

The AVK logo consists of the letters 'AVK' in a bold, blue, sans-serif font. The 'A' and 'V' are connected at the top, and the 'K' is positioned to the right. The logo is set against a white background within a blue-bordered box.

# interlink

No. 28 • October 2007 • AVK International A/S



Flonidan: Synergies within the AVK group

New building at AVK International A/S

AVK Mittelmann Armaturen GmbH

AVK UK

Pipe system engineering exhibition "IRO" 2007

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Product news

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AVK Overseas

Around the World

AVK Expansion

## Editorial

Dear reader

Recently, I held an introductory course for new AVK employees. During the course, one of the new employees mentioned that after his employment with AVK, he suddenly noticed the blue street covers placed all over the city, he lived in. This is a typical reaction. AVK has never been especially visible in the everyday picture, and consequently, hardly anyone knows who produces the hydrants and street covers. But once you get to know AVK and its products, you see them everywhere.

Lately, AVK has taken a turn by which the level of awareness of the AVK logo is increasing. More and more, we supply products to new constructions and installations above-ground as well as refurbishment of waterworks, water treatment plants, dams and reservoirs, and sewage systems.

The AVK Group grows and new factories are built around the world. At AVK International A/S in Denmark we have built a new centre for training and education of customers, colleagues and employees. The opening of our new building – The AVK Academy and Visitor Centre – is now successfully completed, and we look forward to welcoming our customers, partners, and colleagues in the new facilities.

You can read more about the opening on page 4 and 5.

Best regards

Michael Ramlau-Hansen

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AVK Academy and Visitor Centre

## interlink

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Michael Ramlau-Hansen

## In the next edition of interlink

American AVK moves to new buildings in Reno.

AVK France - New building

# Synergies within the AVK group

By René Gårdsvig, Flonidan, Denmark



In 2006 Flonidan had two major projects with large diameter valves from AVK

First we had a project in China with 3 gas trains with the biggest dimensions ever for Flonidan. Each gas train had valves up to DN900 (36"), and the flow was up to 60,000 Nm<sup>3</sup>/h each. Wouter Witzel Eurovalve was chosen as sub supplier of valves and actuators. With an engineered system design, the actuator could be chosen smaller and therefore more competitive.

Next, we had a project with underground valves for a gas distribution pipeline with 19 bar (class 150) pressure to Lagos in Nigeria. A total of 42 valves with welded ends in 12", 14", and 18" (DN450). In order to find a good solution for the application, Flonidan combined Wouter Witzel valves with underground gear, spool pups from a sub supplier and PUR-coating from AVK International. And finally an AVK surface box from AVK Plastics. This matched the customer's request and the AVK product range perfectly.

The PUR-coating was applied to the valves in the old production facility, just before a new one with a higher output was installed.

Wouter Witzel contact: Leo Scholten

AVK contact: Jan Jørgensen

Flonidan contact: René Gårdsvig



# AVK Academy and Visitor Centre

By Jette Jensen, AVK International A/S, Denmark

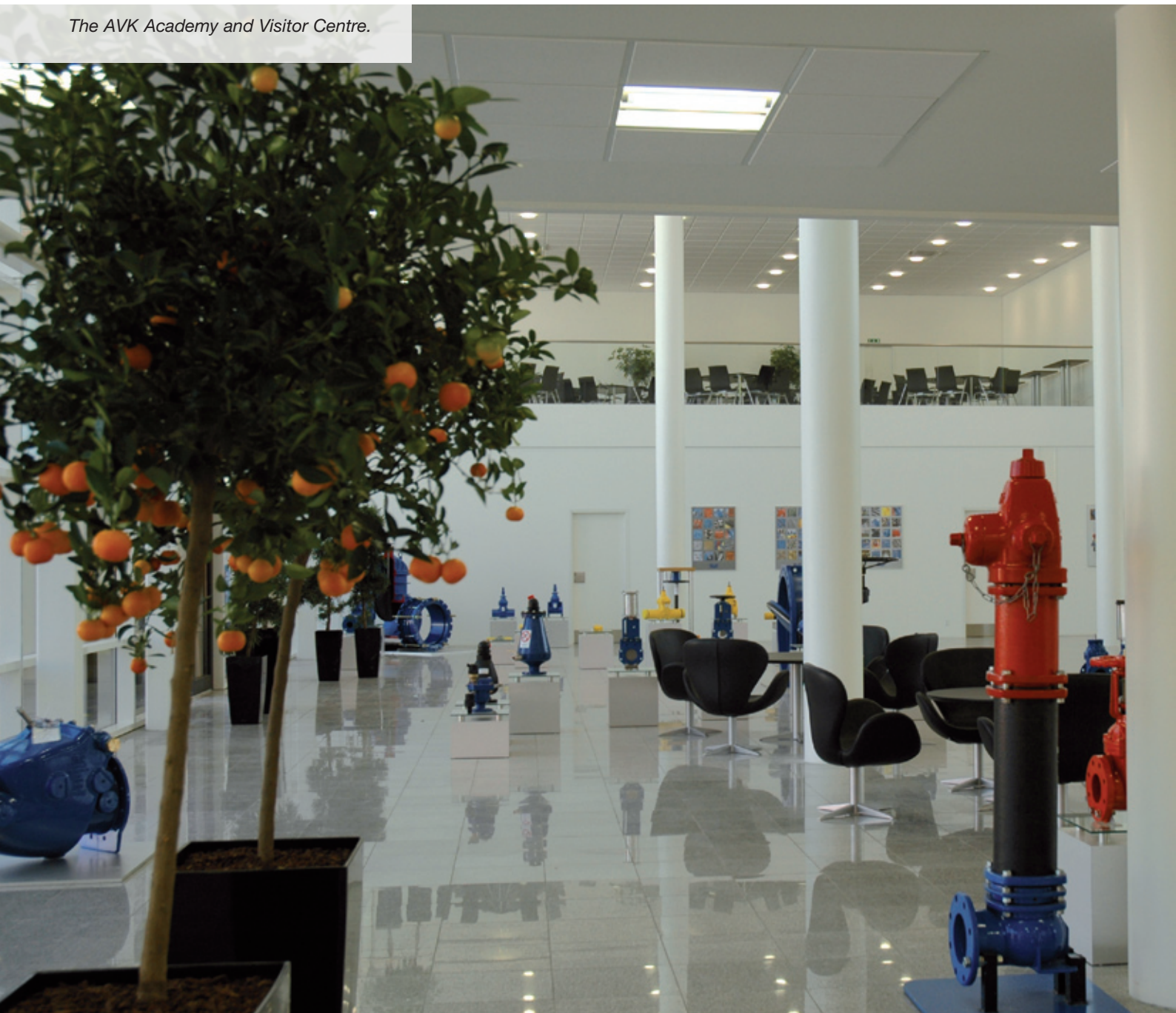
AVK International A/S just opened a new Academy and Visitor Centre. This centre connects the two existing buildings at Bizonvej in Skovby and will provide the setting for all future customer visits, product trainings and annual AVK conferences. The latter already held on 7 and 8 June 2007, where we had our Global Management conference prior to the official opening of the building. The

past few years, we have had more than 1000 visitors at AVK International A/S, and we needed to improve the facilities in which we receive our customers, business partners, and colleagues. This is accomplished with our new building which contains an exhibition area with a wide range of the AVK Group's products, an auditorium, conference rooms, and a guest canteen. All customer related facilities are now

placed in this new building, and our reception will, therefore, also be moved from Smedeskovvej to Bizonvej.

With our new AVK Academy and Visitor Centre, we have brought together all customer related facilities - and have visualized our products and upgrade our product presentation. We have a wide range of our products on display in our exhibition area, where

*The AVK Academy and Visitor Centre.*



we also have installed screens with slide shows to illustrate the production process and products installed in existing pipe systems. Our auditorium and conference rooms are equipped for audio visual presentations and video conferences.



*Opening speech by Morten Sæderup Nielsen.*



*Niels Aage Kjær opened the AVK Global Management Conference in the new AVK Academy and Visitor Centre.*



*The new building was officially opened by Mayor Jens Grønlund and Manufacturer Niels Aage Kjær.*



*In the reflecting pool by the main entrance, we have placed two large pots made by the artist Peter Brandes whose work some of you may remember from the AVK art calendar 2005.*



*Prior to the opening we held an AVK Global Management Conference on 7 and 8 June 2007 with approx. 60 participants from AVK companies around the world.*

# AVK Mittelmann Armaturen GmbH

By Ilka Draeger, Marketing and Günther Salzinger, Sales Representative - AVK Mittelmann Armaturen GmbH, Germany

Improved drinking water quality and service guarantee for Markt Regenstauf - thanks to AVK Mittelmann Armaturen butterfly and gate valves.



Exactly 100 years after the foundation of the local water supply in Markt Regenstauf, first ground was broken for the new waterworks "Mühlholz" in spring 2006.

With a reprocessing plant and storage tank for 500 m<sup>3</sup> of water, the community's drinking water quality and service guarantee will be strongly improved. Completion of the plant is scheduled for May 2007.

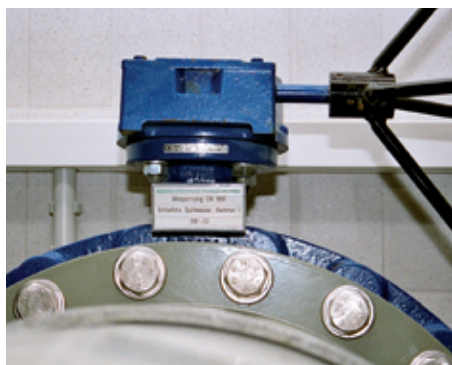
A plant in the nearby Schwandorf played an important role in the choice of valve supplier for "Mühlholz". Schwandorf is approximately 30 kilometres away from Markt Regenstauf. The new waterworks there was finished

in March 2006. In this plant, the AVK centric butterfly valves, type EVTLS, and the series 26 gate valves were successfully installed.

The manager of water supply in Markt Regenstauf, Schwandorf, was able to get a live impression of the features and functionality of the AVK valves. Besides the technical benefits, face-to-face meetings also proved that AVK Mittelmann Armaturen was the ideal partner for this plant. The easy and frictionless implementations of the butterfly valves and gate valves made the Schwandorf water works' management strongly recommend AVK Mittelmann Armaturen as partner for the project in Markt Regenstauf.

Finally, in November 2006 the first butterfly valves and gate valves were installed in the area for untreated water, in the filter system, and in the pump works in Mühlholz. The total order volume is 43 centric butterfly valves from DN 65 to DN 300 and 38 gate valves from DN 65 to DN 200.

As the structure of the Mühlholz plant is yet to be finished, the photos show the installed valves still under protection packaging. Therefore, we also included photos of the completed project in Schwandorf for a better illustration.



Installed gate valves and butterfly valves in the completed waterworks Schwandorf.

# AVK Mittelmann supplies valves for the Berlin-Brandenburg International Airport

By Jürgen Dylla, Product Manager and Mikael B. Hansen, Sales Representative - AVK Mittelmann Armaturen GmbH, Germany

First ground was broken on 5 September 2006 for the construction works of the new airport "Berlin Brandenburg International" (BBI). From 2011 onwards; this new airport will replace the existing local airports (Tegel, Schönefeld, and Tempelhof). The planning of the airport BBI started in the beginning of the nineties.

AVK Mittelmann Armaturen was strongly involved in the project planning. The leading engineering office, BEV – engineers from Königs-Wusterhausen near Berlin, has been advised and supported with technical know-how for about two years. Next to other objects, this engineering office planned the DN 600 drinking water line. This line leads across the entire airport and also ensures the service supply guarantee for the Märkische sewage and water union. As a result of the cooperative planning and technical consultancy, AVK Mittelmann Armaturen supplied 36 gate valves DN 600, series 54, with power-saver and 4 AVK-Bermad control valves DN 600, from the 771-790 M series for construction of the above mentioned DN 600 water pipeline. The AVK-Bermad control valves serve as security valves to prevent pipe burst.

BBI is constructed on the premises of the present Schönefeld airport, in an area of about 1470 hectares. The construction of the airport will last until 2011.



AVK-BERMAD pipe burst security valves ready for transport.

## 2006:

Start of ground construction: Creation of construction roads, a central concrete processing plant, several construction areas, start of the pipeline construction, tendering of the first construction projects, and construction of the connections to the BBI – North manoeuvring areas.

## 2007:

Start of construction of the railway tunnel and underground railway station, start of plant construction for the service supply and disposal, start of construction of the manoeuvring system North and South, start of construction of the new manoeuvring area South and its environment, dismantling of nowadays manoeuvring area North, finalization of the connection to the new motorway A 113 and start of construction of road connections.



Gate valves pre-assembled for installation.

## 2008:

Construction of terminals and operating roads.

## 2010:

Implementation of fire station, buildings for special equipment, winter service, and ground traffic service.

## 2011:

Beginning of May and onwards; test operation of the new terminal and engineering system.

## 30 October 2011:

Opening of the BBI.



# Donkin Non-Return Valves - New Wembley Stadium

By Alan Bite, Key Account Manager – Bryan Donkin Valves Ltd, UK

## Donkin Non-Return Valves @ New Wembley Stadium



The rebuild of the Wembley Stadium has created several gas supply implications where the best solution to the problem was the Donkin non-return valves.

The issue was that the 25 mbar gas pressure was needed throughout the stadium. The solution was to boost the pressure up to 200 mbar maximum and distribute it throughout the stadium while controlling it at each location.

To guarantee boosted gas supply, a worker/standby booster station with integral header pipe was designed. Consequently, gas non-return valves are needed on the booster outlet to ensure that the booster gas pressure arrives in the stadium without overpressuring the low pressure supply.

The Donkin series 594 was selected due to versatility of application – horizontal and vertical pipework and its ability to give a 100% gas tight

non-return seal through low to mid pressure ranges with O-rings, door seals, and multi position counter balance wrights.

The gas system is now commissioned and ready to supply gas for corporate entertaining/restaurants within the stadium.



# New Valve Manufacturing Facility at Chesterfield, UK.

By Richard Stone, Sales Director – Aqua-Gas AVK Ltd., UK



We are pleased to announce that our new 70,000 sq ft valve manufacturing facility in Chesterfield, UK, was constructed in June 2007. This new factory represents a significant growth from the current site at Derby Road, Chesterfield, which was first established in 1902.

Being part of the AVK group enables Donkin to focus on high efficiencies while maintaining the highest quality manufacturing managed locally in the UK. Thus, the new facility allows Donkin to modernize valve manufacturing processes to ensure the most effective methods are used.

The AVK group decision to site the factory in the UK is in order to retain the gas competence centre where it is currently based. The close proximity also maintains reassurance and support to key utility customers.

The new factory is only 3 miles from the existing facilities so all our current staff and skill base remains intact.

Significant investment has been made in the plant allowing commissioning of the new processes prior to the closing of the existing factory. In addition, a strategic stock platform is being built in advance to the move to cover any unforeseen circumstances. Donkin are confident that this robust plan will ensure no disruption to the supply chain.

The new manufacturing facilities are strategically located close to the planned junction 29A on the M1 (largest motorway in UK). Combining the location and the doubled storage capacity, it will enable our products to be easily transported to all parts of the UK.

As the premier valve supplier to the UK Gas industry, Donkin have a long history of growth through innovation when you consider that our first gas valve was produced in 1847. In the last 5 years, 85% of all our products are either new or re-designed. This has certainly helped us become the market leaders and sole supplies to all major gas networks.

# Donkin introduces the New Series 158 Under Pressure Drilling Valve

By Mike Skeemer, Product Manager - Bryan Donkin Valves Ltd, UK

Donkin are pleased to announce the official launch of the series 158 under pressure drilling valve.

This superior range has been developed in conjunction with gas engineers and contractors in the UK and has resulted in a reliable and high quality construction valve. Therefore, the UK industry has finally received a fully engineered solution to all of the challenges associated with drilling into pressurised mains.

An extensive field trial programme has been undertaken between Donkin and Pipeline Maintenance Centre of National Grid which has covered all aspects of under pressure drilling operations.

To compliment our market leading Donkin series 555 range, the series 158

enables the end user to carry out 'hot taps' and 'flow stop' operations in the most efficient possible way. The studied flanges of the valve are compatible with all makes of drilling and flow stopping equipment and are long enough to work with all types of PN16 flanges, including PE stub flanges.

This range of valves has been specifically developed to be used for under pressure drilling operations on PE, ductile iron, cast iron, and steel pipes up to DN300. The valve is designed with a multi-turn spindle which gives a free running, low torque positive operation. The Donkin series 158 is approved to V7: Part 1 specification and is to be kite marked against the new Gas Industry Standards in the UK.

The 7 bar rating of the valve enables it to be used for low pressure, medium

pressure and intermediate pressure operations and reduces the number of valves required to be stocked by the customer. The valve is now available over the full range ex-stock at Donkin.



## Series 756 Double Eccentric Butterfly Valves

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

Part of the drinking water supply in Copenhagen, Denmark comes from the Thorsbro Waterworks, located on top of a very large groundwater reservoir. Approximately 100 years ago, two parallel cast iron pipelines were installed from Thorsbro waterworks to Copenhagen to supply consumers in Copenhagen with drinking water.

Last year, these pipes showed the first signs of leakage, for which reason a renovation of the 14 kilometre long DN 650 pipes was initiated. The pipelines are placed under roads, houses, gardens, garages, etc. and therefore, the renovation of the pipes is carried out as a re-lining, where you for each 500 metres dig down - first to the one pipe and then to the other one.

Then the cast iron pipe is cut, and a new PE-pipe is placed inside the cast iron pipe as lining.

In connection with the renovation, the old valves are replaced and pits are established. They chose the newly developed AVK double eccentric butterfly valve as shut off valve. This valve was chosen in favour of the traditional gate valve due to its low weight, easy handling, low operation torque, and reliable closing.

By establishing ramifications - that will be completed with a series 756 valve of a smaller dimension - the pipeline will be prepared for an extension of the supply area.



# Pipe system engineering congress & exhibition „IRO“ 2007 in Oldenburg

By Ilka Draeger, Marketing - AVK Mittelmann Armaturen GmbH, Germany



The 21<sup>st</sup> Oldenburg congress for pipe system engineering took place on 8<sup>th</sup> and 9<sup>th</sup> February.

In addition to numerous presentations on the latest industry topics, all important companies presented themselves at the exhibition taking place at the same time.

AVK Mittelmann Armaturen - one of the first companies to ever take part in this event - also presented its latest products and know-how here.

As this event plays a key role in the German pipe system engineering industry, the congress and exhibition was crowded as ever. More than 2,500 visitors squeezed them-

selves through the narrow halls of the Oldenburg University. Despite the lacking parking space and little accommodation opportunities, the IRO is the place-to-be for all German industry members in February and more popular than ever. This year, there was a remarkably positive atmosphere to be noticed at the congress in general.

The AVK Mittelmann Armaturen booth attracted many visitors those two days, so the time went by at the blink of an eye. We met many of our major customers here. The discussions with the customers had a very positive tone and gave inspiration for new potential business. The new universal tapping saddles, the repair gate valves, and plastic surface boxes were main topics at the exhibition.

# The AVK showbus in Romania

By Martin Sønderby, Product Manager - AVK International A/S, Denmark



AVK Romania has put a strong effort in convincing its potential customers of the profitability of using high-quality products from AVK International A/S.

One of the tools to secure this is to use the AVK showbus to visit key customers. With the showbus, the AVK Romania team came closer to its customers.

They drove the showbus for 2 weeks in September, travelling more than 4000 km and visiting 24 major waterworks in Romania. Most of these waterworks supply cities with more than 100,000 inhabitants.

During visits and meetings with water companies, the AVK team discovered that many contractors and consultants

still use gate valves mounted in man-holes. The AVK team tried to convince them that it is better to use the AVK high quality gate valves buried directly in the ground, which also means a significant reduction of costs.

During the demo tour the team also discovered an increased interest in under pressure drilling tapping saddles, underground hydrants, and Supa-Plus gate valves.



# Proven technology with new materials: The P6 series

By Ilka Draeger, Marketing - AVK Mittelmann Armaturen GmbH, Germany

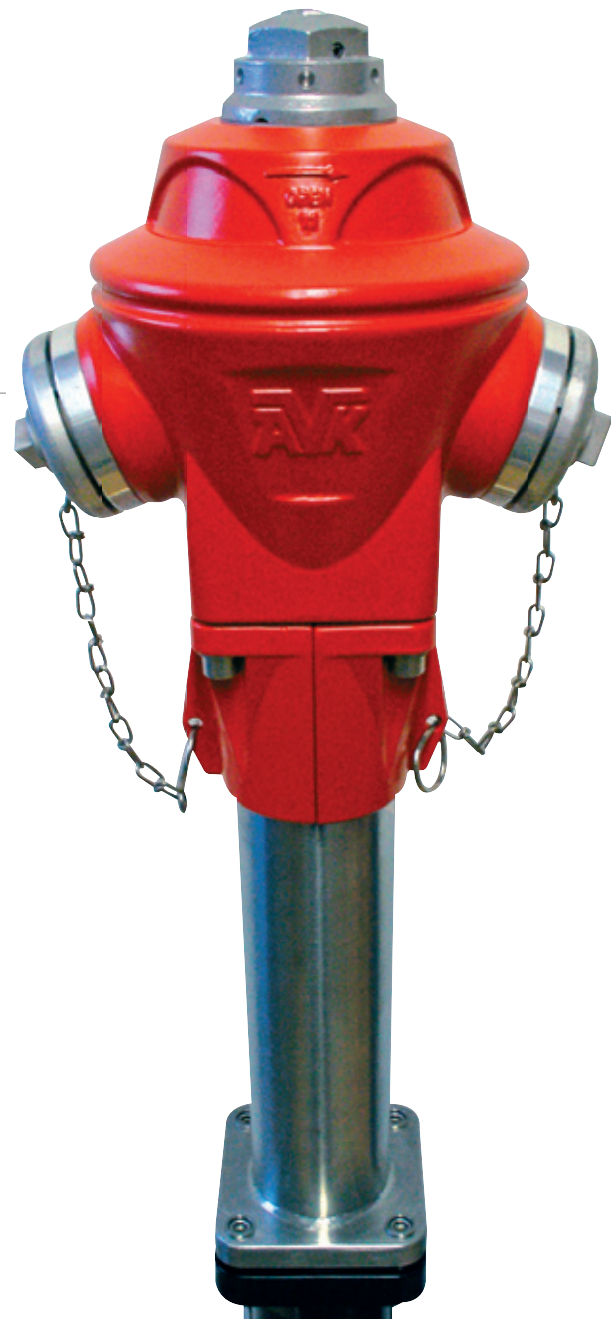
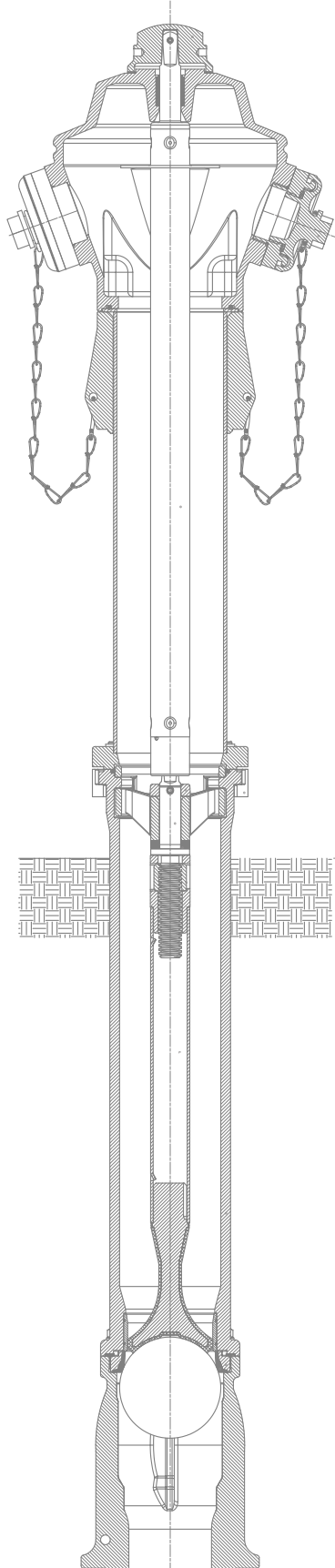
With the P6 series, our design staff has applied new materials and combined them with proven techniques concerning sealing, drainage, streaming behaviour, quick operation via the hydrant head and (optional) break-away design as the P5 series. As option, the bottom part with additional ball shut-off is available with a range of 1.0 m, 1.25 m and 1.5 m cover depth for the hydrants.

The easy-to-operate disc can be turned from closed to open and back with a minimum torque. Plastic washers in the hexagon head guarantee a long-life use, as normally needed from hydrants. The venting valve serving the complete drainage of the hydrant was placed underneath the hexagon head for an optimum protection against weather influences.

With the upper body in stainless steel, the new hydrants do not only offer an excellent corrosion protection, but also an attractive design in the streets, in the grounds of hospitals, waterworks, power stations, leisure parks, sports grounds etc. With its compact design, it has a robust stainless steel housing protecting the shock-loaded, sensitive area between the head and the ground surface, to absorb many shocks without any damage. Chains for the coupling covers in stainless steel round the high-quality image.

The stem pipe in stainless steel, moulded with stem nut support and disc, guarantees easy operation and long-life endurance.

Like its predecessor, the P6 also has a central actuation placed below the point of separation.



# AVK Valves Manufacturing M

Mr Susinto and Mr Peter Jonathan from PT. Mitra Wira Pratama, our Indonesian distributor, arranged the visit to PDAM Tirtanadi water treatment plant in Medan, Indonesia.

Another satisfied customer from the water authority, Medan, in Indonesia. We thank them for their support of our good quality valves and hope for a future cooperation through our local distributor.



*Mr Peter Jonathan (PT. Mitra Wira Pratama – AVK local distributor), Mr C.K. Yong (AVK Valves Manufacturing Malaysia), Mr Ir. Zulkifli Lubis (PDAM Tirtanadi – Medan Water Authority) together with their staff.*



*We supplied our wafer type butterfly valves to PDAM Tirtanadi in Medan during year 2003 and today they are still working well in the water treatment plant.*



*AVK butterfly valve c/w gearbox, series 75/10 (Wafer Type).*

## Nampapa Nakhone Luang (Water Authority) training centre in Vientiane, Laos, P.D.R.

We would like to thank Mr Adisorn Rukngan (Donny) from Euro-Oriental Trading Co. Ltd. and Mr Petch Sriboupha who arranged the visit to Nampapa Nakhone Luang (Water Authority) training centre in Vientiane, Laos, P.D.R. on 14<sup>th</sup> December 2006. All managers and directors from most of the major provinces of Laos P.D.R. attended the seminar. They are highly concerned of our maintenance free AVK products.

AVK Valves Manufacturing Malaysia would like to thank all participants and look forward to a continued good co-operation.



*Mr Daophe Bouapha, General Manager of Nampapa Nakhone Luang (Water Authority), making the opening speech.*



*Participants at the seminars were generally satisfied with the presentations, which covered several of AVK's high quality valves.*

## Change in Company Name

AVK-Glenfield Sdn Bhd started operation in October 2003. Due to the expansion in our company's business, we changed our company name to "AVK Valves Manufacturing Malaysia Sdn Bhd" on 17 November 2006.

Below pictures show the process of workers removing the "AVK-Glenfield Malaysia Sdn Bhd" signboard and replacing it with our new company name "AVK Valves Manufacturing Malaysia Sdn Bhd".



## Annual Dinner 2005-06

AVK Valves Manufacturing Malaysia Sdn Bhd held the first annual dinner 2005-06 at Gland Blue Wave Hotel, Shah Alam, on 2 December 2006.

The annual dinner 2005-06 started with a treasure hunt game. All the staff members and their families participated in the game. It was followed by a buffet from various cultures. After having enjoyed this delicious dinner, the staff members and the factory workers participated in the organizers' game.

It was followed by a speech by our Managing Director, Mr Niels-Erik Andersen, a prize giving ceremony to the winners, and a presentation of souvenirs and certificates to the factory workers. The last activity was lucky draw. The annual dinner was full of joy and fun.

Our Managing Director, Mr Niels-Erik Andersen distributed the certificates and souvenirs to our factory workers as an encouragement and in appreciation of their good work.



# AVK Overseas

## TOSL and AVK Overseas - a perfect match

*By Eng. Lennox Oudit, Sales Manager - TOSL, Trinidad*

In February 2006 TOSL Engineering Limited became the AVK representative in Trinidad and Tobago. Through well-timed coincidences and the influence of mutual acquaintances TOSL and AVK made the initial contact. After many correspondences between both parties, it was obvious that both companies had many synergies including the ideas for each company. TOSL needed a quality manufacturer of products and services to meet the expectations of the local water companies and fire protection companies, and AVK has an impressive track record of being just that type of company worldwide.

TOSL immediately stocked their inventory with AVK valves, couplings, flange adaptors,

fire hydrants, and much more. This was followed by an aggressive marketing campaign which included visits by Mr Kim Ludvigsen, Senior Vice President of AVK Overseas, to the major customers in Trinidad.

TOSL Sales Manager Eng. Lennox Oudit and Senior Sales Representative Eng. Hareesh Nanan as well as two senior members of the Trinidad and Tobago Fire Services then went up to AVK Overseas headquarters and manufacturing facility in Fresno California for intensive product training on fire hydrants and gate valves.

In October 2006 AVK once again participated in the annual Caribbean Water and Wastewater Association

(CWWA) Conference at the Hilton Hotel in beautiful Tobago. This conference is held in different islands of the Caribbean each year, and it was indeed opportune that it was located in Tobago last year. This gave AVK the opportunity to introduce TOSL as their distributor here in the island. The conference was very successful from an AVK/TOSL standpoint as the key people in the local water and wastewater industry (WASA) were all present at the impressive AVK booth during the week long conference.



*TOSL's Head Office, Trinidad.*



*AVK Overseas exhibit during CWWA, Tobago 2006.*



*Lennox Oudit, TOSL Sales Manager and some participants, at CWWA, Tobago 2006.*



# Rio Colorado - Tijuana Aqueduct Mexico

By Eng. Mario Luna, Technical Manager - URBACA, Mexico

Serving a population of about 2 million people, the aqueduct Rio Colorado-Tijuana (ARCT) is the major water source for the cities of Tijuana, Tecate, and Rosarito in the northwest coast of Mexico. The aqueduct obtains water from the Colorado River, more than 200 km inland at sea level overcoming 1,060 meters elevation of the Rumorosa mountains before descending by gravity to the sea level in Tijuana.

The current capacity of 4.0 cubic meters per second must be upgraded to keep the pace of one of the fastest growing regions in the country. For such reason, the State of Baja California released late 2006, an international public bid to design, build, and guarantee 15 years' operation for the expanded part of the aqueduct, looking to increase the capacity up to 5.3 cubic meters per second.

URBACA, the exclusive agent of the AVK Group of companies in Mexico, is proud to be part of the consortium of companies awarded with the project comprising installation of 63 km of 54 and 60 inches steel pipeline parallel to the exiting one.

The contractor bidder will be responsible for 15 years' operation and only high quality products are considered. Therefore, URBACA proposed the use of Glenfield gate valves from Scotland and resilient seated gate valves from American AVK in the smaller sizes. AVK and Glenfield valves are wellknown in Mexico with their many years of successful performance.

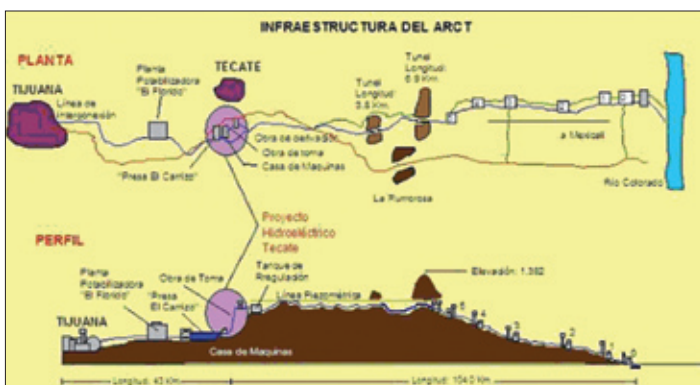
36 different gate valves ranging from 24 to 72 inches in diameter and pressures from 150 to 300 psi, are going to

be supplied by Glenfield, plus hundreds of smaller diameter valves from American AVK.

Also, more than two hundred surge controlled air valves from Ventomat in South Africa were specified in sizes from 2 to 8 inches.

The project must be completed in only 18 months, which is also a challenge to the production and delivery of the valves.

URBACA is an ISO 9001 certified company committed to offer only the best products to the Mexican water industry, and we are proud to have a longtime partnership relation with the AVK Group of Companies, which allow us to use innovative products of high quality.



# Expo ANEAS, Monterrey 2006

The most important exhibition for the water Industry in Mexico

By Eng. Mario Luna , Technical Manager - URBACA, Mexico



Since 1991, AVK Overseas has been participating, in conjunction with URBACA, in the most important exhibition for the water industry in Mexico, ANEAS Annual Convention.

In 2006, President Vicente Fox of Mexico, formally opened the Annual Convention of ANEAS, in Monterrey. Last year, the event had near 3,500 visitors and 300 exhibitors, with the most relevant 182 suppliers of equipment, tools and services for the water and sewage sector.

The convention covered multiple areas, like needs and priorities in the water industry, development and strengthening of the systems, and increase in the investment. The convention was also a good opportunity to interact with potential customers and partners, and at the same time, we were able to present high quality products and alternatives.

The AVK Overseas and URBACA stand showed in an impressive way to our customers, the availability of two strong companies, working together to satisfy

the needs of the Mexican water and sewerage sector. This year, for example, both companies will share their knowledge through training, workshops, and seminars in the region.

AVK Overseas and URBACA are also proud sponsors of ANEAS specialized magazine "Agua y Saneamiento", where we have published multiple technical articles.

## Puerto Rico FIRE HYDRANTS

By Jose Quiles, Sales manager - Atlantic Pipe Corporation, Puerto Rico

Around seven years ago, AVK and Atlantic Pipe Corporation began development of the new product specification to meet the expectations of our principal customer, Puerto Rico Aqueduct and Sewer Authority (PRASA).

PRASA received a statement of the hydrant conditions in Puerto Rico from the Puerto Rican fire department.

Approx. 80% of the hydrants were dysfunctional.

After many meetings with PRASA, Atlantic Pipe Corporation and AVK initiated a solution to fulfil PRASA's expectations for fire hydrants. Not only did our product meet the customers' requirements; it also exceeded their expectations.



# AVK Expansion

## Acquisition of Hillen de Lelie

*By Lars Kudsk, CFO - AVK Holding A/S, Denmark*

AVK has acquired all shares in the company, Hillen de Lelie, based in Amsterdam, the Netherlands.

Hillen de Lelie was founded almost 100 years ago and has since the 1960'es been producing Ball Check Valves. The valves are sold to a number of customers worldwide. The pump manufacturer, Flygt, was for many years the main customer.

AVK international is producing and selling similar valves and synergies will be aimed for in both production and sales.

Hillen de Lelie will be part of the Continental Region. The retired General Manager of AVK Nederland, Jan Rosman, is supporting the company as interim manager until a more permanent solution has been found.



## New Facilities in China

*By Søren Kjær, Technical Manager - AVK Anhui, China*

The development of AVK Anhui has been quite rapid with high expansion rates during the last years. In May 2006, AVK Anhui started building a new factory in Wujiang Development Zone, Hexian, Anhui Province, China - 20 km from Hexian towards Nanjing.

The new construction project, building an 8000 m<sup>2</sup> new factory on 33.000 m<sup>2</sup> of land, started in July 2006 as scheduled. After an eight months' construction period, it officially opened in March, 2007. The new factory is the first of 4 planned expansion phases covering the option of purchasing totally 132.000 m<sup>2</sup> of land.

On 28 March, Mr. Kjaer, Management Group members and invited guests, including many Chinese customers, came to AVK Anhui for Wujiang new facility opening ceremony. The Mayor of ChaoHu City and many government officials of Hexian and Wujiang county also attended the AVK opening ceremony - in total about 300 people.

On the same day, Mr Kjaer signed a new investment contract with the Hexian government to build a new plastic factory in Wujiang, Hexian, China - just beside the other facility.



## What's up Mr Valvis



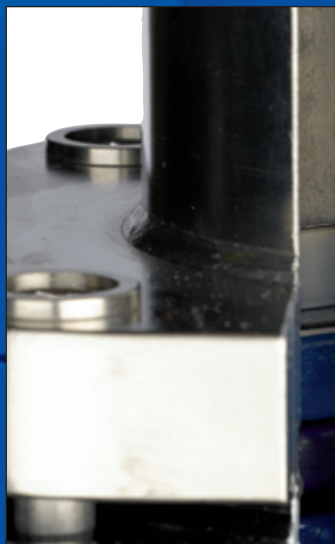
### Competition n°. 27

We are happy to announce that the winner is

Ardershir Azartash,  
AVK/GVL, Iran

**Ardershir Azartash has chosen the AVK frying pan.**

The correct answer was:  
A close-up shot of a  
756 double eccentric  
butterfly valve



### Competition no. 28

What does this selected enlargement show?

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



← Steel vacuum-jug  
1 l.  
from Stelton

→ AVK cork screw



AVK frying pan →



## Snapshots

This picture is taken by Ilka Dräger, AVK Mittelmann, in Germany. Sometimes you get surprised to find AVK hydrants in the most unexpected places!

