to mention.

Anything I can sing or dance to.

Cake.

Mark Williams



I found the job through an advertisement in connections. I am a Contracts Manager in Project Management.

The job role allowing me to get out and about seeing some interesting new buildings being built.

Not enough staff events.

A small gym on site at Reading for the staff.

Checkout assistant at Tesco.

Keeping fit with sports. Ladies of course.

Being mistaken for Ben Affleck in Mexico. Was hilarious and stuck for the rest of the holiday.

Dance/ trance and rock.

Italian, Chinese.

Martyn Brand



Got an interview through a recruitment agency. Heard nothing for three weeks then got a call from recruitment agency at 11.30, another interview at 1 and the job by 4!! My current role is as a designer.

Having recently been a poor student, monthly paychecks.

Customers constantly changing their minds about what they want on jobs with short deadlines.

Start and finish the day half an hour earlier.

Paper round.

Running, cycling, golf, table tennis, swimming, 10 pin bowling, etc.

Getting my degree.

All types of rock music.

Sunday roasts with all the trimmings

Peter Taylor



Designer – SAS is my first full time job from school.

The people, especially my superiors Dave Bland, Steve Burlton and Richard White (top blokes!).

The old monitors we are using.

A toilet & clocking in machine in the PM office would be nice. A gym wouldn't go a miss either.

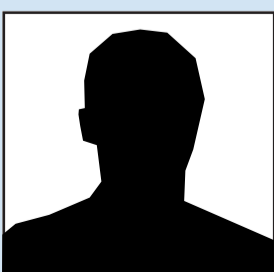
Paper Boy.

Football, going out with mates.

Getting with the ginger one from Girls Aloud. Growing a mullet.

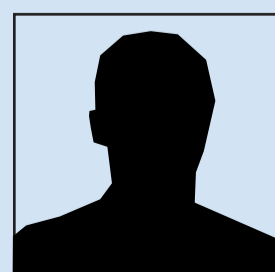
Dance/House/Hip Hop.

Spaghetti bolognese/ steak and chips



## Nominate Your Team

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



## A Day in the Life

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

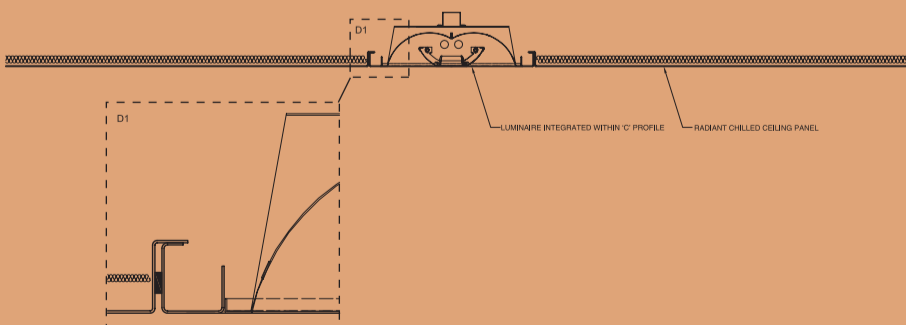
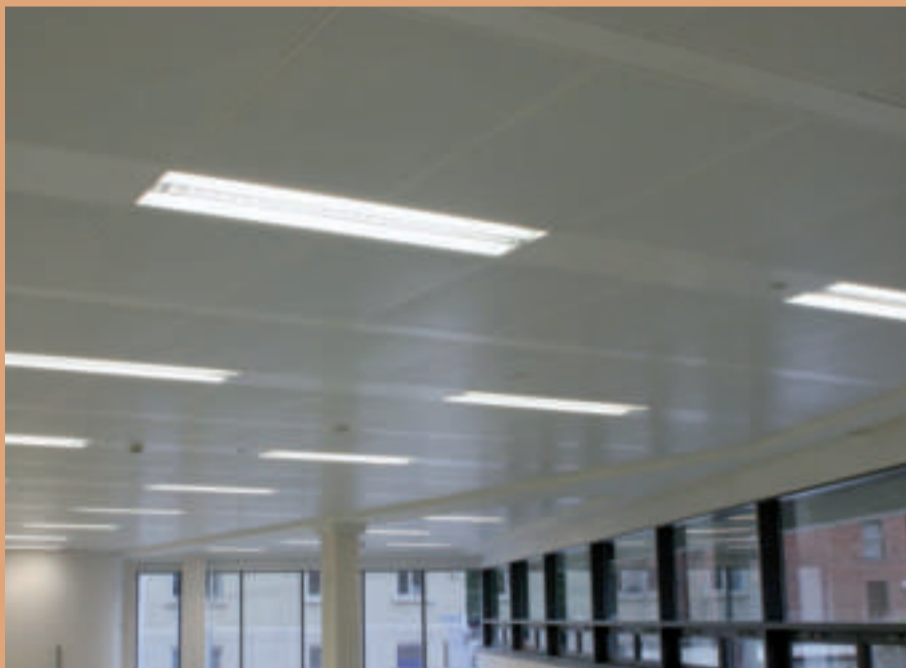
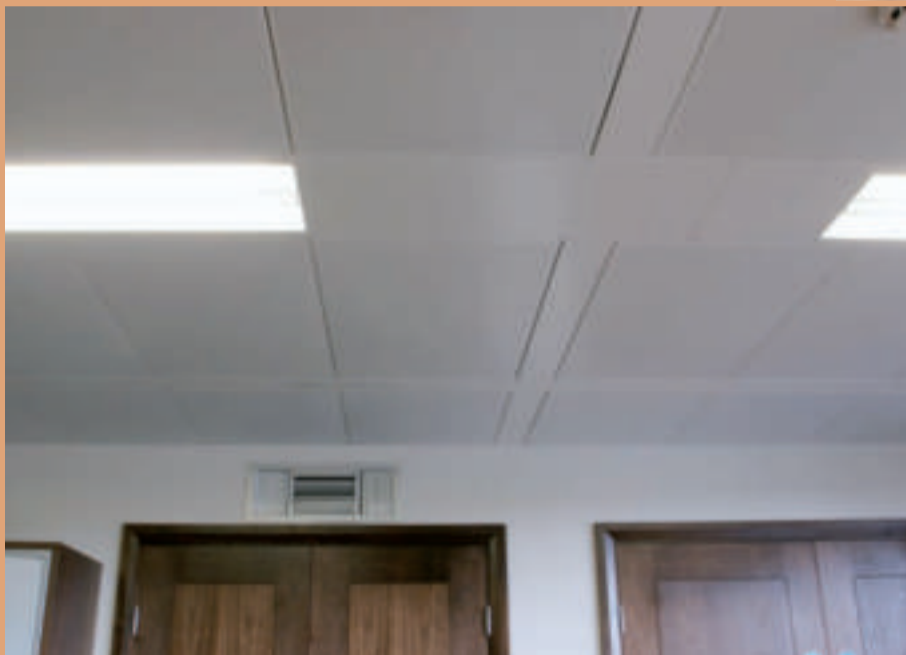
# 20 On Hatch

## Dublin

A radiant chilled ceiling, from SAS International, has been specified as a vital component in the recent refurbishment of the '20 On Hatch' office building in Dublin's central business district.

The 5,000 square metre, six-storey building, formerly known as International House, was designed by Frank Hughes of Forrest Hill Architects for building owner Lavelle Coleman Solicitors and incorporates many sustainable design technologies. The project involved the reuse of a 1970's structure and significant extension of all floors with additional upper levels.

"SAS System 330 metal ceilings were specified for their streamlined aesthetic appeal, flexibility of design and the ability to incorporate radiant chilled ceilings," commented Frank Hughes. "In this challenging refurbishment and extension project, the radiant chilled ceilings allowed us to maximise the floor to ceiling height and included a ceiling void of less than 100mm. They also allowed us to balance the heating and cooling in tandem with partial natural ventilation at the perimeter of the building."



"The floor to ceiling height was an important consideration in this refurbishment project as the client plans to let three of the six floors," said Maurice Ramsay of Ramsay Cox and Associates, the project's specialist low-energy M&E Consultants. "In order to maximise rental potential, and at the advice of the client's letting agent, a minimum floor to ceiling height of 2.5 metres was required. The passive nature of the ceiling also complemented the ultra low-energy design, which was actively embraced by the client."

The radiant chilled ceiling system occupied 25% of the total ceiling area, with SAS International manufacturing suspended metal ceilings throughout the rest of the building. Due to inconsistencies in the underside of the existing coffers, it was necessary for SAS International to survey the entire building prior to the manufacturing of the ceiling system.

"Any dimensional discrepancies in the original double T, pre-cast ceiling beams were absorbed in the detailed design process of the ceiling," added Frank Hughes. "This close collaboration and strong attention to detail added significantly to the project's positive outcome."

Radiant chilled ceiling panels use water as a cooling medium which removes heat from the occupied space as it flows through the system. The chilled ceilings work by radiating energy (cooling) downwards meaning there is no perceptible air movement and noise levels to contend with.

In addition to the energy efficient SAS International chilled ceiling system, '20 On Hatch' features a number of the most advanced energy saving systems available including rainwater harvesting, wood-chip fuelled central heating and double skin thermal insulation.

SAS International's dedicated Dublin office has recently completed a number of projects across Ireland including acoustic lighting rafts at the new Commissioners of Irish Lights (CIL) headquarters in Dun Laoghaire; chilled ceilings for the 75 St Stephens Green office development in Dublin; chilled ceilings for the intensive care neo natal unit at Mid-Western Hospital, Limerick; and architectural metalwork for Charlestown Mall on the outskirts of Dublin.

### Key Facts:

- Built in the 1970s 20 On Hatch was formerly known as International House
- The entire building has been refurbished and extended
- Along with radiant chilled ceilings, the refurbishment included other energy saving systems such as a wood-chip fuelled central heating and rainwater harvesting
- The project is located in Dublin's central business district

### Case study available



room comfort



The SAS Insider welcomes news and comments from everyone at SAS International, HCP and Avanti Systems. Please email [sasinsider@sasint.co.uk](mailto:sasinsider@sasint.co.uk). Contact Lianne Peters on 0118 929 0900 or any member of the marketing team. Written & Produced by the SAS Marketing team.

SAS International 31 Suttons Business Park, London Road, Reading, Berkshire, RG6 1AZ, United Kingdom. T: +44 (0) 118 929 0900 F: +44 (0) 118 929 0901 W: [www.sasint.co.uk](http://www.sasint.co.uk)

\* FSC certified Paper - Printed using vegetable based inks on paper produced from sustainable and well managed forests. Our printer holds the environmental standard ISO 14001.