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insider

manufacturing world-class interiors

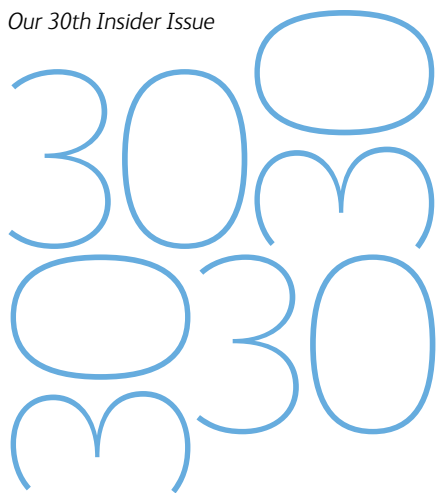


Gordana Pavlovic

Katherine Seton

Welcome to the 30th edition of the Insider marking its 10th anniversary! Later in the edition, you can read about some of the milestones reported in the last 30 editions, as well as another 30th anniversary – Maybole’s.

Our 30th Insider Issue



In this issue:

- 4 News
- 8 Project wins
- 12 Onsite with SAS
- 16 Features: 30th issue
- 18 Acoustics
- 20 Case studies:
 - The Zig Zag building
 - The Cheesegrater - 122 Leadenhall Street
- 26 Digital corner
- 28 Team SAS
 - Charity
 - New starters
 - Long service awards
- 32 Meet the MENA team

Our post BREXIT edition of the Insider accompanies a period of exciting change both within and without. Speaking to a friend very well placed in London’s finance markets, I asked him about the mood in the City: “In every crisis there is an opportunity” is all he would say. SAS International, as our name would suggest, operates in a global market. The weakened Pound Sterling means we are increasingly competitive in both domestic and export markets.

With this in mind, Todd Altman opens this Insider with an overview of 2016 to date as well as details concerning the restructuring of the Group. A refocus on core product will lend momentum to our approach as we explore the opportunities BREXIT presents.

Focus is a theme throughout the business as we also introduce the Concerns Management Team (p3). Charged with developing all aspects of customer support, the team’s focus is to strengthen our reputation as service and quality leaders. We also reintroduce the Australia team after a period of growth (p6) as well as the Middle East team (p32 - 35).

30 years of Maybole is a poignant milestone for Eddie McElhinney as he reflects back to 1986 and his first introduction to the team (p5). Looking forward, project wins within Ireland, UK, Middle East, Australia and Special Projects points towards sustained growth for the group (p7 - 11).

An unintentional theme this edition is outer space, as the i360 descends to earth in Brighton (p12), Dubai’s new space centre opens (p13) and in Mark Ottery’s own words “Barangaroo landed like a UFO” in Sydney.

Speaking of landings, we also give an update on some major airport projects at home and abroad on pages 14 and 15.

On the following pages, we illustrate some of the significant SAS staff events over the last 10 years as reported in the Insider, as well as some other major company milestones.

Going back to our focus theme, how many of you know what the ‘A’ of SAS stands for? No? You can find out more about this on p18 - 19 as we focus once again on a core USP.

What about IoT or BIM? The worlds of tech and construction are colliding and will have a major impact on customer demands going forward. We explain some of the big changes to come on p26 - 27.

I know many of you jump straight to the Team SAS pages and this edition doesn’t disappoint. Once again our team have raised thousands of pounds for charity, shared major life milestones and celebrated many years of service.

Finally we introduce the Middle East team working in arguably the most exciting region for SAS as we expand internationally.

My huge thanks to Katherine Seton and Gordana Pavlovic for sourcing and writing much of this Insider as well as the contributions from the rest of the team.

As always, if you have anything to share, please just email us and we will be in contact.

Matt Mills, Editor

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

EXCITING TIMES AHEAD FOR SAS INTERNATIONAL

The first quarter of 2016 has seen some exciting changes at SAS International.

In early March we agreed the sale of SAS Direct & Partitioning Ltd to SIG Plc, an excellent move for all parties involved. SIG increases its branch network and gains a specialist partitioning division with strong technical capability, glass installation services, and a knowledgeable, dedicated sales team. This is an area of the SIG business they are committed to growing and developing which is very positive for the SAS personnel transferring over with the deal.

For SAS International the sale brings a number of opportunities. We will begin to supply a range of products to SIG from our Apollo Park manufacturing facility, including doors, partitioning components and access panels. To gear up for this increased volume and demand, Apollo Park has already improved the sales order processes and invested in resource and new machinery. We are committed to continuing to provide SIG and all our distribution customers with the service, quality and lead times they need.

This change also allows us to focus on our core products and various international markets in metal ceilings. It has afforded us



the opportunity to drive our sales forward in this area to meet the growing demand we are seeing both in the UK and internationally in commercial office applications and large infrastructure projects. We have a number of interesting new product launches approaching completion, aimed at satisfying the need in the market for innovation and creative ideas.

Another change is the recent renaming of Project Management to 'Special Projects' and we are enjoying great success in this area of our business too. Special Projects is

concentrating on delivering SAS International systems within complex projects where the challenges of design and logistics are onerous and require a single point of responsibility. We manage this area carefully so that we do not compete with our core installation customers.

Special Projects develops our talent pool in design, commercial and project management which we need for international projects. Therefore, SAS Special Projects is integral to the growth and development of SAS International going forward.

We are also celebrating 30 years of service in Maybole. We have built our operations there over the years with significant investment in new buildings, manufacturing equipment and talented people. Looking forward, we are committed to Maybole where we will never cease to manufacture our complex and specialist products. We will continue to invest in Maybole to carry on improving customer service and quality.

2016 is shaping up to be a very successful year across the board at SAS International, and I'd like to thank everyone for the continued hard work and commitment to our business.

Todd Altman, Chief Executive

NEW CONCERNS MANAGEMENT TEAM IS WELL RECEIVED BY SAS' CUSTOMERS

As part of SAS International's commitment to continually improve customer satisfaction, a Concerns Management Team (CMT) was established earlier this year. The team's main objective is to build even stronger relationships with SAS' customers, improving satisfaction levels through better communication, reducing response times, and eliminating unnecessary costs.

Vital to this process was appointing specialist SAS employees from all four UK sites. The mix of skill sets, knowledge, and customer visibility levels has been pivotal to the success of the initiative. The employees are now officially Site Quality Leaders and Service & Delivery Leaders, for each regional hub.

These Leaders offer the customer a single point of contact to resolve any quality issues quickly and cost-effectively. Quality issues will be immediately raised and reported across the wider business to minimise recurrences.

The site leaders appointed are (Primary / Deputy):

	Quality	Service & Delivery
Reading	Kevin Butler	Sam Westwood / Kathy Lewington
Bridgend	Owen Gallagher / Glenn Cook	Dave Wintle / Richard Jones
Apollo Park	Scott Beckett / Jo Bill	Jo Hill / Scott Beckett
Maybole	Graeme Hudson / Marc McKenzie	Pauline McBirnie / John Boyle

The initiative was well received and early signs have been encouraging, with the overall trend of concerns reducing during Q1.

Graeme Hudson, Quality Engineer at Maybole added; **"We now have a much more rapid approach to containing issues, and have even been complimented by customers, surprised at the speed at which we respond to them."**



SAS PROJECT NOMINATED FOR AUSTRALIAN INNOVATION & EXCELLENCE AWARD

The national Innovation & Excellence Awards are managed by the Property Council of Australia. They have been the highlight of Australia's built environment events calendar since 1982. SAS International has sponsored these awards for the past few years, continuing to support and promote excellence in design and innovation.

This year, SAS project 50 Martin Place (issue 29) won 'Best Office Development' and received nominations for four other awards. As event sponsors, the Australian SAS team attended the awards, 'grudgingly' taking part in the celebrations.



HOOKED ON SAFETY

To serve Liverpool's main business district, Network Rail is investing £12m to upgrade Moorfields station's platforms and escalators. This included 4,000m² of SAS ceilings across the passageways and platforms, designed and installed by SAS Special Projects.

To help prevent accidents onsite, Special Projects' Site Manager Ronnie Hauley suggested installing 'sky-hooks' to gather trailing cables. The idea proved so successful that it won SAS Special Projects the 'Moorfields Phase 2 Health & Safety Initiative' award.

Dave Jones, Project Manager at Galliford Try (North West) comments:

"Since the award's inception, Ronnie has introduced cable hangers to mitigate against the constant issue of trailing cables to all subcontractors on site. He has also raised the number of close call card submissions within his team by over 300%.

"I would like to thank Ronnie and all parties involved for pushing this initiative."



NEW PAINT BOOTH IMPROVES PRODUCTION LINE

SAS Bridgend has installed a new paint booth to increase production on the paint and finishes line. Installed at the end of 2015, the paint line team has adapted well to the new set up. The investment has not only increased capacity but also further enhanced quality control.

Now in full production, we are already realising significant reductions in:

- Setup times between colour changes
- Resource demands
- Material costs through improved application



30TH ANNIVERSARY OF SAS MAYBOLE – AN INTERVIEW WITH EDDIE

During a trip to Switzerland in 1986 Eddie McElhinney noticed a factory for sale in Maybole, South Ayrshire. Listed by Arthur Anderson in the Financial Times, the site on offer was simply listed as 'Metal Engineering' but gave a long list of machinery that would be included in the purchase. Having read the article in the FT on Thursday, Eddie visited the site in Scotland on the Saturday. Liking what he saw, he made an offer for the site the following Monday.

Why did you choose Maybole and what was there to begin with?

"Maybole originally made leather shoes but became known for ship and aircraft building; a specialist area for metalwork and metal engineering. When I visited Maybole, I was struck by how friendly and skilled the workers were, especially in welding. They were clearly worried about losing their jobs but you could see their passion for work. I also saw the opportunities to be gained with the Japanese machinery.

"We bought one of the four factories and took on 16 employees. A number of outbuildings were demolished in the following years and some of the land was donated to set up the Carrick Community Centre in the heart of Maybole."

What were your plans for the factory?

"Within 12 months the place was thriving!"

"At first, the factory produced small parts and brackets, things we call 'widgets'. I took three of the workers in Maybole to the factory

in Switzerland to see how manufacturing was done there.

"We had recently acquired land in South Wales and planned to bring metal ceiling manufacturing to what was a predominantly coal mining area. Over the next two years, technology and practice was transferred from the Swiss factory to the new sites in Wales and Scotland. We sold the Swiss factory but had developed three companies Commercial Acoustic Products Ltd (CAPL), Commercial Acoustic Products Scotland Ltd (CAPS) and Truline Ceiling Products (TCP). These covered the Bridgend, Maybole and West Bromwich sites. When we sold CCF the CAP brand became part of SAS."

What has been your proudest moment?

"Chep Lap Kok, Hong Kong International Airport is the best project to have come out of Maybole. It was bespoke, special and the biggest project in the world at that time. The most spectacular feature that everyone sees when they go into the building is the daylight reflector. It was made in Maybole and it is phenomenal. Norman Foster took the idea from the Chinese New Year Dragon Dance and had the concept to replicate its body and spine. You look up during the day and it diffuses the light into the vast ceiling space. It is best at night when it glows and the dragon's back becomes illuminated – bringing it to life."

How do you feel looking back?

"In 1986 we went into a small factory in Maybole and found a group of people with exceptional skills, loyalty and commitment to

SAS. The past 30 years has seen products, made in Maybole, feature in some of the most iconic building structures in the world. Starting in London, Paris and Madrid, you can find Scottish design and manufacturing in Barcelona, Frankfurt, Dubai, Abu Dhabi, Saudi Arabia, Hong Kong, Singapore and Sydney.

"If you look at big businesses, an entrepreneur cannot do anything alone; it's the people who work for them, and that applies to Maybole. Good business is about people and the most satisfying thing about SAS Maybole is that it started as a small business with 17 people and now produces products that can be seen all over the world."

SAS International would not be the same without its staff. Here is what the longest serving employees at Maybole have to say about the last 30 years at SAS:

Jim McMillan (Brake-Press Operator)

– I have been working on the Maybole site for more than 30 years. The product mix has gradually become more technical with time. This is balanced out with investment in new machinery and technology to become more efficient and effective.

The projects that I am most proud of are Chek Lap Kok Airport, Buchanan Galleries and Muscat Airport. Our biggest achievement has been the new extension at Maybole that has seen the introduction of a nice, modern manufacturing facility as well as new machinery.

Julie Heath (Personnel Manager) - I

believe that our biggest achievement in the 30 years has been our corporate social responsibility. The decision to extend the facility in 2010 has vastly increased our capacity which has in turn secured our place as the largest employer in the community.

We get involved with various community projects from sponsoring the local football team to working with the local schools. It is difficult to envisage what the business will be like in 10 years as it changes so quickly on a regular basis, however, on a personal note, I aim to maintain our involvement with the local schools and hopefully grow the relationships.



WHAT'S NEW IN AUSTRALIA?

With two new starters, a promotion and a job change, SAS Australia has recently been reshuffled. To keep up with all the changes, the Insider is (re-)introducing the team Down Under. Please say hello to:



Lois Bateman
Design & Estimating Coordinator

A great aspect of working at SAS International is the opportunity to live and work abroad. Having previously worked as a Designer, Lois relocated from the Reading office to Sydney for her new role as Design & Estimating Coordinator. Focusing on design, she is currently working on a variety of projects, including the Barangaroo fit-out and complex lobby ceilings for a project in Melbourne. Lois is also updating and building a design library for all the new and existing products that are unique to the Australian market.



Alex Stern
Project Management Co-ordinator

Alex has been promoted to Project Management Co-ordinator, working closely with Mauro Corazzi, National Sales Manager, and Steve Milner, National Projects Manager, at the Sydney office. Taking on more responsibility and gathering experience in different areas of the business, his work now involves architectural drawings, developing business relationships and estimations. Alex is still managing portfolios and hopes to have one of his own in the near future.



SAS APPOINTS NEW OPERATIONS DIRECTOR

To further improve SAS' service to its customers and its operations, Chris Powell was appointed to the role of Operations Director in April.

In his new role Chris will be responsible for all aspects of Operations, including manufacturing, production engineering, health & safety environment, procurement/purchasing, as well as planning and logistics.

Chris originally joined SAS International in January 2015 as Business Improvement Director, driving initiatives such as the Quick Wins programme. His wealth of experience, drive, and organisational skills will be crucial for the company's growth and first-class service delivery.



Chelsea Lawson-Brown
NSW Sales Representative

Chelsea has held several positions within SAS, recently changing from 'Sales Order Processing' (SOP) to a position within the Australian sales team. Along with general fit-out projects, she is heading up the education and healthcare sectors, and aims to grow them over the next few years by introducing SAS to as many architectural practices as possible.



Clinton Edwards
Regional Sales Representative

In February this year, Clinton also left the Reading office and relocated together with his family to Australia. Clinton has been appointed to concentrate on opportunities within Melbourne. He has been particularly impressed by how his new colleagues have received him, praising the SAS 'family atmosphere'. He gained a wealth of experience and product knowledge in his previous role at SAS Direct, a perfect foundation for his new challenge. In the past few months Clinton, along with his wife and daughter, have settled in well, and in his own words, they are 'living the dream'.

WITH FLYING COLOURS – CENTRAL BANK OF IRELAND GOES GREEN

The current Central Bank of Ireland (CBI) has four offices spread across different locations. The new head office development at North Wall Quay will accommodate all staff in one location. Situated on the banks of the river Liffey, employees will benefit from increased natural daylight and views of Dublin's skyline. As explained by CBI, the decision to move was made to increase operating efficiency and provide employees with a modern, sustainable and fit-for-purpose workplace.

Architects Henry J Lyons, working in conjunction with contractor Platt Reilly, are a repeat partner of SAS International in Ireland. The design will adhere to the key principles of flexibility, sharing, collaboration and sustainability.

Specified for the fit-out of the collaborative open office space and corridors, SAS International supplied 6,500m² of System 330.

A first for commercial offices in Ireland, the new office received a BREEAM 'Outstanding' award. The project is estimated for completion in December 2016.



SAS SPECIAL PROJECTS WINS MAJOR FIT-OUT PACKAGE FOR NEW CROSSRAIL PADDINGTON STATION

In February 2016, Crossrail awarded SAS Special Projects the sub-contract order for Paddington Station, following a three year tender process. The packages include the design, manufacture and installation of bronze cladding, metal ceilings and associated metalwork.

In order to win the contract, SAS International had to present a comprehensive tender submission. Main contractor Costain-Skanska (CSJV) praised its quality and content, as well as SAS' approach and commitment. Part

of the submission included the manufacture of a full-scale bronze cladding mock-up. This surpassed the safety demands of the cladding system, keeping fully to spec and within budget requirements.

Special Projects has sourced a supplier who can provide the specific architectural bronze material, demanded by architects Weston Williamson. The specified plain and perforated bronze cladding panels will be finished to give the appearance of natural ageing and weathering. Fabricated to SAS' bespoke

design, the cladding system will be installed across the platforms and escalator bases within the concourse.

SAS designed and tested the cladding system to comply with Crossrail's stringent security measures. SAS' security expert and adviser to Crossrail approved the design, subsequently signed off by CSJV's security consultants.

Complementing the architects' design vision, SAS' Tubeline ceilings and bespoke hinged rafts were specified. These systems will be installed on the platforms, main concourse and underneath escalators. Metal louvres will be located above the platform edge screens, end walls, the main concourse and externally on street level. Stainless steel skirting is to be fixed to the column bases and over clad in architectural bronze casings. SAS System 150 is also specified for all back of house areas. Finally, Special Projects will also be installing stainless steel concertina folding gates to the station entrance.

Built circa 1800, the Grade 1 listed building is undergoing a complete transformation. Crossrail endeavours to remodel Paddington station into a modern transport interchange serving over 100,000 passengers daily. The design offers a practical and sustainable solution that is ambitious in both scale and timeless aesthetic vision.

SAS Special Projects will start on site in July 2016. The contract win for Paddington is a statement about SAS International's capability, expertise and commitment to the infrastructure sector.



Cityscape Digital Ltd

COMMUNICATIONS HOUSE WINS BRONZE

In a partnership between SAS International and Make Architects, bespoke bronze wall cladding and ceilings have been developed to feature in 48 Leicester Square, London.

Set in the heart of the entertainment district and overlooking Leicester Square, the listed building will provide contemporary accommodation, office and retail space enclosed within the original mansard stone façade. The mixed use development presents many exciting opportunities for SAS International and Make Architects who aim to bring the iconic 1920s structure into the 21st Century.

To achieve the architect's vision, bespoke anodised SAS wall panelling was adapted to include a unique lighting integration detail. The industrial colour scheme will be further emphasised by the custom size and shape of the panels. A System 200/205 hybrid ceiling carries through the same anodised bronze finish that will be created throughout the entrance hall.

In the commercial office areas, System 330 offers design and service integration flexibility to facilitate the project's requirements. In addition to service integration, the SAS solution caters for acoustic performance, project grid size and lift out tile access. The suspended ceiling also provides a clean transition detail into the perpendicular linear lighting. This is achieved by running twin rows of bright white (RAL 9016) 50mm C-Profiles adjacent to the luminaires with Pearl Mouse Grey (RAL 7048) infill tiles. Trapezoidal junction tiles complete the striking effect.



Cityscape Digital Ltd



Cityscape Digital Ltd



SAS INTERNATIONAL - CEILINGS FOR ANY SHAPE

The Human Biology Building will be the latest addition to the National University of Ireland, Galway, and will be the new home for the School of Medicine. Having to cater for a range of students' needs, the teaching and research facilities by their very nature demand a secure and segregated environment. Architects Scott Tallon Walker managed to

overcome the sense of disconnection, creating the appearance of an open and connected space with no loss of security.

SAS International was specified for the fit-out of the study areas, corridors and computer suites to ensure that the ceiling system integrated well within the unusual radial shape

of the building. Working with main contractor BAM and sub-contractor Castle Ceilings, SAS will provide the project with System 150 and System 330 with tapered C-Profiles.

Set to be completed in July 2016, the new building will be home to the departments of Anatomy, Physiology and Pharmacology.



LA BOHÈME – DUBAI OPERA HOUSE RECEIVES SAS ACOUSTIC TREATMENT

Downtown Dubai's stylish new Opera District is predicted to be one of the best cultural hubs in the Middle East, supporting local artists and promoting global cultural exchange. At the heart of the District will be the EMAAR Dubai Opera, a 2,000-seat multi-format venue.

Planning to create a vast, hull shaped atrium on the water edge, architects Atkins Global were inspired by classic wooden dhows. These traditional sailing vessels of the Arabian Gulf are synonymous with the world-famous Dubai Creek.

Atkin's ambition was to create an iconic building to rival the world renowned Sydney Opera House. This architectural feat will require a well thought out interior and sublime exterior design. Atkins Global specified SAS International for its ability to marry design with functionality. The high performing System 150 acoustic tiles will be supplied directly



from the Dubai warehouse. Providing local supply means that project deadlines should be safely met without compromising on acoustic performance or design intent.

It is essential for a music venue to keep acoustic attenuation to a minimum and reduce sound travelling from the backstage area to the auditorium and audience. Using steel backing plates and acoustic pads will provide

high sound absorption and guarantee clear, uninterrupted arias.

In total, 1,800m² of SAS material was fitted at the back of house, under the stage and backstage, including rehearsal spaces and changing areas.

The state-of-the-art opera house will open its doors at the end of 2016.



MELBOURNE'S FLOURISHING BUSINESS DISTRICT GETS NEW TENANT

Collins Street, a well-known corporate address in Melbourne, has been attracting professionals and entrepreneurs for over 150 years. Currently under development, the 'Collins Square' project has received \$2 billion (AUD) of investment to increase capacity. This is the largest project of its kind in Australia.

Collins Square aims to establish itself as the influential epicentre of Melbourne's evolving Commercial Business District (CBD). The development combines 5 towers with the

refurbished historic Goods Shed, world-class restaurants and amenities.

The area serves as a home to investment banks, fashion houses and soon KPMG. One of the 'big four' international auditors, KPMG will occupy the eleven top floors of Tower 2. Architects EGO Sydney specified SAS International for the fit-out of the top level client floor break-out areas. This decision was based on its previous positive experience with the fit-out of its Barangaroo office in Tower 3.

SAS is currently supplying 500m² of System 330 with bespoke Y-shaped perforation patterns, a welcome challenge for the Maybole team. This perforation allowed for the integration of LED lighting via a prismatic diffuser laid on top of the ceiling tile. Privacy within private meeting rooms is a crucial specification concern for KPMG. A smaller Y perforation combined with SAS acoustic attenuation materials soon alleviated concerns over acoustic performance.

KPMG is set to move into Tower 2 mid 2016.

THE i360 OFFERS BIRD'S EYE-VIEWS

London Eye creators, Marks Barfield Architects, are generating lots of media interest in their latest venture, Brighton's i360 observation tower.

The structure consists of a steel pole clad in perforated aluminium and a doughnut-shaped pod, evoking very different public responses. Brighton expressed concerns about the revolutionary design and scale of the i360 turning out to be an eye-sore. Conversely, the prospect of levitating 54 stories above ground also raised significant enthusiasm.

The world's first vertical cable car, the i360, ascends 450ft above the Sussex coastline. The attraction is another feat of uncompromising structural engineering for the practice. Sitting on a freestanding pole only 4m wide, the viewing pod will rise roughly a storey above the London Eye. This meant that the tower needed to be stable in high winds. The solution was to employ a technique typically reserved for bridges – using perforated aluminium cladding and dampers the length of the structure. To guarantee maximum safety, the foundations and substructure form a contiguous piled wall consisting of bored



concrete piles, anchoring the tower.

Having specified SAS for Greenwich Gateway Pavilion, Marks Barfield knew SAS were able to realise the most challenging designs. Trusting in SAS to achieve their goals, they specified System 600 rafts and bespoke vertical bulkheads for the entrance hall. The rafts will

provide suitable acoustic absorption for the ticket office and busy public areas. For its part, the vertical bulkhead design is integral to the shape of the building and central landing zone.

Opening this summer, 200 people at one time will be able to enjoy the views, reaching as far as Seven Sisters and possibly London Gatwick.

PRESERVE AND REFURBISH – THE FORMER BANK OF IRELAND HQ IS RECEIVING A FACELIFT



Miesian Plaza (formerly the Bank of Ireland HQ) in Dublin's business district is undergoing a €69m Grade A office refurbishment. Architects Scott Tallon Walker (STW) are working closely with client Remley

Developments Ltd and main contractor John Paul Construction.

Constructed in the 1970s, the Plaza's three buildings are some of the few iconic 20th century structures in Dublin. These buildings are

planned for listed status for future preservation.

In total, 20,000m² of SAS products will be installed within the office spaces and corridors, ensuring the consistency of the overall design. SAS International Systems 200, 205, and 330 were specified in an anodised bronze finish to complement the specific solid bronze curtain walling features.

The project aims to achieve a LEED Platinum rating for the building's core and shell work. Various sustainable approaches have been taken to help realise this goal. The façade's thermal performance will be upgraded with bronze-tinted double glazed windows, maintaining the look of the existing aesthetic. Green roofs, rainwater reuse, reclaimed heat energy, and smart-building technologies are further contributing to the building's green credentials.

SAS International previously worked with STW on a number of projects, including Riverside One and the Commissioners of Irish Lights HQ in Dublin.

Designed by the late Ronnie Tallon from STW, the refurbishment is now being led by his son Michael Tallon. Expected completion is in 2017.



PROGRESS AT BARANGAROO – 1-2-3

Since August 2013, SAS International has been a part of the ambitious urban renewal project that is Barangaroo South, Sydney (Insider 29). Continuously working on site, SAS will finish three projects in Tower 1, 2 and 3 mid-2016.

HSBC – T1

HSBC will relocate its Australian headquarters to Barangaroo in June 2016. Australia's leading international bank chose Barangaroo for the pristine waterfront surroundings and state of the art facilities. The British multinational banking giant will occupy 8,000m² over 3.5 floors of T1 commercial tower.

Main contractor LendLease Construction specified SAS for the fit-out of the base build. In order to achieve a seamless integration, architect Davenport Campell also specified SAS

for the new ceilings. System 330 was installed throughout the premises, and System 150 was fitted in the lift lobbies and circulation areas.

Tower 1 is Green Star accredited.

SWISS RE – T2

In January 2016, LendLease Construction announced Swiss RE's occupation of Tower T2 at Barangaroo. The leading global reinsurer has taken the 36th floor in its entirety, requiring a fit-out of a total of 2,000m².

Hassell Studio Sydney specified System 330 with a special 250mm knife edge perimeter profile for homogeneous integration with the base build. System 200 with central recessed lighting, and linear System 740, were installed in the lift lobbies, circulation areas and meeting rooms.

SAS International provided the architects with expert advice and drawing support to help ensure successful building design, which was later awarded a 6 Star Green Star rating, the highest rating attainable.

LENLEASE – T3

Having built an excellent reputation with LendLease and architects Hassell Studio Sydney, the T3 base build also specified SAS. Subsequently all eleven floors of the office block were fitted with SAS product. This includes System 330 with special knife edge perimeter profile, System 500, and System 740 (cranked).

A total of 20,000m² SAS material was used for the 6 Star Green Star rated fit-out.

NO SPACE ODDITY – DUBAI OPENS NEW SPACE CENTRE



home to leading UAE engineers, analysts, and experts, who hope to excel through knowledge transfer and research. MBRSC has already launched two satellites and is preparing for a third in 2017, along with the upcoming unmanned Mars probe. These endeavours are vital for space exploration as well as Earth observations. Data captured is used to analyse and forecast natural disasters, environmental changes and urban planning.

Clients Dubai Airport wanted the centre's facilities to reflect the gravity of the research and development taking place. Architects AURUM Interiors specified a total of 250m² of System 750 in RAL 9006 Grey. The Tubeline system was installed in the general administration area and office spaces, meeting both quality and aesthetic demands.

The project was completed in March 2016.

Dubai aspires to be a reckoning force in the aerospace industry. Integral to this strategy, the Dubai government established the Mohammed bin Rashid Space Centre (MBRSC) in 2015.

According to the UAE Space agency, the centre aims to inspire scientific innovation, technological advancement and sustainable development in Dubai and the wider UAE. It is

FASTEN YOUR SEAT BELTS – REFURB AT STANSTED AIRPORT ALMOST COMPLETED

SAS International is nearing the end of the Stansted Satellite One departure area fit-out (issue 27). With due completion spring 2016, the project has been very successful but not without its challenges.

Numerous solutions had to be designed to accommodate requirement for full access to the 2.4 x 1.2m ceiling void. This included split panels instead of single tiles, and swing access on both horizontal and sloping planes.

The project's baffles are unique due to their curved edges, matching the vertical bulkheads. They also incorporate LED strips for lighting and enhanced aesthetic appeal.



BESPOKE SAS SYSTEMS FOR TELEHOUSE DATA CENTRE

Telehouse continues its London expansion with the acquisition of sites 6 and 8 of East India Dock. Nicolas Webb Architects designed two new buildings for the leading data centre provider: a 66m high data centre with 24,370m² of internal space and a 59m high structure that will serve as an office building.

SAS International has worked on numerous successful projects with the architects, main contractor Mace, and sub-contractor Lucas Fit-Out. Based on these successful collaborations, over 2,300m² of System 380 has been specified in the main data halls.

The strength of the grid carrying miles of cables overhead was an important design consideration. In order to achieve the challenging load and access requirements of data centres, SAS has developed a bespoke and significantly reinforced System 380 ceiling. Multiple access points were required for M&E locations across the ceiling plane. Rectangular System 330 tiles were laid in pairs within the square grid to provide the required level of access.

The project is due to be completed in May 2016.



READY FOR A TAKE-OFF – COMPLETED WORK AT MUSCAT AIRPORT

Progress has been made at Muscat International Airport, the largest project ever to be undertaken in Oman. Commencing in 2011, SAS International has been involved from the start of the scheme. SAS spent a total of nine months on site initially, training installers and workers to fit SAS product.

Bechtel Enka Joint Venture (BEJV) and the installer Aspen are working closely with SAS to meet the design brief of architects COWI – Larsen & Hill International. The extraordinary project required complex designs, a bespoke concealed grid system with demountable panels, and a micro perforation for acoustic control. In addition, Systems 150 and 200 were fitted over an area of 220,000m², including:

- Air bridges
- Cargo terminals
- Piers
- Concourse
- Access ramps and forecourt complex
- Provisions for travelators/escalators
- Control tower
- Ancillary buildings
- Airport hotel

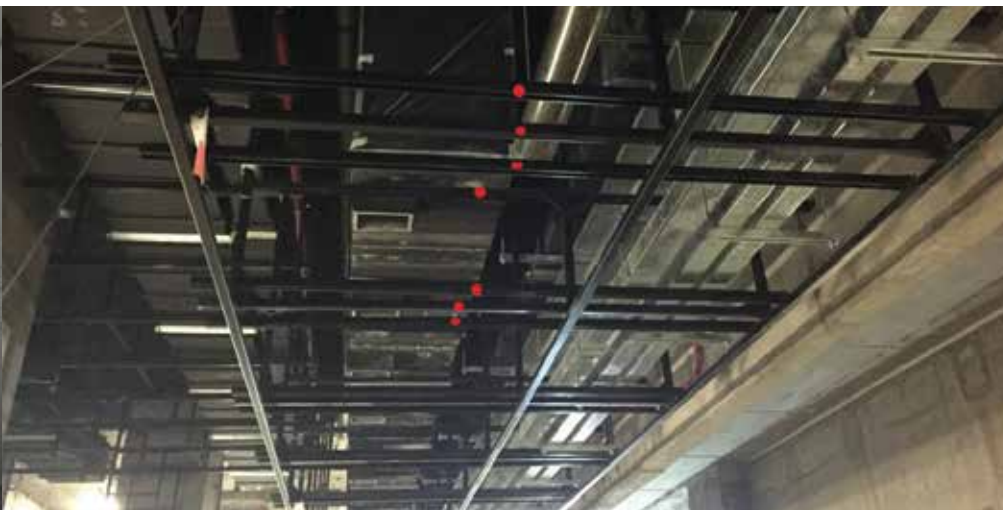
- Catering facilities
- The mammoth project has some impressive stats and facts to offer:
- Standing at 97m high, the air traffic control tower is the tallest manmade structure in Oman
 - 96 check-in counters
 - Airport will be capable of landing the new A380 air bus

- Gross area of the airport building is 345,000m²
- 115,000m² ceiling & bell frameworks
- 4,500m² stainless steel stairs / bridges
- 9,000m² wall cladding

The airport as a whole is planned to be fully functional at the beginning of 2017.



SAS AHEAD OF PROGRAMME ONSITE AT KOWLOON



The Bai San ceremony performed at West Kowloon (issue 29) seems to have brought good luck indeed. Work onsite has been progressing without any setbacks for SAS International.

SAS is ahead of programme, with the majority of ceiling tiles and baffles in manufacture. A team of 30 men onsite ensures that installation is progressing at pace, and programme completion is on target for December 2017.

A special mention goes to Site Manager Rai Bhakataraj. His outstanding contribution towards a safe working environment earned him the Leighton-Gammon Health & Safety Department recognition.

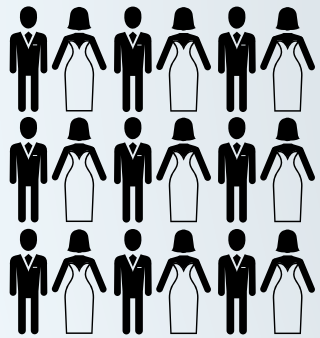


Over the last 10 years we have reported:

574
PAGES

801 ARTICLES

155
CASE STUDIES



9 WEDDINGS



21 SITES OPENED/EXPANDED

4 HEROES
HAVE SAVED **2** LIVES

43 AWARDS WON

11 AWARDS SPONSORED

22 ACCREDITATIONS WON

7 WEBSITES LAUNCHES/UPDATES

1 ROYAL PROJECT VISITS
6 MP AND GOVERNMENT VISITS

1 TELEVISION APPEARANCE



3 INSIDER REBRANDS



3 SAS LOGO/STYLE CHANGES

17 NEW MACHINES

22 25 YEARS' SERVICE AWARDS

10 MARATHONS (INCLUDING HALVES)

CHARITIES WE HAVE SUPPORTED



Insider milestones:

2006

SAS opens Dublin office

2007

New factory purchase at Bridgend / Extension to Apollo Park factory

2008

Syteline is introduced to SAS / SAS opens Abu Dhabi office

2009

SAS launches Door products

2010

SAS opens Dubai office

Big project wins and completions:



2006 - Bouygues Batiment (Win)



2007 - Charlestown Mall (Completion)



2008 - St Pancras Station (Completed)



2009 - The Maggie's Centre (Completed)



2010 - Vodafone Oporto Portugal (Completed)



2011 - Westfield / Heron Tower (Completed)



2012 - Muscat / Kowloon (Win)



2012 - The Shard (Completed)



2013 - Haramain / Barangaroo (Win)



2013 - 122 Leadenhall Street (Completed)



2014 - 20 Fenchurch St (Completed)



2014 - Snow Hill, ADNOC (Win)



2015 - Tate Modern Extension (Win)



2016 - 7th Crossrail Project (Win)



2016 - ADIB Abu Dhabi (Win)

2011

Bridgend is the first SAS factory to adopt LEAN Improvement Programme

2012

The year SAS went from postal quotations to email

2013

SAS reaches 50dB the highest acoustic level achieved by a UK manufactured suspended metal ceiling

2014

HR push for new apprentices

2015

Hong Kong office opens / launch of new SAS website

2016

SAS Project Management rebrands to SAS Special Projects

PUTTING THE A INTO SAS

SAS International is a recognised manufacturer of world-class metal ceilings. But, are we also recognised as leaders in acoustics? The 'A' in SAS actually stands for Acoustics (Special Acoustic Services Ltd). To reassert our expertise, Stuart Colam, acoustic engineer, has made it his mission to put the 'A' back firmly into SAS. Insider asked our very own Doctor of Acoustics about how he plans to do this, and here are his answers:

Stuart, can you tell us how you got into the niche subject of acoustics?

My introduction to acoustics came through studying Music and Sound Recording at Surrey University, as I was involved in a studio re-fit during my industrial placement. I subsequently studied for an MSc and PhD at the Institute of Sound and Vibration Research, University of Southampton. I joined Arup Acoustics in 2002, starting in their Cambridge office. After a secondment to the Manchester office, I started the acoustics team at the Arup Midlands Campus, which I led for six years.

But then you decided to go it alone?

Yes, I left Arup at the end of 2011 to start my own company, which develops acoustic-based products. These have included novel ideas for the building and technology sectors. The natural extension of this work has been to advise other companies on how to improve their acoustic products. After a year of project-based consultancy for SAS, I was appointed to provide regular acoustic input across the whole spectrum of your work.



So, you're putting more 'A' into SAS?

I actually didn't know what SAS stood for, but yes, I am applying my knowledge and experience in consultancy, research and product design to augment the excellent work undertaken here. After all, almost every SAS product has an acoustic function – either absorbing, diffusing or blocking sound. In addition to a product development role, I want to help staff understand more of the basics of acoustics so that they are empowered to carry out their work more effectively.

Can you give some more detail on that?

I see dissemination of knowledge as my most important role. As such, I have written training courses of varying complexity, which will be communicated across various platforms, including e-learning and in-person presentations, over the next few months. A basic understanding of what SAS products offer and how they work is important for someone in the accounts department, as it is for staff on the factory floor. Those with sales

and design responsibilities need to know even more, so that they can offer the best possible service to their respective clients. Undoubtedly, there will also be situations where my direct input will be required, such as product development/improvement or presence at sales meetings.

You've been helping with external communications too?

Contributing to the website copy was one of the first pieces of work I did for SAS and that has developed into other areas. I will be preparing regular pieces for web and print – even light hearted material for social media. Providing authoritative opinion about current and future trends will be something I engage more on, particularly as it relates to SAS products and the building sector in general.



What other examples of your work over these last three months can you give?

Much of my time is spent supporting staff on technically challenging projects. Many of SAS' clients want bespoke solutions and that often requires detailed acoustic modelling of designs. I also work closely with the R&D team and I have been actively looking at various new ideas, and I hope we can report more about these in the near future. My particular expertise in surface acoustics means that I am constantly reviewing the merits of different materials and novel ways in which they can be used.

Looking ahead, what do you see as the challenges and opportunities for SAS?

I think they are one and the same – a challenge overcome becomes an opportunity. The development of people, products and processes needs to be where our energy is placed. A 'business as usual' approach leads to mediocrity and that kind of company will not flourish – it will be overtaken by others. It is not easy to bring the best out of people – ask any parent – neither is it obvious how an already good product can be improved. However, by articulating these aspirations and making them our goal, we can achieve excellence.



THE ZIG ZAG BUILDING - A PROJECT WITH MANY ANGLES



The Zig Zag Building, also dubbed ‘The Thoughtful Building’, has changed the face of the SW1 postcode. Externally, the unique traversing façade of the building, designed by Lynch Architects, gives name to the development. The rising and receding structure results in the ‘zigzag’ shape, which, according to owner Land Securities, improves pedestrian flow and permeability in and around the scheme.

Internally, tenants benefit from the occupier-focused layout, user-friendly aesthetic and acoustic design. Part of Land Securities’ vast portfolio in Victoria, its occupants can enjoy seven private terraces, a cycle park and concierge service.

Jupiter Asset Management (JAM) chose the Zig Zag Building in the centre of London for its new headquarters because of its close proximity to Victoria Station.

Designed by HLW International, JAM’s offices occupy 56,000 sq ft of space on floors 7-9. They feature a triangular SAS System 200 ceiling for the server areas with a contemporary grey finish (RAL 7045) and

offset square trapezoidal flanged apertures for lighting. A linear System 720 was installed in the entrance hall and seating areas to mirror office walkways and provide a striking feature ceiling. System 330 enhances the bright and open office spaces, while corridor areas benefit from an acoustic lined System 320.

‘The Thoughtful Building’ earned its title by taking energy efficiency, flexibility, employee lifestyle, health and creativity into consideration. There is a focus on employee and visitor comfort, aiming to achieve this through thoughtful design.

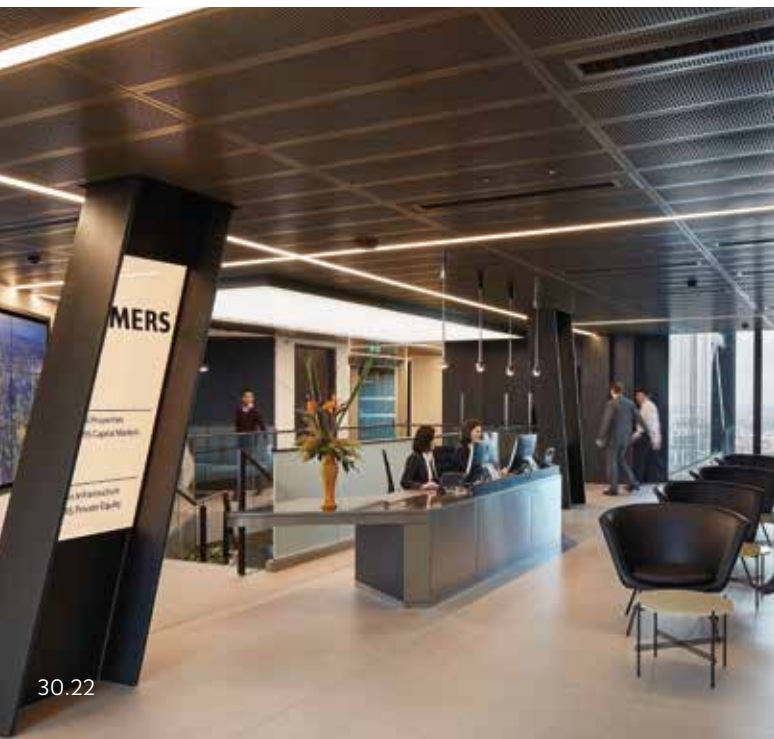
Sustainability was also high on the agenda. With a BREEAM Excellent rating, the building uses rain water and photovoltaic panels. Flexible floor plates, and an abundance of natural light are also part of its green credentials.

The end-result is 187,000 sq ft of high-end commercial office space on an island site surrounded by amenities and an imaginative new public realm. SAS International’s work for JAM, in conjunction with main contractor BW Interiors Ltd and Space Interior Systems Ltd, was completed in January 2016.





SPECIFYING OUTSIDE THE BOX – TRICELL FOR THE CHEESEGRATER





A new tenant moved into 122 Leadenhall Street at the beginning of 2016. OMERS, one of Canada's largest pension funds, re-located 70 staff to the 225m high tower, informally known as the Cheesegrater (issue 27). The company's new European headquarters are spread out over 25,000 sq ft, and include office rooms on floor 28 and meeting rooms on floor 29.

SAS International has a hard won reputation for exceptional fit-out projects in central London, spanning decades. HLW International architects needed adaptable products to ensure that the design not only provided a comfortable level of acoustic absorption, but also made a striking feature of the building's internal structure. For this to be possible, floating modules containing System 330 were installed for the open office space, integrating within the building's black steel beams.

HLW specified System 810 Tricell (RAL 7037) for the first time in a commercial office setting. Tricell is typically specified in human traffic areas due to its open cell nature for smoke extraction applications. The architects insisted on Tricell as it perfectly matched the interior theme, mirroring pre-existing triangular design features throughout the building. In addition, Tricell offered impressive acoustic performance and integrated ingeniously with lights and concealed projectors. Inside the foyer, corridors and seating areas, System 200 with a unique square perforation and bronze finish was fitted. Although frequently used in corridor applications, HLW designed the system to be installed at a 45° angle. This proved a challenging installation, but further communicated the overall design theme.

A total of 1,500m² of SAS material was installed inside OMERS' new HQ, which has the comfort of its occupants at heart. In addition to acoustic control, staff benefit from relaxing seating areas, hi-tech amenities and the now obligatory foosball table.





Barangaroo (Westpac fitout), Sydney : System 150, System 200, System 330, System 740, System 800 Trucell



Hewlett Packard, London: System 150, System330, System 800 Trucell (black)



KPMG Leeds, Leeds: System 200 gold disc, System 330, System 720



Novae, 21 Lombard Street, London: System 330 Tartan Grid



Leadenhall, London: System 200, System 330L, System 810 Tricell



Zig Zag Building, London: System 200 Triangular Panels, System 330, System 720

GET SMART, GET CONNECTED

The last few Digital Corner updates have focussed on what's happening internally at SAS. But what about construction in general? What digital advances are likely to have a major impact on us and our markets in the coming years?

The 'Internet of Things' (IoT)

IoT is heralded as being the next major sociotechnological game changer. In simple terms, IoT is a network of wirelessly connected digital devices that communicate across the internet. Everything and anything can be IoT-enabled as new products come to market with the relevant technology pre-installed. This could be your fridge, TV, alarm clock, desk, car, shoes, absolutely anything.

But why connect all these devices?

Convenience. Ran out of milk? Don't worry, your fridge knew and placed an order for you. How you interact with objects forms behavioural patterns over time. These patterns can be analysed and understood by our everyday items, enabling them to take away all the small decisions. There will be all manner of time saving devices that entice us to be ever more 'connected'.

There's also lowering bills. Worried you left the heating on, or have kids that turn on everything in the house? Proximity sensors will know if anyone is in a room and adjust heating, lighting or simply turn things off. You'll also be able to control every system in your house via a phone or tablet on the go.

What impact might this culture shift have at work?

As we become more dependent on this connectivity, we will start to demand it everywhere, including our workplaces. One of the most exciting and potentially disrupting new digital developments is the 'Smart City'.

Smart Cities will use digital technologies to make better decisions based on real time analysis of data being collected. The aspiration is to enhance our overall wellbeing by improving services and minimising energy consumption to drive cost reductions. Better cities running more efficiently and cheaply sounds pretty good for all. This is not a far off utopia (or dystopia), it is happening in cities all over the world, now.



What does this mean for the workplace?

Smart Buildings.

Staff related costs are typically 80% of a company's overheads, so it pays to keep them happy, healthy and productive. Employers consider the right building in the right location as crucial to attracting and retaining the best talent. But, such locations come at a significant premium. Minimising the amount of space leased and the cost of running that space is key to securing healthy margins.

Smart Buildings will offer the employers the data they need to run as cost efficiently as possible.

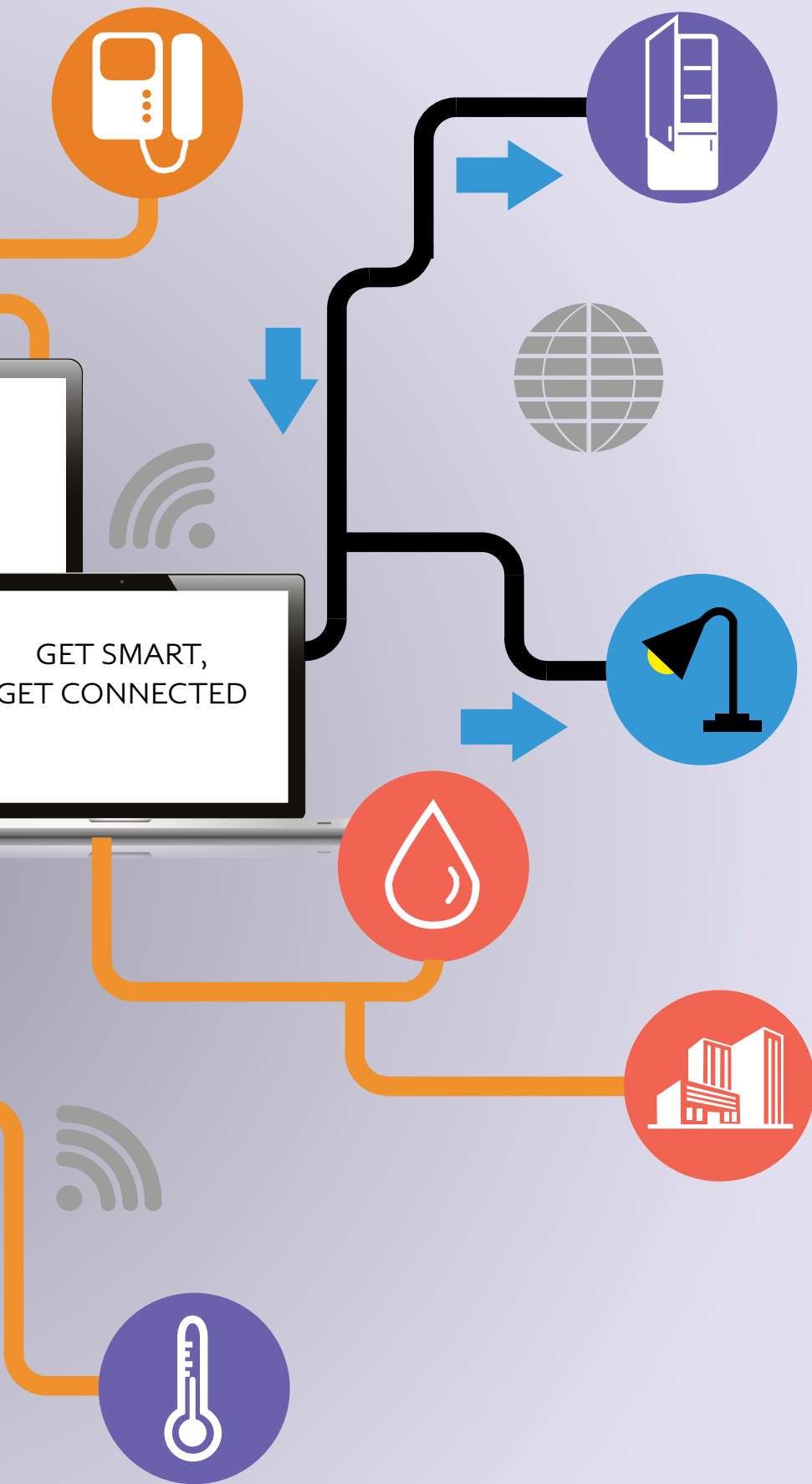
What could all this mean for construction?

Connected devices are going to revolutionise how we build. BIM, drones, automated logistics and manufacturing, project scheduling, everything will be connected and communicating.

We're not an industry known for our fast adoption of tech, but we may be forced to as the likes of CISCO, Dell, Intel and IBM are looking at construction as a huge new market. The tech giants are viewing buildings as little more than huge servers full of data to be commercialised, and they have the resources to disrupt.

At some point in the future, we predict that this data will soon be designing our buildings for us. 'Machines for working in', much like the Bauhaus methodology.

Far from being a concern, this is a major opportunity and a really exciting time to be in construction.



SAS BIM OBJECTS NOW AVAILABLE

On 4th April 2016, the Government's Building Information Modelling (BIM) mandate came into effect, requiring centrally procured public sector projects to implement BIM at Level 2. In addition, 3rd October will mark each government department's capability to electronically validate BIM information delivered from the supply chain. In timely fashion, SAS International successfully uploaded BIM Objects to the NBS National BIM Library. Suspended ceiling Systems 130, 150 and 330 were selected for their popularity with SAS' clients.



The files are downloadable from the NBS Library website and offer a detailed 3D drawing of the system features and parts. 'SAS is proud to be investing in the latest design technologies. Particularly with BIM, there is no doubt usage will be widespread in a few years. Considering the growing interest in Smart Cities, using data and technology to connect and manage transport, buildings and services will become the norm', says Matt Harrison, Product Development Engineer, Research & Development. Therefore, it is crucial for SAS to provide clients with the appropriate tools to create smart buildings which are able to better inform future users.

Each BIM object contributes to a framework of information detailing the design, maintenance, installation and disposal of materials within a building. 'The potential benefits of information exchange and collaboration are profound, promising gains in efficiency across all aspects of the construction industry', Matt continues.

'The UK is at the cutting edge of BIM implementation, with many countries following our lead. SAS International is a global organisation, and we plan to continue supporting our customers' technical needs as the industry moves to a digital construction platform.'

10TH ANNIVERSARY OF SAS DUBLIN

I am proud to say building SAS' reputation as No.1 supplier of metal ceilings in Ireland is our biggest accomplishment. We could not have done this without the strong relationships we have developed with our customer base.

Looking back over the years, our success in Ireland has been achieved by delivering value to clients and technical solutions to architects. We have also seen technology advancements within SAS. Completely changing how we work, the introduction of Syteline has provided us with 'live' order updates which enable us to provide the customer with up to date information.

However, the key to our success lies in the continued support of our leading customers, and their trust in the SAS service and products. Looking forward, we will continue to build on the success we have had to date and maintain our focus on introducing metal ceiling solutions into sectors where mineral fibre has been considered as the product of choice.

Cathal McGuinness Director, SAS Dublin

For St. Patrick's Day we raised a glass of 'the black and white stuff' on social media using some of our black and white projects to celebrate the 10th anniversary.



FAREWELL PAUL COLLINS

After 19 years of running around London, SAS' Paul Collins retired at the end of March. Paul will be very much missed by the company, particularly at Christmas when he is renowned for sporting festive knitwear!

Year on year Paul achieved sales figures in excess of £10m per annum, setting the benchmark for our sales teams. This is an extraordinary achievement, and one I hope Paul is immensely proud of.

Paul has an envious amount of travelling planned with his wife to far flung locations. In between trotting around the globe, he has agreed to return to the business periodically to mentor younger members of our team. As Julius Cesar quoted "Experience is the teacher of all things".

We all wish Paul all the very best for his retirement and we look forward to seeing him soon.

Phil Smith, Sales & Marketing Director, SAS International



TIRED AND HAPPY – NEW DADS AT SAS

In February this year, the SAS Engineering department received baby news, twice.

Allan McIlwraith and his wife Lindsay have welcomed their first addition to the family on 18th February 2016. Baby boy Ace weighed in at a healthy 7lbs 13oz and has been keeping his parents busy.

Arriving only three days later was Kayla Belle, first child to Craig and Holli Robinson. Their daughter arrived weighing 8lb 4oz and has her parents firmly wrapped around her tiny fingers.

SAS Project Developer Chris Grimmond also had a reason to celebrate. On 7th January, he and his partner Michaela welcomed their first little one. Daughter Khyia made her entrance into the world, weighing 6lbs 19oz. The family is excited and Khyia is thriving.

When you see the new dads with bags under their eyes, do offer them a strong coffee.

Congratulations from all of us at SAS!

SAS ON THE BEACH

On April 16th, SAS International Australia hosted a 'Beyondblue' charity event alongside its freight forwarders JJ Lawson. The team arranged a BBQ and relay race that involved running, swimming, and paddle boarding on Bondi Beach.

'Beyondblue' supports Australians who are affected by depression, anxiety and suicide. Daniel Fritz, Logistics Coordinator, explains: 'Mental health issues exclude no one; whether it's yourself, a family member or a friend, most people have felt the devastating effects at some point in their lives, and providing them with support is vital.'

A total of \$3,430 was raised, exceeding the \$1,500 target. A whopping \$1,000 was received from VIP transport, SAS' main local freight courier for the Sydney branch.

Everyone at SAS Australia was involved in the event, making it a true team effort. Well done SAS Australia!



SAS STEPS UP FOR THE MENCAP CHALLENGE

In 2014, MENCAP launched 'Step Up' a vertical fundraising challenge in partnership with Land Securities. 'Step Up' challenges fund raisers to race to the top of 20 Fenchurch Street, a full 36 stories high! Affectionately known as the Walkie-Talkie (issue 27), the London landmark is one of SAS' most prestigious office projects to date.

Always up for sweating for a good cause, Team SAS 'Stepped Up' on Sunday 17th July. We're very proud to say that Team SAS came 3rd out of 25 teams, with a combined time of 00:13:35. They also managed to raise over £1,500 (beating our target). SAS would like to say a big thank you to all who supported and donated to this worthy cause.

The team consisted of: Phil Taylor (team captain), Gavin Marsh, Chris Powell, Vikky Primmer and Tyler Goodenough

MENCAP is the UK's leading learning disability charity, battling against the extremely low employment rates of people with learning disabilities.

Land Securities is one of the UK's largest real estate investment trusts, developing commercial, retail and leisure properties.



A MATTER OF THE HEART – PHIL TAYLOR RUNS FOR CHARITY

Sometimes good things come from a bad situation, as was the case with Phil Taylor's daughter who was born critically ill in October 2012. Luckily, 'Cots for Tots', a charity for the South West region's Special Care Baby Unit at St Michael's Hospital in Bristol, provided all the necessary support crucial for Kezia's recovery.

To show his gratitude, Phil, SAS Sales Executive, Reading, started running in 2013 to raise money for the charity, and in 2014, his SAS colleagues Phil Smith, Mat Teare, Matthew Gillas and Martyn Brand joined him for the Henley half marathon.

Phil also recently completed the Cardiff half marathon in a respectable 1:32:00, and is hoping to tackle the Milton Keynes marathon in



3:10:00. Phil, you are our marathon man!

Please get in touch if you want to get involved with any of the above mentioned charities.

JOSH TAKES ON EPIC CYCLING CHALLENGE

The Peaks Challenge Falls Creek, Australia, is not for the faint-hearted! Recognised as one of the top ten toughest one day cycling events in the world, participants have 13 hours to tackle 235km of testing terrain. Josh Hillman, National Technical Sales Manager at SAS International, completed the course in just eleven hours, braving three major climbs: Tawonga Gap, Mount Hotham and the feared Falls Creek.

Well done Josh!

Completed a challenge lately? We would like to hear from you! Email Katherine or Gogi – kseton@sasint.co.uk; gpavlovic@sasint.co.uk



NEW STARTERS

READING

Alan Fisher Driver
 David Gomes Assistant Project Manager
 Tyler Goodenough Project Developer
 Vasil Gulev Site Manager
 Rebecca McNeaney Junior Estimator
 Brian Kinsella Senior Project Manager

BRIDGEND

Hannah Adams Planning Administrator
 Lauren Cahill HR Administrator
 David Smiles Shift Manager
 Gary Winters Buyer
 Lidia Wojtowicz Purchase Administrator

APOLLO PARK

Wayne Woodhouse Purchasing Assistant

LONG SERVICES AWARDS

15 YEARS



Darren McGill (Maybole)
 Starting Role: CNC Operator
 Current Role: CNC Tooling Co-Ordinator



Donald McWhirter (Maybole)
 Starting Role: Brake-Press Operator
 Current Role: Brake-Press Operator



Diane Thomas (Bridgend)
 Starting Role: Assembly Operator
 Current Role: Assembly Line Leader

10 YEARS

Alexander Bell (Maybole)
 Starting Role: Brake-Press Operator
 Current Role: Brake-Press Operator

Steve Burlton (Reading)
 Starting Role: Contracts Director
 Current Role: Contracts Director

Alan Morgan (Bridgend)
 Starting Role: Soenen Operator
 Current Role: Soenen Operator

Sheila Lobbett (Reading)
 Starting Role: Sales Administrator
 Current Role: Senior Sales Administrator

Dean Griffiths (Bridgend)
 Starting Role: Press Operator
 Current Role: Soenen Operator

Philip Wright (Apollo Park)
 Starting Role: Sales order co-ordinator
 Current Role: Sales order processor
 *one day off sick in 10 years!

Przemyslaw P Narewski (Bridgend)
 Starting Role: Maintenance Technician
 Current Role: Rollform Team Leader

Kim Stewart (Bridgend)
 Starting Role: Assembly Operator
 Current Role: Assembly Operator

Piotr Mazurek (Bridgend)
 Starting Role: Operator
 Current Role: Rollform Team Leader

Scott Davidson Snr (Maybole)
 Starting Role: Dressing Operative
 Current Role: Dressing Operative

5 YEARS

Paul Dillard (Apollo Park)
 Starting Role: Machine Operator
 Current Role: Machine Operator

Harold R J Batley (Bridgend)
 Starting Role: Toolmaker
 Current Role: Toolmaker

Jeanette Watts (Reading)
 Starting Role: Estimating Administrator
 Current Role: Estimating Administrator

Julien Connan (France)
 Starting Role: Sales Manager
 France & Benelux
 Current Role: Sales Manager
 France & Benelux

SAS INTERNATIONAL MIDDLE EAST AND NORTH AFRICA



It's an exciting time in the Middle East and North Africa for SAS International. Based in Dubai, our services are split into three categories to cover the construction requirements of the region. Monish Mohan and Salish Thaivalappil lead the Commodities Business while Mike Collins, Sahel Dannaoui and David Booth develop our Specification Sales department. Our third area is Flagship Mega Projects such as International Airport and Railway developments.

Saudi Arabia and Abu Dhabi continue to be the core markets for SAS, with growth in the transport and education sectors. We are also increasing the size of our sales team in Doha and Qatar where a number of sport, leisure, petroleum and transport structures are being built. The 2022 Football World Cup alone will see the improvement of the metro system and numerous hotels as well as many new stadiums and leisure facilities.

With the Expo 2020 in Dubai, we are expecting the lead up to 2020 to be a busy time for the region. While most of the exhibition spaces will be temporary, SAS will be contributing to the surrounding infrastructure and landmark projects that will be central to the event. We also look forward to participating in a number of activities as part of the Expo.

Bruce Vallance,
Commercial Director



JAYA ANTHONY

Project Developer/Office Administration

What has been your biggest challenge at SAS International so far?

The technical submission for ADNOC HQ. It felt like a never

ending process but I'm glad it was sorted at last.

What has been your favourite SAS regional project?

Kuwait Cultural Centre and King Abdullah Sports Stadium. Everything fell into place at the correct time and the orders were placed quickly.

What do you most enjoy about working at SAS?

The focused and dedicated work atmosphere. The whole team is good at multitasking and everyone is supportive of each other.

What was your proudest moment outside of work?

Recently, when my 4 year old first attended school.



ABDUL RAUF

Warehouse Assistant

What has been your biggest challenge at SAS International so far?

Fixing the steel acoustic backing plates to the tiles in the mock-up and samples for the Dubai Opera House project was a challenge as it required precision.

What has been your favourite SAS regional project?

ADNOC HQ, because we installed good quality SAS ceilings.

What do you most enjoy about working at SAS?

The good working atmosphere.



MIKE COLLINS

International Sales Manager

What do you do on a typical working day?

I am responsible for specification sales to major projects throughout the UAE, Kuwait, Oman and India. I like to keep in touch with a large network of contacts throughout the day, keep up to speed with what's happening in the marketplace and ideally, sit face-to-face with an architect

or client with a brand new major project.

What has been your favourite SAS regional project?

That's easy – Kolkata Airport, India. I travelled to India many times and got invited to the inauguration ceremony too – a real VIP event – opened by the President of India with lots of dignitaries, brass bands and military marching too!

What do you enjoy most about working at SAS?

I like the variety of work, the mix of technical and commercial challenges. I've also formed some great personal friendships with my customers over the years.

What future projects are you working on?

Bahrain Airport, Muscat Airport and Criminal Evidence HQ in Kuwait.



MUHAMMED PERVEZ HASHMATH

Driver and Warehouse in charge

What do you do on a typical working day?

I deliver samples, bank deposits and visas. I also pick up visitors from airports and check warehouse deliveries - managing stock allocation and supervising container offloading.

What are your hobbies and interests outside of work?

Cooking and sightseeing.

What was your proudest moment outside of work?

My family's first visit to Dubai.



DAVID BOOTH

Technical Sales Manager

What do you do on a typical working day?

It's never typical! Assisting five sales members with technical support, reviewing new enquiries, giving technical presentations to consultants/architects and managing

projects I am personally perusing as a salesperson.

What future projects are you working on?

Two of my Sales Projects are currently Riyadh Metro and Emirates Advanced Investment HQ in Abu Dhabi. Both would be fantastic prospects for SAS and could have high valued specifications.

What are your hobbies and interests outside of work?

Playing in the sand and riding camels! Enjoying Dubai's beaches or quad biking in the massive sand dunes out in Al Ain (when it's not too hot).

What was your proudest moment outside of work?

Marrying my wife!



MONISH MOHAN

Sales/Estimation Engineer

What do you do on a typical working day?

Technical presentations to consultants, reviewing enquires, preparing estimates

for the stock product and conduct Technical Training for Contractors.

What has been your biggest challenge at SAS International so far?

Pricing competition with locally made products.

What has been your favourite SAS regional project?

Mohammed Bin Rashid Space Centre. This is the first project in Dubai for which we have supplied the SAS System 750 Tubeline linear ceiling.

What was your proudest moment outside of work?

Recently, when I became a father.



SALISH THAIVALAPPIL

SOP Administrator

What has been your biggest challenge at SAS International so far?

Getting to know local customs and clients in the Middle East has been a big challenge.

What has been your favourite SAS regional project?

The Daimler Office fit-out. We have supplied for five phases of this project from the Dubai stock.

What future projects are you working on?

Retail projects including Zoom Supermarkets and the Johnson & Johnson office fit-out.

What are your hobbies and interests outside of work?

Watching cricket and I love traveling to new places.



HANNAH MAE OLAYVAR

Secretary/Research Assistant

What do you do on a typical working day?

I respond to client calls and emails, chase contractor quotes and order dates, make Syteline updates, prepare technical submissions and presentations, send samples and literature, and arrange meetings and appointments.

What has been your favourite SAS regional project?

ALDAR HQ in Abu Dhabi. It was already finished when I joined but whenever I go past the building, I feel proud to say that my company installed the ceilings in one of Abu Dhabi's most iconic buildings.

What future projects are you working on?

The Tower in Dubai Creek, Al Maktoum International Airport Expansion, and Retail and Healthcare sector projects.

What are your hobbies and interests outside of work?

I love organising and making DIY projects during my spare time. I also enjoy spending quality time with my family.



SAHEL DANNAOUI

Sales Manager for Kingdom of Saudi Arabia

What has been your biggest challenge at SAS International so far?

Convincing clients that they should change their specification from mineral fibre to metal ceilings and explaining the benefits because of the difference price wise between both products.

What do you most enjoy about working at SAS?

First, I am confident about the product we are supplying. Second, communication with top management - it's so easy to communicate and request support from management and they are so friendly and helpful.

What future projects are you working on?

Imam Mohammed Bin Saud University Engineering College, Maddinah Hajj City 2 towers, King Saud University College of Tourism, International Convention Centre Maddinah, Riyadh Metro lines 1-6 and King Khaled International Airport T3 & T4.

What are your hobbies and interests outside of work?

Here in Saudi there's not much more to do other than read books and watch TV. However, in Lebanon I enjoy swimming, skiing, tennis and the nightlife.

