

**AVR**

interlink

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## Editorial

Dear reader

Is there anything better than working in an inspiring and motivating environment which also gives visitors a good or even an aha experience?

AVK built the Academy and Visitor Centre in Denmark in 2007, and here we display a series of the products we manufacture and sell worldwide. Uniquely for AVK, our products are displayed next to fine art. Whether it is the art that lifts the products or vice versa should be left unsaid, but the fact is that everyone who visits AVK International A/S for the first time is deeply impressed by our facilities and the way we have combined fine art with our products.

This trend is now spreading to other AVK companies and in this edition you can read about the unveiling of a sculpture placed in front our factory in Anhui and made by His Royal Highness the Prince Consort of Denmark.

You can also read about the largest sewage treatment plant in Europe for which AVK delivered nearly all valves needed.

I hope you will enjoy reading our magazine.

Michael Ramlau-Hansen

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AVK interlink is published 2-3 times a year in 5000 copies.

**Front page photo:** The new sculpture at AVK Valves (Anhui), China made by HRH Prince Henrik of Denmark.

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](mailto:jej@avk.dk)



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# His Royal Highness the Prince Consort of Denmark visits China

*By Ministry of Foreign Affairs of Denmark*

His Royal Highness the Prince Consort of Denmark visited China from 15th to 26th June 2011. During his stay he went to Beijing, Shanghai, Nanjing, Tianjin, Anhui Province and Inner Mongolia.

On 18th June 2011 the Prince Consort personally unveiled the sculpture he has created for AVK Valves (Anhui). Leaders from Chaohu and Hexian cities were present and took the opportunity to reflect on the importance of AVK as a major investor, exporter and employer in the region.



# STP Czajka in Warsaw

by Mirosław Kopyta, AVK Armadan Ltd.

One of Europe's largest sewage treatment plants has just been built outside Warsaw, Poland.

AVK Armadan Sp. z o.o. and AVK International A/S have been part of the project during the entire building process.

## Key data:

- population: 2,1 mio. (on completion)
- final capacity: 435,000 m<sup>3</sup>/day (normal); 515,000 m<sup>3</sup>/day (peak)

- sub-Vistula flow rate: 3 – 11 m<sup>3</sup>/sec (to include additional rainwater element)
- sludge production: 130,000 – 160,000 tonnes per year (thermal bio processor will be built next to the plant for biogas and electricity)
- treated waste water: to be let to the Vistula river
- quality of treated waste water: to meet or exceed EU 2007 standards

## During building process contractors will use:

- concrete: 155,000 m<sup>3</sup>
- steel for concrete reinforcement: 15,000 tons.

## They have to translocate:

- earth work: 880,000 m<sup>3</sup>.

## They have to build:

- internal roads: 7 km
- internal pipelines: 45 km.



# AVK-Donkin valves for London gas – then and now

By Alan Bite, Key Account Manager, UK Gas

These two photographs, taken more than a hundred years apart, show that whenever gas utilities need valves they can rely on, they choose valves from AVK-Donkin.

In the foreground of the small picture, taken in London around 1895, are three Donkin rack and pinion valves – a design originated by the company that got its first order from the gas industry way back in 1847.

Fast forward to the present day; and 50,000 people in the city's King's Cross area are depending on the company's technology to keep the gas flowing while the UK's largest gas diversion project for decades is completed, and the world's biggest pressure reducing station is built.



The work is necessary because the existing pressure reducing station is in the way of the many redevelopment projects that are bringing new life to the area; and it could not be dismantled and moved without cutting off the gas supply. Instead, a completely

new station is being built, and the gas mains are being diverted.

The new station will have three 900 mm AVK-Donkin series 777 Baurer valves (pictured), one on each of its gas supply streams so that they can be isolated individually.

In addition, AVK has been tasked to supply all the gas valves for the mains' diversion – everything from 50 mm ball valves to 1200 mm double disk slide valves in sizes appropriate for pipelines in 1200 mm steel, 900 mm steel and 630 mm PE.

All the work must be completed by next April in readiness for the 2012 London Olympics.



# It is all about quality

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

The success of our gate valves is based on quality. We talk about quality in the design, construction, material and functionality. A gate valve is designed to open and close in a certain media, and it must be able to perform flawlessly for many years. The wedge is the heart of the gate valve. The rubber-bonded wedge itself is maintenance free. However, the design imposes extreme demands on the rubber quality; the rubber must be flexible enough to form a perfect ending towards the valve body to ensure a drop-tight closing, it must be strong enough to resist abrasion to efficiently protect the wedge core against corrosion, and it must be resistant to any kind of water treatment chemical to prevent formation of cracks that would expose the wedge core.

The good quality valve will continue performing effortlessly for many years, whilst the cheap valve will require more and more maintenance - at a very high cost! We believe it is important to know the difference between good and

bad quality and for that reason we put a lot of energy in explaining about the different rubber qualities.

We focus on the importance of using a correct rubber compound for each application and on how important it is that the rubber works perfectly. We have made a brochure "the wedge is the heart" with illustrations and detailed information about the difference between good and bad quality.

Still, one thing is what we inform our customers about; another thing is what the customers say about our products! Therefore, we were pleased to receive an article from JAPAC's Operations & Maintenance Manager, Mr Alfonso Olmeda, in which he described how they had tested various valves under extreme conditions. You can read about the test and see the result on the following page.



# AVK sets a new record in Mexico

By Mario Luna, Technical Manager, Urbaca.

The municipal water department for the city of Culiacan (JAPAC) in Mexico has implemented a unique way to test the performance of the gate valves which the city intends to register as approved products.

The test site consists of a dispenser for water trucks that can be operated over 40 times a day. Water trucks are coming to the dispenser for refilling all day long as they deliver water for several municipal applications such as landscaping, irrigation systems, construction works, and even fire protection.

In April 2010, a 3" AVK AWWA C509 gate valve series 25 was installed in the test site under supervision of JAPAC officials and the AVK exclusive agent in Mexico, URBACA. After 13 months in constant operation and more than 14,000 cycles, the valve is still closing tight and smooth.

JAPAC has also tested other gate valve brands, and after completion of the test they all showed leaks and wear in some of the valve components.

“AVK’s performance is amazing” expressed Alfonso Olmeda from JAPAC. All the other valves that were tested showed signs of ageing as the cycles accumulated, but the AVK valve still closes tight and smooth.

The test will continue for an indefinite period, but the AVK valve has already been listed as an approved product for the city of Culiacan.



Alfonso Olmeda, JAPAC’s Operations & Maintenance Manager

Gate valve	Number of cycles	Result	Status
Valve no. 1	5,000	Leaked and worn	Rejected
Valve no. 2	9,600	Leaked and worn	Rejected
Valve no. 3	10,800	Leaked and worn	Approved
Valve no. 4	11,000	Leaked and worn	Approved
AVK	14,005 and counting	Shutting tight	Approved



# Konkola power plant in Zambia

By Boris Back, Citec

Installation of products unknown to those who install them may lead to unforeseen incidents. Therefore, it is important to use accurate and comprehensible mounting instructions and perhaps even more when the installation is carried out in the remote areas where natural resources are available.

Animated mounting instructions were used for the installation at Konkola power plant. As a result, the installation was completed according to schedule even though it was troubled by the rain for a couple of weeks. Only one gate valve was damaged by an excavator during the entire installation period.

indicators were installed as scheduled which means that the hydrants' pre-defined break zone was placed just above ground level just as the extension stems and street covers were perfectly placed in ground level.

Thanks to the animated mounting instructions, all hydrants and post



Pressure testing of the fire water main was done via the monitor elbow on a series 27 hydrant.



# Successful start of InterApp Germany in Wülfrath

By Ilka Keilen, Marketing Coordinator, AVK Mittelmann Armaturen GmbH

Following AVK's acquisition of InterApp Holding AG, it was decided to integrate InterApp Germany in Villingendorf into AVK Mittelmann Armaturen GmbH in Wülfrath. Therefore, InterApp Germany's sales office has been closed and all sales activities have been successfully integrated into "AVK InterApp Anlagenbaukomponenten" as a part of AVK Mittelmann Armaturen GmbH. On 1st April 2011, AVK InterApp resumed its activities in Germany at the Wülfrath plant.

The InterApp product range strengthens the AVK Mittelmann Armaturen programme for plant engineering and hopefully, the merger will result in profitable synergies. The InterApp butterfly valves for water have already been presented in the last issue of AVK interlink. But there is much more to InterApp valves; like the stainless steel ball valves or even triple eccentric butterfly valves, centric butterfly valves with loose liner, or butterfly valves with special materials for higher temperature ranges. The product catalogue comprises 43 single products in many different variants, suitable for numerous fields of application.

The InterApp product range offers completely new business opportunities in market segments like water

treatment, power generation, chemical process and life science. With all its challenges, this is a big task for Jürgen Dylla and his new AVK InterApp sales team, which is at this moment still very small. From the former InterApp Villingendorf sales team Thomas Mücke continues his activities in Eastern Germany. Other key accounts have been distributed among the two other sales representatives in the Northwest (Martin Osoling) and South (Jörg Thümmeler); still two more jobs are vacant. Especially for sales support, which is now interim carried out by Birgit Munkenbeck next to all her other business.

Taking a look back after only four months time, the merger in Wülfrath has been a success. In every department, from the purchase department via shipping department to sales and last but not least marketing, the employees have done their utmost to make this successful, and we are now also ready with all our new material; from new company paper, business cards, new German price lists up to a completely re-designed product catalogue.

Finally, what better opportunity to introduce the new organisation to the industry than Wasser Berlin in May? With a comprehensive cover story in Germany's leading trade magazine

"Industriearmaturen", the news of AVK InterApp in Germany attracted much attention among the industry. Read more about AVK Mittelmann Armaturen GmbH at the Wasser Berlin on page 11.



**AVR** **IA**<sup>®</sup>  
**InterApp**  
Anlagenbaukomponenten

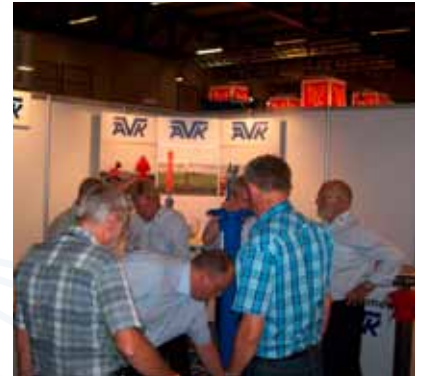
## Fire exhibition 2011

By Jesper Flarup, Sales, AVK Danmark A/S

The annual meeting for Danish fire officers was held on 24th – 26th August 2011. This meeting is held as an exhibition for manufacturers of all kinds of fire equipment. More than 100 exhibitors displayed their equipment and vehicles during the three-day exhibition.

AVK was present at the exhibition with the entire product package within fire

protection. Still, the main topic at the exhibition was that the AVK Mittelmann hydrants, series 84/40 P5 Nostalgia and series 84/70 P6 Niro, are now available with backflow prevention. The backflow prevention is a shut-off unit designed to efficiently secure the water supply against pollution from the fire hydrant in case of reflux.



## Wod-Kan 2011 in Bydgoszcz, Poland

By Miro Kopyta, AVK Armadan Sp. z o.o.

Wod-Kan is the biggest valve exhibition in Poland, and this year it took place on 24th to 26th May 2011 in Bydgoszcz in the central part of Poland.

At the AVK stand we focused on Supa Maxi and during the three-day event, approx. 1,000 customers came to visit us here.

In total, approx. 10,000 visited the exhibition and about 400 exhibitors took part in the Wod-Kan exhibition which covered an area of more than 14,000 m<sup>2</sup>.



## AVK Valves Manufacturing (M) Sdn Bhd has received an award

AVK Valves Manufacturing (M) Sdn Bhd has received an award the "Malaysia Power Brand 2011" in valves. The award is given for outstanding achievement of best quality products & services.

The award was published with a half-page advertisement in a major national newspaper sponsored by our suppliers.



## Wasser Berlin 2011

By Ilka Keilen, Marketing Coordinator, AVK Mittelmann Armaturen GmbH

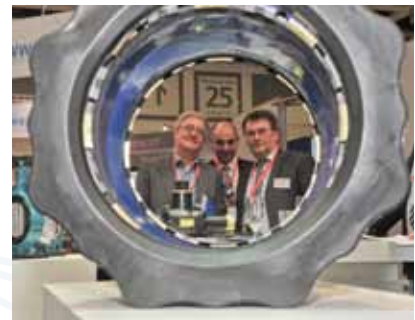
Wasser Berlin took place from the 2<sup>nd</sup> to 5<sup>th</sup> May 2011. Just like IFAT, which is the other major water and sewage exhibition in Germany, Wasser Berlin has turned into a biennial event.

Earlier, both exhibitions took place only once every third year, but this new biennial cycle has led to one major exhibition in Germany every year. This does of course have a serious impact on the industry, as budgets for exhibitions will be almost doubled if the companies decide to participate in one large exhibition every year. In addition, it also seems a bit unrealistic that every valve producer has such astonishing product innovation to present once a year that is worth such an investment.

For this reason, some major players in the industry, like our competitors VAG and Talis Group, decided not to take part in the Wasser Berlin exhibition. It is, however, a risky chance to take because the Wasser Berlin remains the gateway to the East, and it is also of local importance.

So after thoughtful consideration, our management found an ideal solution to this dilemma. The goal was to remain our presence at the exhibition but with a limited budget. We still wanted to be there for our customers.

A small AVK booth would not have suited the image of a major valve manufacturer as AVK Mittelmann Armaturen, and it would be a wrong signal to give the market. Therefore, we decided to take part in a large joint booth. As member of German Water Partnership, who has gained a solid reputation nationally and internationally in the water and sewage industry, we booked a part (15 qm) of their joint exhibition booth of total 300 qm. The package also included an individual information area with flat screen, a small lounge area, new product posters as well as the opportunity to make use of the common hospitality area, catering, logistics, etc. Furthermore, many organizational tasks and preparation were performed by GWP staff, which gave us another relief in time and thus money.



With a minimum sales staff, and Dieter Schulz and Jürgen Dylla as our sales managers, the exhibition turned out a success and many customers found their way to us in Berlin.

When we analyze the exhibition reports, the hottest topics were Supa Maxi, control valves and of course the new InterApp organisation in Germany.



## A jacuzzi in my garden at home

Here is a DN 1200 series 756 butterfly valve made for a project for PWN in Hoorn. The butterfly valve is going to be used in a pumping station for drinking water.

We placed an order for 6 x DN 800, 1 x DN 1000 and 4 x DN 1200 all series 756 butterfly valves.

A worker at the AVK Nederland BV warehouse is taking a rest - he said: *"I can also use this as a jacuzzi in my garden at home."*



## ExpoApa 2011 held in the Parliament Palace - Bucharest, Romania

by Felix Gyori – Chief of Operations and Transactions at AVK Romania

The thirteenth edition of the international exhibition for water supply, sewerage and wastewater treatment, ExpoApa 2011, was held on 13th to 15th June in Bucharest.

The exhibition is a meeting place for specialists, water operators, production companies, designers, general contractors and consultants within the water sector.

More than 80 companies exhibited in the 1600 m<sup>2</sup> exhibition centre, and more than 1500 visitors attended the three-day exhibition. Along with Romanian companies there were exhibitors from Germany, Denmark, Austria, France, Poland and Bulgaria.

The AVK stand was placed in the main hall. The Supa Maxi™ range was an important part of our stand, but we also brought other products into focus;



e.g. the buried solution for gate valves and service connection valves, the above ground hydrants series 84 and butterfly valves. Many of our visitors were also very interested in our special attraction “the beer hydrant”.

The ExpoApa exhibition was a success for our part. Especially because it was

a good opportunity to officially launch the Supa Maxi™ range in Romania. The feedback has been great, and we are now in advanced discussions with two important water companies for implementing Supa Maxi™ in their day-to-day acquisitions.

## AVK in Saint Tropez

AVK France’s distributor Frans Bonhomme le Muy delivered two Wouter Witzel DN 1000 butterfly valves for construction of a 3,000 m<sup>3</sup>/hour settling basin for the water production in La Verne factory.

This project is managed by a main contractor SAFEGE, a worldwide engineering and consulting company strongly oriented in water and hydraulic infrastructures. Works are performed by Campenon Bernard, a subsidiary of the Vinci Group; a worldwide leader in construction.

The butterfly valves will be installed by the entrance and exit of the settling

basin La Verne factory, administrated by SIDECM. This water management union, managed by Mr José Maria, is in charge of the water production and distribution in the prestigious area including Ramatuelle and Saint Tropez. The drinking water in Saint Tropez will now flow through an AVK valve!

We wish to thank Frans Bonhomme Le Muy who succeeded in promoting what AVK quality is all about.



## Slovak visit to AVK International A/S on 10th - 13th May 2011

By *Eva Plencnerová*, Sales and Marketing Department, AQUAGAS, spol. s.r.o.

Aquagas spol. s.r.o. visited AVK on 10th – 13th May 2011 with some important customers from Košice (the East Slovakian waterworks organization, called VVS (Východoslovenská Vodárenská Spoločnosť, a.s.), the company Environline s.r.o., and the company ASUAN, a.s). Aquagas spol. s.r.o. started its cooperation with these companies in 2008/2009, and the main purpose of this visit was to present AVK's products; with special focus on the new Supa Maxi couplings and adaptors.

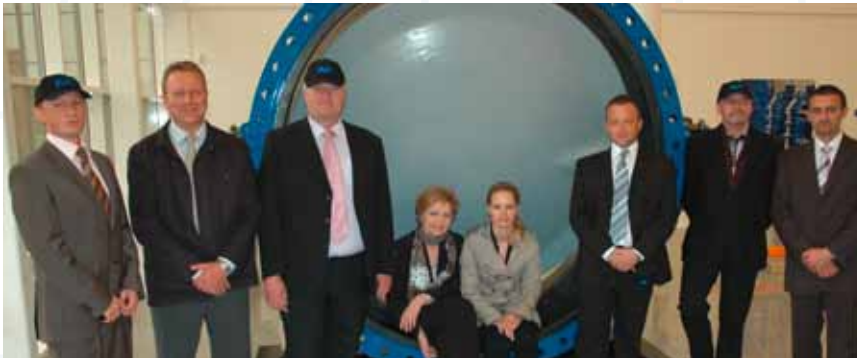
VVS, a.s. modifies and supplies water to the public distribution network (population, industry and agriculture). The company controls the water management and discharge of wastewater in Košice and surrounding areas.

Enviroline s.r.o. is focused on engineering, services related to civil engineering designing, and treatment and distribution of water. The company was founded in 1995. The main scope of work lies within the waterworks and energy/environmental buildings.

ASUAN, a.s. is engaged in retail and wholesale within the water supply segment (cast iron, PVC and HDPE).

The visit at AVK International A/S was well organised. Our customers were informed about AVK's production and warehouse facilities, quality procedures, key financial figures, worldwide representation, and development. We also went to see the show lab. Here, guests are able to try working with the valves under pressure which really impressed our customers. The visit included factory tours at both AVK International A/S and the rubber factory AVK GUMMI A/S. With this visit we have been able to give our customers a thorough presentation of the AVK products, and we have strengthened the relationship between our main business partner, our customers and ourselves.

We would like to thank Vibeke Juhl, AVK GUMMI A/S and Mikael Baltzer Hansen, AVK International A/S for the interesting and informative presentations during our visit.



**Jozef Farkaš**, Head of directorate, ASUAN Košice, **Mikael Baltzer Hansen**, Area Sales Manager, AVK International A/S, **Marián Lazár**, Sales Representative- AQUAGAS, **Anna Frankovičová**, Head of design department, VVS Košice **Eva Plencnerová**, Sales and Marketing, AQUAGAS, **Rudolf Lapár**, Head of Sales Department, ASUAN, **Košice Ladislav Hnidiak**, Managing director, Enviroline and **Košice Peter Chalás**, Managing Director- AQUAGAS,

## Series 27 gained CE certification at AVK Mittelmänn Armaturen



Shortly after production launch in Wülfrath, the series 27 hydrants were certified according to the EN 14384:2005 standard and gained their CE registration numbers, each for the DN 100 and DN 150 version.

The series 27 hydrant is now the only hydrant in the AVK group which is both FM and CE approved. AVK Mittelmänn Armaturen started

production of the series 27 hydrant in the beginning of this year, and since then, AVK Mittelmänn Armaturen has assembled the series 27 hydrants and supplied to all of Europe.

# Installation photos from all over the world



A series 03/30 service connection valve and a series 10 tapping saddle being installed in Russia. Sent in by Marina Kovaleva, Santeh-Servis



A series 36/90 service connection valves with extension spindle being installed in Russia. Sent in by Marina Kovaleva, Santeh-Servis.



An AVK series 87 hydrant in the city Szamotuly in Poland. Sent in by Inga Wisniewska, AVK ARMADAN Sp. z o. o.



An AVK hydrant in Santa Cruz, Puente General Serrador on Tenerife. Sent in by Jürgen Düllä, AVK Mittelmänn Armaturen GmbH



A street cover seen in Amsterdam, the Netherlands. Sent in by Pokatayev Pavel, Project Engineer, Chevron Munaigas Inc. in Kazakhstan



A hydrant in Aarhus city. Sent in by Mikael Baltzer Hansen, AVK International A/S



A series 35/72 underground fire hydrant is being installed in Russia. Sent in by Marina Kovaleva, Santeh-Servis



Two series 702/40 knife gate valves are installed below the ceiling at Arla Foods Amba. Sent in by Bo Ellerup, AVK International A/S



The two pictures ZD Branch is trying to source 4 x wheels to permanently affix to the valves featured here. Sent in by Stuart Wilkinson, Technical Sales Advisor, ZD Branch, the UK



# Competition



We are happy to announce that the winners of interlink no. 37 are:

- Malene Brandt Marcussen, Krüger A/S, Denmark
- Cornelia Frunză, ELSACO ELECTRONIC SRL, Romania
- Susan Wilkins, American AVK

Gifts are on their way.

The correct answer is: A butterfly valve

**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)



Coffee press from Stelton in black.



Hummel sports bag.



Hoptimist in yellow.

