

September 2006



Welcome to e-news

We hope your autumn will be as busy for you as it promises to be for us here at IAC! As our valued customer we aim to provide you with the highest quality noise control products and services in the business.

These stories give you at taste of the breadth of work we undertake for many of the world's top companies – we hope there's something of special interest to you. The Institute of Acoustics' Young Persons' Award 2007 – of which we are sponsor - is now open for nominations so do flag up this great opportunity among your colleagues and industry contacts. There is a downloadable Entry Form on this site. Thank you.



Best regards

Brian Quarendon
CEO and Group President

POWER DIVISION'S GAS TURBINE ORDERS EXCEED £1.25M

It is proving an excellent year for IAC's Power team. Our relationship with key Gas Turbine customers has been going from strength to strength such that the total value of orders received from them this year has now exceeded £1.25M.



IAC is now well established itself as a primary partner for the provision of all Gas Turbine noise control packages: including one-piece canopy-style enclosures, silenced inlet ventilation systems, filtration and high-temperature silenced exhaust systems.

Recent orders for Gas Turbine noise control packages to be supplied to Germany and Manchester UK follow hot on the heels of projects already secured by the team

this year destined for Portugal, Croatia, France, Tunisia and Hungary.

IAC's high-quality, heavy-duty noise reducing enclosure, manufactured at the Winchester factory, is today the key engineering interface with the gas turbine. Our ability to deliver consistently on time has been critical in developing our relationship key Gas Turbine customers, who now value our role in helping them to build their own customer base.

Gordon David, General Manager, Power said: "My special thanks go to Steve Prior, Derek Weaver and Jon Taylor for their account management and engineering support. We couldn't have done this without Dave Wyatt and his team in the Heavy Duty Shop at our Winchester manufacturing base who are achieving the consistently high quality, on-time deliveries. Their performance has been of such a high standard that on one recent order the customer waived black state and final factory inspection."

For more information contact Gordon David in our Colchester office on gordond@iac1.co.uk Tel: + 44 (0)1206 865987.

GE ENERGY EUROPE POWERS AHEAD WITH IAC

One of France's key energy suppliers, General Electric Energy Europe located in Belfort, France, has opted to renew their €700K contract with IAC Boët Stopson.



This high value contract secures the supply of insulated enclosures for the gas turbine to generator load compartment at the plant.



The contract has been won by David Berrier and his team at Boët Stopson. David said: "We worked hard to satisfy the customer's requirements by combining the cost reduction offered from our expanded Eastern Europe manufacturing sources and the high level of services that we provide from IAC's operation here in Lille. Our company is now the main supplier for this enclosure type and the 2007 forecast for European business is looking very good."

For more information contact David Berrier on david.berrier@boet-stopson.com

VINCENT MASSE PROMOTED TO GENERAL MANAGER IAC BOËT STOPSON

Congratulations go to Vincent Masse who has been promoted to the position of General Manager at IAC Boët Stopson, France.

Vincent has been a key member of the management team at Boët since well before IAC's purchase of the business in 2002, and his knowledge of the industry is



exceptional. His promotion follows the steady growth of IAC Boët Stopson over the last couple of years, a trend that has continued throughout 2006 to date. A key part of his new role will be sales and profit development.

Olivier Darrieus, Mainland European Divisional Director said: "Vincent has developed excellent business acumen in recent years and will, I'm sure, flourish in his new role. In addition, he will continue with his management of our European cross business development, which has been reaping considerable benefits over the past 18 months."

IAC ACOUSTIC DOORS 'PERFORM' AT LONDON'S ROUNDHOUSE THEATRE

IAC has supplied ten high performance acoustic doors as part of the £29.7M refurbishment of north London's landmark theatre, the Roundhouse.

This magnificent Grade II* listed building was originally built in 1846 as an engine shed and today is an outstanding example of mid-19th century architecture. Towards the close of the 2-year refurbishment programme, ten custom-made IAC acoustic doors were fitted on four different floors of the building: two large double leaf door sets leading off the main auditorium space; loading bay doors on the ground floor and emergency escape doors in the first floor. The doors were mainly STC-51dB with a few at STC 61dB. We also installed a number of acoustic doors and acoustic windows in the Creative Studios for young people aged 13-30 in the basement.



The Roundhouse project is the latest in a series of projects for illustrious theatres including the Royal Festival Hall, the Unicorn Children's Theatre, the Royal Court theatre and many more including a number for universities around the country.

Scott Simmons is Product Manager, Doors: "Steel acoustic doors for theatres are a speciality of ours here at IAC – and we are considered by many UK Acoustic Consultants and Architects as the benchmark standard for high acoustic performance and quality and we provide certified laboratory ratings for all models. IAC doors are factory pre-hung to make certain the acoustic



seals are properly aligned, and to ensure optimum performance in the field – our doors are great at keeping noise out, or in, as the case may be. On occasions we have built doors as high as 7 metres, which are still easily manoeuvred by one person."

For more information contact Scott Simmons scotts@iac1.co.uk + 44 (0)1962 873016.

IAC EQUIPS SPAIN'S LEADING TEST HOUSE, IDIADA



Spain's top automotive testing house, IDIADA, has chosen IAC to supply a state-of-the-art anechoic chamber. IAC came out on top following a competitive pitch against Europe's other anechoic chamber suppliers.

The equivalent of MIRA here in the UK, the prestigious and leading IDIADA test house provides acoustic testing services to a range of client groups across the private sector and government departments. Their NVH services include acoustic and ventilation testing, package and technical and co-ordination.

IAC's turnkey experience will be invaluable in guiding the whole design although IDIADA's local contractors will be handling the civils side of the project. The shell of the chamber will be constructed using conventional build methods. Then IAC acoustic doors and AHUs will be installed and the whole chamber will be lined with IAC's 'Metadyne' wedges. Metadyne low frequency metal-faced wedges are patented technology and provide the best measuring performance available in the world today. They are in use in the R&D and manufacturing plants of many of the world's leading automotive manufacturers including Ford, Volvo, Rover and Jaguar.



Gustavo Sanchez and Antoni Palau of Boët Stopson Spain undertook the lengthy negotiations with IDIADA that started over 18 months ago. Gustavo says: "This is a much coveted project and as Europe's largest acoustical engineering firm we are delighted to have secured the business in the face of stiff competition! IAC scored highly on its engineering capability, in particular integrating the acoustic requirements with the other engineering disciplines, and supporting the customer project team as a specialist engineering partner. Our patented wedge technology and great track record continue to convince Europe's great and good to trust us with their requirements. IDIADA's investment will deliver the best facility in Spain - we never disappoint."



For further information please contact Graham Dale on gdale@iac1.co.uk and + 44 (0)1962 873024

'YOUNG PERSONS' AWARD FOR INNOVATION IN ACOUSTICAL ENGINEERING 2007' INVITES ENTRIES



The Young Persons' Award for Innovation in Acoustical Engineering 2007 is now open for nominations. We sponsor the Award that is offered by the Institute of Acoustics, and entries are invited from all areas of acoustical engineering.

The distinguished panel of judges is drawn from academia and industry, and includes our own Geoff Crowhurst - Director of our UK Acoustic Division here at IAC.

The winner of the Award has their name engraved on the prestigious solid silver trophy designed by British silversmith Alfred Pain of Leathermarket, London – and receives a solid silver replica to keep. In addition IAC is providing:

- Luxury weekend break for two in Barcelona
- £500 to spend
- Theatre tickets
- and either**
- lunch with Dr Higini Arau, Spain's leading performance space acoustician
- or**
- a visit to IDIADA, Spain's state-of-the-art acoustic testing laboratory

Winner and runners up will receive their prizes at the IOA's Autumn Conference in Oxford in October next year.

Brian Quarendon, CEO, said: "We are delighted to again be celebrating the achievements of young acousticians in industry. In the sectors in which we operate, innovation certainly gives us competitive edge so we are pleased to reward good ideas and hard work."



Entries are welcomed from now until the closing date of 30 March 2007. [Download an Entry Form](#) from our website today.

5S LEAN MANUFACTURING SYSTEM INSPIRES EXCELLENCE



Congratulations go to Dale Lane (30) at the Winchester manufacturing facility who is this quarter's 'Individual 5S prize' winner.

Sort, Straighten, Shine, Systemise and Sustain are now bywords in our factory. IAC

now uses the 5S set of techniques to provide a standard approach to housekeeping in line with our Lean Manufacturing methods.

Dale was awarded the Individual 5S prize for using his initiative to apply the 5S techniques to greatly improving his localised work environment on the factory floor. As well as making shadow boards for the wall adjacent to his workspace to enable easy access and storage of his tools, he also gave his area a lick of paint to create bright, pleasant surroundings.

5S originated within the Toyota motor company. It is based on the premise that a clean and tidy environment promotes staff well being and encourages hard work and due care and attention.

IAC SHOWS OFF AT POWER-GEN EUROPE 2006



IAC Boët Stopson exhibited at Power-Gen Europe 2006 in Cologne, Germany earlier in the summer.

Europe's premier power generation conference and exhibition the event is an annual draw for the movers and shakers in the industry. These include centralised and independent electrical power producers, and managers of co-generation and waste-to-energy plants.

IAC Boët Stopson is one of the top companies in Europe in terms of both market share and technical excellence in noise control for power applications.



The focus of our stand this time was Blow Off and Exhaust Silencers and our ISO Acoustic Enclosures for Gas Turbines. Our model of a standard engine exhaust silencer on our stand proved a popular attraction for visitors.

The team of 10 IAC staff on the stand was headed by Andreas Klaassen, Sales Manager Power, for Germany: "This was our best ever Power-Gen show, with the highest numbers of new contacts made – these came from throughout Europe and from as far afield as the USA, and China.

For further information in the UK contact Gordon David on 01206 865987 gordond@iac1.co.uk



CONTACT US



If you have any comments or suggestions concerning either this newsletter or our website, please contact Susan Ramsden on +44 (0)1962 873050 or, to send her an e-mail, [click here](#). If you wish to unsubscribe from this newsletter please [click here](#)

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