

AVR interlink

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Editorial

Dear reader

The management conference held on 4 – 5 June 2009 was represented by 43 countries from 6 different continents which to me prove that the AVK group of companies is now truly global. I am proud to be part of this group of companies and with our quality products and so many good and capable colleagues I have no fears for the future.

This edition of the Interlink brings articles from all over the world. It is wonderful to receive so many contributions from our markets. Also, we receive installations photos in a constant stream. We would like to thank all the contributors – we are very grateful for all the articles and photos sent to us. Please keep up the good work. We shall keep rewarding each photo printed in the Interlink, so to all the rest of you out there, please join your colleagues in sending us more photos.

I hope you will enjoy reading the many fascinating stories from all over the world and wish you all a sunny summer.

Michael Ramlau-Hansen



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AVK International A/S

Tel.: +45 87 54 21 00

Fax: +45 87 54 21 20

e-mail: sales@avk.dk

Chief editor

Michael Ramlau-Hansen - mrh@avk.dk

Marketing information

Marketing Department

Technical information

Lars Sindal, Bo Ellerup and Jørgen Kudsk

Coordinator

Jette Jensen - jej@avk.dk

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Front page photo: Installation of series 729 FS-20 double band repair clamp at Kemaman, Terengganu, the east coast of Peninsular Malaysia.

Do you know anyone who would benefit from receiving interlink or do you need more copies? Please send an e-mail to: adl@avk.dk

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

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25 years with AVK Norge AS

By Lene Mark, marketing department , AVK International A/S

AVK Norge AS was established in the fall 1983 and the anniversary was celebrated with a small happening during the annual SML (Sales Marketing Logistics) meeting in Denmark in April.

Ole Thyregod, now general sales manager at AVK International A/S started up the company, and at the SML-meeting he held a speech with many cheerful recollections of the first years in Norway. With a boom during start-up to a slump the following years

due to a fall in the Norwegian currency (krone) which made competition and profit performance very difficult.

AVK Norge AS had only two employees – a sales manager and a store man – when Ingvald Vee was employed, and he is still running the logistics department with expertise and competence.

In 1992 Ole Thyregod convinced a young man named Terje Gullaksen to

take on the position as sales manager. The first nine years had been subject to a lot of hard work but in the following financial year the bottom line was finally in black, and Ole Thyregod was able to hand over the position as Managing Director to Terje Gullaksen.

After the congratulations and three cheers, Ole handed Terje Gullaksen a picture of an AVK valve in the light of the beautiful Norwegian mountains.



Ole Thyregod held a speech



Terje Gullaksen with the picture of an AVK valve in the light of the beautiful Norwegian mountains.

Global Management Conference 2009

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

AVK Holding A/S hosted this year's global management conference held on 4 – 5 June 2009 at the Academy and Visitor Centre. General managers from AVK companies worldwide and staff managers at AVK Holding A/S participated. Since our last global management conference in 2007, we have acquired 10 new companies, and hence the AVK Group of companies now has 45 companies in more than 25 countries.

One of the topics this year was the financial crisis. How things have turned out so far and what the future looks like. We had invited Axel Olesen from the Copenhagen Institute for future studies to talk about the consequences of the financial crisis and the global development of markets.

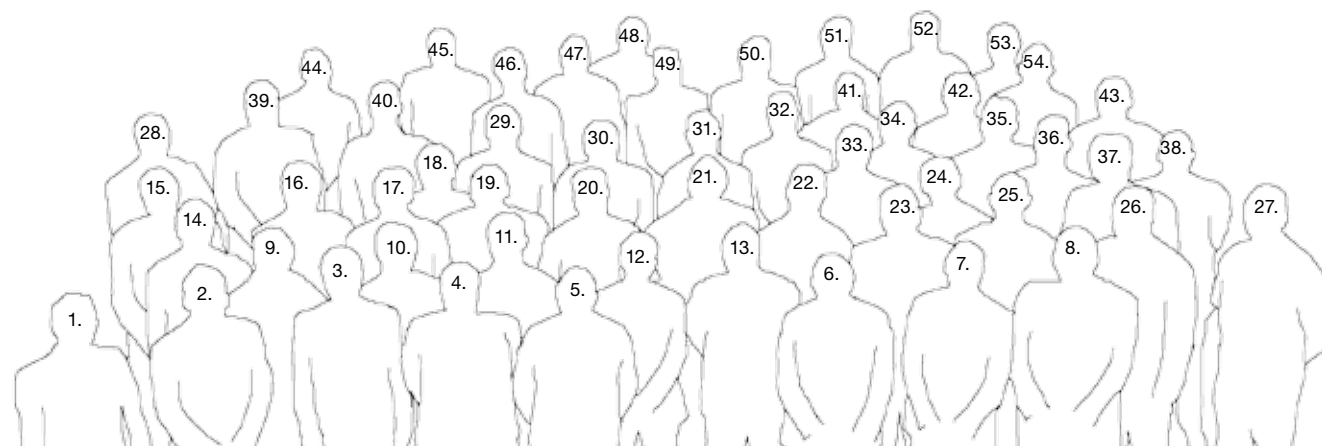
The new products, which AVK will be launched in the near future, were introduced in the AVK Tech centre, where the participants could examine the new products closely.

On the second day of the conference, the new warehouse and distribution centre was presented. It serves as a Central European distribution centre with a total of 13,000 m² with room for 13,500 pallets.

Handling of pallets is carried out with fully automatic conveyors, lifting tables and driverless AGVs – all delivered by our sister company Q-Transportmateriel A/S. In the aisles in the high bay warehouse, the new VNATs (Very Narrow Aisle Truck) are used.

The conference ended with a barbecue on Friday evening. The social aspect of the conference is very important since many of the participants only have contact with their foreign colleagues via telephone or email. Here, they are given the opportunity to meet, create new relationships and exchange experiences, and ideas.





1. **Philip Yuen**, AVK Valves Co. Hong Kong Ltd. and AVK Valves (Shanghai) Co., Ltd.
2. **Paul Hubbard**, AVK Group UK
3. **Jerzy Bober**, AVK Polska Sp. z o.o.
4. **Eddie Holmqvist**, AVK Sverige AB
5. **Javier Garcia Noblejas**, AVK Válvulas S.A.
6. **Torben Andersen**, Group Technical
7. **Allan Ernstrøm**, Group Logistics
8. **Kim Ludvigsen**, AVK Overseas Mexico-Central America-Caribbean
9. **Daniel Druart**, AVK Válvulas do Brasil Ltda.
10. **Jojo I. Esguerra**, AVK Philippines Inc
11. **Mika Nurmi**, Rep. Office, Finland
12. **Nguyen Anh Vinh**, AVK Vietnam Co. Ltd.
13. **Fran Brody**, Aqua-Gas Manufacturing Ltd., AVK Manufacturing Ltd. and Bryan Donkin Valves Ltd.
14. **Tadeusz Stryjski**, AVK Armadan Sp. z o.o.
15. **Per Møller**, AVK International A/S
16. **Frank Lieser**, AVK Mittellmann Armaturen GmbH
17. **Wajid S. Mohammed**, AVK Valves India Pvt. Ltd.
18. **Ole Thyregod**, AVK International A/S
19. **Niels-Erik Andersen**, AVK Valves Manufacturing Malaysia Sdn. Bhd.
20. **Søren Kjær**, AVK Valves (Anhui) Co., Ltd.
21. **Trevor Sculthorpe-Pike**, I.C. Valves Co. Ltd. / AVK Holding A/S
22. **Morten Sæderup Nielsen**, AVK International A/S
23. **Niels Aage Kjær**, AVK Holding A/S
24. **Jan Wessels**, Wouter Witzel EuroValve B.V.
25. **Lars Kudsk**, AVK Holding A/S
26. **Bo Johansen**, AVK Holding A/S
27. **Terje Gullaksen**, AVK Norge AS
28. **Garnt de Kroon**, AVK Plastics B.V. & G+W GmbH
29. **Fred Stafford**, Saudi Valves Manufacturing Co. Ltd.
30. **Anders Jensen**, AVK Tooling A/S
31. **Mads Lausen**, AVK Middle East FZE
32. **Dirk Jansegers**, AVK Belgium N.V.
33. **Hendrik Kwakkel**, AVK Nederland B.V.
34. **Eric Bertrand**, AVK France S.A.
35. **Tjaart van der Walt**, AVK Valves Southern Africa (Pty) Ltd.
36. **Ole Hedegaard**, Saudi Valves Manufacturing Co. Ltd.
37. **Jørn Urup Nielsen**, Business Development
38. **Michael Ramlau-Hansen**, AVK International A/S
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40. **Jacob Kjær**, Corporate Legal
41. **Lars Holmgaard**, J.C. Hansens Metalvarefabrik ApS
42. **Kieran Cantrell**, AVK Italia S.r.l.
43. **Bo Stubkier**, AVK Holding A/S
44. **Knud Fl. Madsen**, AVK GUMMI A/S
45. **Hans Ottosen**, Flonidan DC A/S
46. **Petr Kuzela**, AVK VOD-KA a.s.
47. **Paul Jennings**, AVK UK Ltd.
48. **Kresten Pii**, Shanghai Water AVK Valves Co. Ltd. / AVK Holding A/S
49. **Karsten Pedersen**, AVK Australia Pty. Ltd.
50. **Arne Hjortshøj**, Group Purchasing
51. **Henrik Buss**, Group IT
52. **Kenneth Blom**, Product Service
53. **Claus Eskildsen**, Group Finance
54. **Peter Heijink**, World Valve B.V.

Series 16 with T top

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

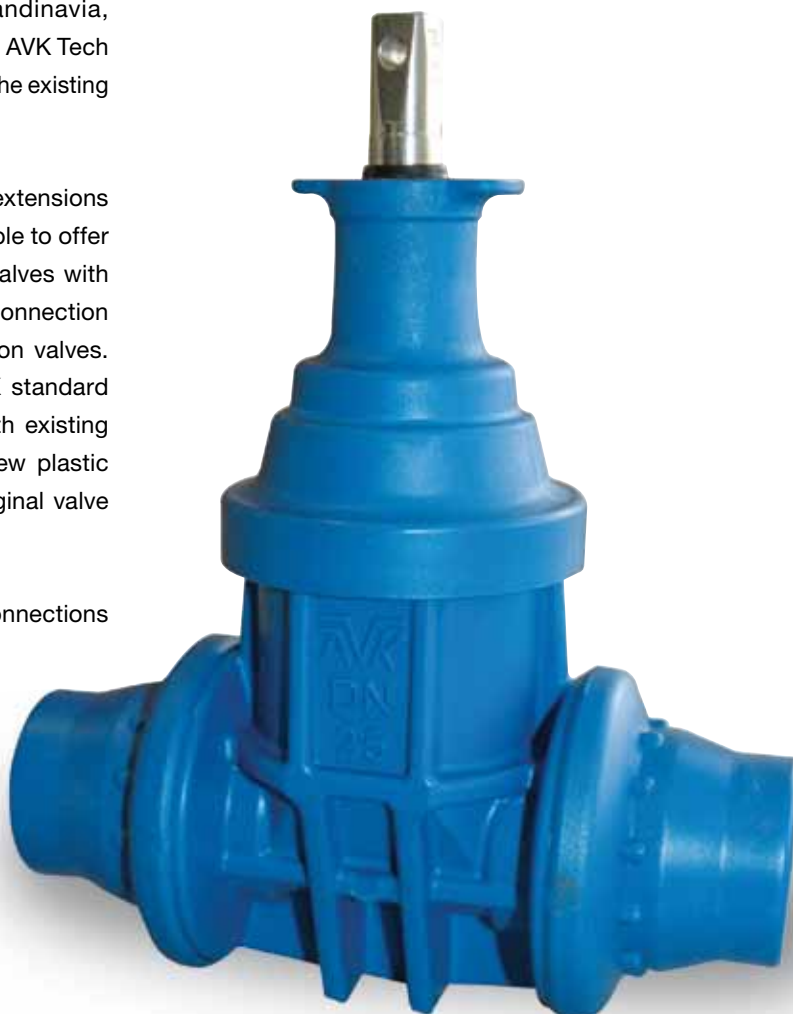
To strengthen AVK's position in Scandinavia, AVK International A/S has in cooperation with the AVK Tech Centre and AVK Plastics developed a new top for the existing range of service connection valves in POM.

The top has been developed to fit existing stem extensions of a different make than AVK, and we are now able to offer our customers a range of service connection valves with an identical bonnet design for both the service connection valves in POM and the brass service connection valves. These valves are not only applicable with AVK standard stem extension and street covers, but also with existing market solutions from other producers. The new plastic valve bonnet can be friction welded on the original valve body in plastic.

The first valve types released for sale have connections for either the well-known PRK screw couplings or push-in sockets for PE pipes.

The valves are available in DN 25 to DN 50.

With this development we are able to offer a complete solution with valve, spindle and street cover.



AVK Plastics BV launches FUTURA surface boxes

By Stefan Stegenga, Product Manager, AVK Plastics BV

AVK Plastics BV is known for its comprehensive range of high quality synthetic surface boxes. Over 4 million of these surface boxes have been installed in various European markets, and the process of exchanging the cast iron boxes with synthetic ones has just started.

The existing high quality range of fixed and adjustable surface boxes complies with the DIN standard and

has DVGW approval, which is required in several markets.

However, for some years we have felt that an even more competitive range is required, especially in markets where no standards are applicable and where prices are the decisive factor. Primarily for these markets, we have now developed and launched the FUTURA range of surface boxes. Still, the boxes are designed in accordance with the dimensional requirements

in the DIN standard, which ensures a good functionality of all types of service connections, gate valves and hydrant boxes.

No compromises have been made with regard to the quality of materials, but the advanced design has resulted in lower material consumption and more efficient manufacturing - both contributing to cost savings. The material of the housing is a special compound of Polyamide which allows installation in tarmac roads.

Type / Series	Application	Top	
M-4055 MD GG Series 80/4055	Hydrant	Round	
M-4055P MD KU Series 80/4055P	Hydrant	Square	
M-4056 MD GG Series 80/4056	Gate valves	Round	
M-4056P MD KU Series 80/4056P	Gate valves	Square	
M-4057 MD GG Series 80/4057	Service connection valves	Round	
M-4057P MD KU Series 80/4057P	Service connection valves	Square	

The FUTURA boxes are available in fixed height in both round and square top, depending on customer preference. Furthermore, the optional plastic (coloured) lids, and variable inscriptions are available for our CLASSIC range as well as for our FUTURA boxes.

Data sheets are available for detailed information. Please contact: sstegenga@avk-pl.nl



Bottom side of cover M-4055.



M-4056 seen from the bottom. Ribs creating extra strength.



3 variants of Futura range (also available with round tops).

New Generation Hydrants

By Ilka Draeger, Marketing Coordinator, AVK Mittelmann Armaturen GmbH

New generation hydrants launched for serial production – start of underground hydrant K7.

During this year's Wasser Berlin and IRO, AVK Mittelmann presented their new European generation of underground hydrants – the 7 series – to the public.

After the successful launch of the R7 in the Netherlands and the K7 in Belgium, sales of the single shut-off underground hydrant K7 have started in Germany. From now on this type will be produced in series and replace the predecessor model K3. The L7 type with additional ball shut-off will also be launched for serial production and replace the current L3 type by the end of this year.



The benefits of the new 7 generation are obvious.

They offer an enhanced security, a faster water withdrawal and drainage, and even better corrosion protection.

An enhanced security is created by an integrated blow out protection of the operating pipe.

Furthermore, the internally epoxy coated hydrants are now coated according to GSK guidelines underneath the valve seat ring. This increased corrosion protection is supported by a fully vulcanized ball sealing ring for the L-type.

A faster withdrawal of water and drainage is reached by the new asymmetric disc (see picture) for the single shut-off hydrants. The patent is pending. Thanks to this new design, the number of turns from closed to open as well as the torques is reduced. The free discharge was also increased to 20 mm. This is a special demand from Belgium and has been incorporated as a benefit for all K7 variants.

For technical data and documentation, please see our website www.avkmittelmann.com or contact draeger.id@avkmittelmann.com



New test station

By Ilka Draeger, Marketing Coordinator, AVK Mittelmann Armaturen GmbH

New hydrant test station increases efficiency at Wülfrath plant.

This spring, we had a new and highly modern test station installed at AVK Mittelmann.

The station incorporates mounting and testing in one station. It allows mounting of hydrants up to a cover depth of 4.5 metres with a size ranging from DN 80 to DN 125.

Thanks to an automated testing process and ergonomic working places, the new station provides a

faster and more precise assembly of a consistent quality level. Mounting and pressure testing can be realized within one single procedure.



Water network reconstruction in Hungary

By Kornél Oberding, Product Manager, Euroflow

Recently, we reconstructed a water network at the Over-Danube regional waterworks in SÜMEG, Hungary.

The general state of the DN 600 water pipeline and the old valve itself left no option but an immediate replacement.

The picture of the old valve clearly shows the groove under the closing part collecting debris, stones etc., and this “barrier” prevents a correct closing process in the wedge resulting in a leakage.

Therefore, the Over-Danube regional waterworks made a correct decision when they decided on a complete reconstruction of the water network, and the obvious solution was a resilient gate valve construction.



The groove under the closing part collecting debris, stones etc., and this “barrier” prevents a correct closing process in the wedge resulting in a leakage



The new DN 600 gate valve is being installed

Seminar at Laos Water Authority

By Kenny Tan, Key Account Manager, Export Sales Department, AVK VALVES MANUFACTURING MALAYSIA SDN. BHD.

AVK Malaysia's export sales department held a joint presentation in Laos together with two other companies, Polyware from Malaysia - a famous manufacturer of fittings for PE Pipe - and Thai-Asia from Thailand - one of the leading PE Pipe manufacturers in Thailand.

The purpose of this presentation was to promote AVK products, to share our experience in the waterworks sector,

and also to provide a solution to Laos Water Authority to not only reducing water loss (non-revenue water, NRW) but also reducing the maintenance cost.

The presentation was held in Laos Water Authority Training Center, Vientiane on 14th February 2009. More than 40 officers from Laos Water Authority (from capital & provinces) attended this presentation. The

officers were quite impressed by the AVK concept of high quality products with no maintenance and 10 years' warranty.

We would like to take this opportunity to express our gratitude to Laos Water Authority, and also our two partners Polyware and Thai-Asia for making this event successful.



Kenny Tan explaining the features of AVK stainless steel repair clamp which is now manufactured at AVK Malaysia



Laos Water Authority Training Centre



A fascinating view of the Mekong River during sunset.



Kenny Tan answering questions from one of the Laos Water Authority officers

Story of success

By Angel Yordanov, Manager, AVK International A/S Representative Office Bulgaria

In 1996 AVK made contact with the company “Vassil Vassilev KVS-3” in Sofia, Bulgaria. A small, but professional and ambitious company specialised as supplier of products for water and sewage, cooperating with most of the water supply and sewage (WSS) companies in the country. The partnership with AVK started with an increased focus on gate valves, service connection valves, air valves, repair clamps and flange adaptors. Gradually, the AVK products have found their place on the market and have become an integral part of the high quality product segment in the water and sewage sector.

Within short time “Vassil Vassilev KVS-3” has proved its professionalism, loyalty and reliability and become AVK’s distributor in Bulgaria. The company “grew up” - it gained experience and knowledge and is today one of the leading sales companies within the water and sewage sector.

Since the beginning of this partnership there have been many interesting stories, but one of them is especially worth mentioning; namely the successful cooperation with the WSS company in Sofia.

The company is the largest WSS company in Bulgaria. It covers a territory of 1,311 km², maintains over 3,000 km water supply network and 1,504 km sewer network, and

supplies approximately 20 % of the Bulgarian population with drinking water - mainly in Sofia.

The first deliveries of AVK products started in 1996 and have continued on a regular basis since then. Four years later, in year 2000, the company was taken over by a Concessionaire - United Utilities, and was restructured and renamed “Sofia Water”. The new operator had ambitious investment plans concerning the renovation and extension of the water supply and sewer network with the aim to expand business, improve service and to be recognized as the best water company in the country.

For this purpose Sofia Water needed reliable suppliers of high quality products and professional solution. Our distributor has co-operated closely with Sofia Water during several years and according to rough calculations, there are more than 25,000 AVK gate valves in different sizes buried and operating in Sofia without any claims since 1996. Lately, our distributor was chosen by Sofia Water as partner in a project for supply and stock management of products for water metering units. This illustrates a new level of relationship and mutual trust which will improve the AVK business with Sofia Water in future.



Vassil Vassilev, AVK’s distributor in Bulgaria

New warehouse and distribution center at AVK International A/S

By Per K. Møller, Logistic Manager, AVK International A/S

The construction of our new warehouse and distribution centre started last year in May. When we started working with the machines, we had a very tight and ambitious time schedule to ensure that we could celebrate Christmas under roof. The schedule included closing of the building by the end of November in order to start up the work inside.

The work was planned down to the last detail and the construction meetings were held in peace and quiet. All constructors and workmen worked hard and determined to follow the time schedule. Still, we were taken by surprise by the subsoil. The machines had to dig so deep before they found solid ground that even the top of the machines were below ground. This implied a lot of soil to be removed and just as much sand and gravel to be transported back into the hole.

When the foundations were complete, they started setting up the pillars and girders. It seemed hazardous when the

heavy crane lifted the girders in place, and it is indeed a very dangerous job demanding both precision and professional skills.

When this part was completed the roofing company started and as soon as the roof had been completed, the bricklayers started building the walls. The weather was still not in a “construction-mood”, so the constructors had to modify the plans to make all the pieces fall into place in order to have the building completely closed by the end of November. This was essential because laying of the special floor required a completely closed and frost free building. It was a very special experience observing this process; sanding the floor seemed almost like a ride in a bumper car which was exactly what the distinctive sanding machine looked like.

During this building phase we were also busy making agreements about racks, trucks, roller conveyors and roller systems. At the same time, we had to implement an entirely new IT-system for control of the warehouse.



In January the racks were put up and the new VNATs (Very Narrow Aisle Truck) were taken into use. The building was painted internally and they started working on the new gates and loading platforms.

The sprinkler system was installed with a number of sprinkler heads in the ceiling and between the racks. The water supply net from the waterworks does not have enough water to supply the sprinkler system. Therefore, a giant water tank has been buried outside the building. The tank contains several hundred m³ of water which is enough to put out a fire. The shower facilities, bathrooms, canteen and offices on the 1st floor have been completed, the crane-ways are installed and approved and the roller conveyors in the packing area are in place and tested.

Here by the end of June both the shipping area and the warehouse are in operation. It has been a long and sometimes complicated process building this warehouse and distribution centre, however, the result has definitely been worth the efforts.



Water supply projects in Sri Lanka

By Kenny Tan, Key Account Manager, Export Sales Department, AVK VALVES MANUFACTURING MALAYSIA SDN. BHD.

The AVK brand is well known for its water supply projects in Sri Lanka and has a track record for more than 10 years. Thanks to the efforts of our local agent, Hovael Holdings, we are able to supply gate valves, check valves, air valves & butterfly valves, as well as electric actuators for the Kalu Ganga projects, phase 1, 2, 3 and 4.

Recently, Kenny Tan, Key Account Manager of AVK Malaysia's export sales department, visited the water treatment plant of Kalu Ganga, Phase 1 (KG 1), accompanied by Mr Kapila from Hovael Holdings.

All valves supplied are still in good condition and the end-user is quite satisfied with the AVK products.

We look forward to supplying to the new waterworks projects in Sri Lanka in near future.



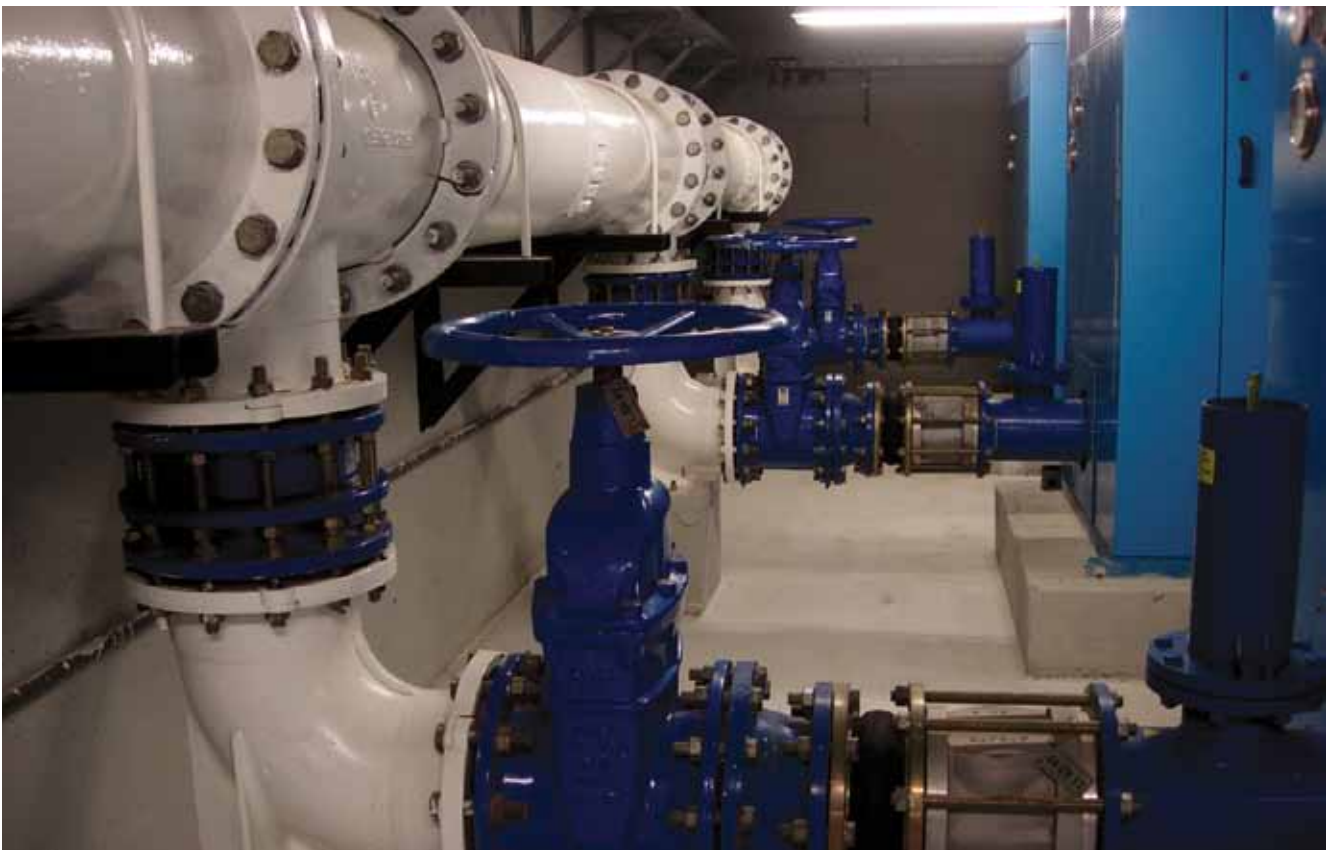
AVK concentric butterfly valve with electric actuator



KG1 distribution chamber



Valves installed three levels below ground level



Valves installed three levels below ground level

Annual tender procedure

When the large water companies put out their annual tenders, it can be done in many different ways. These pictures show one of the more particular ones, where the tenderers make their products available for testing. A test installation has been established to be able to measure values such as free running torque and closing torque at full operating pressure and not least at full water flow.

Especially at free outflow, the friction between the rubber sealed wedge and the epoxy coated body is an important parameter, as there is no back stream pressure supporting the wedge on the down stream side of the flow direction. Here it is especially interesting to measure, how easy it is to close and open the valve - what it means for the free running torque, for the closing torque and for the stability of the wedge. It is also interesting to ascertain, whether there are vibrations, or whether the wedge is completely at rest.

Being a producer of high quality gate valves, AVK can only encourage such tests.



North – Lowland water-quality-improvement

By Kornél Oberding, Marketing Manager, Euroflow

Based on co-financing projects from the European Union, the Hungarian Government decided to start a huge investment in 2008 to develop the water quality in the North-Lowland in Hungary. The investment process is very complex; starting with the improvement of water-treatment plants through the partial replacement of the entire network and to change almost all of the valves and fittings there. The project will be completed in 2009.

The following parameters and data demonstrate the extent of the investment:

- Reconstruction of almost a total water network of 12 settlements of Hajdu-Bihar County.
- Reconstruction of almost a total water network of 16 settlements of Szabolcs-Szatmar-Bereg County with one jointed part-settlement.
- Application of more than 1,000 AVK gate valves.
- Application of more than 500 extension spindles and street covers.

The building company is the international SADE Hungary Ltd., one of the biggest in the area (Mr Gábor Simkó, Regional Director), the supplier is EUROFLOW plc (Mr Ferenc Zsolt Herkó, Key Account Manager). The enclosed photos show the different phases of the job and some difficult and problematic moments on site.

This project will provide a perfect water quality to the inhabitants in that area of Hungary; all thanks to the European Union, AVK, SADE and EUROFLOW.



A recently installed gate valve



Three of the more than 500 street covers



One of the valves that was replaced



Irrigation in Portugal, with support from AVK

By Nuno Guerreiro, Area Sales Manager, South of Portugal, AVK Válvulas S.A.

A division of AVK Válvulas S.A. handles the Portuguese market, and Vilas Boas Jardim has been responsible for this division since 1991. During these years, AVK products have been promoted to many of the main water companies, projectors, inspectors and contractors in Portugal.

It can sometimes be a difficult job convincing customers that in order to achieve the best results, they have to find the best solutions and products built on an advanced technology using the appropriate materials. One of the most important tools to gain our customers' confidence and to show the AVK product news is the Demobus which is in Portugal two months each year.

It has now been decided to invest in irrigation systems in Portugal with the objective of increasing the production

of some well-known Portuguese products, like wine and olive oil.

The company EDIA (Empresa de Desenvolvimento e Infra-estruturas do Alqueva, S.A.) is responsible for the development and installation of irrigation systems of 110,000 ha in Alentejo (south of Portugal) and AVK has been involved right from the beginning. All systems must be completed by 2015.

The Pisão pump station is a completed EDIA installation irrigating an area of 2,297 ha. The installation pumps 3,626 L/s. (3,6 m³/s or 13,054 m³/s).



The Pisão pump station is a completed EDIA installation irrigating an area of 2,297 ha. The installation pumps 3626 L/s. (3,6 m³/s or 13,054 m³/s).

AVK Showbus in Malaysia

By C.S. Lee, AVK Valves Manufacturing (M) Sdn. Bhd.

Running a successful business is not a field of dreams but merely a lot of hard work. Marketing is all about ensuring that people know the product or service you offer, and persuading them to buy or use it. And for an effective marketing, you have to let people

know about your product or service repeatedly. One of the marketing tools which AVK Valves Manufacturing Malaysia Sdn. Bhd. is practicing to convince potential customers of using high quality products is using the AVK Showbus to visit key customers

in Malaysia. With the AVK Showbus, the AVK sales teams come closer to their customers, they get to know their needs and requirements, and hopefully increase their interest in and purchase of AVK products.



The AVK Showbus is one of the marketing tools that AVK Valves Manufacturing Malaysia Sdn. Bhd. uses to promote its high quality products to potential customers in Malaysia.



All AVK products such as valves, adaptors, couplings, repair clamps and repair boxes were displayed properly in the AVK Showbus. AVK catalogues were also displayed in the rack.



AVK Valves Manufacturing Malaysia Sdn. Bhd.'s website and contact details appear on the AVK Showbus.



The AVK Showbus was travelling to Kemaman, Terengganu (the east coast of Peninsular Malaysia). The trip was arranged by Mr Zukri from Syarikat Air Terengganu (a valued AVK customer) to give a demo for their contractors & engineers. With this opportunity, the AVK sales teams came closer to potential customers and were given a chance to convince them to use our products.

AVK demo trailer in Norway

By Per Ole Bakken, Product Manager, AVK Norge AS

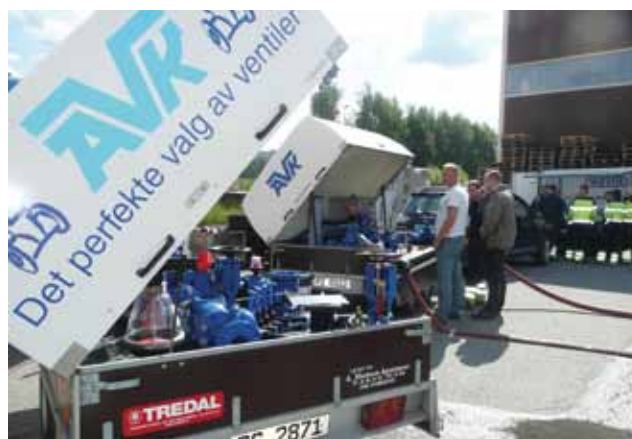
Norway is a country with very long geographical distances leaving approx. 3,260 m² for each inhabitant, and as such it can be quite a demanding job to get through to all potential customers and end-users.

AVK Norge AS sells all products through Norwegian pipe distributors. However, it is also very important to present and market our products to the end-user, and to improve this work we have invested in two new demo trailers.

We have equipped the four trailers with cut away models of various valves and accessories. The focal point of two of the trailers is the AVK combi cross, series 18, which is by far the most popular valve choice in Norway.

In week 27, Edgar Larsen and Per Ole Bakken went on an introductory tour with one of the new demo trailers equipped with fire hydrants designed for installation above ground and many people showed great interest in these hydrants. During our tour, they had many interesting discussions with end-users and engineers and received many positive remarks on

the operational reliability and simple service of the hydrant. This information can definitely be use to make a suggestion for a hydrant customised to the Norwegian market.



Edgar Larsen, product manager at AVK Norge AS, has equipped a demo trailer with fire protection products supplemented with 12/240 volt power and a compressor for high-pressure air. He is able to attract a large audience around the trailer when he travels in Norway telling his many fascinating stories.



AVK valves installed in the Gokje-Yalkym pump station, in Turkmenistan

Wasser Berlin - Berlin, Germany

By Ilka Draeger, Marketing coordinator, AVK Mittelmann Armaturen GmbH

Just when spring began, this year's Wasser Berlin opened its gates from 30 March - 3 April. After a long frosty winter and despite the worldwide financial crisis, the atmosphere amongst visitors and staff at the AVK Mittelmann booth was astonishingly positive.

The visit of many customers showed us that AVK Mittelmann is considered an appreciated and accepted partner and an important supplier to them – now and in the future. The stand was highly frequented throughout the week. Especially on Tuesday and Wednesday it was as busy as can be. More than 20 % of the visitors came from abroad, especially from Eastern Europe.

The cosy atmosphere at the booth invited people to share their thoughts and discuss new ideas.

The new European generation of underground hydrants – the 7 series – which was presented for the first time in Berlin, turned out to be a hot item along with the presented solutions for the industry, especially for fire fighting. Most photographed item was the DN 600 control valve which is – with similar specifications – installed in the transport lines

buried beneath the airfield of the new Berlin Brandenburg International airport.

Among our other standard products, the plastic surface boxes remain an object of high interest. We are very happy to see that the new plastic covers also gain more and more interest and acceptance amongst the German and international customers.



WATENVI - Brno, the Czech Republic

Petr Kužela, Director, AVK VOD-KA a.s.

The WATENVI Exhibition is the largest water fair in the Czech Republic and is traditionally attended by AVK VOD-KA, and this year for the first time as part of the AVK Group. New products in the product range are always of great interest, but this year the visitors also paid much attention to products suitable for electro fusion welding technologies.

During the exhibition our customers were given the opportunity to obtain more information about products supplied by AVK VOD-KA to the Czech market and also to discuss the benefits associated with the membership of AVK VOD-KA in the AVK Group of companies.

The exhibition was a great success for AVK VOD-KA. We benefit from a very good reputation in the Czech market – a reputation which we must constantly strive to maintain.



WOD-KAN 2009 - Bydgoszcz, Poland

By Anna Kaja, AVK ARMADAN Sp. z o. o.

AVK Armadan Sp. z o.o. participated in the 17th international fair of machines and facilities for water supply and sewage systems "WOD-KAN 2009" on 26 – 28 May 2009. The fair was held in Bydgoszcz in Poland. It is the

biggest fair in Poland and one of the biggest fairs in Central Europe.

362 enterprises from all over Europe exhibited and 8,000 visitors frequented the 11,402 m² WOD-KAN 2009 fair.



Our stand was very well frequented and we were in contact with many potential business relations.



ExpoApa 2009 - Bucharest, Romania

By Anisa Lupu, Marketing Coordinator, AVK International A/S, Romania

AVK International A/S, Romania participated in the international and specialized exhibition in Bucharest - ExpoApa 2009. This is a comprehensive annual event which along with the exhibition, offers several seminars and conferences of great interest to

all the operators of the public water supply sector and for all the specialists in the design institutes. We consider our participation a good opportunity to establish direct contacts with potential customers and to gain access to many new business opportunities.

ExpoApa 2009 was held on 22- 24 June and more than 100 companies exhibited at the 1,600 m² space indoor. During a period of three days, the exhibition was frequented by approx. 2,000 visitors interested in finding the best solution, equipment and technologies. As we had hoped for, our stand was very well frequented.



By the end of the exhibition one of our well-established dealers, ELSACO, won the prize for best equipment in their stand and, displaying also AVK products, we were very excited and proud of this appreciation.

ExpoApa was beyond our expectations and we believe such an event is very effective in our marketing.

ACHEMA 2009 - Frankfurt am Main, Germany

Ing. Marcel Schothorst, Division Manager Sales, Wouter Witzel EuroValve BV

ACHEMA 2009 was held in Frankfurt am Main in Germany on 11 – 15 May 2009. During these days, more than 173,000 visitors from all over the world visited the 3,767 exhibitors in the exhibition halls to catch up with the latest products and technologies from the (Petro-)chemical engineering, biotechnology, environmental protection and related sectors.

Companies, institutes and research institutions displayed their cutting-edge developments from chemical engineering, pharmaceutical and food technology, biotechnology and other related sectors over an area of 134,000 m². Here, development engineers and plant designers could find everything they needed – from a single gasket to a complete refinery concept. Moreover, in terms of exhibitors and visitors the 29th ACHEMA was more international than ever before. 46.6 % of the exhibitors and 25 % of the visitors came from abroad.

There was a little indication of the financial crisis at the stands – “Everyone is just waiting for someone to press the start-button and then all systems will all go off” is how one exhibitor described the prevailing mood. Still, the exhibitors unanimously praised the high standard of discussions

and enjoyed the many relevant contacts they obtained. Experience shows that around 50 % of all contacts made at ACHEMA lead to cooperation.

Wouter Witzel EuroValve BV presented one out of four already sold DN 2000 wafer U-section double flanged rubber-lined seawater service butterfly valves ordered for the Danish power station, Studstrupværket Block 3.



Kiev Aqua-Therm International 2009

By Olga Fedorenko, Sales Manager, SU GROUP

In the period 13 - 16 May 2009 SU GROUP participated in the "Aqua-Therm 2009" exhibition in Kiev, Ukraine.

SU GROUP is a well-known company in Ukraine as supplier of pumps, pumping stations and valves for drinking water, fire protection and waste water.

27 countries in total with 803 companies from all around Ukraine exhibited at the 33,002 m² exhibition with space both in- and outdoor. Approximately 36,662 visitors frequented Aqua-Therm.

Our stand was very well frequented. We displayed a wide range of products including the new series 06/30 gate valves in large dimensions and the new series 06/35 gate valve in DN 400.





*Water network reconstruction in Hungary
Sent in by Kornél Oberding, Euroflow*

Installation photos from all over the world



Renovation of an old pipe to new AVK valves and AVK ORION
Sent in by Frantisek Sramek, sales manager AVK VOD-KA a.s.



AVK gate valve installed at Kalu Ganga
Water Treatment Plant, Sri Lanka.

Kenny Tan, AVK Valves Manufacturing
Malaysia Sdn. Bhd.



AVK series 27/00 Dry Barrel Hydrant 9 years after installation. Manufactured by American AVK and supplied by AVK Malaysia. Installed
at Water Intake of Chruoy Chang War Water Treatment Plant, Cambodia.



*Series 78/7111 VEGA-STOP from AVK France SA. The photo is taken in Saint Tropez, France.
Sent in by Martin Dlugosch, AVK Mittelmann Armaturen GmbH*

Installation photos from all over the world



Project in Norway, Series 702 knife gate valves and Series 53 ball check valves
Flemming Bindslev, Krüger A/S



Series 27 hydrant - seen from an airplane window in Dubai airport
Lone Nielsen, AVK International A/S



Series 54 DN 750 gate valves during installation in Sydney desalination pump station
Ian Simpson, AVK Australia Pty Ltd



AVK hydrant P5, placed in front of old fire-fighter house in Pohorelice, the Czech Republic
Ota Fison, AVK VOD-KA.



The P5 Nostalgic hydrant installed in Toender, Denmark



AVK gate valves installed in San Diego, California
Calle Ottosson, ERVEX AB, Sweden



Installation of a Donkin coupling and series 54 gate valve
Royce Paul, AVK Middle East F Z E, Dubai, UAE

Competition



We are happy to announce that the winners of interlink no 32 are:

- Júlía Gunnarsdóttir from SET ehf, Iceland.
- Amanda Augustinus from AVK Nederland BV, the Netherlands
- Christian Hindrichsen form Krüger A/S, Demnark.

Gifts are on their way.



The correct answer is:
A Donkin Certus valve

New:

Which product 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 running T-shirt in black with Danish text.

Let me know if you want a T-shirt for a woman or a man and which size; m, l, xl, xxl or xxxl.



Salad set from Bodum.



Chefs knife set from Bodum.

