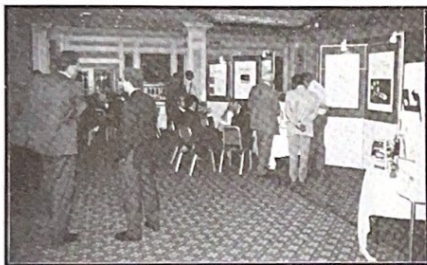


THE HOUSE JOURNAL FOR SATCHWELL CONTROL SYSTEMS LTD – A GEC COMPANY

Satchwell Roadshow



THE Satchwell Autumn Roadshow took to the road for two weeks in September. The aim . . . to promote sales by presenting our range of products to potential customers around the country.

The roadshow was planned earlier in the summer, and timed to coincide with the start of the heating season. Each regional office was requested to arrange bookings with a local hotel having suitable facilities to present the event, whilst a database of potential customer names was compiled in Marketing Department.

The database was designed using a new software package called 'Open Access', providing a list of relevant guests ranging from Consultant Engineers and Local and Health Authorities, to the London Fire Brigade. Invitations were sent inviting guests to attend one of the ten events held

throughout the regional areas.

The first roadshow, hosted by our new Haywards Heath Office, was held at Gatwick, moving on through the Midlands and Wales to Manchester, and on to Scotland via the North East Region.

A van carried the equipment from venue to venue where each day, the display stand, full range of products, networking software and the BAS 2000, were set up to present an interesting and attractive display.

Despite a currently depressed market, staff who attended the events reported that reaction to the roadshows and our products was very promising.

This, hopefully, will have re-established particular interest in Satchwell equipment in the run up to the London Heating and Ventilating Show due at the end of October.

The photograph was taken at the Heathrow Park Hotel, the venue for the London Region.

BAS 2000 SYSTEM INSTALLED IN DUBLIN AIRPORT

SATCHWELL Control Systems Dublin office has recently installed a BAS 2000 building management system in Dublin Airport for Aer Rianta, the airport's management.

Satchwell has a long association with Dublin Airport, having installed a Satchwell Autoscan system (a very early building controller) and a pneumatic control system during the construction of the two major airport buildings, the Terminal building and the Pavilion building in 1972.

PRECURSOR

When Aer Rianta decided to upgrade the Pavilion control system in 1988 to provide more effective environmental control conditions and to achieve more economical operation, Satchwell was awarded a £25,000 contract to supply, install and commission a BAC (Building Automation Control) system as a precursor to a full BAS system.

This involved removing the pneumatic controls and modifying the control panels to provide total DDC (direct digital control) of the Pavilion area.

Shortly after this the decision was taken to install a BAS system in the Main Terminal Building; due to the value of the contract Aer Rianta had to go to tender to four controls companies.

To assist in the preparation and evaluation of the tender process, Aer Rianta brought in the government body Eolas, the Energy, Science and Technology Agency.

On the basis of price and product



Pictured (L to R), Finn McCool, Dublin Regional Manager, Derek Duffill, Engineering Systems Director and Joe McGuinne, Aer Rianta General Manager, Technical, during an official handing over ceremony of the BAS 2000 system on 3 July 90.

(ie value for money) Satchwell was awarded the contract to supply, install and commission, acting as the main contractor for the contract.

During the contract the existing BAC system in the Pavilion was upgraded to a BAS 2000, to form part of the overall system. The contract was carried out on a plant by plant basis with the minimum of disruption to the staff and public.

DIRECT

All pneumatic controls have now been replaced with electronic DDC controls via the BAS outstations. The Autoscan console and outstations have been removed and existing air handling units upgraded with the provision of au-

tomatic dampers, frost protection, air flow failure indications and filter monitoring.

All building services plant such as fans, pumps and chillers are now controlled directly through the BAS system.

Full use is made of temperature, humidity, solar and wind detectors to achieve optimum comfort conditions and to maximise fuel savings, says the company.

The system is growing steadily and has been extended into other areas such as the Aer Lingus Flight Catering building, maintenance workshops, two new decentralised boiler houses, Cargo Airline building and the baggage hall extension, with expansion into yet more areas being planned.