

AVR

interlink

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Editorial

Dear reader

Time marches on, and we keep the times. That's what we use to say about something still, reluctant to change. My viewpoint is actually quite the opposite in this connection. Time goes by, as it always has been, bringing usual seasonability of production along, but for the last year - not observed by AVK. We have experienced another year of progress that could only be possible running at full power in the periods that traditionally were called still.

AVK continues to thrive, and right now it looks like nothing can set it back. This advancement has resulted from numerous products leaving our factories, and real many of them being installed in the right areas, to say it more correctly – in the right segments.

Please go to the jobsites, take some real good shots of our valves and send the pictures to us! We are always interested in cool installation photography. For every smart photo you'll get a smart gym bag in return!

Michael Ramlau-Hansen



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Front page photo:

A Victoria hydrant installed in a Kindergarten in Bottrop, Germany

Do you know anyone who would benefit from receiving interlink or do you need more copies?
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Do you have an article you would like to share with the rest of the AVK world, i.e. installation of new products, installation in new places, repair of pipelines or an exhibition in your country - please send an e-mail to: jej@avk.dk



New building at AVK France S.A.

By Jean-Claude Torrelli, AVK France S.A.



AVK France is moving from the existing building in Blois with 1500 m² to a new building in Villebarou with 4000 m².

The opening was held on 28th June 2007 with speeches by general manager, Daniel Cotineau, and Morten S. Nielsen, Managing Director of AVK International A/S.

AVK France is a sister company within the AVK Group of Companies and distributes valves and accessories for the water- and sewage network along with fire hydrants and fountains. AVK France is located in two sites – one in Rosbruck (east of France), the other in Villebarou near Blois and supplies products to France, French Antilles, Guyana, and North/West Africa.

The company counts 26 employees including 8 sales people and realise more than 10 million EUR per year.

"This new building allows us to step up our efforts – imagine what we can do with 4000 m², including a 3500 m² full warehouse ", the general manager, Daniel Cotineau, explained.



Morten S. Nielsen between the former and present general manager of AVK France.



Daniel Cotineau retired by the end of July. He passed on the chief executive position to Eric Bertrand as of 1st August 2007.

AVK Holding - Business Development (AVK BD).

By *Jorn Urup Nielsen, Vice President at AVK Holding Business Development*

AVK BD was established in January 2007 to uncover further opportunities in the various market segments within the AVK Group.

AVK BD's initial task has been to prepare detailed, global reports within two business segments:

1. Valves for water transmission pipelines and
2. Valves for dams & reservoirs, incl. hydropower.



AVK has a strong product package covering valves and accessories for water transmission pipelines. We e.g. manufacture isolating valves up to DN2200 in various designs: Gate valves as well as butterfly valves in both double eccentric and concentric executions. We refer to our new segment brochure for much more detailed information.

Subsequently, global strategies for the two segments have been agreed upon. Tasks/objectives for the implementation of the segment strategies have been imposed – adapted to the AVK business regions' and the local sales companies' needs and capabilities.

One of the AVK BD duties is to support the AVK business regions and their local sales companies upon their request; e.g. by approaching international contractors who may purchase equipment outside the AVK sales companies' territories.

AVK BD also identifies project opportunities within these sectors, e.g. through a global project database and key account information – while it remains the obligation of the AVK business regions to reach the opportunities and obtain the business.

AVK BD will, however, be in charge of sales within these two business segments in China, India and Iran – where local infrastructures have already been established.

Furthermore, AVK BD has made contact with approx. 20 international construction companies around the world, with the objective of establishing close relationships and framework agreements for this type of business.

AVK BD also leads the approach to hydro equipment suppliers and pipe manufacturers for project alliances or more permanent cooperation on the two segments.



Glenfield/AVK discharge valves (fixed cone/Howell Bunger) are used all over the world – in installations such as dam bottom outlets – where the energy within the water needs to be dissipated during the discharge.

Our cast construction gives our clients a much more robust/durable valve with longer lifetime – compared to the fabricated designs.

Apart from the responsibility concerning the two segments mentioned, AVK BD is also committed to assist AVK's sales organisation in China for commercial as well as technical training and support – to increase their market shares within water supply/waste water in this fast emerging market.

Kindly contact Jorn Urup Nielsen, Vice President at AVK Holding Business Development – in case you wish to obtain more information on the activities:

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Mobile: +45-2173.2044, e-mail: jun@avk.dk

New segment brochures for Water Transmission and Dams & Reservoirs are available upon request.



AVK Philippines, Inc. moves to a new home

By Jojo Esguerra, General Manager, AVK Philippines Inc.

December 2007 was a milestone for AVK Philippines, Inc. The company moved from the office/warehouse located in Pasig City to new facilities in West Ave., Quezon City - a bigger and more spacious location in the heart of Metro Manila.

Beside the warehouse facilities, the new AVK Philippines office also includes a showroom with a full line of high quality valves and fittings manufactured by different AVK companies. Ample parking space is available in front of the building from where customers can come in and visit the showroom. Customers are also able to come here to pick up their orders.

With a higher warehouse capacity, AVK Philippines has now complemented its inventory of valves with ductile iron tees, elbows, and adapters necessary for installation of water supply systems. This makes AVK Philippines a one stop shop when it comes to valves and fittings for the numerous water supply projects in the Philippines.



The customer lounge where customers can meet and discuss the advantages of using AVK products in their water supply projects.



Reservoir upgrading in Hong Kong - Lower Shing Mun project

By Sam Gilbert, Glenfield Valves Ltd.

This project is typical of how the Glenfield special discharge valves can play a part in today's dams and reservoir activities.

It involves early seed sowing with designers at feasibility stage, providing technical input on the valving aspects and then following through with support at all stages until project completion. This can take a number of years from inception until completion as in this case.

This project was principally to upgrade an older system where 2 x 900 mm Glenfield free discharge valves, push button operated were being replaced by the more modern submerged discharge valves.

These provided a much quieter operation as well as superior control and permitted automation from the nearby Shatin Control Centre.

Raw Water is drawn from a variety of sources, including the large High Island Scheme into Lower Shing Mun Reservoir from where it is released to Shatin treatment works for onward transmission as potable water to the distribution networks.

The residual inlet heads at the valve can range from 5 up to 60 m. The design requirement is that the valve must be capable of passing flows up to 8.3 cumecs under a nett head of 15 metres. Also 5.6 cumecs with 7.5 metres available head.

The fact that the submerged discharge valve can be fitted with specially contoured ports enables such system requirements to be matched.

For these operating conditions the optimum valve size is DN 1400 /1200. That is 1400 mm inlet bore and a DN 1200 downpipe and valve element.

WDD, who is the responsible client and end user, released the design of the contract to Black and Veatch Hong Kong.

After detailed discussion with our Glenfield technical department, it was shown that the Glenfield submerged discharge embodied the features necessary to fulfil the energy dissipation and flow control aspects required by such a contract.

Gammon were appointed as main contractors.

Ultimately, the contract was secured by Advance Trading, the Glenfield agents in Hong Kong. The contract not only included valve design supply and manufacture, but also supervision of installation, training of all operating personnel and supporting final on site testing and commissioning.

This work was successfully completed in May 2007.

Glenfield are delighted to have been associated with WDD in this project as they have been in the past at High Island, Plover Cove, Tai Po Tau, Tai Mei Tuk etc.



Great fun with water – thanks to AVK Victoria Fountain

By Ilka Dräger, Marketing Coordinator, AVK Mittelmann Armaturen GmbH

A water playground for the kids would be great! An idea was born at the Herz-Jesu Kindergarten in Bottrop, Germany. However, installing a water pump system for this end would have exceeded the budget by far. Therefore, the management of the kindergarten went to look for alternatives and got in contact with distributors of garden fountains.

Finally, they chose the AVK Victoria Fountain. This type was also installed in a Kindergarten in the North of Germany in the beginning of 2004 about which an article was brought in the AVK Interlink No. 21 of February 2004. So the fact that the fountain is also "child friendly" in operation had already been tested and proved. The article convinced the kindergarten management to purchase this solution with the rotatable switch on the side.

In order to safely install the quite heavy fountain, a special underframe was constructed and filled with concrete. With this construction, a solid anchorage was created and ensured. The greatest advantage of this fountain is the fact that it closes automatically through a spring. As soon as you let go of the rotatable switch, the water flow stops immediately. So there will be no unnecessary waste of precious drinking water.

With the AVK Victoria Fountain, a practical solution was found at a fair price. But the most important thing is: The children love it. Hopefully, the upcoming spring and summer will be accompanied by lots of sunshine, so the kids in the Herz-Jesu Kindergarten can have lots of fun with their new water playground!



AVK Gate Valve Series 06/37 and 06/38

By Michael Ramlau-Hansen, Marketing Manager, AVK International A/S

AVK gate valves with grooved ends fitting the "Victualic" system

AVK gate valves series 06/37 and 06/38 with grooved ends are the perfect valve choice in pipelines for irrigation, HVAC, and fire fighting. The valves fit the Victualic system and are system machined according to AWWA C606. The grooved end on the valve is fixed to the pipe material – e.g. steel or cast iron - by means of a standard Victualic coupling.

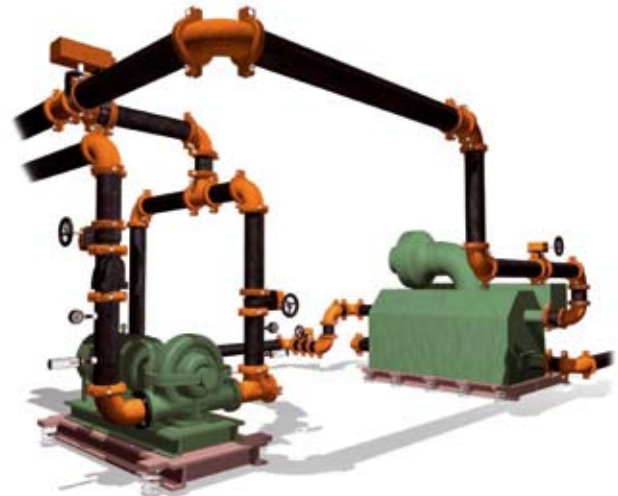
Over the past 75 years, the Victualic mechanical pipe joining system has proven itself to be one of the fastest and most efficient ways of joining pipes due to its high degree of flexibility and rigidity, as well as a fast and easy assembly.

The Victualic system is a fast and effective way to install pipe systems in buildings. The system absorbs vibrations and noise transmission through the system. It has a certain degree of angular deflection of the pipe joints and alignment in all positions 360° around the pipe axis. Therefore, the system has gained a footing in high rise buildings where vibrations and stress of pipe systems are of significant importance.

The series 06/37 valve is a development of the well-known VDS-approved gate valve series 06/35 which was originally designed for sprinkler systems. This very industry has recognised the time saving and effective way to connect pipes and fittings.

For further information, please contact AVK Inter:

- Technical matters: AVK marketing department
- Questions regarding price and delivery: AVK logistics department



Drawing from Victualic "Commercial Building Services"



AVK Series 06/37 red valve for sprinkler systems



AVK Series 06/38 blue valve for irrigation and HVAC

The AVK series 33/50 BLS® valve

By Lars Sindal Jensen, Product Manager AVK International A/S

AVK now offers series 33/50 valves with a socket end - spigot end connection.

The socket is designed to meet ductile iron pipes with BLS® (Buderus Lock System) configuration, the strongest tensile resistant socket solution for ductile iron pipes on the market. The AVK Series 33/50 BLS® valves are designed especially for Buderus ductile iron pipes but can also be used with Buderus standard ductile pipes using the tensile resistant clamps.

The BLS® system is based on a double chamber socket; the first chamber is a standard TYTON socket gasket and the second chamber makes the socket end tensile resistant by means of tensile segments. The AVK Series 33/50 valve with BLS® socket allows maximum $\pm 3,5$ degrees deflection on the pipes according to EN 545.

The BLS® tensile resistant socket system has proven itself for more than 30 years and is known as the market's strongest tensile resistant solution. The sockets are designed to withstand tensile forces equal to the strength of the pipe and therefore, BLS® sockets offer the best passive safety on the market. The design also allows for easy mounting as well as dismantling of the pipes due to the tensile resistant segments that are easily removed if required.

The AVK Series 33/50 range consists of valves with one spigot end and one socket end in dimensions:

- DN 80- for pipes \varnothing 98 mm
- DN 100- for pipes \varnothing 118 mm
- DN 125- for pipes \varnothing 144 mm
- DN 150- for pipes \varnothing 170 mm
- DN 200- for pipes \varnothing 222 mm
- DN 250- for pipes \varnothing 274 mm
- DN 300- for pipes \varnothing 326 mm

The AVK Series 33/50 BLS® valve embodies well-known AVK design features like:

- Fully vulcanised wedge with fixed wedge nut for optimum corrosion protection.
- Wedge guide rails supported by plastic bushings to protect the rubber surface thus giving optimum life time according to EN 1074-2.
- Drinking water approved EPDM rubber.
- A unique spindle gasket design with a hydraulic sealing manchette, 4 O-rings, and a wiper ring offer triple safety in design.
- A nylon bushing insulates the stainless steel spindle material against the ductile iron bonnet thus preventing electro galvanic corrosion.
- The stop ring mounted on the spindle prevents the wedge from opening against the sealing manchette and inside the bonnet which provides an optimum protection of the wedge and internal coating.

All AVK valves are designed and produced according to the highest national and international standards, with approvals like GSK, DVGW, CE and ISO and other major official institutes on all materials and production processes.





R&M de Centroamerica, a Long Term Relationship with AVK Group

By Eng. Rubén Araya S., Fluids Manager, R&M de Centroamerica



From left to right: Adrián Ruiz (Technical Manager), Rubén Araya (Fluids Manager), Gustavo Díaz (General Manager), Giancarlo Segnini (Agricultural Manager) and Harold Umaña (Financial Manager).

R&M de Centroamérica started business operations back in 1989 in Costa Rica; today, the company has regional coverage and commercial presence in Panama, Nicaragua, El Salvador, Honduras and Guatemala as well as in its country of origin, Costa Rica.

R&M de Centroamérica represents the most prestigious enterprises with world-wide coverage, one of them being AVK, with whom a commercial agreement has been signed for the distribution of AVK products among most of the Central American countries.

We are proud to be a strong link in the AVK distribution network, mostly because we are able to identify ourselves with the AVK business concept, whose principles have been implemented by R&M de Centroamérica.

Our line of business is focused on floating activities; we seek integral solutions for our clients as we not only supply products but also involve ourselves in all stages necessary to solve the problems or applications suggested by our customers.

Our sales staff includes trained engineers who maintain a day-to-day contact with our customers.

R&M de Centroamérica has two divisions aimed at searching for integral solutions available to our customers. The first one, the Agricultural Division, provides solutions so as to be able to profit from the most advanced technologies for the efficient and effective use of water in crop irrigation systems.

The other division, known as the Fluid Division, is focused on the construction market. Aspects such as water treatment, fire fighting, mechanical and protection systems, water management and control constitute the foundations of this division, and all of them are fully compatible with the corporate vision of the AVK Group.

Jamaica update - Incotek Co.

By Ken Clarke – Managing Director, Incotek

In February we had a most welcome visit from Kim Ludvigsen, Senior Vice President, AVK Overseas. He shared his extensive knowledge of the industry with us during our discussions on the company's sales and marketing objectives.

He also met with Mr Godfrey Esson, VP, Mrs Claudette Seville, Manager of NWC Corporate Purchasing, and Mr Billy Meikle, Engineering Manager during which the AVK Overseas Training Programme was discussed and implementation planned for an early date.

We supplied a quantity of 400 mm and 600 mm Rewag couplings to the National Water Commission. These were used to affect repairs of leaking pipe joints without disruption of pipe and water supply, resulting in major savings in time and labor.

Mr Brian Lowe and Clifton Hale joined our team bringing their technical knowledge and sales and marketing experience.





Onninen Boat trip

By Ib Thygesen, Area Sales Manager, AVK International A/S

On 24th – 26th January 2008 Onninen Oy held its annual boat trip from Helsinki to Stockholm which was once again a great success.

Approx. 350 contractors and customers within the VA segment were present. The arrangement also included an exhibition where suppliers could present their products.



Glenfield Valves at the Akita City Water Works

By Jorn Urup Nielsen, Vice President at AVK Holding Business Development

Recently we received a nice letter from Mr Masayoshi Saito, the Manager of Maintenance Division at Akita City Water Works in Japan.

He informed us that his company celebrated its 100 years anniversary in October 2007.

One of this company's very first installations was for a number of "Glenfield 1901 catalog B section page 20 A-1" valves (14", 12", 8" and 6") installed at FUJIKURA Dam.

According to Mr Saito these valves were imported from Glenfield in Scotland just 40 years after the Samurai era ended - and they are still in great condition.

In 1993 the Fujikura dam was appointed a modernized cultural heritage in Japan.





OY VEVI VA AB

By Ib Thygesen, Area Sales Manager, AVK International A/S



Oy Vevi AB is a small Finnish company with 4 employees. The company was established in 1994 and has used AVK products right from the beginning. They use AVK products in connection with their production of water meter- and air release chambers as well as pumping stations.

Oy Vevi AB use AVK air release valves, ball check valves and gate valves for the chambers and pumping stations which are intended for the sewage- and water supply systems.

The products are primarily sold in Finland, Norway and Sweden.



The VA-exhibition 2007 - Exhibition début in Gothenburg

By Kathrina Hinrichsen, Marketing Coordinator, AVK International A/S

The VA-exhibition 2007 in Gothenburg was held from 18th to 20th September.

AVK Sweden hosted a 72 m² large stand which stood out and was noticed and appreciated by visitors as well as organizers of the exhibition. Many were curious to see what AVK Sweden had to offer, and the 4 salesmen of the company were busy proudly showing off their products to visitors, who tented to find the underground hydrants especially interesting.

The exhibition turned out a success for AVK Sweden - one of 242 companies represented in the 6,546 m² Swedish Exhibition Centre.

A total of 8,553 people from 23 countries visited the exhibition, and AVK Sweden was able to create important breeding ground for future contacts.





Middle East Waste & Water Congress 2007

By Steen Boegelund, Area Sales Manager, AVK Middle East

AVK Middle East participated in and exhibited at the Middle East Waste & Water Congress 2007 which was held from 28th to 29th May 2007 in Dubai.

The Congress featured an exhibition with a total of 63 exhibitors as well as a conference.

The purpose of the congress was to combine the various aspects within environmental resource management to reach higher but still sustainable standards.

The UAE Minister of Water and Environment opened the Congress by affirming that water and waste are some of the most important issues for the UAE and the region in general.

Streams of the conference:

- The natural reserves in an emerging market like the Middle East have depleted due to high consumption and rapid urbanization.

- The environmental conditions are alarming in the Middle East.
- How to cope with the demand for clean water. Residents of UAE each use 500 litres of water a day.
- Saudi Arabia is one on the biggest consumers of water. Water waste poses a threat to the environment. Thirty percent is lost through leaks.
- Saudi Arabia to invest \$ 200 billion into its water industry over the next 20 years.

The above topics were among others discussed by the Congress attendees and the region's key ministers who were all very well represented.

The conclusion of the Congress stated that the future of the region is relying on our ability to manage natural resources with a maximum of wisdom and interest in future generations.

The two-day Congress was very rewarding. The AVK name has become even more well-known in the region as one of the leading valve manufacturers.



Managing Director Kresten Pii & Dr. Mohammed Saeed Al Kandi, UAE Minister of Water & Environment

Europort Maritime 2007

Rotterdam, the Netherlands from 6th - 9th november 2007

Wouter Witzel EuroValve participated in the exhibition "Europort Maritime 2007" from 6th - 9th november in the Ahoy exhibition centre in Rotterdam.

With its 800 participants and about 31.000 visitors, this is the leading exhibition for the maritime industry in the Benelux. Visitors vary from skippers, engineers and purchasing agents from both shipyards and shipowner companies. About 20% of the visitors are from abroad.

Hesta Apeldoorn was responsible for the design of our stand. Our stand was easily recognised because of the very big and beautiful textile valve prints.

During this exhibition, we were able to present ourselves again as the leading manufacturer of and specialist in butterfly valves in the Benelux. The maritime market is expanding, and based on the enthusiastic reactions we received, we may conclude that this exhibition was most succesfull for our company.





Malaysia Water 2007 Exhibition

Kuala Lumpur Convention Centre, Malaysia from 14th – 16th May 2007

By Macy Kuay, Internal Sales Executive – AVK Malaysia

AVK Valves Manufacturing Malaysia made an impressive presence at the Malaysia Water 2007 Exhibition which was held on 14th – 16th May 2007 in the Kuala Lumpur Convention Centre, Malaysia.

Water Malaysia 2007 is the perfect platform for water service- and water management professionals to launch new products and show the latest breakthrough technologies and services.

All the exhibitors experienced an interactive environment and could also participate in on-site demonstrations, product seminars, and business matching to be kept abreast of the latest development and industry news.

Here, we had an excellent opportunity to meet many of our customers from government agencies and water service companies along with operators, researchers, engineers, and consultants from the region. We were very pleased to meet with our customers and had plenty of discussions about our quality products.

With a consistent aim to comply with current trends and industrial demands, we can explore and develop the potential water treatment market in Malaysia providing excellent opportunities for us in the coming years.



AVK Malaysia made an impressive presence in the Malaysia Water 2007 Exhibition, which was held on 14th – 16th May 2007 in the Kuala Lumpur Convention Centre, Malaysia.



Our Managing Director, Niels-Erik Andersen was having a discussion with the customers regarding our AVK high quality products.

Indo Water 2007 Exhibition

Jakarta Convention Centre, Indonesia from 20th – 22nd June 2007

By Macy Kuay, Internal Sales Executive – AVK Malaysia

INDO WATER 2007 Expo & Forum - Indonesia's No. 1 Water, Wastewater, and Recycling Solutions Show was held at the Jakarta Convention Centre from 20th - 22nd June 2007.

INDO WATER 2007 is widely recognized by the industry as the key forum in Indonesia covering an international expo, conference and technology symposium. It is the venue where top regional decision makers meet and talk business. More than 250 exhibitors from 22 countries showed their latest solutions and technologies for municipality water, sewerage and industrial wastewater management.

AVK Malaysia together with our exclusive agent in Indonesia, PT Mitra Wira Pratama, was part of this exhibition in which we showed our wide range of products. There was great interest in the AVK stand, and many people visited the AVK stand during the three days.



AVK Malaysia's Export Manager, Mr. C.K.Yong and AVK's exclusive agent in Indonesia – PT Mitra Wira Pratama - were representing AVK at the Indo Water 2007.

Gate Valve Series 54 DN 1000
installed in Magdeburg, Germany.

Photo Arndt Neubauer,
AVK Mittelmann Armaturen GmbH

Mr Neubauer will receive a gym bag for this
picture. (See the editorial)



What's up

Mr Valvis



Competition no. 28

We are happy to announce that the winner is:

Larry Montee from American AVK.

Larry Montee has chosen the corkscrew.

The correct answer was: A close-up shot of a AVK hydrant P6.



Competition no. 29

What does this selected enlargement show?

Send an e-mail with the correct answer and write down which gift you want to receive - if you win. e-mail to: adl@avk.dk

AVK frying pan



Salad set from Bodum



Chefs Knife set from Bodum



New art work at American AVK

The ads have been a big hit. American AVK are not sure how many valves and hydrants have sold directly because of them but they have been a powerful tool to build "brand name awareness".



The Best Hydrant
Is The One You Can Forget About.



The most unforgettable thing about American AVK's 250 psi dry barrel hydrants is that they're so...forgettable. The kind of hydrant you can ignore until it's needed and can depend on for flawless performance. At the heart of every American AVK hydrant is a one-piece main valve with a ductile iron core and fully encapsulated in EPDM rubber. Fewer parts means less potential for problems. But, if you need service, you'll appreciate our guaranteed next-day parts delivery and our ten year warranty. American AVK: the hydrant you can forget, with the name you'll want to remember.



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