

Issue 31

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insider



manufacturing world-class interiors



Matthew Mills



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Cover picture: Chanel Offices, Dubai

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Dear colleagues, welcome to the first Insider of 2017! As I write this, it's Valentine's Day and as luck would have it, this edition is all about relationships. (#totallyplanned)

On the opposite page you'll read about one of our long term commercial relationships with contractor Al Kahf LLC in Oman. Working together, we have delivered over 250 healthcare projects to the region! A testament to what a successful relationship can bring.

On p4-5 we go on to talk about the importance of internal relationships with colleagues and how to celebrate them. There's also an update on our first ever charity golf day, another opportunity to strengthen bonds between staff and customers.

Our News section celebrates our successes as we highlight some of our projects' recent awards and Project Wins. Following on from this on p12-15, we tell you all about some of the best projects we're On Site with. As always we're delivering some of the most aspirational new build and renovation projects around the globe.

Few of us had much of a relationship with our old metal ceiling brochure. So, to rekindle that spark we went about a major overhaul and facelift – read all about why from p16.

Next as always is the Case Study section (p19+). We've included a diverse selection of some of the most interesting, high calibre projects recently completed. Leisure, transport, education and commercial office sectors all feature. It's great to see such a cross section of the market and such a wide variety of remarkable design solutions.

The newest member of the marketing team, Ellie Losty is developing into a photo hunting superstar! You can see just some of the projects she's collected from p24.

But what of our staff news? Team SAS (p31+) will bring you up to speed with charitable events and major milestones from across the regional offices.

Finally, we introduce you all to our hard working, multi-talented, multi-lingual Export team. It's no secret they deliver some of our most rewarding and challenging projects. Read all about what makes them twitch, I mean tick on p32!

Huge thanks as always to the contributors to this edition and my hard working super-sleuths Gordana and Katherine. The *Insider* is only as good as the people who contribute stories, so let's not let that relationship slide!

Matt
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



Left to Right: Mike Collins, Sebastian Joseph, Jon Wood.

INTERVIEW WITH SEBASTIAN JOSEPH (AL KAHF LLC) AND MIKE COLLINS (SAS DUBAI)

Omani-based contractors Al Kahf LLC has specified SAS International for over two decades, nurturing a close working relationship. Success is set to continue with a 20,000m² order of SAS150 for the Inflight Catering Facility at Muscat Airport.

Sebastian Joseph project manager at Al Kahf and Mike Collins from the SAS Dubai office recently visited SAS Bridgend. *Insider* caught up with them to gain an insight into the success behind the long-term working relationship.

Insider: How long have you been working with SAS and where did it all begin?

SJ: Al Kahf has specified SAS ceilings for nearly 25 years in Oman.

MC: Sebastian has a strong relationship with the Ministry of Health and particularly with Dr Ali who is a key specifier for the healthcare sector in Oman. The classic Arabic architectural style consists of low rise buildings, light colours and little glass or curtain walling. Dr Ali chose SAS120 in RAL 9010 with Sebastian over 20 years ago. He liked the quality and has stayed with it ever since.

SJ: Dr Ali is strict with quality and service, ensuring that every project is completed to a high standard and on time.

Insider: What have been some of the best joint projects so far?

MC: I believe our best projects have been the Psychiatric Hospital and the National Heart Centre. Both projects were in Muscat with a combined requirement of around 40,000m².

SJ: I agree. The Psychiatric Hospital was unusual compared to previous projects. It had

a combination of plaster and metal ceilings along with the multi-purpose auditorium with high acoustic properties. Another interesting project was the hospital on Masirah Island, a remote island in the Gulf of Oman. Access to Masirah is only possible by a small car ferry, presenting a complex logistical challenge for you and us!

Insider: What projects can we look forward to?

MC: SAS150 has been specified in the new Sultan Qaboos Accident & Emergency University Hospital in Muscat. Providing easy void access, it's an opportunity to prove the benefits of other ceiling systems in addition to SAS120.

MC: As part of our factory tour today, we showed Sebastian the extensive Kowloon Station project production line. Looking at

the process for creating the Kowloon Station baffles gives Al Kahf confidence in our manufacturing capabilities. It provides tangible proof of the quality of our product. The new Duqm Airport requires a similar SAS510 system (shaped baffles) with bespoke aluminium extrusions. Sebastian can take a section of the Kowloon extrusion to the client as a sample of the product without needing a mock-up.

SJ: Thank you very much for giving me the opportunity to visit your factory. It was fascinating to see the scale of production and the skills of your staff as well as the Kowloon project.

MC: To date we have worked with Al Kahf on over 220 hospitals and health centres across Oman. We look forward to working with Sebastian and Al Kahf LLC for another 25 years!



Dr Ali (centre) in traditional dress at a Ministry of Health opening ceremony in Oman.

CELTIC MANOR DINNER & DANCE WEEKEND

SAS International recently held a ‘Dinner & Dance’ for staff and partners at the Celtic Manor Resort in Wales. We haven’t done this for a long while and it was great to see so many faces from across the wider team!

Siobhan McElhinney and the board wanted to reward the team for all their hard work. The top secret “Project September” (*No-one would suspect!*) initiated the planning for our first companywide event in over 15 years.

World famous for the 2010 Ryder Cup, the hotel was a beautiful venue. For those that didn’t immediately hit the bar the resort offered world-class facilities, golf and outdoor activities.

149 guests were welcomed on arrival with a letter from the McElhinney family and Board of Directors. The suitably spruced up guests later sat down to a delicious three course dinner and complimentary drinks. Speeches from Siobhan McElhinney, Todd Altman and Eddie McElhinney thanked the event organisers and bid happy retirement to John James. (*Siobhan also thanked our other halves for putting up with SAS widow syndrome!*)

Highlights of the event included the awesome Brotherhood Showband and a thoroughly entertaining photobooth with props. For those that couldn’t make it, you missed an amazing company event. We hope that this will become an annual feature in the SAS calendar!

Our sincere thanks to the McElhinney family for a thoroughly enjoyable evening and wonderful weekend.



NEW MIDDLE EAST WEBSITE AND OFFICE

Specifically tailored for the Middle East region, online visitors can now browse projects and news updates from the Dubai Office. You can visit www.sasint.ae or select ‘Middle East’ in the global dropdown menu via the group website (sasintgroup.com).

The Dubai team has also relocated to a new office in the European Business Center on the Dubai Investment Park. Closer to the E311, SAS now stands in a prime location. Easily accessed from Sheikh Mohammed Bin Zayed Road, our new Dubai address is:

SAS International
Office 286, Level 2, European Business Center
Dubai Investment Park P.O. Box 450575
Dubai, United Arab Emirates





JOHN JAMES RETIREMENT

John James has been at the heart of SAS in Bridgend for nearly 30 years. It would be entirely remiss of the *Insider* not to take the time to reminisce with him before he left.

Insider: Where did your career start at SAS?

JJ: I started working at SAS International in May 1988 as Materials Manager. Back then we had 100 employees... now we have over 350 and have significantly increased output and turnover. Within a short period, I accepted the role of Plant Manager.

My first challenge was making Stansted Airport. It was SAS Contracting's biggest job and utilised material bought from GEMA which Eddie owned at that point.

Insider: You must have seen many hundreds of projects – do you have any favourites?

JJ: Hong Kong Airport (Chep Lap Kok), Ataturk Airport, Barangaroo and Kowloon. I know it's ongoing but the new Bloomberg project is the best and most complicated job SAS has ever done.

Insider: You thoroughly deserve your retirement, but will you miss anything in particular?

JJ: The pace of life in the factory. 24 hours a day, 7 days a week, you cannot be away from it to succeed.

Insider: Is there anything you won't miss?

JJ: I won't miss the old Project/Manufacturing Reviews on Saturday mornings. Run by Eddie, the meetings could run for at least 10 hours!

Insider: Were there any moments that still stick out in your time with us?

JJ: Many! But the main ones are:

- Starting the slitting line in 1988 - 'Billy the Slitter' joined the same day as me.
- Arrival of the Soenen 1 in 1989 - this was a ground-breaking move for our industry because up until then UK ceiling manufacturers were all still buying perforated steel from abroad.

- Arrival in 1996 of the Wemo 1 – again, a first in the UK ceilings market.
- Sitting in the pits at Monaco, listening to Eddie 'telling' our Porsche drivers how to drive!

Insider: So how do you plan on spending your retirement, pipe and slippers?

JJ: I have a hut near Guildford so I might buy a history book and explore London by foot. I will pop up occasionally, working part time in 2017 to assist where needed. We need to maintain the great company that SAS has been since the beginning.

Insider: John, you've been instrumental in the success and development of the Bridgend factory. We wish you a restful and thoroughly deserved retirement!



SAS CHARITY GOLF DAY

On 16th September, SAS International raised over £4,000 for MNDA (Motor Neurone Disease Association) at the SAS Charity Golf Day.

The event was an opportunity to thank suppliers and clients, as well as raise some funds for a worthy cause. 64 golfers took part in the thoroughly successful tournament held on the Championship Course in the beautiful Forest of Arden.

SAS International would like to thank the companies that sponsored the event. The day was a great success and plans are already being made for 2017.

Sponsors: Press Metals UK Ltd, AkzoNobel, Extrusax, React2Recruitment, Richard Austin Alloys, Elumatic, Interpon, Pontrilas Packaging Ltd, International Timber, Vicaima Ltd, Lorrient UK, Fire Glass UK, Envisage UK, Laidlaw, Proactive Personnel, SIG, GCI and Ultima.



Competition winners

Winning Team

Team 3 - Angelo Bisceglia (CCF), Bill Jarman (TimK-Construction Ltd), Stephen Hughes (SAS) and Simon Humphrey (SIG Interiors)

Nearest the Pin - 8th Hole

Peter Goddard (International Timber)

Nearest the Pin - 18th Hole

Jim Nania (Stortford Interiors)

Longest Drive - 12th Hole

Dale Wilson (DAA Construction)



CITY OF LONDON BUILDING OF THE YEAR

This prestigious, annual award is presented to buildings positively impacting communities or achieving architectural significance within the City of London. This year Fletcher Priest Architects and Sauerbruch Hutton were presented with the City of London Building of the Year Award for the No.1 & 2 New Ludgate development.

Fletcher Priest and Land Securities (client) have specified SAS International on multiple

schemes across London. The architects were commended for making the new build into a 'destination' for users and the public with their multi-purpose design.

A suspended SAS330 ceiling overcame the design challenges presented by the shape of the interior within the open plan office. Radiused trims and trapezoidal tiles created a sublime transition between the straight and curved areas of the project. In addition to this, unique LEDs

required bespoke apertures to be pre-formed within the ceiling panels during manufacturing. SAS330's high absorption properties also effectively managed the acoustic wellbeing demands within the space created.

Previous winners of the City award include The Leadenhall Building which also features multiple SAS International ceiling solutions.

BRITISH COUNCIL FOR OFFICES NATIONAL AWARDS

The BCO National Awards were held on 4th October 2016 at the Grosvenor House Hotel in London. Attracting over 1,300 key players in the industry, the event is considered one of the most prestigious in corporate real estate. Guests were entertained by Miles Jupp, BBC Radio 4's award winning comedian, writer and presenter of the awards.

The experienced judging panel look for top quality design and functionality, acknowledging innovation and brilliance in office space design.

As Gold event sponsors, SAS International's UK Divisional Director, Paul Aubrey, presented the 'Best Fit-out of Workplace' category. Rock Townsend Architects won the award for their Berghaus HQ in Sunderland.

During the event, Paul commented:

"I would like to thank our hosts from the British Council for Offices for organising another fantastic evening. The National BCO Awards are an opportunity to celebrate outstanding workplace design and fit-out from projects across the UK."

In total 10 nominated projects feature SAS ceiling systems:

- 1 Carter Lane, London
- 22 Station Road, Cambridge
- 110 Queen Street, Glasgow
- 122 Leadenhall Street, London
- 740 Aztec West, Bristol
- Alphabeta, 2 Worship Street, London
- CMS, 78 Cannon Street, London
- PwC Bristol, 2 Glass Wharf, Bristol
- Ty Admiral, David Street, Cardiff
- VWFS, Delaware Drive, Milton Keynes

*For full information on these projects please visit our website's project pages: sasintgroup.com/projects



110 Queen Street, Glasgow

Project Name: 110 Queen Street
 Client: BAM Properties
 Architect: Cooper Cromar Architects / BAM Design Ltd.
 Main Contractor: BAM Construction Ltd. (Scotland)
 System(s): SAS130, SAS330
 Area: 12,000m²
 Location: Glasgow
 Completion Date: 2015

Winner of the Regional BCO Commercial Workplace Award for Scotland.



VWFS, Delaware Drive, Milton Keynes

Project Name: VWFS
 Client: Volkswagen Financial Services Ltd.
 Architect: Scott Brownrigg / Peter Haddon & Partners
 Main Contractor: Vinci Construction UK Ltd.
 System(s): SAS130, SAS330, SAS750 Tubeline
 Area: 6,250m²
 Location: Milton Keynes
 Completion Date: 2014

Winner of the Regional BCO Fit-Out of Workplace Award for Midlands and East Anglia.



122 Leadenhall Street, London

Project Name: 122 Leadenhall Street
 Client: British Land/Oxford Properties
 Architect: Roger Stirk Harbour + Partners
 Main Contractor: Laing O'Rourke
 System(s): Bespoke SAS200 Triangular Panels
 Area: 10,000m²
 Location: London
 Completion Date: 2015

Winner of the National BCO Commercial Workplace Award.



PWC SPECIALITY LEVELS OVER AT BARANGAROO

SAS International has won both the fit-out and speciality levels in Tower 1 of International Towers Sydney at Barangaroo South. Client PwC required a dynamic environment allowing for collaborative work for both staff and client teams.

SAS supplied all of the original ceilings allowing the architects to simply incorporate their design into the existing base build. The original high quality SAS ceiling only required minor tweaking to suit the demands

of the tenant. This achieved a huge cost saving over replacing the entire ceiling with a new Cat B option.

Covering four storeys, the speciality levels are specified with SAS330, SAS205 (corridors) and SAS750 Tubeline. High acoustic performance was an essential requirement to maximise productivity in the open plan space. SAS also needed to incorporate active beams, lighting and other services into the design whilst maintaining a seamless appearance.

Influenced by Greenwich Gateway Pavilion, the Tubeline installation runs up a circular column then radiates out from the top. Curved bulkheads were also supplied to the client levels matching the radius of the perimeter ceiling.

Barangaroo's Tower 1 is Australia's largest premium office building. Approximately 26,500m² of SAS systems have been installed within the PwC offices to date.

AUCKLAND AIRPORT, NEW ZEALAND

SAS International has recently started manufacturing ceilings for New Zealand's largest and busiest transport hub, Auckland Airport. Celebrating 50 years' service, the airport is expanding multiple areas including doubling the size of its international departure lounge.

New Zealand architects Jsmmax designed the expansion in partnership with Gensler, respected globally for their major infrastructure expertise. The client brief centred on improving sense of space and relaxation for all passengers and staff. Key improvements include processing, security and customs as well as retail, dining and customer waiting areas.

Gensler approached SAS International for design assistance with four ceiling systems, including a 'cloud' ceiling design using SAS510 baffles (waveform). The development is SAS' largest infrastructure project in the southern hemisphere and is worth over \$1.5m (NZD).



In addition 14,000m² of SAS740 linear profiles will be installed over the new retail hub. 6000m² of SAS750 Tubeline will also span across the passenger lobby area. Finally, 1500m² of SAS330 will be installed to the new customs and security screening area.

Home to some of the world's most spectacular and diverse scenery, New Zealand is becoming a leading international tourist destination.

By 2044 Auckland Airport predicts handling over 40 million passengers a year, necessitating the expansion. (For LOTR fanatics, *Insider* contacted Auckland's PR team regarding the impact the films have made to tourism in the area. Their official response was "...the films have significantly increased tourism in New Zealand. Unfortunately, the expansion does not include facilitating dragons, so Smaug will have to put up with the Lonely Mountain...").



MAJOR CONTRACT WON AT CROSSRAIL WHITECHAPEL STATION

SAS Special Projects has won a £1.8m ceiling package for the £110m new build Crossrail Whitechapel Station in East London. The bid team consisted of SAS Special Projects, architect and MEP consultant MSPS (Morgan Sindall Professional Services) and main-contractor BBMV (Balfour Beatty-Morgan Sindall-Vinci).

SAS Special Projects will undertake the design, manufacture and installation of SAS750 and SAS330 in four main areas:

- Station concourse (SAS750 Tubeline)
- Hammersmith & City Line (SAS330)
- District Line (SAS330)
- East London Line (SAS330)

It took the combined team over three years to realise an approved design from initial concept. Working closely with all parties was essential to the success of the outcome.

The approved curved SAS750 design will feature three shades of anodised bronze

spanning the principle concourse of the station.

Crossrail Whitechapel Station will be the third major project Special Projects has secured on the Crossrail programme. (The other two stations being at Paddington and Liverpool Street).

The station will form part of the new Elizabeth Line improving transport links between East and West London. Due for completion in 2018, the new station promises to further enhance the Whitechapel area.



WESTQUAY WATERMARK, SOUTHAMPTON

Adjoining one of the south's biggest shopping centres, Hammerson's £85m leisure-led development soon demands visitors' attention. Overlooking Southampton's historic city walls, phase one of Westquay Watermark will offer visitors a contemporary leisure experience. The facilities will also incorporate a range of new restaurants, a 10 screen luxury cinema and a new public plaza.

The most striking external feature is an impressive 1,400 tonnes of curved stainless steel organically striating the façade. Architects GMW and ACME aspired to create as striking an interior space. Inspired by

Greenwich Gateway Pavilion, the façade's distinctive linear appearance will be emulated internally using curved SAS750 Tubeline.

SAS Special Projects has been awarded the system design, manufacture and installation by main contractor Sir Robert McAlpine. In total 650 linear metres of bespoke three inch diameter SAS750 Tubeline will be installed. The Tubeline system will be fixed externally as well as internally to seamlessly transition the façade into the building. The external installation will be situated above the balcony and line the soffits to maintain the façade design.

The ability to curve SAS750 to a required radius was a key specification criterion. Colour matching was another winning factor, assisting the visual transition from one system to another as façade melds into interior.

Phase two of the project has the potential to construct a residential tower, further retail space, a hotel and flexible office space. The regeneration scheme will also provide improved pedestrian and transportation links across the city's regions.

Due for completion in summer 2017, Watermark WestQuay has already achieved a BREEAM Excellent rating for design.



ROYAL COLLEGE OF SURGEONS, IRELAND

SAS linear ceilings will feature in the Royal College of Surgeons New Academic Educational Building (NAEB) in Dublin. Briefed to create an ambitious, inspiring training facility, Henry J Lyons Architects also greatly improved students access to amenities.

SAS740 will enhance the practical requirements, offering multiple options for service and lighting integration within corridors and walkways. The aluminium extruded profiles also provide a contemporary feel that will be consistent across multiple levels of the building.

A bespoke SAS720 linear-plank ceiling provides a subtle yet dynamic aesthetic within the public and communal spaces in the build. In keeping with the linear design, the c-profiles will be rolled to match the width of the architect's light fitting. Splices enable long continuous runs offering complete flexibility as to where to locate lights.



NETWORK RAIL LONDON BRIDGE STATION

Originally built in 1836, London Bridge's mainline station is one of the oldest in the world. Officially the city's fourth busiest station, it is currently undergoing a major £6.5b upgrade.

Grimshaw Architects has been appointed to mastermind the redevelopment. They engaged SAS Special Projects having previously experienced their expertise when collaborating on major transportation projects such as Heathrow Airport.

As part of the upgrade, SAS Special Projects is currently installing two key architectural metalwork systems:

- 1,300m² (approx.) of aluminium PPC panels
- 2,200m² of stainless steel panels (escalators in the central London railway link)

The transformation of the station includes a large new concourse and several new platforms. SAS Special Projects' installations to the escalators, stair cladding and soffit panels will feature across each.

The first and second phases of the project have now been completed. SAS is currently at the design stage of the final phase which is due to commence imminently. All upgrade works are planned for completion in 2018.



BOND STREET STATION, LONDON UNDERGROUND

Bond Street Station, located in London's busiest retail district, is undergoing a major upgrade to improve accessibility and capacity. An interchange between the Jubilee and Central lines, the station will also connect to Crossrail's new, recently named 'Elizabeth' line.

Acclaimed engineering consultants Atkins and Halcrow (CH2M) appointed SAS Special Projects to assist with the tunnel packages. Special Projects are installing 600m² of SAS wall panelling and 430m² of bespoke SAS330 ceilings within the southern tunnels.

SAS will also install 150m² of wall panelling within the northern tunnels to protect and connect the station's communication systems. In addition, 600m² of curved SAS PPC ceilings have been designed for installation.

Elsewhere, 110m² of wall panelling and 350m² of SAS150 are to be installed at the Marylebone entrance. This new entrance has been introduced to accommodate the expected increase in passengers using the station every day.

Bond Street is due for completion in April 2017.



177 PACIFIC HIGHWAY, SYDNEY

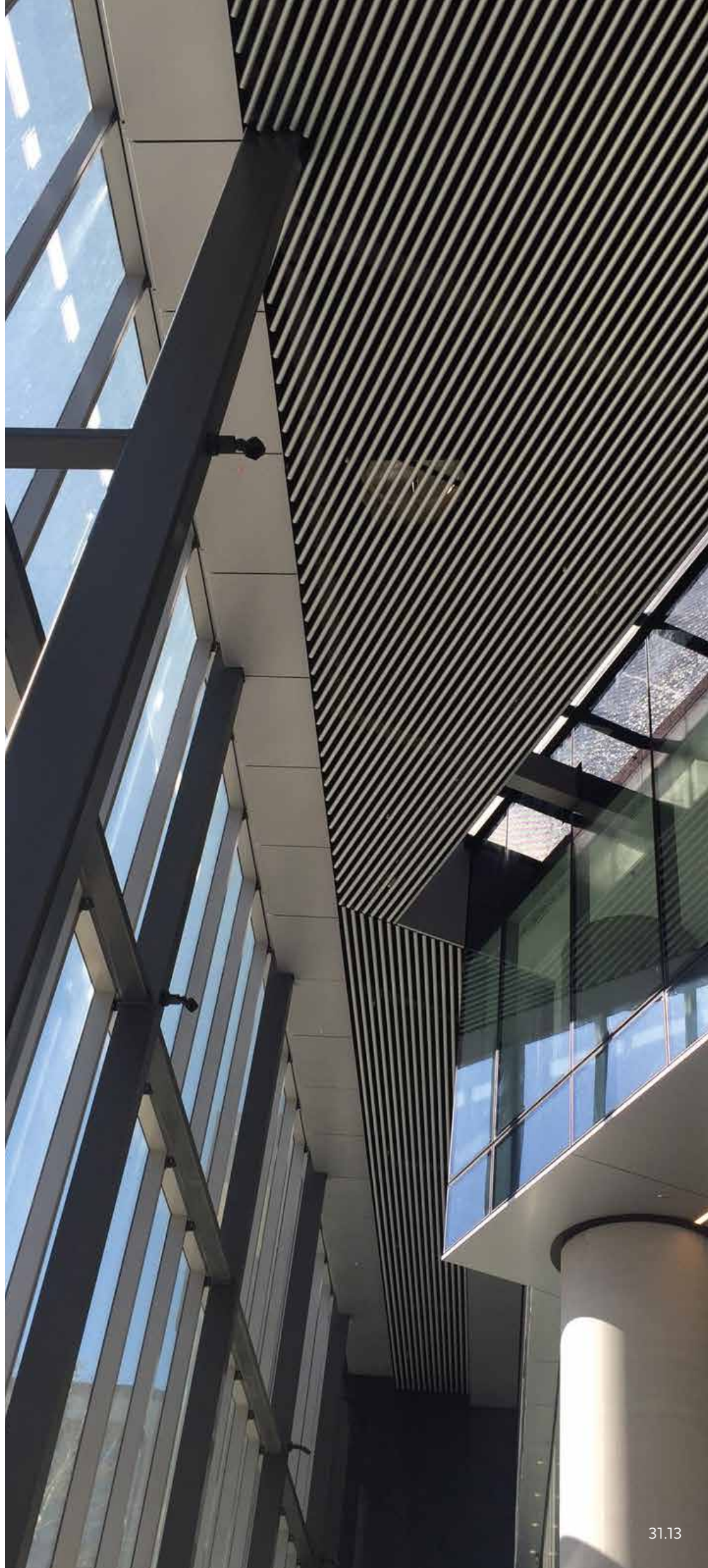
Designed by renowned Architects Bates Smart, 177 Pacific Highway is one of the tallest A-Grade office towers in Australia. Located 3km north of Sydney's Central Business District, the AUS \$400M development is an impressive addition to the CBD skyline.

The first commercial project constructed in North Sydney for 6 years, it boasts large floorplates and spectacular Sydney Harbour views. Leighton Group both developed and built the site, 75% of which will become their new group headquarters.

Bates Smart specified silver anodised SAS750 Tubeline in the high level atriums and lobbies for its linear aesthetic qualities. The bottom levels offer an alternative, vibrant atmosphere featuring a public garden plaza with surrounding café and retail areas.

Working with main contractor CIMIC, SAS supplied various lengths of SAS750 to suit the design and installation. CIMIC has installed approximately 800m² of Tubeline within the main lobby areas, also known as the 'high specification' zones.

177 Pacific Highway targets a 5 Star Green Star – Office Design v3 and 5 Star NABERS Energy rating. SAS completed the project in September 2016.



333 GEORGE STREET, SYDNEY

Situated amongst several SAS projects, 333 George Street is a new development right on the corner of Martin Place. Hailed as 'the future' of Sydney's commercial development, the CBD's latest edition provides 18 levels of mixed-use retail and workspace.

Exemplifying access to natural daylight within a building, the grade A tower has floor to ceiling windows overlooking the city. Occupants aren't denied access to fresh air either; five cascading rooftop terraces allow them to make the most of Australia's glorious sunshine during breaks.

Award-winning architects Grimshaw and executive architects Crone Partners demanded an interior to push the boundaries of workspace design in Sydney. The practices approached SAS for assistance, understanding their expertise in the design and manufacture of quality acoustic ceilings. Some constraints existed within the building due to the positioning of services, lighting and active chilled beams. SAS assisted in the design of a bespoke ceiling with the flexibility to overcome these design issues.



To accommodate the active chilled beams and lights, 8,000m² of modified SAS330 suspended ceilings were installed throughout the main offices. This feat required the design of a new 18mm wide suspension profile specifically tailored for 333 George Street's fit-out. The results speak for themselves.

333 George Street achieved a 5 Star Green Star Energy Rating and a 5-star NABERS Energy rating. Completed in September 2016, the project is a standout showcase demonstrating the best of sustainable and intelligent design.

ARTHUR COX PROJECT, DUBLIN

The new Arthur Cox headquarters has benefitted from the combined design expertise of architects Scott Talon Walker and SAS International. Based at Earlsfort Terrace in Dublin, the fit-out boasts a hybrid SAS330 system incorporating mega panels and unique service tiles. The combination of tartan grid suspension and large format tiles creates a bold yet uncomplicated aesthetic within the office space.

A specific M&E requirement posed a design challenge that standard off the shelf ceilings simply couldn't accommodate. Having worked with SAS for many years, the architects designed a concept service tile they were confident SAS could manufacture. The main aim of the collaboration was to design a ceiling that reduced the number of panels requiring service apertures. If successful, a secondary consideration was to use the same design on future projects, such as Miesian Plaza.

SAS International developed the concept design into a fully manufactured product. It consists of five unperforated squares creating single unit capable of carrying fire detectors, movement sensors and other electrical devices.

Arthur Cox is the largest firm of solicitors in Ireland specifically dedicated to infrastructure, construction and utilities. Located near St Stephen's Green in the city centre, the new office is due for completion in 2017.





THE MIESIAN PLAZA TAKES SHAPE!

Originally built in the 1970s by the late Ronnie Tallon, the listed buildings of the Miesian Plaza are undergoing refurbishment. A total of 218,724 sq. ft. of commercial office space is receiving an extensive upgrade to ensure future workplace relevance.

SAS330 tartan grid features throughout the open plan offices. Created in collaboration with SAS International, architects Scott Tallon Walker specified the multi-service panels originally designed for Arthur Cox. Reducing the services required across the ceiling plane, the feature also improves speed of access during ongoing maintenance.

Mirroring the original external bronze cladding, the entrance halls also feature bespoke bronze anodised architectural metalwork and ceiling systems. Block 1 is the largest of the three buildings. Here, visitors will be greeted by a double height entrance hall with anodised bronze bulkheads and integrated lighting panels.

In Block 2, anodised wall panelling and bulkheads will frame the reception area. Complementing this will be bespoke metal ceiling panels to improve the acoustic comfort of the space.



An anodised aluminium lighting grid in Block 3 creates an Art Deco revivalist feel to the refurbished 1970s build. The bespoke tartan grid houses translucent acrylic mega panels to evenly diffuse the glow from the light fixture behind.

Targeting LEED Platinum accreditation, the project includes multiple design qualities including a state-of-the-art Building Management System and excellent thermal efficiency. The entire refurbishment is to be completed by the end of 2017.



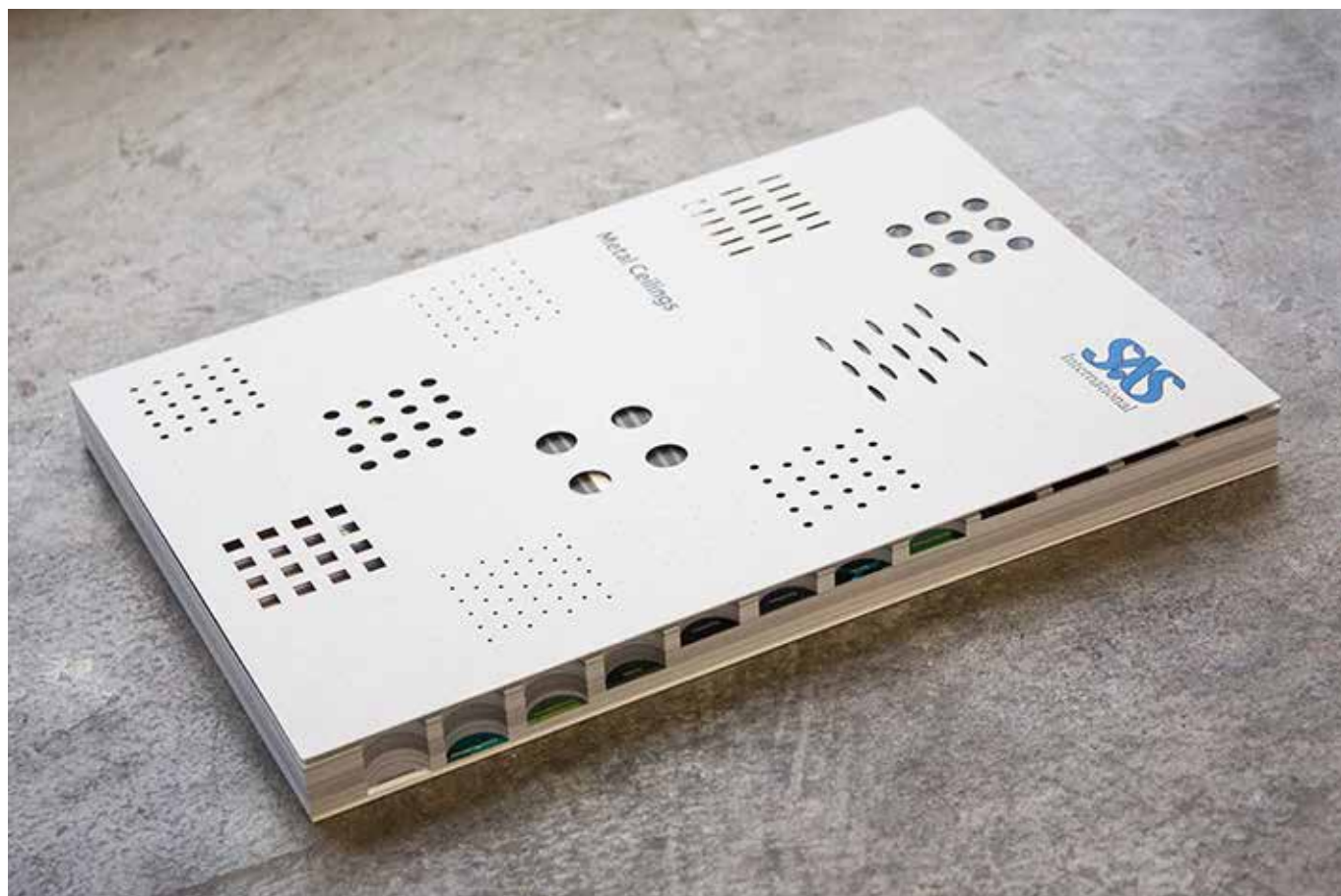
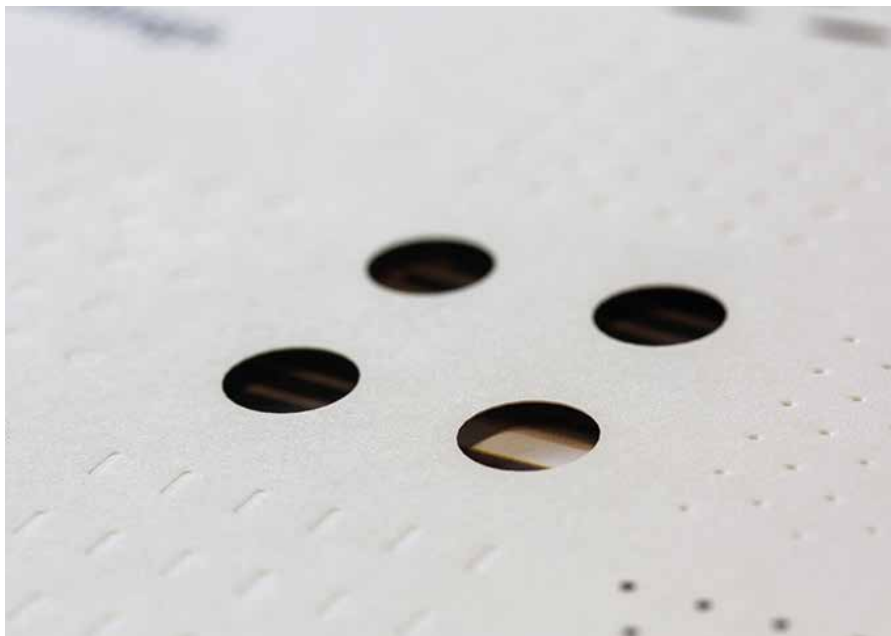
NEW METAL CEILING BROCHURE

Hopefully most of you have noticed the fundamental update to our Metal Ceilings brochure. Why did we go to the effort of a complete overhaul when conventional wisdom states, “...people only read websites now...”?

BRAND

The internal view, especially since the website update, was our brochures were not an accurate reflection on the SAS brand. They looked dated and did not reinforce the message that SAS is the world’s leading metal ceiling designer and manufacturer.

We are innovative, and design led. Our brochure was not.



CONTENT

The content hadn’t been updated since 2008(!) Parts were unnecessary, unconcise, went unread or required a major update for relevance today. It was also overly wordy and difficult to navigate, meaning the reader spent too long seeking what they needed.

Technical content in particular was out of date, and many ceiling systems were not included. It backed up the idea that all we manufacture are suspended metal ceilings. This often meant architects looked to alternative manufacturers.

APPROACH

After doing our own self-assessment, we engaged customer facing teams and customers directly. We asked a lot of questions relating to what a brochure needed to do and how it could/should be used. Their time and enthusiasm was immensely appreciated.

Their feedback lead to some fascinating insights that we won’t share here openly. Suffice to say it was key in the development of the new brochure. One thing we will share is that print is still referred to heavily and hasn’t died a death quite yet!

RESULTS

Cover

The first thing you’ll notice is the cover. To reassert our quality message, we increased the production value significantly. A high-grade, matte finish stock really adds to the quality feel.

Perforations are synonymous with acoustic ceilings so we opted to laser cut and indent some of our perforation patterns. Not only is this an instant insight into what we do, it offers a very tactile quality to the brochure. It invites the reader to pick it up and engage.

The perforations also offer a sneak peek inside, inviting the reader to open the cover – in this case a double fold out showing Greenwich Gateway Pavilion (a project that has inspired many of those in this *Insider*). The observant viewer may notice the hint of blue in this image – this wasn't accidental.

Contents

The Contents page is deliberately systematic, with simple layout and colours relating to sections. Here you'll also see the thumb cut-outs down the right-edge of the pages, corresponding to the colours. All of these details combine to make the new brochure far easier and quicker to use.

Each section has been condensed, keeping word count to a minimum to aid information transfer and expedience. Only information deemed critical to ceiling specification has been included. We also have an improved perf section, and included quality images of finishes and mesh for the first time.

The acoustics section has undergone a major overhaul. The specifier now has a detailed, relevant and concise reference guide.

Another key section added was Trims. The CGI images and updated table offer a far superior explanation. Of all the updates, this has received most positive feedback.



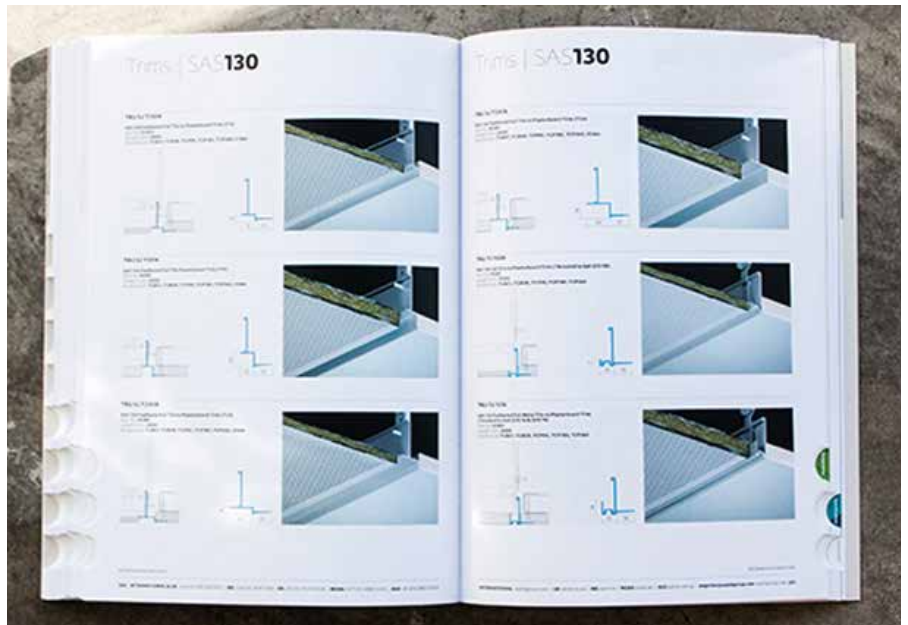
Projects

We have included over 100 SAS projects throughout the brochure. No longer can people claim they were unaware of the breadth and scope of systems we offer. This feature also functions to assist customers when they're discussing options with their clients. We've also given a brief overview on each page. Now customers can see what they like and jump straight to the system in question.

Systems

All of the systems content has been updated and all currently available standard systems are present.

Note – the new blue system perspective drawings were not just an excuse to get SAS blue into the brochure. They have been designed to evoke Airfix or Lego instructions – two popular pastimes from the youth of many of our specifiers. This helps reinforce that this brochure is for them and about them. It's often the small details that make the project and we wanted to emulate that sentiment with our brochure design.



You'll notice the system names have been tweaked a little – SAS System 330 is now simply SAS330. The reasons for this are straightforward:

- 1) System 330 (etc.) was a very generic way of communicating our offering. SAS330 reintroduces SAS into the name, reminding everyone whose product is being discussed. Imagine Apple referring to their iPhone 7 simply as Phone 7. Doesn't have the same impact, does it?
- 2) SAS330 is a lot easier and cost-efficient to protect from a Trademark point of view.
- 3) SAS330 (etc.) works far better as a name-badge compared to the rather plodding SAS System 330. We're a forward thinking, innovative company and our terms of reference need to reflect that.

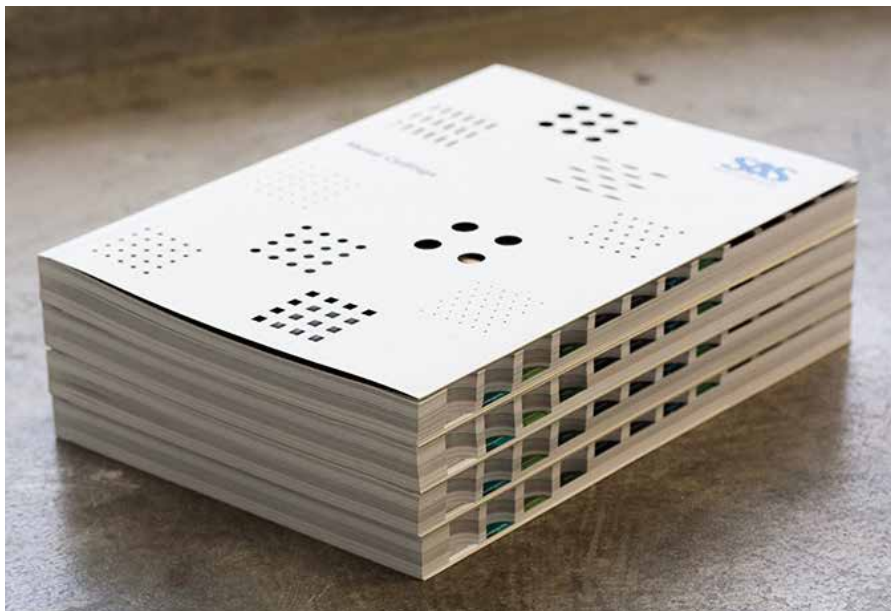
Each section opening has a quick reference overview communicating key system criteria. Where possible, pictures rather than words have been used to speed up information intake. This quickly confirms whether the system warrants further reading, without being forced to read everything first.

SAS Plus

At the base of each system reference chart, you'll notice 'SAS Plus'. We've added this to highlight one of our key value adds – our design excellence. Few (if anyone else) offer this service or level of competence. These reminders emphasise our technical and design superiority.

Feedback

Feedback to date has been entirely positive. Once again we have a brochure to be proud of and have confidence in. Judging by the number we're getting through, our customers concur!



i360, BRIGHTON

Masterminds of the London Eye, David Marks and Julia Barfield were tasked with creating Brighton's new landmark, British Airway's i360. With a birds-eye view into SAS International's expertise, Marks Barfield Architects sought assistance to elevate the design to new heights.

The public areas at the base of the project originally specified mesh, but there were concerns over maintenance and safety. In addition, due to the complexity surrounding the engineering of another world first, budgets were under tight control. SAS proposed a solution offering the desired industrial aesthetic and ease of maintenance within budget.

SAS600 rafts and bespoke vertical bulkheads in grey PPC were specified along with a large perforation (3920). This combination offered acoustic control in an exposed-soffit area, whilst meeting aesthetic, maintenance and perhaps most importantly, budget demands.

One non-negotiable design feature was a narrow shadow gap detail between vertical bulkhead and horizontal raft. This contemporary detail is repeated throughout the project, on doorframes, windows and wall panelling successfully tying the interior together.

The design creates the illusion of a single ceiling system and integrates all services in keeping with the overall aesthetic. SAS manufactured bespoke tiles with apertures for lighting, sensors and grilles to produce this cohesive effect.

Achieving visually harmonious transitions between ceilings and other architectural features within the building presented further design challenges. SAS bespoke curved bulkheads concealed essential M&E services within the circular docking area, framing the central glass partitioning and doors. SAS600 rafts also provided a flexible system to accommodate temporary partitioning for the Beachfront hospitality rooms. The unsightly but necessary ductwork is subtly concealed within an aesthetically pleasing solution offering both maintenance access and acoustic control.

In addition to the public spaces, floating raft modules were installed in staff offices and executive meeting rooms. The systems progress the stark, industrial aesthetic and provide an acoustic solution for the multifunctional spaces. Elsewhere, SAS205 (dark grey) was installed in the back of house corridors, integrating with plasterboard surrounds and strip edge lighting.

At 162m, i360 is the world's tallest moving observation tower as well as the first and only vertical cable car. Brighton, once a Mecca to Mods up and down the UK has a new beacon to rival the famous pier.





CITY OF GLASGOW COLLEGE – CITY CAMPUS

Unveiled last September, Glasgow's state of the art City Campus is one of the largest specialist colleges in Europe. The facility provides over 500 classrooms including arts and media studios, a fully-equipped aircraft training cabin and 16 professional kitchens.

SAS International provided the new build project with specialist technical support to suit the occupier needs in each space. A variety of SAS systems were then specified to meet these detailed performance requirements.

A vast, triple-height public reception area features SAS wall panelling, reducing noise

reverberation through enhanced sound absorption. The space required extensive proposal drawings and modelling to ensure acoustic performance and aesthetic demands were met.

Specifying SAS150 overcame a further niche demand in the training kitchens. Coated in anti-microbial PPC, the clip-in system can withstand stringent and frequent cleaning regimes, ideal for the space.

The private office spaces added visual appeal through an SAS750 Tubeline feature ceiling with integrated lighting. New in 2016, the integrated "Tubelight" profile is installed in exactly the same way as the rest of the system. Simple to install and connect, Tubelight offers a consistent aesthetic and avoids concerns surrounding third party lighting integration.

Awarded a BREEAM 'Excellent' rating, the Glasgow campus was also nominated for the RIBA Stirling Prize Awards in 2016.



CHANEL OFFICES IN DUBAI

Emulating the renowned *little black dress*, Chanel chose an haute couture monochrome theme for their stylish new offices in Dubai.

Architects Bluehaus Group engaged SAS to realise an impactful ceiling to complement the chic interior space. A concealed grid SAS150 specified in 'tuxedo' black (RAL 9005 PPC) achieved the understated elegance, charm and sophistication desired. However, attaining this classic look was far from easy.

The corridors and office walkways presented a significant acoustic challenge due to the highly acoustically reflective materials specified throughout. SAS 'tailored' the ceiling to overcome the acoustic challenges and service integration needs of the project.

The SAS150 ceiling took its inspiration from Chanel's timeless black leather handbag, with diamond quilted pattern and professionally tailored detailing. 'Cat-walk' spotlights in the corridors and bell-shaped lampshades are elegantly integrated throughout. In places the ceiling plane tapers sharply, reminiscent of the highly-skilled craftsmanship prevalent in Chanel's luxury garments. Set in stark contrast to the white plasterboard surrounds, the ceiling evokes much of this 20th century style icon.

Chanel Limited FZE is situated amongst many other iconic fashion and design houses in the Dubai Design District (D3). To read the full case study please visit www.sasint.ae/projects/chanel-dubai





ST PATRICK'S COLLEGE, DRUMCONDRA

Established in 1875 to train Primary Teachers, St. Patrick's College appointed RMJM and Taylor Architects to create a 21st century learning-hub.

Surrounded by red brick buildings dating to the 1800s, the 'East Building' of the campus features a metal and multi-coloured glass façade. This building primarily contains learning spaces, accessible to both the public and students.

The fit-out has a bold and industrial aesthetic where concrete, metal and glass materials offset the multi-coloured furniture and paintwork. SAS600 rafts specified with grey mesh for the library and classroom spaces continues this theme whilst providing adequate acoustic absorption. In open soffit areas, acoustic absorption was achieved with bespoke SAS floating rafts further enhancing the overall look.

Large format SAS150 tiles were used in the conference and lecture halls with integrated diffusers. The larger bespoke panels assisted installation allowing the ceiling modules to adapt to the varying room shapes and sizes. In public areas, grey SAS205 tiles were specified to create floating modules for M&E services in corridors and full-height spaces.

Installed by Castle Ceilings, the project was another excellent example of SAS delivering premium projects on time and within budget.



GATWICK AIRPORT

In 2014, Gatwick North Terminal received £36m of investment to create the world's largest self-service bag drop zone. The client brief was to continue the lillipad theme previously created on Level 20 for British Airways' check-in area.

SAS designed a bespoke, hand-formed 45° angle bulkhead to surround the SAS200 islands, presenting a clean and sharp finish. This 'knife-edge' feature bulkhead provides a precision-engineered and somewhat dramatic aesthetic to the ceiling islands. This architectural metalwork solution frames the concealed grid lillipad and stands out strikingly against the dark grey ceiling surround.

SAS600 rafts were also specified to guide visitors over walkways from the entrance to the main check-in area. This design feature improved 'wayfinding' fulfilling the client brief, further assisted through ease of integration with signage and information portals.



Acoustic comfort was a further consideration, particularly in areas where crowds often gather to seek directions. Our SAS130 system suitably provides excellent acoustic absorption in these entrance and waiting areas.

Other unique features of the project included integration with an improved IT infrastructure, new lighting and M&E systems. In addition, SAS designed uniquely-shaped tiles and apertures to aid integration with plasterboard, walling and essential services. Technology and ease of access to it is essential to manage the high volumes of traffic anticipated. An estimated 5,000 passengers per hour will have their transit halved when using the e-gates at the self-service bag-drop zone.

Impressively, the terminal remained open during construction, allowing 150,000 passengers to pass through its doors every day. To minimise passenger disruption, it was essential to make the installation quick and easy for contractors on site. The SAS logistics team co-ordinated a precise delivery schedule to minimise required storage throughout the project.

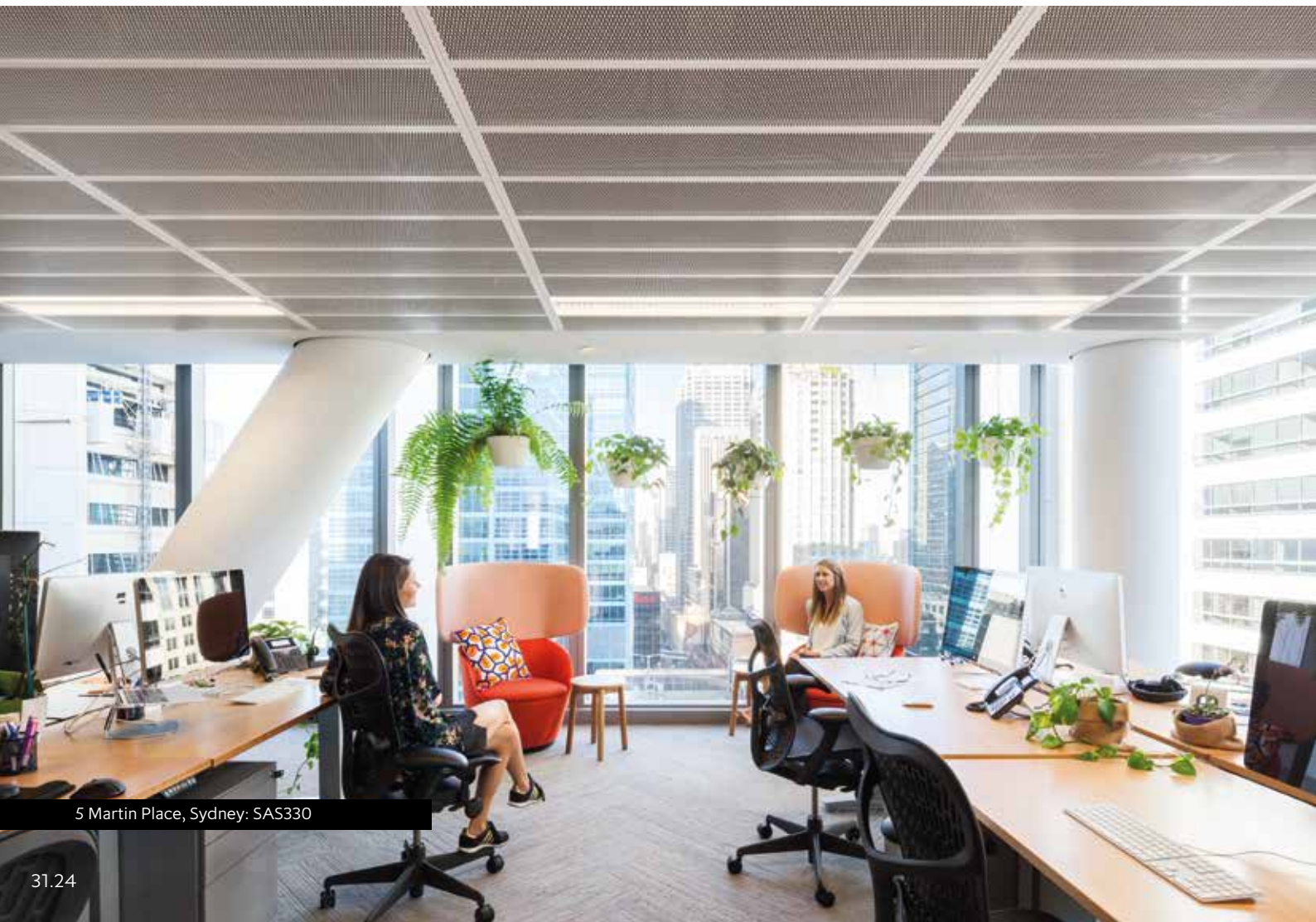




Southampton University: SAS150, SAS205, SAS500



Guys Tower, London - Catapult: SAS130, SAS200, SAS330



5 Martin Place, Sydney: SAS330



Chanel HQ, Dubai: SAS150



Tottenham Court Road, London: Bespoke baffles



VWFS Milton Keynes: SAS130, SAS330, SAS750 Tubeline



Saunders Centre Science and Technology Building, Glasgow: SAS600



RMS Parramatta, NSW: SAS120, SAS810 Trucell



Brookfield Multiplex, Perth: SAS310



Minter Ellison, Sydney: SAS150, SAS310, SAS750 Tubeline



100 West George Street, Glasgow: SAS150



110 Queen Street, Glasgow: SAS330



St Patricks College, Dublin: SAS150, SAS205, SAS600 Mesh Rafts

SPECIAL PROJECTS: ONE YEAR ON



Last year *Insider* caught up with Rik Lenny, Construction Director, to discuss SAS Special Projects' name change ("Introducing SAS Special Projects" *Insider* #29). A year on, we managed to catch him again for a few minutes to discuss how the change has impacted the business:

Insider: SAS believed a name change was necessary to differentiate the unique service offering of Special Projects. Has the name change worked in this respect?

RL: Primarily, the name change was necessary to assure our supply-only customers that Special Projects was non-competing. For everyone's benefit, we had to clearly communicate the nature of the projects we are involved with and more importantly, why. For obvious reasons it's important to be crystal clear that we're not a direct threat to their livelihoods. The name change has been a catalyst in more clearly communicating our service offering.

For clarity, we only approach high risk projects that require significant design assistance, product innovation and complex installation. Projects where standard systems would be unable to fully satisfy the brief and innovation is a fundamental necessity.

The name change refers to these "Special" projects.

Insider: How are we looking to pitch Special Projects to the markets we're in? As supply, design and install, or something more? You mentioned acoustic solutions?

RL: Fundamentally, SAS Special Projects is a solutions-based, design led company. By solutions, I mean developing innovative, design intensive systems to meet a specific, often unique requirement. Most of the projects SAS is involved with are noteworthy, but these projects require an extra dimension.

Our full service offering includes acoustic and room comfort expertise, where we apply our knowledge to complicated design challenges. Sometimes there is no satisfactory solution to an existing problem, and here we are ideally placed to offer design assistance.

Insider: Can you give an example of an ideal project for your team?

RL: It's usually a particular design problem with a complex and challenging scope. For example, we are currently working with AstraZeneca at their new Cambridge research facility. Special Projects helped develop their brief and design a bespoke product to suit their specific needs. That's really our ideal scenario; actually going in and helping the client understand what they need and developing a solution for it. The earlier the better.

Insider: Specifically regarding external communication with customers, does Special Projects still face any confusion?

RL: Since the name change and push to communicate the difference, there's been very little confusion. Difficulties only arise when customers compare our approach directly to supply-only projects. One doesn't relate to the other. What the customer is buying from Special Projects is a design and management service to solve a unique problem. This is a level of service in addition to the cost of manufacturing an acoustic product.

Insider: Besides more clearly communicating our niche offering to customers, has the name change improved communications between teams?

RL: Absolutely. The sales teams increasingly discuss projects requiring new approaches and innovative solutions, knowing we can help when needed. We're now at a point where there is clear understanding on where and when it is appropriate to involve the Special Projects team and when not to. This can only be a good thing for SAS as a whole.

Insider: What is the next best thing in the pipeline to look out for from Special Projects?

RL: It's no secret Bloomberg is progressing brilliantly and is one of the projects we have greatest pride in to date. As for what's next, I would say AstraZeneca. We are immensely proud of both of these projects as each demonstrates our design capabilities, innovation and project management.

Another example is Old Admiralty, for similar reasons. The original standard product specification would not achieve the client's needs. They engaged Special Projects to design a bespoke solution which was a thoroughly satisfying process for all. These three projects really stand out.

Insider: Does the service Special Projects provides benefit the group?

RL: In many ways, but fundamentally new system development.

Many of the innovative solutions we have pioneered can be progressed to a more standard offering for use by the wider group. As an example, we have developed a particular concept for the rail industry that we are planning to take to our international markets. It's an exceptional system helping solve a specific acoustic challenge no-one else has been able to fully. This system has been a revelation in the UK and there is no reason it won't succeed in similar applications worldwide.

Insider: It certainly sounds like innovation is in your DNA, is there anything else you can share before we leave you in peace?

RL: Yes certainly. I'd like to help customers understand how they can push boundaries and realise their aspirations. Choices are not limited to white perforated panels. There's a wealth of creative options available including anodised aluminium, bronze, screen printing... it could be anything! That's just the coatings, before we even discuss system integration and the design of the solutions themselves.

We help customers achieve their most ambitious and complex schemes beautifully. There's some amazing projects on the horizon. When I'm able to, I'll tell you more!

Insider: Thank you for your time Rik, we look forward to presenting the three projects you mentioned in future editions of Insider!

BABY UPDATE

Since the last edition, we've had a productive few months with four new babies born to team SAS! In date order:

(1) Vaidy

On the 20th April baby boy Mridah was born to Vaidy (Design team, Reading) and partner Sayee, weighing 7.25lbs. Congratulations both!

(2) Charlie

Charlie Gale (Muscat team) and his partner Francis celebrated the birth of their daughter Marcie on the 20th September, weighing 7lbs 2oz. Congratulations to both of you too!

(3) Mat

Mat Teare and wife Hannah welcomed their baby boy Theodore McKenzie William Teare weighing 8lbs 13oz on the 15th October. We're all waiting to see how well our Northern Sales Manager copes with lack of sleep..! Congratulations both!

(4) James

Our Group IT Manager James and his wife Laura welcomed their second baby girl, Roxanne, on the 25th October (8lbs 4oz). Far from being phased, James says he's used to being surrounded by beautiful girls. Congratulations both also!

Huge congratulations once again to all the new dads at SAS.



MACMILLAN COFFEE MORNING

On the 30th of September the Reading office held their annual coffee morning in aid of Macmillan Cancer Support. An impressive 15 culinary competitors entered cakes and sweet treats. *(Chief Judge Gordana Pavlovic got a bit carried away – common decency means we cannot show all the pictures – Ed.)*

Congratulations to our two well deserved winners, James Griffiths with his 'Four Season' Cake and Vikki Primmer with her fresh take on a Victoria Sponge.

The grand total raised was £274, our contribution to the many thousands of coffee mornings happening all over the UK. These

small yet significant events will make a huge difference to the lives of those affected by cancer. A huge thanks to all who donated through games and by purchasing the delectable baked goods. *(Eating cake is definitely my kind of charitable work – Ed.)*

INCI WALKS FOR MAGGIE'S

Also in September, Inci Hatipoglu (designer) took part in the 'Maggie's Centre Culture Walk'. Maggie's Centre is a charitable organisation which aims to provide support and respite to those suffering from terminal cancer. SAS helped in the development of the Maggie's Centre in London, which went on to win the RIBA sterling prize in 2009. Congratulations to Inci, who managed to raise an impressive £440!



TERI'S CHARITY BOXING

Well done to Teri Anderson from the Reading office who participated in the Reading White collar Boxing Event. With no prior experience of boxing, Teri - braver than the rest of us - took part in aid of Cancer Research. The Reading area are aiming to raise over £12,000. Congratulations Teri for taking part in the light hearted, if heavy hitting, charity event.



PAUL DOLAN

A massive congratulations to Paul Dolan from our Bridgend Office, who participated in the Cardiff half marathon. Paul managed to successfully raise £1695 for the British Heart Foundation, a charity close to his family's heart. Motivated by the achievement Paul has already signed up for next year's event. Well done Paul!



NEW STARTERS

01/08/2016	Elena Losty	Marketing Intern	03/10/2016	Hywel Bowden	Purchase Ledger Asst
30/08/2016	Ethan Hunt	IT Apprentice	03/10/2016	Andrew Copland	Designer
05/09/2016	Beth Hopkins	Planning Engineer	03/10/2016	Julie Jiggins	P/T Receptionist
05/09/2016	Tim Davies	Designer	03/10/2016	Stephen Watson	Designer
05/09/2016	David McCallum	Designer	10/10/2016	Manjit Kaur	Administrator
19/09/2016	Terence Graham Reilly	Senior Designer	10/10/2016	Timothy Monckton	Administrator
03/10/2016	Matthew Ball	Warehouse Manager	17/10/2016	Gary Winters	Buyer
03/10/2016	Julio Barzallo-Sierra	Site Manager	24/10/2016	Doug Hickey	Project Manager
03/10/2016	Igor Borysuik	Site Manager			

25 YEARS



Michael Smith of SAS Apollo Park

APOLLO PARK	Starting Role:	Current Role:
Michael Smith	Operator Lighting	Operator Lighting

MAYBOLE	Starting Role:	Current Role:
James McEvoy	IT Administrator	Commercial Manager
Jim McMillan	Brake-press operative	Brake-press operative

20 YEARS

BRIDGEND	Starting Role:	Current Role:
Michael George Cornish	Fork Truck Driver	Warehouse Operative
Anthony Mark Major	Operator	Operator
Darren David Rossiter	Operator	Stores Supervisor
Richard Peter Hall	Operator	Operator
Stephen William Oneill	Operator Manufacturing	Prime Manager
Paul Anthony Bowden	Operator	Department Supervisor
Owen James Palmer	Operator	Operator

MAYBOLE	Starting Role:	Current Role:
Michael Thomson	Brake-press operative	Team Leader
Stephen Hannah	Brake-press operative	Brake-press operative
Stuart Smith	General operative	Welding operative
Alisdair Connell	Welding operative	Welding operative

Richard Taylor	Engineering Manager	Engineering Manager
John Coyne	Welding operative	Welding operative
Mark Hamilton	Dressing operative	Brake-press operative
Jordan Skilling	Paint-line operative	CNC operative
Archie McMillan	General operative	Dressing operative
Scott Campbell	Brake-press operative	Brake-press operative

APOLLO PARK	Starting Role:	Current Role:
Colin Briney	Accountant	Accountant
Alan Higginson	Machine operator	Operator- Grid
John Higginson	Operator Partitioning	Operator Partitioning

15 YEARS

BRIDGEND	Starting Role:	Current Role:
Kevin Gwyn Lewis	Operator	Carpenter

APOLLO PARK	Starting Role:	Current Role:
Gemma Beckett	Receptionist	Stock Control Administrator
Stanley Feltham	General labourer	Charge hand – Partitioning

MAYBOLE	Starting Role:	Current Role:
Hugh McNeill	CNC operative	CNC operative
David Paton	CNC operative	Team Leader

10 YEARS

BRIDGEND	Starting Role:	Current Role:
Krzysztof Gluszcak	Operator	Operator
Adrian Zygmunt	Operator	Team Leader
Wyn James Lewis	Operator	Operator
Leslie Harold Bismire	Operator	Operator
Richard Lee Evans	Operator	Operator
Anna Angelika Narewska	Operator	Production Auditor
Alan Clifford Thomas	Operator	Operator
Pawel Lewandowski	Operator	Operator
Gavin John Owen	Operator	Planning Engineer
Wiktor Augustyn	Operator	Department Supervisor

READING	Starting Role:	Current Role:
Alan Cossey	Design Technician	Senior Designer

MAYBOLE

John Skilling Jnr	Production Engineer	Production Engineer
Campbell Kidd	CNC operative	CNC operative
Ciaran Smylie	Paint-line operative	Paint-line Co-ordinator

APOLLO PARK	Starting Role:	Current Role:
Richard Grainger	Warehouse Operative	Warehouse Operative
Paul Slater	Sales Co-ordinator	Sales Co-ordinator
Gerard Mooney	Warehouse Operative	Warehouse Operative
Mark Jones	Paintline	Paintline
Steven Owen	Driver	Driver
Anthony Hood	Operator Grid	Operator Grid

5 YEARS

BRIDGEND	Starting Role:	Current Role:
Angelika Dorota Gluszcak	Operator	Operator
Bartosz Roger Penowski	Operator	Operator
Jordan Jones	Operator	Operator
Hanna Arentewicz	Operator	Operator
Adam Fitzgerald	Operator	Operator
Grzegorz Zielinski	Operator	Operator
Patricia Anne Barnard	IT Trainer	IT Trainer
Marzena Urbanczyk	Operator	Operator

READING	Starting Role:	Current Role:
Jennifer Gibbs	Distribution Administrator	Transport Administrator
Stephanie Graham	Receptionist/ Administrator	Estimator
Paul Aubrey	UK National Sales Manager	Divisional Director UK Project Ceilings
Juergen Dieris	R&D Manager	R&D Manager

MAYBOLE	Starting Role:	Current Role:
Stephen Woods	Apprentice	CNC operative
Kenneth Russell	Apprentice	Brake-press operative
Christine Urie	Cleaning operative	Cleaning operative
Daniel McMillan	Brake-press operative	Brake-press operative

APOLLO PARK	Starting Role:	Current Role:
Paul Cox	Press Operator	Operator Doors
Leigh Beaumont	CAD engineer	Engineer Supervisor
Christopher Harper	IT Administrator	Business Analyst

MEET THE TEAM - EXPORT (BRIDGEND)



JOHN TREHARNE

What is your role?

Estimator

What do you do on a typical working day?

Price metal ceilings for a range of projects all around the world

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

Must be getting through the interview with Mark McElhinney and John James

What has been your favourite SAS regional project and why?

I am a bit of a numbers geek so anything where I can play around with some spreadsheets

What do you most enjoy about working at SAS?

The variety of different projects and that you are always learning something new

What future projects are you working on?

Being a football fan (c'mon Wales), I have to mention the Stadiums for the 2022 world cup in Qatar

What are your hobbies and interests outside of work?

Sports, mainly watching these days. I just started learning to play the guitar and providing a taxi service for the rest of the family.

What was your proudest moment outside of work?

Scoring a hat-trick in the Champion's League Final.....and then I woke up!!!



JULIEN CONNAN

What is your role?

Sales Manager

What do you do on a typical working day?

Meetings with architects, working on prospective projects or on site to review the solution we can provide. Discussions on ongoing or future projects with ceiling installers and working with the export team regarding the estimates and technical drawings

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

Winning French people's confidence in working with a British company!

What has been your favourite SAS regional project and why?

I am looking forward to the future ones. We have already provided approximately 450,000m² since 2011 and I hope we will celebrate 1/2M m² very soon!

What do you most enjoy about working at SAS?

One of the reasons I joined SAS was when I discovered the aesthetic of a high quality metal ceiling. French market used to be a 600x600 fibre ceiling, I thought it was time for a change. Selling great ceilings is what I enjoy the most.

What future projects are you working on?

We have several towers and also the refurbishment of the Virgin Megastore on les Champs Elysées. It's a store I used to visit quite a lot when I was younger.

What are your hobbies and interests outside of work?

Playing music with friends, I am a guitar player.

What was your proudest moment outside of work?

Probably when I managed to be in the "stade de France" when France beat Brazil 3-0 during the '98 World Cup!



ANGELIKA PRONOBIS

What is your role?

Export Sales Coordinator

What do you do on a typical working day?

I process customer orders, contact customers, translate technical specs and various documents, coordinate projects and liaise with different departments across the business.

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

Coordinating my first big project in Spain.

What has been your favourite SAS regional project and why?

Complejo de Oficinas - Madrid Business Capital; Important project, interesting products, very friendly customers. The customer received a prize for the best Fit Out.

What do you most enjoy about working at SAS?

Amazing people and the opportunity to use foreign languages on a daily basis.

What are your hobbies and interests outside of work?

I sing, I play violin, I take French lessons, and I like playing tennis.

What was your proudest moment outside of work?

My performance in the Opera in Wroclaw 6 years ago.



ANNA PODGORSKA

What is your role?

Administrator

What do you do on a typical working day?

I manage phone calls and correspondence, look after filing and track stock of office supplies placing orders. Recently, I have started to process customer orders and support estimating.

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

The biggest challenge for me so far it has been working in the finance department. I have substantially developed my skills and knowledge in this field.

What do you most enjoy about working at SAS?

I enjoy working as part of a team, I like the professional atmosphere and friendly staff.

What are your hobbies and interests outside of work?

I love spending quality time with my family, I also enjoy baking and reading.

What was your proudest moment outside of work?

Proudest moment - When my kids were born



TONY PHIPPS

What is your role?

Project Estimator

What do you do on a typical working day?

I cost non-standard UK and export projects

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

Learning non-standard ceilings

What has been your favourite SAS regional project and why?

Greenwich Gateway Pavilion – the end result of Tubeline running down the walls from the ceiling looks really impressive!

What do you most enjoy about working at SAS?

The challenge of costing bespoke products

What future projects are you working on?

Bahrain Airport and Istanbul Airport

What are your hobbies and interests outside of work?

Coaching rugby, watching/playing sport, spending time with my family

What was your proudest moment outside of work?

(Other than my children being born!!) Gaining national schoolboy honours in rugby, football & athletics



KARINE POPE

What is your role?

Senior Export Sales & Business Developer

What do you do on a typical working day?

There is no typical day in the export SOP department, we could be processing orders or sorting a problem on site, translating a legal document, taking customers around the factory etc

What do you most enjoy about working at SAS?

The variety of projects we deal with every day, the fact that's it's an Export department, our customers are from all over the world.

What future projects are you working on?

Part of my role is to find projects in France that will happen in the next 3-7 years, when I find good leads it's very rewarding.

What are your hobbies and interests outside of work?

Travelling, I can't think of anything better than discovering new countries, people, cultures, local food, I just wish we had more holidays

What was your proudest moment outside of work?

It has to be raising my 6 daughters to become the amazing young teenagers/women they are today. Nothing gives me greater pleasure than spending quality time with them.



JEAN JACQUE LE

What is your role?

Technical salesman

What do you do on a typical working day?

Look for projects and try to specify our products, calling architects and building consultants to present us and our products, quantifying and sizing projects for quotation and managing tenders.

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

Winning the first project, convincing the client that we are a serious manufacturer both technically and financially and without any reference was quite the challenge.

What has been your favourite SAS regional project and why?

None of my projects are finished, but surely my biggest project so far: Influence, 25,000m², multiple ceiling types, technical appointments, optimizing the layout, etc.

What do you most enjoy about working at SAS?

I enjoy discussing about what surrounds the ceiling and their technical/aesthetics issues with different specialists from each field.

What are your hobbies and interests outside of work?

Watching and playing rugby, trying to cook properly, movies, etc.

What was your proudest moment outside of work?

I have been a volunteer French teacher in Vietnam for 4 months. I was not an outstanding teacher, but I'm proud of what I have done.



STEPHANIE THOMAS

What is your role?

Design Technician

What do you do on a typical working day?

Designing RCP's & individual tile drawings

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

Understanding when a system 330 tile changes to a 320, or a 310!

What has been your favourite SAS regional project? Why?

It has to be Barangaroo! There are so many variations on tiles, it keeps us busy!

What do you most enjoy about working at SAS?

Easy, Export. They've really made me feel part of the team.

What future projects are you working on?

Chmielna Tower, Warsaw & Madinah Hajj, Saudi Arabia

What are your hobbies and interests outside of work?

I live in a pub in which I'm the quizmaster, it's a bit like Emmerdale where I live!



JOHN BULLOCK

What is your role?

Senior Export Estimator

What do you do on a typical working day?

Receive Customer Enquiries, agree most suitable SAS product and produce prices with the team.

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

Finding out what the customer really wants.

What has been your favourite SAS regional project? Why?

Greenwich Gateway. Stunning use of SAS Tubeline.

What are your hobbies and interests outside of work?

Family, swimming, fishing, gardening



JON WOOD

What is your role?

Export Director

What do you do on a typical working day?

The lot from site and customer visits, design and technical reviews, order delivery and payment negotiations, cost analysis, talking to our SAS colleagues and our customers around the world.

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

The ongoing campaign to bring the orders in, deliver on time and keep the payments flowing

What has been your favourite SAS regional project and why?

It hasn't happened yet, hopeful for 2017, although I do like what we've supplied to the three Barangaroo towers in Sydney and to Senegal Airport

What do you most enjoy about working at SAS?

Could be I get my kicks from seeing what can be formed out of sheet metal with a little thought and ingenuity

What future projects are you working on?

The high level formed baffle ceiling for Astana Airport and a press formed hinging petal panel design for the Red Line North on the Doha Metro as well as hunting down one or two large active ceiling projects in Paris and a 190,000m² project for a new tower in Warsaw, designed by Foster + Partners.

What are your hobbies and interests outside of work?

Sailing, surfing and shove ha'penny; well, maybe not the surfing and shove ha'penny



JONATHAN THURLBOURNE

What is your role?

Design Technician

What do you do on a typical working day?

Produce technical CAD models/drawings and provide technical support

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

Every day is a challenge, but keeping up with constant changes is one

What has been your favourite SAS regional project and why?

Too many to mention from 11 years of service

What do you most enjoy about working at SAS?

I get paid to model/draw products using 3D/2D CAD

What future projects are you working on?

It varies from day to day

What are your hobbies and interests outside of work?

Mountain biking, playing lacrosse and watching films

