

**AVR**

interlink

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## Dear reader

Many things have been said about the global financial crisis and it will probably continue to be a topic of conversation. When things are not going as expected we tend to blame the financial crisis. In addition to this, it has been a long and hard winter; not only in the northern part of Europe but also in the southern part as far as Spain and Italy.

There is a saying that when the winds of change blow, some build windmills and others seek shelter. At AVK we build windmills. Despite the crisis, the AVK Group has acquired new companies to strengthen its product package and the well-reputed blue AVK logo. In order to strengthen our position on the Japanese market, we have acquired a block of shares in Shimizu Kogyo Co., Ltd. in Europe, and have acquired the Swiss group InterApp Armaturen Holding AG. Both acquisitions will strengthen AVK's market position worldwide. You can read more about the acquisitions on the following pages.

We have high expectations for this season and this morning I heard on the radio that the stork has arrived in Denmark which means that spring is just around the corner, and.

Michael Ramlau-Hansen



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# Welcome to InterApp Armaturen Holding AG and Shimizu Kogyo Co., Ltd.

By Lars Kudsk, CFO, AVK Holding A/S



AVK has taken over 100 % of the share capital of InterApp Armaturen Holding AG (InterApp) as per 1st November 2010. InterApp, a developer and manufacturer of high-quality metal and plastic valves, will remain independent within the AVK Group, and the brand name as well as the locations will be maintained. InterApp will continue under the management of CEO Guido Baldini, and Morten Sæderup Nielsen will be appointed Chairman of the Board of the company.

InterApp, a privately owned company, was founded in 1969 by Hanspeter Stoll. Meanwhile, subsidiaries in Austria, Italy, Spain, France, Germany and Singapore as well as a production plant in Switzerland respectively in Spain belong to InterApp. InterApp offers a comprehensive product portfolio of metal and plastic-based state-of-the-art valve solutions for its customers from the four strategic market segments of water treatment, power generation, chemical process and life science. In 2009 InterApp achieved a turnover of EUR 37.7 million and employed 163 people at the end of the year.

With AVK's acquisition of InterApp considerable synergies can be achieved between the two companies, which will facilitate further growth opportunities and secure a stronger market position and operational improvements. The combined product offer in general as well as the market segment for water treatment will complement and reinforce both companies. Furthermore, AVK will profit from InterApp's sales network in the core markets of Switzerland, Austria and Italy, while InterApp will benefit from AVK's sourcing platform and the extensive global sales network.

Welcome to InterApp, and every success for the future as a new member of the AVK Group.



On 18th October 2010 the AVK Group acquired 40 % of the shares in Shimizu Kogyo Co., Ltd. (Shimizu Kogyo), and President Hirokazu Shimizu and his family now own 60 % of the shares in Shimizu Kogyo.

Shimizu Kogyo was founded in 1933 and has since 1992 been the license partner of the AVK Group in Japan for resilient seated gate valves. Shimizu Kogyo is a manufacturer of valves for waterworks in Japan. The product range consists of gate valves, butterfly valves, swing check valves, fire hydrants, air valves and ball valves.

Shimizu Kogyo is situated in Hikone, Japan, and has a sales office in Tokyo. The company is approved according to JWWA, ISO 9001 and JIS B2062 and has 52 employees. The company will continue under the current name under the management of President Hirokazu Shimizu, Managing Director Yasuhiro Shimizu and Sales Director Satoru Kawasaki.

Shimizu Kogyo will be responsible for the manufacturing, distribution and sale of valves and accessories for the Japanese waterworks market, and will over the coming years as member of the AVK Group be able to extend its current range of products in Japan by support from AVK, as well as provide valves and accessories to Japanese contractors doing business outside Japan through the network of AVK companies around the globe.

The acquisition of 40 % of the shares in Shimizu Kogyo means a strengthening of the AVK Group in Asia and a strengthening of Shimizu Kogyo. In this way, the AVK Group has obtained a good platform for continued expansion within its core area of competence.

We wish President Hirokazu Shimizu and his team in Shimizu Kogyo Co., Ltd. a very warm welcome into the AVK Group and every success for the future.



# Butterfly valve seminar — 26<sup>th</sup> - 27<sup>th</sup> January 2011

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

Following the acquisition of InterApp, we decided to organize a butterfly valve seminar to welcome InterApp to the AVK Group and to introduce the expanded range of butterfly valves. The seminar was held the 26<sup>th</sup> and 27<sup>th</sup> January 2011, and sales staff members of European InterApp and AVK companies attended the seminar.

The main purpose of the seminar was to give an overview of the wide range of butterfly valves and their application and to submit our plans for segmentation, market division and targeted marketing.

On the first day we started with a factory tour for our new colleagues from InterApp while other participants had an introduction of Supa Maxi TM.

After lunch, the rest of the day was entirely dedicated to InterApp. CEO Guido Baldini gave an overall presentation of the InterApp companies, followed by product manager Olivier Notz who presented the product programme. He also showed us the “valve finder” on their website. Here, you can find just the butterfly valve most suited for a specific purpose. If you are not familiar with the product programme, you can use “valve finder” to find product suggestions. Visit [www.interapp.net](http://www.interapp.net) and see for yourself.

The second day started with a presentation of butterfly valves from Wouter Witzel EuroValve B.V., where sales and marketing manager Albert Botter presented the product programme and its field of application with particular emphasis on the butterfly valves with vulcanized rubber lining and the high performance butterfly valves in a metallic version.

The next presentation was of World Valve B.V. The founder of this company is Johan Witzel who is the brother of Wouter Witzel. Managing Director Danny Mulder presented the product line which includes valves with bonded vulcanized lining and a series of high performance butterfly valves.

AVK International A/S’ product manager Bo Ellerup concluded the presentation of butterfly valves with an update on our series 756 which is now available in a new design up to DN 2200.

In between the presentations, we welcomed the many comments and input to our plans for segmentation, market division etc.

After the presentations, the participants were invited to our show lab to inspect the various butterfly valve types



# 011 at AVK International A/S



presented during the day. Here, they had the opportunity to see and feel the products and to discuss the many technical details.

with dedicated sales efforts will lead to increased market shares for the AVK Group.

We hope that all participants had a rewarding seminar and that our expanded butterfly valve programme combined





# InterApp Armaturen Holding AG

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



InterApp Armaturen Holding AG (InterApp) was founded in 1969 as a commercial firm selling worldwide the products of the German company GEMÜ. To complement the product package, they included different kinds of valves – among these butterfly valves.

After having lost several exclusive representations, InterApp decided to start marketing its own brand. In 1993 they made an agreement with the Spanish butterfly manufacturer Valcom. This agreement ensured constant deliveries of butterfly valves, and the company was acquired by InterApp in 1996.

InterApp had established a factory in 1995 to produce

teflon-lined butterfly valves in DN 32 - DN 900. These valves are now mainly used for the segments chemical industry and life science (for pharmaceutical, food and biotechnology industries). However, they are also suitable for other segments where optimum protection against aggressive mediums is required.

The valves with loose liner have been named series 820. This series includes wafer, lug and U-shaped valves. Series 820 valves are available with different operating devices such as lever, gearbox and pneumatic and electrical actuator.

InterApp has a wide product package and their competence is tailored solutions based on either standard components or accessories specified by the customer.



# World Valve B.V.

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



World Valve B.V. was taken over by AVK Holding A/S in 2008. They produce butterfly valves with fixed vulcanised liner and high performance double eccentric butterfly valves with replaceable (e.g. PTFE) seat rings. One of the main objectives is to deliver high quality valves - in many cases according to specific customer requirements.

World Valve is a relatively small yet very flexible company that handles almost any order within short delivery time. This delivery time is one of the reasons why World Valve B.V. is able to withstand the fierce competition from even much larger manufacturers.

World Valve B.V. offers customised solutions with regard to operation of its butterfly valves. Like the butterfly valves

with double joints to allow for alignment differences and different angles between the axis of the gearbox and the handwheel axis. These valves are to be used in NBC-units to protect people and equipment in Nuclear Biological and Chemical warzones. End-users for this equipment are the British and Dutch armies.

World Valve butterfly valves can be mounted with a hydraulic actuator in places with no electricity or air. This would typically be on a ship where there is little space and where hydraulic supply is available.





# Wouter Witzel EuroValve B.V.

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



The business relation between AVK and Wouter Witzel EuroValve B.V. (WWEV) started in 1992 where AVK Nederland B.V. and WWEV made an agreement about sales of butterfly valves for the water supply. One year later, this agreement was extended to also include the sales organisation at AVK International A/S and the sales organisation in the Middle East.

In 1994 a selection of WWEV products was included in the AVK global product programme, and the series of butterfly valves with vulcanised lining was named series 75. Over the years, the companies were brought closer together, and in 2006 AVK Holding A/S acquired all shares in WWEV.

WWEV is specialised in producing butterfly valves with bonded vulcanised rubber lining in a variety of rubber qualities according to the application for which the valves are used.

WWEV is also specialised in supplying material for special applications, such as different mediums on ships where the different cargo medium requires special material for the disc, and where the rubber must be able to resist very high loads. An example of this could be deepening of a basin where the mixture of seawater and sludge is pumped from the bottom of the sea by a dredger; another example is the ballast system on a ship where seawater is used for stabilising the ship during loading or unloading. Such a ballast system must be able to handle harbour water and aggressive seawater.

WWEV has supplied valves for some of the world's tallest or most sensational buildings, like the Burj-al-Arab hotel in Dubai, where enormous pumps in the basement circulate water for the air conditioning system.





# Butterfly range from the AVK Group

## AVK

### **Euronomic series 76 - centric with loose liner**

- Wafer and lug type
- Ductile iron
- Disc of nickel plated carbon steel or acid proof stainless steel
- DN 50 - 300
- With lever or gearbox

### **Series 756 - double eccentric**

- Double flange type
- Ductile iron
- Disc of epoxy coated ductile iron
- Plate disc (standard) or flow-through disc
- Integral or replaceable stainless steel seat
- DN 200 - 2,200
- With gearbox for above - and below ground and with ISO flange for actuator



### **Dynaxe - double eccentric, high performance**

- Wafer, lug and double flanged type
- Body of cast steel, stainless steel, alu bronze or titanium
- Rubber seat, RTFE seat, RTFE fire safe seat or metal seat
- DN 50 - 900
- With gearbox, hydraulic actuator, pneumatic - or electric actuator

## InterApp

### **Desponia series 820 - centric with loose liner**

- Wafer, lug and U-section type
- Body of ductile iron (standard) or cast iron
- Disc of acid proof stainless steel (standard), rilsan/ polyurethane coated ductile iron (standard), stainless steel 1.4408 polished or Halar® coated, carbon steel, alu bronze, super duplex, super austenitic, hastelloy
- DN 25 - 1,600
- With lever, gearbox, pneumatic - or electric actuator



## Wouter Witzel

### **Eurovalve series 75 - centric with vulcanized liner**

- Wafer, semi lug, full lug, mono flange, U-section, double flanged short and double flanged long type
- Body of ductile iron (standard), cast iron, carbon steel or bronze
- Disc of stainless steel, rilsan coated ductile iron (standard), duplex, alu bronze and Hastelloy-C
- DN 50 - 2,200
- With lever, gearbox, hydraulic actuator, pneumatic - or electric actuator



## World Valve

### **Centric with vulcanized liner**

- Wafer, lug, mono - and double flanged type
- Body and disc of any material
- DN 50 - 2,000
- With lever, gearbox, hydraulic -, pneumatic - or electric actuator



### **Double eccentric - high performance with renewable seat**

- Wafer, lug and double flanged type
- Body and disc of any material
- DN 65 - 1,200
- With lever, gearbox, hydraulic actuator, pneumatic - or electric actuator

# There will be trouble ahead.....

By Kieran Fitzpatrick, Business Development Director, AVK UK

There is always a lot of soul searching before putting pen to paper about such a sensitive issue as the one I have in mind because there is an element of "biting the hand that feeds you" in it, but I am so passionately concerned by some of the current trends in procurement in the water industry that I feel it is my duty to speak out about them.

A number of worrying trends have emerged in the UK water industry in the last two years or so which are forcing us to reconsider our understanding of the market and its current aims. To state it simply; the industry seems to be heading towards a philosophy of "cheapest wins" regardless of any other considerations.

First, some background. The standards currently used in the water and gas industries are the outcome of decades of consultation between the utilities, manufacturers and standards bodies and, now in the main reflect, the requirements of each party.

Historically, policing of these standards has been by the stakeholders headed by third party accreditation through recognised audit bodies. The second line of audit has been through the utilities themselves approving products against their own standards, individual requirements and quality systems. And the third line has been the manufacturers, who design products and select and source materials that meet all the required standards and specifications, including the 50-year design life criterion – all this against the backdrop of a very competitive market place.

It is also important to remember that the quality implicit in all these requirements is not free. Supplying products that "tick all the boxes" for standards and specifications and conform to industry drivers such as carbon reduction, traceability and inventory and cost reduction requires huge investment; and this doesn't take into account the considerable cost of retaining local manufacture, market support and continuous product development.

AVK has nonetheless succeeded in rising to all of these challenges, and has grown to become the market leader for valves in the water and gas industries. We have been delivering all the benefits customers need and still getting product to market competitively... until recently it seems.

The first of the worrying trends is illustrated by recent decisions on the part of some major utilities to award

frameworks for strategically important items wholly or in part to non-manufacturers. To clarify, there have been a number of stores and purchasing organisations within the utilities that are now run by distribution businesses; these, however, will purchase and supply products that have been selected through the framework bid process.



DN 100 RSGV BS5163?

*After less than one year's service, 14 of these valves were replaced at a cost of £3000, per valve, the purchase price was just £15 lower than the AVK equivalent... the additional costs of disruption and loss in water quality and service levels are not included in the £3000.*

The non-manufacturers referred to are factors of products, who sell predominantly on price. This would not be so much of an issue if the water companies had not relaxed their insistence on auditing products and manufacturers for adherence to standards. In at least two instances that we know of, the supplier was allowed to 'self-certify' that the product conformed to all the customers' requirements and didn't even have to declare the name or the manufacturer



of the product being supplied. An extreme example of this was in a major utility where the engineer responsible for product selection had not even been informed that tenders had been invited.

The danger of practices such as these are clear – the installation of cheap, poor quality, unregulated, and potentially dangerous products in the water infrastructure.

The second trend we have noticed is the downgrading of product standards in certain applications. One example is the set of very specific and arduous type tests associated with the standard for gate valves in buried service applications, which account for 90 % of the thousands of units AVK sells into the UK water industry every year. These valves are typically installed in buried pipelines with just the top exposed under a metal cover, and operated manually by means of a metre-long lever at a range of time intervals from never to several times a day. The type tests developed over many years for this application ensure that the valves will withstand the tough conditions and the operating pressure of the main, and that they are strong and durable enough to give reliable service for many years.

Recently, however, we have seen a less rigorous version of the standard being adopted – one that is more appropriate for above-ground gate valves that are easily accessible and are typically operated with a device such as a hand-wheel, which imposes significantly lower torque on the valve.

Again, this compromising of standards is opening the flood gates to the introduction of poorly manufactured, probably untested, unregulated and potentially dangerous products. These are just two amongst other negative trends which indicate a short-termism pervading a once forward-thinking, quality-conscious industry that must ultimately lead to higher costs caused by the need to replace products that fail prematurely, not to mention all the associated expenses and customer service issues.

There is already evidence to support this gloomy forecast. Anybody who has tried to do business with the water industry in Southern Ireland will still have the words resounding in their ears - "You're too expensive...I can get it cheaper". The structure of the Irish water industry is similar to that of the UK before the advent of the water authorities, under which local authorities are responsible for the infrastructure. On paper, the Irish Environmental Protection Agency is

responsible for water quality, but both it and the local authorities are under-resourced. Regulation is therefore compromised and has resulted in cheap, poor quality and uncertified equipment becoming the norm, contributing further to already poor water quality and supply issues.

In 2008 approximately 118,000 people in Southern Ireland were affected when boil water notices and restrictions of use\* were put in place. The industry inevitably has a dreadful reputation with its own consumers, and a well-publicised fine was recently imposed on the Environment Minister. As a consequence, the government is having to spend money it doesn't have to recover its position.



*A critical feature of the RSGV is the wedge  
Poor design, process and manufacturing control lead to premature failure, affecting water quality and service levels.*

As a responsible manufacturer, AVK always tests competitors' products for its own internal purposes against a fixed set of criteria based on type test requirements for the relevant standards. We would strongly advise UK water companies to do the same; the results may well cause them to review the new and undesirable procurement strategy of allowing manufacturers (and non-manufacturers) to self-certify.

AVK is well aware of the challenges the water industry faces and we have devoted considerable time and resource to helping to address as many as we can.

*Continue on page 12*

We too are a business and are faced daily with the choice between the price and value of everything, from stationery through machine tools to product components. We have differentiated between cheap and cost effective for at long time and we don't buy cheap 'quality' - it's not in our culture.

Along with other credible manufacturers, AVK is determined to do all it can to reverse the trend towards "short-termism" in the industry, and we are encouraged in this by the pockets of support we are finding around the UK. Our main strategy in the medium term is to present case studies and other evidence to stakeholders that will convince them that a short-term policy of buying cheap will cost them dearly in the long run.

We will continue to monitor standards; we will raise objections when we see products that we know aren't fully certified or fit for purpose; and we will challenge compromise over approvals - something we have already seen happening with WRAS and Kite Marks.

Finally, if you feel that you want to buy and install a gate valve for a purpose other than what it is designed for, just because it's cheaper, then come to us, we have one in our range. Ours will be WRAS approved, 100 % tested and will give you considerably more peace of mind as an AVK product than the unregulated alternatives that are being considered for or are currently being installed in parts of the UK water infrastructure.....go on call our bluff...!

\*Source : EPA The Provision and Quality of Drinking Water in Ireland: A Report for the Years 2007-2008.

## You get what you pay for.....



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# Läckeby Water Group

*By Jørn Urup Nielsen, Vice President - International  
Projects & Corporate Business Development, AVK  
International A/S*

On behalf of AVK International A/S, AVK's global project department just signed a three-year purchasing agreement with one of the largest contractors in Scandinavia - Läckeby Water Group.

With this agreement, AVK becomes the main supplier of valves for Läckeby Water Group. The supply will primarily consist of butterfly valves (loose and fixed liner), gate valves and check valves.

Läckeby Water Group is an independent, privately-owned Swedish company with head office in Lund, Sweden. Internationally they use the name Purac.

The company is specialised in designing and building treatment plants for wastewater, drinking water and process water as well as for biogas production and gas treatment.

The company has an annual turnover of approx. 700 m SEK, it is established on three continents and to date, it has completed contracts in 70 countries worldwide.

The contract was signed in Lund on 13th December 2010.





# Still going strong after 19 years in service

By Lene Mark, Marketing Project Manager, AVK International A/S

## Designed for long life in service

In the autumn 2010 the Danish gas company HMN Naturgas I/S needed to move an installed main line gate valve. A new roundabout was to be established where the valve was located in a ditch in the outskirt of the small city Ringkøbing. The gate valve had been installed in 1991 and was still fully functional, but the gas company wanted to be on the safe side and replaced the valve now the trench was open.

AVK got hold of the old valve and disassembled it to check its condition. It was a series 36 gate valve with external PUR coating produced back in 1989 with the old wedge and stem sealing design. After having wiped dust and dirt away, it looked more or less like a new valve inside, with no signs of corrosion or tear.

Visit [www.avkvalves.com](http://www.avkvalves.com), choose gas supply and then choose introduction to see a video of the valve disassembly.

This video is part of the new sales material made to present AVK's expertise in products for gas. In addition, videos of the following are found at the same place:

- Introduction to AVK with focus on gas products
- Blast cleaning, epoxy coating and PUR coating
- Production of stems for gate valves
- Rubber development and production
- Production of wedges for gate valves
- Mounting and pressure test of gate valves
- Installation of a series 36 gate valve.

A new gas brochure including the complete range of gas products is also part of the new material.



HMN Naturgas, Ringkøbing, Denmark- operation of the old valve with PE ends

# AVK UK Ltd.

## Birmingham Heartlands redevelopment of gas supply

By Alan Bite, Key Account Manager – UK Gas



AVK / Donkin valves that meet the latest standards are helping to ensure more than 100,000 gas users in the centre of Birmingham a trouble-free supply.

National Grid's Lord Street / Windsor Street gas rationalisation project, which is being implemented by two contractors in collaboration with National Grid (Willows Construction and Enterprise), will improve distribution from the area's three large gas holders which deliver 100,000 m<sup>3</sup>/hr through



900 mm supply lines operated by weight loaded butterfly valves. Some parts of the system are over 70 years old. The outdated butterfly valves are being replaced and the 900 mm supply lines discontinued. A 900 mm Donkin Baurer valve has been supplied and installed to cover this old gas main abandonment. Instead, there will be two new pressure reducing stations built by Honeywell/RMG delivering a 30 m bar supply into four 600 mm steel pipelines and then into 630 mm PE mains via 600 mm steel gate valves.

Along with the 600 mm valves with iron bodies and some in 300 mm and 450 mm diameters, there were 32 gate valves needed altogether. All had to be installed according to the gas industry V7 standards – and the AVK / Donkin series 555 range was able to meet the bill in every case (not to mention a number of series 55, series 60 ball valves and a 900 mm steel Donkin Baurer valve).

## Gas riser valve

AVK / Donkin developed a safe, tamper-proof version of the gas riser valve which, although not used in the UK, is a common sight on multi-storey residential buildings in many countries.

The valve connects the PE service supply to the metal riser pipe that takes the gas into the building, and the flow is controlled by an internal threaded plug.

The product was developed to overcome a potential leaking issue with some existing products in the market as Mike Skeemer, gas market sector manager, explains: *"When the plug is turned to open the valve, there is nothing to prevent gas escaping between the threads of the plug and the valve body. It's only a small amount, but enough to become an explosion hazard if it builds up over time in a confined*





space. Even worse, if the plug is opened too far it can drop out completely."

Hence the development of the new series 456 pictured here, which has a circlip above the internal threads to prevent the plug from being removed in the fully open position; an integral o-ring on the plug which prevents gas leakage when it is being operated; and – to finish the job in true AVK style - a tamper-proof cap that can be operated only by a bespoke key.

The re-engineering has been at a competitive cost which should attract attention (and orders) from overseas markets where there are long-running programmes to introduce gas to many major cities.

## Customer service charter



***"A proactive supplier who is easy to work with and can be relied on to deliver appropriate and cost-effective solutions every time."***

That comment from AVK UK Service Delivery Director Martin Brody is a good summary of the company's commitment to excellence in service delivery, as set out in its recently launched "Customer Service Charter".

Part of the **Vision 4** 'Our vision is your advantage' programme, the six-page charter embraces all aspects of the company's service and states clearly in each case the standard of service that customers can expect, and what they can do if they are not satisfied.

*"The charter has been two years in the making and has its roots in our company conference, at which we made a commitment to review our service performance and challenged ourselves to do better," says Martin. "Using the ideas generated at the conference as a spring-board, we have gone on to change and strengthen our organisation in a whole host of ways."*

*"To give just three examples, we have implemented a state of the art bar coding system at our national distribution centre to improve the accuracy of stock handling; invested in customer demand forecasting technology; and expanded the depth and breadth of locally stocked product. All of these are having an on-going positive impact on our service performance."*

*"The advantages of all the initiatives for our customers are captured in the commitments we have been prepared to make in the charter. We have set out what they can expect from us; now we invite them to put us to the test."*

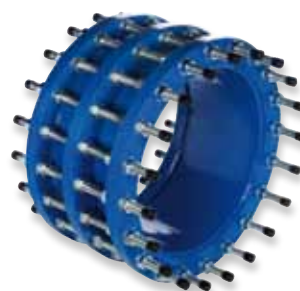
## Series 265 dismantling joint

Removing or fitting valves and similar equipment on an established flanged water main is a tricky business, and every bit of manoeuvring space helps to make the job easier.

That's the idea behind the dismantling joint which has a telescopic distance piece that can be adjusted to give those valuable additional millimetres when work has to be done. And it has the added advantage of allowing for axial displacement of pipework during construction.

It seems that space is important to butterfly valves in particular, for which AVK is especially noted, so it's no surprise that the dismantling joint has always figured in its portfolio under the name of the series 265.

Now the company is staking its claim to a bigger share of the international market for the product by expanding its size range – from DN 300-1200 up (and down) to DN 50-2200.



# Supa Maxi™ introduction and installation

## Supa Maxi™ installation in Tegernheim, Germany

By Martin Dlugosch, Product Manager Supa Maxi™, AVK Mittelmann Armaturen GmbH

The first German installation with the Supa Maxi™ has been successfully carried out in Tegernheim, close to Regensburg in the south of Germany. In connection with the partitioning of a new building area, we installed the new Supa Maxi™ coupling for Regensburger Energie- und Wasserversorger AG & Co KG also called "REWAG".

REWAG has more than 30 years of experience with reliable energy and potable water supply in and around Regensburg, and with more than 1,000 kilometres potable water supplying system, REWAG supplies almost the entire city as well as some suburban municipalities.

In the new building area, a DN 100 PE connection line should be attached to the existing PVC supply line. Due to the topographic conditions in the area, it was necessary to insert a coupling. This was an excellent opportunity to install the new Supa Maxi™ coupling and really prove that it lives up to its name.

The installation had to be carried out quickly to re-establish the water supply for the area. Therefore, the experienced service engineers had made all preparations and separated the PVC supply line for integration of the new coupling. The coupling had to be integrated to connect the maximum bending and to secure both of the two different pipe materials PE and PVC with full tensile strength.

The support sleeve was inserted into the PE-pipe and both

ends of the pipe were cleaned; and then it was ready for installation of the Supa Maxi™ pipe coupling. The black protective caps provided for water installations up to a nominal pressure of PN 16 bar are quite remarkable. These caps cover the threads and protect permanently against damage and contamination. The fact that the bolts are tightened on the inside of the housing was highly praised by all present persons. „It does not only save space!“, the engineers commented. The inside tightening of the bolts also prevents the pipe from being deformed. The coupling makes a deflection of  $\pm 4^\circ$  (altogether  $8^\circ$ ) on each side with a maximum operating pressure of up to PN 16 bar. The large insertion depth tolerances allow the pipe to be cut slightly angled. This makes a simple installation possible without re-adjustments.

Then everything went fast. The two centre pieces - perforated, recyclable PE disks provided with finger holes - were removed and the necessary minimum insertion depth was taken according to the mounting instruction. The engineers marked the insertion depth on the two ends of the pipe for a correct placement of the coupling when pushing it onto the pipes. With a torque wrench and other tools, the four M16 DIN bolts were tightened with the given minimum torque.

The supply line was soon ready for use and this was a perfect example of how fast and easy an installation of a Supa Maxi™ coupling can be completed.





## Supa Maxi™ introduction

*By Petr Kužela, Managing Director, AVK VOD-KA a.s.*

On 21st October 2011, the new Supa Maxi™ universal coupling was introduced to customers in the Czech Republic. 60 customers from water companies all over the country were invited to the introduction.

After a presentation of the Supa Maxi™ universal coupling, we performed a practical demonstration to prove the product features. The customers highly appreciated the SupaGrip™ sealing system and the advantages resulting from this technically unique solution. Here, our customers also had the opportunity to assemble a Supa Maxi™ by themselves.

The customers also visited the stock at AVK VOD-KA a.s., and this gave them a chance to see and discuss other products within the AVK range.

The Supa Maxi™ introduction concluded with a cruise on the Elbe River where all participants enjoyed a nice boat trip through the valleys.



## Supa Maxi™ test at Budapest Waterworks in Hungary

*By Kornél Oberding, Marketing Manager, Euroflow plc, Hungary*

The AVK Supa Maxi™ pipe couplings were tested on ductile cast iron fittings in a laboratory at the Budapest waterworks. The pipe couplings were tested under pressure and - as appears from the photo - it was tested with a significant angle deflection.

The end result is absolutely positive, and the AVK Supa Maxi™ pipe couplings will be used at Budapest Water in future.

*Continue on page 18*



## Supa Maxi™ installation in Komárom, Hungary

By Kornél Oberding, Marketing Manager, Euroflow plc, Hungary



*The use of the AVK support bush.*



*The final solution with the significant angle-deflection.*



*DN 300 Supa Maxi installation near the city Komárom in Hungary.*

# Ukrainian valve market – tough realities

By Nikolai Nevesenko, director, Armatura Profi Ltd., Ukraine

After independence, the previously state-owned utilities in Ukraine have been decentralized and transferred to municipalities. Municipalities have set utility tariffs in accordance with rules defining which costs can be covered and the acceptable profit margin. A majority of water utilities are communal enterprises which operate water supply and sanitation systems.

Raising water tariffs is a precondition for substantial purchases by the Ukrainian water supplying companies, which at present can only afford bare essentials and low-cost bargains. There are only two sources for financing housing and communal services: the government budget and commercial loans (credits), including international financial institutions. How do they finance projects from the Ukrainian government budget? At the end of a business year, a new budget is being defined and passed by the parliament, where sums of money, the receiving parties and goals (i.e. reconstructions and new sites, water pump stations and wastewater plants) are specified. This money is usually distributed at the end of the year and should be assimilated very fast which is not always easy, considering import of valves and accessories into the country. Thus, a couple of years ago one of the pump companies agreed with the Ukrainian Housing and Communal Services Ministry on an extensive program of replacing pump station equipment and valves, and this plan totally failed because the equipment could not be delivered early enough!

There is one more lion in our path to the state budget finances. Any financing is conditioned by a 30 % prepayment

followed by fulfilment of work and receipt of the remaining funds, the latter is being rather risky because of possible delays in completion of documents, cash receipts and late money transactions to enterprises. After 20th December each year the account balances are transferred to the government budget without any guarantee that this money will be allotted next year.

But the strongest drive of Ukrainian bureaucrats is not to release this money but to redirect it. What does it mean? While a certain sum is allotted to a certain goal and passed on the budget – it cannot be spent on something else by the end of the financial year. In case the money is not spent, it is shuffled into the common coin box and wasted on anything they like: repayment of old debts (kickbacks), urgent finances etc. – without any long official parliament procedures. That's why there are numerous examples of companies turning bankrupt after having received 30 % from the government and having installed the equipment or having carried out the work and then ruined not having received the rest of the money.

At present, a round-the-clock water supply is a pressing challenge in Ukraine. Solving this problem, the regional water supplying companies can kill two birds with one stone: first of all a 24/7 water supply will reduce daily water consumption; on the other hand, it will reduce water pollution caused by penetration of contaminated ground water, cutting down on hepatitis and gastric diseases. Considering these challenges, the Mukachevo municipality (one of the largest cities

in the Transcarpathian area), has recently decided to introduce this plan in the area aiming to decrease water losses in the network and water reservoirs, requiring partial or overall replacement of the network fittings and valves. Consequently, completion of the project's first stage in Rosvigovo and implementation of the reconstruction project start for the Chinadioveo water intake branch are planned for this year. When they were carefully evaluating gate valve manufacturers, each supplier was assessed individually, including design specifications, quality, reliability, prices and warranty conditions. AVK was picked out as the only adequate supplier to the project.

*AVK gate valves on a change-over junction, Transcarpathia, Ukraine.*



# Sewage business in Saudi Arabia

*By Shahid Qureshi, Area Sales Manager, AVK Saudi Valves Manufacturing Co. Ltd. and Mogens Lund Jensen, Product Manager, AVK Saudi Valves Manufacturing Co. Ltd.*

AVK Saudi Valves Manufacturing Co. Ltd. (AVK SVMC) in Jeddah, Saudi Arabia has delivered quality products to sewage plant projects all over Saudi Arabia and Middle East for many years.

One of the more significant sewage projects we have been involved in has been the Khumra project. The total Khumra project's value is 240,000,000 SAR (49,000,000 EUR). Before the project started, the Khumra plant had a sewage capacity of 255,000 m<sup>3</sup>/day. In future, the sewage capacity will be increased to 1,000,000 m<sup>3</sup>/day.

The total project value for AVK was 4,800,000 SAR (1,000,000 EUR), and the delivery time was 22 weeks.

The latest delivery for this project was for the Khumra, Phase 4 in the south of Jeddah. Jeddah is a city located on the east coast of Saudi Arabia by the Red Sea. It is the second largest city in Saudi Arabia after the capital city, Riyadh. Jeddah is the major urban centre of western Saudi Arabia and has a population of 3.4 million.

The customer for the Khumra, Phase 4 project is the national water company in Jeddah. The project consultants are Zuhair Faiz & Partners and Zahair Faiyz & Partner. The contractor is Abul Jadayel Company For Contracting.

A part of the order placed with AVK was for electrically operated valves with on/off signals and positioning controls, yet the major part of the order was for valves with pneumatic actuation for on/off duty.

AVK SVMC's delivery for Khumra, Phase 4 included more than 100 pcs. of Wouter Witzel EuroValve B.V. series 75/41 butterfly valves up to DN 600 with extension spindles, head stock and actuation. 16 pcs. of series 41 check valves, DN 800 knife gate valves and gate valves, series 02/21 and 80 pcs. of series 55 valves up to DN 600. The gate valves were mounted with AISI 316 extension spindles, head stock and different types of actuators.

AVK SVMC also delivered products to the extension of Khumra, Phase 2. This delivery included 11 pcs. series 54 gate valves up to DN 1000.

AVK SVMC prepares for a further involvement in the sewage sector. Many sewage plants in Saudi Arabia are moving towards fully automation, monitoring and control, so for this segment, the products must be prepared for operation integrated in the monitoring and controlling SCADA system.





# Launch of the series 27 production at AVK Mittelmann Armaturen GmbH

By Ilka Draeger, Marketing Coordinator, AVK Mittelmann Armaturen GmbH

Last year several re-constructions took place at the Wülfrath plant in order to start up production of the series 27 dry barrel hydrant. Being the competence centre for hydrants in Europe, it was a logical step to centralize the European production of this hydrant at AVK Mittelmann Armaturen GmbH (AVKMA).

New tools and new machining pallets for the CNC system had to be established. The new assembly and test station that was created to handle especially large cover depths of hydrants was adapted again to fulfil the new test standards (AWWA C502), and new carriers for the oven and coating station were built.

It was all worth it - by the end of last year AVKMA had successfully gained the FM as well as the UL and UL/C certifications. As a next step, the hydrant will be tested in order to gain the CE registration as well which will surely give an extra sales benefit for Europe. What is more at AVKMA the hydrant is also coated according to DIN 30677 and GSK guidelines, providing enhanced corrosion protection.

The product documentation is available through:

the AVKMA website [www.avkmittelmann.com](http://www.avkmittelmann.com) or via Ilka Draeger, [draeger.id@avkmittelmann.com](mailto:draeger.id@avkmittelmann.com).

The first major orders from other European AVK companies have already been carried out successfully.



# AVK's Global Project Department

By Jørn Urup Nielsen, Vice President Global Projects & Accounts, AVK Holding A/S

AVK's global project department was established in 2008/09 in order to manage the AVK Group's approach towards a number of leading, international construction companies as well as a few selected, geographical markets.

Through the focus and frequent contact (including visits) to these large companies, we have managed to become the preferred valve supplier in several places.

As an example, we signed a three year purchasing agreement with the Swedish company Läckeby Water Group (operating internationally under the name PURAC) in December 2010. This company is one of the leading construction companies for water and wastewater treatment plants. To support this agreement, we recently employed Stein Schierenbeck. He has been working in the pump industry which means that he already possesses thorough understanding of the water industry.

Basically, we supply complete valve solutions and we see them through. We provide valve and pipeline accessory solutions to almost any application within the water industry, and we collect the required products and documentation from different companies within the AVK Group. Along with our long-time experience of managing large projects this makes us a reliable and highly dedicated business partner.



## Nigeria

AVK and Glenfield have supplied high quality valves to the Nigerian market for more than 36 years. The track record includes highly prolific projects such as:

- Kangimi Reservoir (1975)
- Oyan River Dam (1979)
- Balanga Dam (1983)
- Oshogbo-Ede Scheme (1985)
- Akwa Ibon Water Supply Project
- Mulumfashi Water Supply Project
- Katsina 1st Mufti State Water Supply Project
- Zaria Water Supply Project Phase II
- Zaria Water Treatment Plant – Mothercat (2010-11)
- Ilorin Water Supply Projects (2005-10)
- Abuja Water Supply System/Lower Usuma Dam Treatment Plant (2006-10)
- Water projects with Lagos State Water Corporation (2009 on-going)

In January 2011 AVK was invited to conduct a technical presentation for the Federal Ministry of Water Resources (FMWR) in Abuja. Commercial manager Stein Schierenbeck went to Nigeria and presented AVK products to the delegation - with special focus on our extensive experience in the supply of valves for dams and reservoirs (Glenfield), water transmission pipelines, pumping stations, and on the water supply in general.

We are very focused on the opportunities in Nigerian and make frequent visits to this important market.



# Around the AVK world

## AVK France S.A.

It has been a long and cold winter in most of Europe – and even though it looks more like Scandinavia in the winter, this is AVK France S.A. buried in snow.



## Pollutec Lyon

*By Anne Muller Le Vigoureux, Responsable Marketing Manager, AVK France S.A*

During a very snowy week, AVK France S.A. participated in the 24th Pollutec exhibition from 30th November to 3rd December 2010. Pollutec is an international exhibition for environmental equipment, technologies and services, and this year 2,528 exhibitors assembled at Pollutec 2010 to present innovative solutions for the prevention and treatment of pollution across all sectors of the environment: water/waste water, waste/recycling/cleaning, air, sites and soils.

AVK France S.A. was proud to welcome its visitors to the 85 m<sup>2</sup> stand. This year we focused on fire hydrants, gate valves, air valves, street covers and the new Supa Maxi™



product range. Many of our visitors were impressed by the launch of the Supa Maxi™ couplings and adaptors. We also received acknowledgement of AVK's growth on the French market.

Despite the heavy snowfall, approximately 50,000 visitors from all over Europe, North Africa and the Middle East attended the exhibition, and our sales team had the opportunity to make fruitful contacts with new customers and consolidate relations with existing ones.

## Infratech 2011

*By Justin van Dongen, Marketing coordinator, AVK Nederland BV.*

Infratech 2011 held in Ahoy, Rotterdam is the number one infra exhibition in the Netherlands.

Infratech is held once every second year and is divided in seven different themes: subsurface, water, infra, knowledge, public space, traffic technology and energy. The themes are subdivided into sectors so business relations can easily find each other. The exhibition also provides great opportunities to share knowledge within the different business fields.



AVK Nederland BV (AVK NL) participated in the exhibition with the slogan "A promise from the past is the solution for the future". This slogan was introduced in June 2010 to launch the universal Supa Maxi™ coupling to the Dutch market, and Infratech 2011 was the perfect opportunity to complete the introduction of Supa Maxi™.

*To be continued on page 24*



We decided to continue the successful campaign in Roman style from June 2010, and our marketing had therefore designed a stand for this purpose which looked like a temple taken out of ancient Rome. The reaction was overwhelming and the stand really attracted many visitors. We had Supa Maxi™ couplings in all shapes and sizes, so there was enough to see for the many visitors. The scene of products was highlighted by a large flat screen on which the promotional Supa Maxi™ film was shown.

AVK NL had personally invited business relations and with the invitation, they had received a special edition of the AVK NL magazine INVALVED. Here, they could find all relevant information regarding the exhibition and the AVK NL participation.

With this exhibition, AVK NL has reached its goal to successfully introduce the Supa Maxi™ to the Dutch market.

## AVK series 87 fire hydrant – North Over-Danube regional waterworks in Hungary

*By Kornél Oberding, Marketing Manager, Euroflow plc.*

In the city Esztergom, the regional waterworks decided to install some AVK series 87 fire hydrants.

The water pipelines must be installed deeper in this city than is usually done, and as such a ductile cast iron "FF" fitting



had to be installed below the hydrant. The light-weight design of this type of hydrant made it easy to lower it into the ditch.

When the installation was finished, the hydrant was pressure tested without leakage.

## 25th IRO in Oldenburg – an industry event with a history

*By Ilka Draeger, Marketing Coordinator, AVK Mittelmann Armaturen GmbH*

On 10th – 11th February 2011 AVK Mittelmann Armaturen GmbH (AVKMA) participated in the 25th “Oldenburger Rohrleitungsforum” congress at the Oldenburg University.

The congress is also called IRO which is the name of the organisation behind the congress - the “Institut für Rohrleitungsbau”.

IRO is always very well frequented and this year there was a record-breaking number of participants. Approximately 3,000 visitors and almost 350 exhibitors took part in the congress which did cause some problems; it was so crowded that visitors and participants had to squeeze through the narrow paths of the university.

AVKMA has been present with a stand every year so along



with the conference, we also celebrated 25th anniversary at the IRO this year. In my book, that is reason enough to take a look back at the history of this traditional event.

The IRO initially emerged from a series of lectures about pipe systems held at the Oldenburg University. These lectures have been held since 1985 and were originally meant for

students only. However, in 1986 engineers from the industry were also allowed access to these lectures.

At first, only few people from the industry participated, so it was decided to conduct the lectures in the wintertime where construction activities are low. Then, in order to attract more people from the industry, it was decided to hold the lectures during a two-day event which has then accelerated into the conference it is today.

In January 1987 the first IRO conference was held almost as we know it today. With the topic "plastic pipes for construction", twelve speakers submitted their presentation in an auditorium. Almost 100 visitors and ten exhibitors took part in the conference. AVKMA – back then still Mittelmann Armaturen – was one of the ten exhibiting companies and as such one of the pioneers of this event.

During the conference the following year, the number of participants had doubled and the number kept rising each year. In 1993, 700 visitors and 83 exhibitors participated in the congress. The 10th anniversary in 1996 made it clear that the event had gained success beyond the German borders. Today, the entire campus is included as open air facilities and with a large tent as exhibition hall. In this tent, AVKMA has found its "permanent" location.

IRO cannot be compared with a regular trade fair; the atmosphere is much more informal and familiar for that. Nevertheless, all the major industry players are represented here and many of the other participants worship the close relation with them. The congress has always been held at the Oldenburg University and it would be impossible to arrange if it wasn't for the help from the many students. For that reason, the congress will continue to be held here at the university, and AVKMA will continue to be a part of the IRO in Oldenburg - an industry event with a history.

## VdS Conference "Fire Extinguishing Systems" in Cologne, Germany

*By Helle Timm Sørensen, Key Account Manager – Fire Protection, AVK International A/S*

VdS is one of Germany's leading independent testing institutions for fire protection and security. The annual technical conference about fire extinguishing systems was held on 8th – 9th December 2010. In this conference, fire protection concepts for applications worldwide

were presented along with the current developments in technology, standardization and use of water and gas extinguishing systems, as well as oxygen reduction systems.

Parallel to the conference, a trade exhibition was set up in the foyer. Here, AVK had a stand displaying the VdS approved products and accessories from our product programme. During the breaks, the conference participants visited the stands in the foyer.



This VdS Conference and trade exhibition brought all the important VdS related companies together in Cologne, so I met with both potential and current clients, competitors and other companies within the VdS business. I received a lot of positive feedback especially for our series 06/35 which qualitatively has a great reputation in the VdS-market.

## New wastewater technology in Budapest

*By Kornél Oberding, Marketing Manager, Euroflow plc.*

A brand new wastewater technology has been taken into use from the beginning of 2011 in Budapest, Hungary.

It has been decided that the waste-heat of the +16° C-temperature sewage water must be re-used for the communal heating and boiling of utility hot water through heat-exchangers and heat-pumps.

As appears from the enclosed photos, an AVK knife gate valve DN 300 operated with AUMA actuator was used for the start-up of this new technology with wastewater input into the system.





# Installation photos from all over the world



Walking with my one year old daughter through the beautiful town of Arnhem in the Netherlands we came across an AVK hydrant and street cover. Sent in by Gerrit Jan Harms, AVK Nederland BV.



Sent in by Hans Bos, Account Manager, AVK Nederland BV.



An AVK hydrant in Toronto City Island a recreational area of Toronto, Canada. Sent in by Gábor Bojkó, Euroflow plc, Hungary



Victoria fountain in Russia. Sent in by Marina Kovaleva, Santeh-Servis.



A series 27 in Cairo, Egypt. The hydrant was right outside a shopping mall. Sent in by Janne Hakala, Onninen Oy in Finland.



A Victoria hydrant made at AVK Haut Marnaise in the most beautiful French village: Coillure by the Mediterranean coast. Sent in by Javier Garcia-Noblejas, AVK Válvulas, S.A.





*Some youngsters demolished the top part of a standpipe and a water blow of more or less six meters was the result. Luckily it was an AVK hydrant, so operation was easy and solid! Sent in by Stefan Stegenga, Product Manager, AVK Plastics BV*



*Project: "waste water released to sea after initial treatment", the diameter from DN 1000 to 1400 over 70 km, in Tongxiang City of Zhejiang Province, China. The customer used over 100 pcs. 701/70 sewage air valves. Sent in by Hu Bing, Marketing Director, AVK Valves (Shanghai) Co., Ltd.*



*A sprinkler room at Airport München. About 600 valves are built in. Sent in by Eckhard Matz, AVK Mittelmann Armaturen GmbH.*

# Competition



We are happy to announce that the winners of interlink no. 36 are:

- Michael Mose, I/S Krstrup Vandværk
- Louise Harrison, SET ehf.
- Melissa Harrop, Humes Pipeline Systems

Gifts are on their way.

The correct answer is: An AVK external repair clamp

**New competition:**

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](mailto:adl@avk.dk)



Stelton Press coffee maker  
in black



Hummel sports bag.



Baby hoptimist in yellow (7 cm).

