

# **AVR** interlink

No 39 • May 2012 • AVK INTERNATIONAL A/S



## Dear reader

For a long period of time we have been talking about the financial crisis. At AVK we are still defying this. In this edition you will read about acquisitions and expansions despite the crisis.

Last November AVK Holding A/S acquired a majority stake in the Spanish company Orbinox Valves International SA. An acquisition that has strengthened AVK's market position within waste water treatment and industrial valves.

In India a new factory will supply locally produced AVK products. We believe that our status as a local manufacturer will help us entering the Indian market.

In China we have also expanded with a new big valve factory in Anhui that will provide butterfly valves and gate valves from DN 700.

Finally, we would like to bring our check valves into focus. Therefore, we ask you to send us stories illustrating how a check valve is used. In this edition you can read about different principles for check valves, and you can see a recoil check valve installed with large diameter gate valves on page 14. We will send a gift to those of you who send us good check valve stories for the next edition of **interlink**.

Michael Ramlau-Hansen

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AVK **interlink** is published 2-3 times a year in 5200 copies.

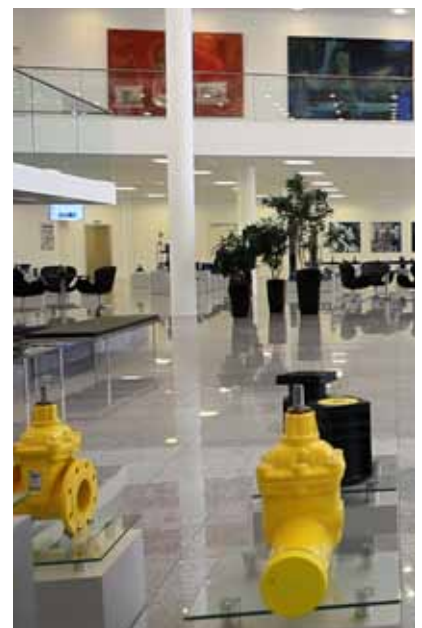
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# Opening of Wujiang Big Valve Factory

By Lisa Fang, AVK Valves (Anhui) Co., Ltd.

AVK Valves (Anhui) Co., Ltd celebrated the grand opening of Wujiang Big Valve Factory on 18 October 2011 in Wujiang Town, Hexian, Ma'anshan City, Anhui Province.

CEO of the AVK Group Mr Niels Aage Kjaer, the Chairman of AVK Board Mr Carsten Fode, Party Secretary of Ma'anshan Municipal Committee Mr Zheng Weiwen, Party Secretary of Hexian County Mr Wu Guilin, along with other distinguished guests, attended the ceremony and cut the ribbons to open the big valve factory.

Mr Carsten Fode made a short but enthusiastic speech to express his great thanks to all the guests, all the employees, all the contractors, suppliers, and the local government. He introduced the guests to the history of AVK to bring more understanding of the AVK heritage and values.

Managing Director of AVK Valves (Anhui) Co., Ltd Mr Soren Kjaer demonstrated the modernisation of this new factory from three aspects: world class quality products, top working environment, and an energy efficient operation.

The representative of local government Mr Tao Jun and Mr Wu Guilin conveyed their and the government's congratulations to the establishment of the new factory.

All the guests had a tour of the new factory after the ceremony. A DN 1800 gate valve was so attractive that many visitors had their pictures taken with it. It seems a symbol and scenic point of the new factory. This DN 1800 gate valve was sent to AVK Hong Kong two days later.

At the same time, the Chairman of the Board of AVK Advanced Castings (Anhui) Mr Knud Flemming Madsen and Hexian County Major Mr Zhu Laiyou signed the agreement on the advanced castings project. The AVK Group will start construction of the advanced castings factory next year just opposite the fitting factory.

By using the most advanced lost foam technology, this factory is planned to have a yearly capacity of 30,000 tonnes and will become one of the most important casting suppliers for the AVK Group. The factory, covering an area of 160 mu (15 mu equals one hectare), will be built in three phases. The first phase, with an area of 12,000 square meters, is scheduled for a yearly manufacturing capacity of 10,000 tonnes of castings, 70 % of which is for export.

Some of the board members had a visit to Ma'anshan City with great kindness from the government, and both parties are looking forward to a further cooperation.



CEO of the AVK Group Mr Niels Aage Kjaer (left) and Party Secretary of Ma'anshan Municipal Committee Mr Zheng Weiwen cut the ribbons.

# AVK takes over Spanish group of companies

By Lars Kudsk, CFO, AVK Holding A/S

With effect from 22 November 2011, the AVK Group has acquired a majority stake in Orbinox Valves International SA (Orbinox) with headquarters in San Sebastian, Spain.

Orbinox was founded in the 1960s and has manufacturing companies in Spain, Canada, India, England and China as well as sales companies in the United States, Indonesia, Brazil, Germany and France. Orbinox's product portfolio comprises valves, primarily knife gate valves, penstocks and dampers for use within water and waste water treatment, power generation, mining, the paper industry and air separation.

In 2011 Orbinox is expected to achieve a turnover of approximately 60 million euro. The group has 352 employees.

Until now Orbinox has been jointly owned by seven owners of whom four will continue as minority shareholders. Two of these four are directors in the company.

The purchase of Orbinox will strengthen the AVK Group's market position within waste water treatment and ensure a wider product range within the market areas of both groups. In addition, operational synergies are expected.

Orbinox has been successful in building a strong and profitable market position within its market segments in both mature markets such as Europe and North America and in BRIC countries such as India and China. A continued positive development is expected for the Orbinox Group.

Orbinox will continue as an independent entity within the AVK Group, headed by the company's managing director, Joseba Azurmendi, who has held this position for 12 years.

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

## Orbinox

Orbinox was founded in Tolosa in the northern part of Spain as a manufacturer of knife gate valves servicing the local pulp and paper industry. Recognizing that success is built on understanding customers' processes and by finding innovative solutions for difficult applications, Orbinox focused on increasing their engineering capabilities and developed many engineered valves for diverse industrial sectors. In the late 1970s, the company introduced the knife gate valve line in North America and other parts of the world. Today, Orbinox has manufacturing plants in Spain, Canada, India,

England and China, complimented by sales companies in the United States, Indonesia, Brazil, Germany and France and with agents worldwide.

Orbinox offers a wide range of knife gate valves for handling diverse applications in the water, waste water, bulk handling, pulp & paper and other process industries. With more than 45 years of experience in the industrial market worldwide, Orbinox has become a well-known innovative knife gate manufacturer responding to new industrial developments.



Orbinox mainoffice in Anoeta, Spain



The dedicated engineering staff continues to respond to customers' needs with new and competitive products including custom engineered valves that effectively solve problems in many industrial sectors.

The state-of-the-art manufacturing facilities and advanced technology ensure accuracy, durability, and reliability of the products, which enhance customer profitability and satisfaction. With representation covering the five continents, Orbinox is committed to the demanding critical needs of the customers who keep us in the forefront of technology. Orbinox ensures high standards of process capability and quality endorsed by the ISO 9001 Quality Management System certification.



**Quality Management System for superior performance:** Orbinox's ISO 9001 certification ensures high standards of design and process capability. Thanks to experienced and dedicated employees' participation in all fields of the organisation, Orbinox continues to provide a superior quality product and a high performance service.

The engineering department uses the latest technology of CAD software in the design stage of the product and also analyses critical components with Finite Element Analysis software.



Orbinox production plants utilise modern machining centres and automation technology enabling them to handle large production runs and customised orders. The international manufacturing and distribution network offers quick access to products worldwide.

**Company Philosophy:**

The mission is to meet the needs of the customers and to continue improving products and services through teamwork, training and performance. The company's growth is balanced on years of experience from research, design, production and marketing with a firm determination to maintain recognition of its quality and service on the market and to remain competitive in the knife gate valve industry.



# Check valves

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

Approximately 10 % of the world's electrical energy consumption is used on pumps. Pumps are used for many different distribution purposes, i.e. circulation of liquids or transporting fluids from one altitude to another. If a pump ceases to function, the fluid will flow back to where it came from. Check valves are made to efficiently control reverse flow in case of pump stop.

An efficient check valve must operate in such a way that it closes just before flow reversal. If the check valve is not closed when the flow turns, then the flow will reach the closing door with too much force. This may cause water hammer or pressure surge. Water hammer commonly occurs when a valve is closed suddenly and a pressure surge propagates in the pipe system. A pressure surge may cause pipe collapse if the pressure is high enough.

Swing check valves offer various features in the field of back flow prevention. The AVK check valve programme offers several application possibilities, and the valves are easy to install, service and maintain.

## Check valves with lever and weight

The solution with lever and weight is used for installations with an increased risk of water hammer. The weight is adjustable on the lever by which you achieve an optimum closing speed or a careful closing against the seat. This solution provides a constant pressure loss regardless the opening angle. The valve can be installed horizontally as well as vertically. Lever and weight can be installed in different positions.

## Check valves with lever and spring

The external spring loaded swing check valve is suitable for installations with increased risk of water hammer, like e.g. if there are several pumps operating in the same manifold. The ideal placement of the valve is in horizontal position, but it can also be installed in vertical position. The spring device causes a gradually increasing pressure loss during the entire opening process.

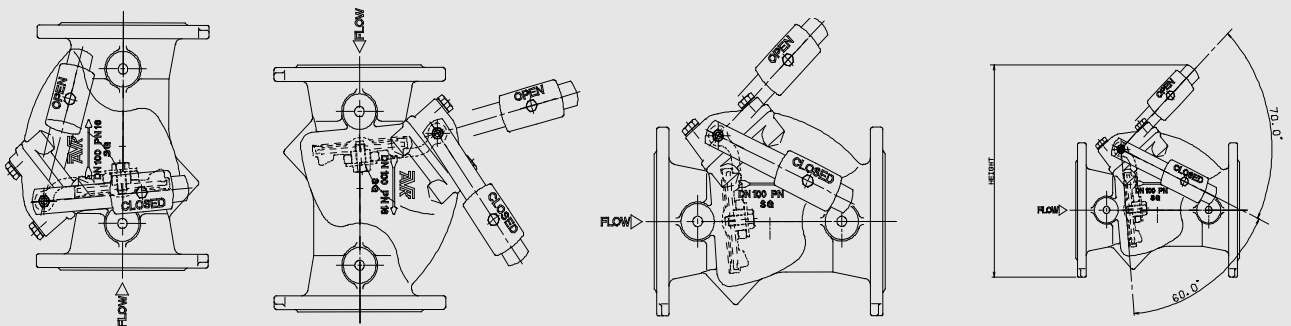


Series 41 swing check valve

## Recoil check valves

Glenfield recoil valves are designed to work in extreme conditions. Specifically for use in high lift or short length multi-pump water or sewage systems, or in single pump systems in which rapid flow reversal takes place leading to severe reflux conditions.

AVK swing check valves with external lever and weight can be installed in different positions. The lever is installed on the shaft in a hexagon connection enabling the lever to be moved with a 60 degrees interval. Hereby, the lever and weight can always be moved to a position which will balance out the weight of the disc and hinge. (See drawings below).



## Installation

The AVK swing check valves are designed according to EN 12050-4 and LGA (Landesgewerbsanstalt Bayern) that includes both a low and a high pressure test:

### Low pressure:

- up to DN 100 - 1 litre in 10 minutes at 0.2 bar pressure
- from and above DN 125 - 3 litres in 10 minutes at 0.2 bar pressure.

### High pressure:

- shell test to 1.5 x PN  
(1.5 x 16 = 24 bar)
- seat test to 1.1 x PN  
(1.1 x 16 = 17.6 bar).

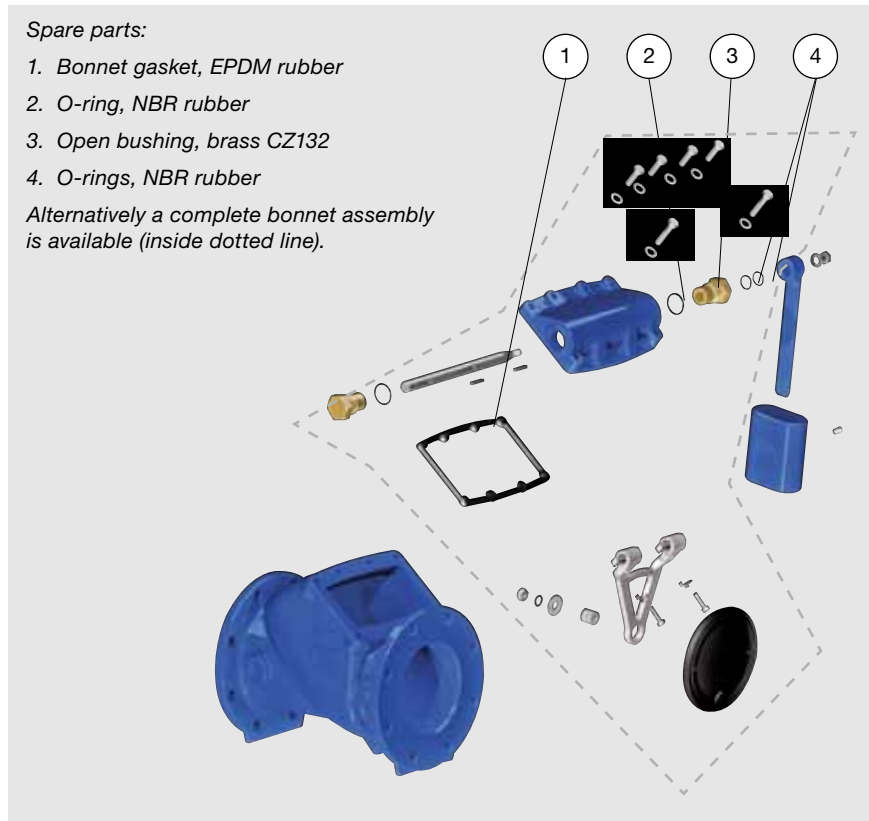
If a check valve leaks, the water will flow backwards through the pump to the sump. Hence the pump uses energy to pump the same water more than once. An increase in the operating hours of pumps may indicate that the check valve is leaking. If the check valve does not open 100 % when the pump is running, the pressure will increase in the pressure pipe, and the pump capacity will decrease. Therefore, it will use more energy to pump the same volume of water.

A very service friendly design ensures easy maintenance as disassembly of the valve can be performed without removing the valve from the pipe system. By unscrewing 4 or 6 bolts on the bonnet, depending on dimension, the bonnet assembly with hinge and disc can be removed from the body. In case of damage the necessary spare parts can be changed before reassembly.

### Spare parts:

1. Bonnet gasket, EPDM rubber
2. O-ring, NBR rubber
3. Open bushing, brass CZ132
4. O-rings, NBR rubber

Alternatively a complete bonnet assembly is available (inside dotted line).



### Main features and benefits:

- Low head loss
- Available in DIN and BS standards
- Fully rubber coated disc prevents corrosion and ensures drop tight closure and long life
- Requires minimum space due to the compact design
- Low weight for easy handling
- Full bore prevents pressure loss allowing maximum utilisation of pump capacity
- Available with/without lever and weight
- Available with/without spring
- Available with manual prime device giving the possibility of backflushing
- Non self-priming pumps
- Lever and weight option available with guard



# AVK Valves India Pvt. Ltd.

By Niels Erik Andersen, Managing Director, AVK Valves India Pvt. Ltd.



One of AVK's strategies is to grow by acquisitions and by organic growth. With the establishment of a manufacturing (assembling) factory in Malur (Bangalore), India, AVK Valves India Pvt. Ltd. is the latest example of "organic growth".

AVK Valves India Pvt. Ltd. was formed as a sales company on 1 October 2008 with a sales office in Hyderabad and the pioneer task of entering the Indian market. The first

steps were taken to get product approvals and setting up a number of distributors in various Indian states.

Not an easy accomplishment as India comprises 28 states divided into five federal territories. The country has more than 50 different languages and just as many variants of cultures and understandings of "how to do business".





A feasibility study led to the establishment of a factory set-up in January 2011 in Bangalore. Bangalore is the IT city of India and is located some 600 km further south of Hyderabad with historical roots dating more than 1000 years back. The factory premises were taken over on 15 May 2011 followed by constructional improvements with sales and administration offices at the upper level of the factory office block and with the production offices directly at factory floor level.

The machinery, conveyor system, jig cranes and moving equipment were installed during the fourth quarter of 2011 when the financial package was in place, and the first assembled valve "Made in India" left the factory in the middle of December 2011.

The product package for AVK Valves India Pvt. Ltd. is the full global package for the water and waste water segments with gate valves DN 50 - 600 and air valves DN 25 - 200, locally manufactured based on AVK Anhui supplies of components.

*Sounds easy? Well, it isn't!*

We want a 100 % AVK factory establishment with ISO 9001 certification – with the same high quality and performance level as any other AVK facility; yet at the humble scope of business we are in. India is so much different from other countries I have been working in; the complexity is vast. It is not an understatement if some associate India with "bureaucracy". Everything takes time and calls for attendance.

**An example:**

AVK Tech Centre in Denmark has sent us a refurbished pressure test rig. For more than two months now, it has been stuck with the customs authorities in Chennai, and we haven't managed to get the test rig neither cleared nor released. The very short story is that it is not possible to import second hand equipment and despite the rig being fully refurbished - looking as a new item - the unfortunate labelling on the hydraulic station is dated 1995.

In consequence, the rig has had to be evaluated (by value) by a special set committee followed by assessment of duty and penalty. We have spent more than two months being in daily contact with the clearing agent and visiting the customs authorities.

We will manage though, and in the meantime we have spent time focusing on our sales development. The factory gives AVK Valves India Pvt. Ltd. a status of being a local manufacturer. Test performance with consultants and clients at our factory is the name of the game, and the sales organisation is now set up in the AVK Valves India Pvt. Ltd. factory.

We hope that we have overcome the worst hurdles in getting AVK Valves India Pvt. Ltd. into operation, and we are more than ready to gaining a foothold in the market in 2012.



# AVK supply to new Doha Airport project exceeded 2 million Euro

*By Sasi Kumar, Product Manager, AVK Gulf JLT*

Qatar is building a brand new airport - the New Doha International Airport (NDIA), and the first phase is scheduled to open in 2012. The new airport is envisioned to become a major gateway to the Middle East. This large scale construction project is one third of the size of Doha city with a huge size of 22 SQ KM, and 40 % of the land is reclaimed from sea in an environmentally friendly way.

The airport will have two parallel runways said to be the longest runways in West Asia. When it opens, the new airport will accommodate 24 million passengers and 750,000 metric tons of cargo annually.

The construction is in full force today and currently employs more than 40,000 work forces.

The design and construction started in 2004 with project management by Bechtel. During 2007 AVK was approved as one of the suppliers with the continuous efforts from AVK Middle East employees, Kresten Pii, Royce Paul and Dias Thottan.

AVK was selected as the favored supplier by many of the contractors participating in the major four construction packages. AVK maintained a good relationship with the contractors Bemco, Midmac, Voltas, Punj Lloyds, ADCC as well as establishing technical support with consultants like Keo & Halcrow. Throughout the last three years, our strong local presence in Qatar has resulted in various orders for this prestigious project.

The major brands supplied by the AVK Group include Wouter Witzel butterfly valves, AVK SVMC gate valves, fire hydrants and Glenfield check valves.

The projected year of completion is 2015 for phase 3 & 4, and when the project is fully completed the new Doha airport will be able to service six A380-800 superjumbos simultaneously.



# New Clearway hydrant meets industries' future needs

By AVK UK Ltd.

Take-up of the latest model in AVK's range of Clearway underground fire hydrants shows that the product is exactly in line with the future strategy of the UK water and fire safety industries.

The new series 29/93, which is kitemarked and fully compliant with BS 750, complements the company's range of squat hydrants that has been the industry standard for more than 30 years; but it has the unique advantage of a full, straight bore from inlet to outlet, as the Clearway name suggests.

"One of the English water utilities has already committed 100 % to the 29/93,

and several others are adopting it on a large and escalating scale," says Graham Charnley, AVK UK's Market Sector Manager for clean water.

The biggest advantage of the Clearway's straight bore, which is a change to the traditional swept design of conventional squat hydrants, is the ease with which pipe maintenance, inspection and measurement equipment can be introduced and retrieved.

In addition, flow rate is significantly improved, with a tested flow of 4,500 litres a minute at 1.7 bar, which is more than double the requirement specified in BSEN14339.

The Clearway is suitable for use with water and neutral liquids to a maximum temperature of +70° C. Like all AVK products it is kite-marked, WRAS-approved and complies with all relevant requirements - BS 750:2006, BS EN1074-2:2004 and EN 14339:2005 for underground hydrants, alongside BS EN 1074-6 for potable water.



## Project in China



AVK butterfly valves used at Suez in Macao, Da Shuitang Water Plant.

# DN 1200 AVK internal repair clamp installation under the river Danube

By Kornél Oberding, Euroflow AG, Hungary

A DN 1200 ductile iron potable water pipeline with cement mortar lining was installed in Budapest during a rehabilitation work under the river Danube.

Until today, the cause of damage has not been identified (it might have been a pram at low water-level), but the outcome of the damage was huge. The incident caused a leak on the pipe wall in size 400 x 600 mm. This part of the pipe wall was completely missing, and the internal cement lining was damaged in a larger area than the pipe-break itself.

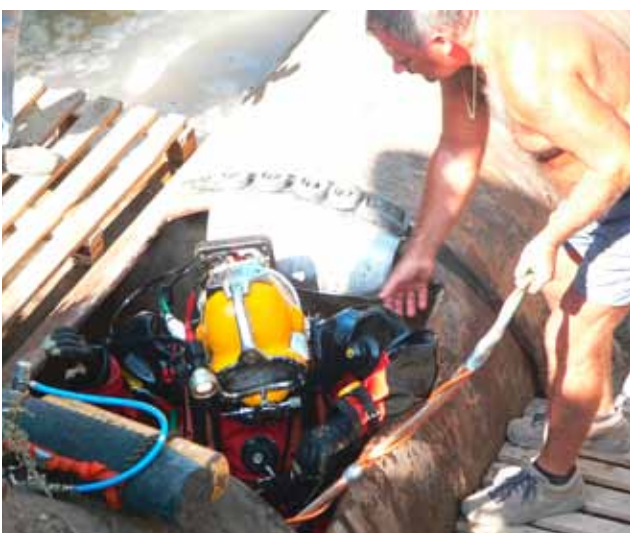
An AVK DN 1200 internal repair clamp (800 mm length) was the only technical and durable solution for repairing this leak quickly at the lowest possible cost-level. Another repair on the pipeline was also carried out; a socket-leak

was repaired with an AVK internal repair clamp DN 1200 in 400 mm length.

The damaged pipe installed underneath the river Danube was covered with ½ metre of mud, sludge and gravel and the pipe wall was completely filled with water which complicated the repair.

Further, the DN 1200 eccentric butterfly valve located in front of the damaged pipe was defect too after “feeding” the broken pipe continuously.

After some “dry” trials and exercises special industrial divers installed the AVK DN 1200 internal repair clamps without any further problems.



# Valve maintenance with 3S AIG below the Eiffel Tower

By Ilka Keilen, Marketing coordinator, AVK Mittelmann Armaturen GmbH

Gelsenwasser, one of Germany's largest water supplying companies and customer of AVK Mittelmann Armaturen, recently supported Eau de Paris, the water supplying company of the capital city of France, in construction activities with the help of the valve maintenance device 3S AIG. The French affiliate of Gelsenwasser, Nantaise des Eaux Services, installed new volumeters and pressure sensors into the natural water service lines. Before the installation numerous main lines had to be shut-off by Eau de Paris. The fact that most of the gate valves in these lines are quite large and old implied a special challenge. Normally, these valves can only be operated with an enormous effort of time and staff. The 3S AIG in its function as a mobile valve actuator was the perfect solution to this problem. With minimum staff and within shortest time the large gate valves could be operated easily. Thanks to this innovative device from AVK Mittelmann Armaturen, Gelsenwasser was able to give a significant support to their partner in France in their work preparation.



Source: Gelsenwasser

The 3S AIG, a mobile 3S drive, is a fitting maintenance device which objectively captures the status of a valve and makes it available digitally. By detecting the exact number of gears and the torque sequence, the maintenance measures and functionality of the valve can be documented without manipulation. The digitally recorded data can be integrated via standard interfaces into the central data management system. Using the 3S AIG, the use of resources can be optimised in the grid service by enabling valves to be

maintained depending on their status: maintenance work is carried out as seldom as possible, but as often as necessary. The 3S AIG 1000 is compatible with the Berliner Kappe® system. The Berliner Kappe® system simplifies the operation of underground valves long-term. The counter-torque, occurring when a valve is operated, is directed via a rotationally locked base plate, engineered and produced at AVK Plastics, into the ground. As a result, valves can be maintained without any physical exertion and can be closed more quickly in case of accidents.

AVK Mittelmann Armaturen has been the exclusive distribution partner for the 3S AIG in Germany for two years. Many major gas and water supplying companies are already using this device with great success. The customers are: Berliner Wasserbetriebe, Gelsenwasser, Hamburg Wasser, Stadtwerke Erfurt, ZV Wasserversorgung/Abwasser Rügen, Stadtwerke Pforzheim, Fraport Frankfurt, DEW 21, RheinEnergie Bergisch Gladbach, Thüga, Stadtwerke Schwerin, Merck KGaA, EWB Bünde, Stadtwerke Tübingen and Abwasserverband Braunschweig.



Source: Gelsenwasser

# Ashton Avenue case study

By Stuart Montgomery, Market Sector Manager – Waste Water, AVK UK Ltd.

## The project

AVK UK Ltd recently supplied a large number of valves to the Ashton Avenue site, one of Wessex Water's largest sewage pumping stations in the South Bristol region. The contract was carried out by the Southampton based M & E contractor Trant Construction Ltd.

Central to AVK contribution was series 54 DN 1200 gate valves together with series 641 DN 1200 recoil check valves, series 54, 55 and 21 gate valves, series 772 200 mm and 900 mm Sealshur stainless steel penstocks as well as some large stainless steel constructed stop logs supplied.

All manufactured by AVK and partners from around the world.



*The original main pumping station*

## The original site

The Wessex Water waste water collection and pumping station was originally built in the 1960 and in 2010 was scheduled for refurbishment and upgrade to help reduce the risk of flooding in the local area. This was completed and commissioned late summer 2011.

Trant Construction Ltd was able to take advantage of the "one stop shop" that AVK UK can offer with the obvious benefits in terms of project management, material selection, administration and overall cost efficiency benefits. In turn, AVK UK was able to utilise the many centres of excellence and manufacturing facilities within the AVK Group in order to manufacture the products for this contract.

With the site being built in the 1960s the original valves and pipe work needed to be removed and upgraded to new AVK products. It is clear from the photographs taken that significant steps have been made in innovation in terms of the valve design, material choice as well as operational technology.

## The AVK supply

AVK considered all aspects of design to ensure that the best engineered solution was supplied, incorporating material selection and supply chain partners at a competitive rate. The large diameter gate valves fitted with spur gearboxes



*New AVK valves within the pump house*



*Old actuated valve*

with extension stems leading to floor mounted Rotork actuators. The gearbox selected by AVK UK was designed to deliver a lower operating torque to be transmitted through the extension piece. This ultimately means that a smaller and less expensive actuator can be fitted to the valves and subsequently lowers the power use and energy consumption of the product. The original valves seen in photograph 1 do not have the direct mounted gearing and must have required a very large and costly actuator to operate.

In addition, AVK UK supplied 3 x DN 1200 series 641 multi disc recoil check valves. These were built at Glenfield Valves manufacturing plant in Kilmarnock. Glenfield was established in 1852 and is still going strong with pedigree to match. They have been wholly owned by the AVK Group since 2001. These recoil check valves weighed in at around 7 tonnes each.

Innovation has always been key to AVK UK's success and comparisons between the original actuated valve and the new geared gate valve demonstrates the evolution in designs from the original valve to the latest AVK UK's version. The more compact nature of the AVK UK valve top works demonstrates clearly the value engineering and design development that has been carried out over the years to allow AVK UK to supply a top quality product at a competitive rate. The new valves can be seen with spur gearbox and muff coupling leading to an Rotork actuator via a floor mounted pillar mounted on the roof of the building.

AVK UK supplied a large number of series 21 and series 55 resilient seated gate valves and specialist extension stems. Double acting air relief valves series 701/70 were



*New geared AVK gate valve - series 54*

also supplied, these were adapted on site to have piped outlet to suit local conditions.

AVK UK's large scope of products supplied to this project included Rotork actuated 900 mm and 200 mm square Sealshur penstocks with in excess of 5 metres extension stems. In addition 2250 mm x 1500 mm 4 sided sealing stainless steel stop logs. These were manufactured specifically for this site and were used to keep the river at bay while work on the plant commenced. Once the plant was recommissioned these stop logs were abandoned.

With the potential complexity of this project, AVK UK was able to deliver a technically bespoke solution that encompassed savings through product choice.

This project has been able to make clear the advantages of AVK UK working proactively with a contractor to help deliver a final solution.

AVK UK acknowledges that without Trant Construction's willingness to involve AVK UK, the final solution delivered may not have followed this design.

AVK UK manufactures and distributes a broad range of products and services for the water and waste water segments. Utilising this vast array of products AVK UK was able to supply all of the valving and penstock needs for this contract.

Article and photographs published with the kind permission of Trant Construction Ltd and Wessex Water.

# AVK Syntec now offers a complete range of PE

By Albert Qu, General Manager, AVK Syntec Co., Ltd., China.

AVK Syntec (Anhui) "Experts in PE 100"

The new production facility in Wujiang, Anhui province, China was built in response to the growing demand for synthetic valves and fittings. Since the start up of AVK Syntec in 2008, the company has developed rapidly with production of a wide range of PE valves, which are part of the AVK global product program and sold through AVK sister companies worldwide.

AVK Syntec specializes in producing synthetic items manufactured with high-quality injection moulding, machining and welding techniques. These processes take place in the 4056 m<sup>2</sup> modern and well-equipped production facility.



## Production processes



### Injection moulding

Clamping forces from 60 tonnes up to 530 tonnes. Equipped with robot to ensure a constant production process.



### Machining

CNC lathing: max. Ø710 x 1100 mm.  
CNC milling: max. 1000 x 500 x 510 mm.



### Welding

Semi-automated multi headed welding. Full traceability of used materials and parameters due to dot marking directly after welding.



### Testing

Extensive in-house testing according to world-wide leading standards.

## PE ball valves

The initial AVK Syntec program consists of Donkin Certus ball valves in three dimensions: DN 32, 63 and 90 which have been developed in cooperation with AVK Tech Centre and AVK UK Ltd. The products were introduced to the domestic UK market in 2008 and since product launch, the sale of the Donkin Certus ball valve has increased rapidly. Now, AVK Syntec supplies to all major utilities in the UK.

In 2010, after acquiring the assets of PE ball valves from ASV Stübbe, the range was extended with 10 additional valve sizes, and the range now comprises the dimensions from DN 32 - 180. Relocation of manufacturing and recertification against leading worldwide standards were completed mid 2011. The product range was updated with the development of optional purge points and stem extensions and has now



# ball valves



## Accessories

In order to be able to deliver a complete solution, a full set of accessories has been developed.

## Features and benefits

A variety of animations has been established to explain the features and benefits of PE ball valves and accessories.



Support Base



Extension Spindle



Stem Extension & Purge Points

## Custom moulding

Besides producing different types of valves, AVK Syntec also has capacity and proper equipment for custom moulding or machining projects.

*Read more about AVK Syntec and see the full version of the animations on [www.avkplastics.com](http://www.avkplastics.com)*



Notified body	Standard	Application
BSi Kitemark	EN1555-4	GAS
DVGW	VP302	GAS
TS	GB15553.8	GAS
DVGW	EN12201-4	WATER
DVGW	W364	WATER



been launched in the market as the AVK Stübbe PE ball valves.

The range is available for multiple applications such as gas, water and sewage. Pressure ranges offered are MOP10 for gas and PN16 for water.



# AVK VOD-KA proved its position within underground hydrants

By Petr Kuzela, Managing director, AVK VOD-KA a.s.

SmVaK Ostrava a.s. is the third largest water company in the Czech Republic and supplies more than 730,000 people. In November 2011, SmVaK Ostrava a.s. announced a tender for supply of underground hydrants for the years 2012 and 2013.

The water company wanted one supplier for the entire period and as such, this tender was the biggest competition ever for underground hydrants in the country – covering a total of more than 600 hydrants.

AVK's hydrants meet all the requested technical requirements and after a review of all offers, the water company chose us.

We believe that one of the decisive factors to help us win this tender was the water company's more than six years trouble-free experience with AVK hydrants preceding this tender. The first hydrants for this tender are now placed in the AVK VOD-KA consignment stock at SmVaK Ostrava a.s. and are being distributed to the water company network.



# Record high local production at AVK SVMC

By Ole Hedegaard, Managing Director, AVK Saudi Valves Manufacturing Co. Ltd.

Production Manager Basheer Sheikh and Assistant Production Manager Mani Bushan at AVK Saudi Valves Manufacturing Co. Ltd. together with their production team are happy to report a record high local production of valves, hydrants and accessories.

January 2012 saw the highest production figures in AVK SVMC's history. In recent months, we have produced more than 500 series 27/00 hydrants per month and in January, we produced the highest number of series 45 valves in AVK SVMC's history.

Production is running at full capacity but we still have a 98-99 % delivery performance. We are now considering adding a second shift to keep up with the demand and ensure our service offer is maintained and our

customers are satisfied with our delivery performance.

The forecast is also very positive, and we are looking forward to a year of growth in sales and are forecasting

close to 100 % utilization of our local production capacity.



AVK SVMC production team

## Marintec Shanghai 2011

By Tom Kokkeler, Sales Director, Marine Division, AVK Valves (Shanghai) Co., Ltd

From 29 November - 2 December 2011, Wouter Witzel EuroValve BV (WWE) was present at the Shanghai Marintec exhibition. WWE joined the Holland Marine Equipment Group which represented many top class Dutch Marine Equipment Suppliers at the exhibition.

During the exhibition, WWE was represented by the local AVK Shanghai Marine Team.

For the occasion, the team had been extended with Mr Dieter Eickhoff, Sales Manager for WWE's largest OEM accounts in Germany.

The exhibition was also a perfect platform for cooperation with our local agents and enabled us to cover as much of the market opportunities as possible. All our local agents for Shanghai, Guangdong, Dalian and Korea had joined us for the event.

After four days of intense meetings and discussions we were glad to conclude that there is still a lot of action in the marine market today, and that the efforts of preparing for such an exhibition are not in vain. Meanwhile, we have prepared new offers which we can link directly to this exhibition. Also, we have met with new potential representatives for the local Chinese

market. With more than 150 interesting individual meetings in four days, we are extremely proud of the results. We are looking forward to the SMM in Hamburg in 2012 as our next major marine exhibition!



From the left: **Kevin Lei**, **Peak Lee** (AVK Partner for Gangdong province China), **Tom Kokkeler**, **Donghyun Lee** (Agent for South Korean marine market), **Dieter Eickhoff**, **Bo Frank Nielsen** and **Johnson Zhan**.



AVK is Champions League sponsor for the BSV (Bjerringbro-Silkeborg-Voel) handball  
AVK International A/S sponsors the local men's elitist handball club BSV – Bjerringbro Silkeborg.  
This year the club qualified for the EHF champions league.

## Open house in Austria

By Othmar Vogler, Sales Manager, InterApp Ges. m.b.H.



Alois Kluibenschädli founder of Alpe Kommunaltechnik

Alois Kluibenschädli founded Alpe Kommunaltechnik 17 years ago. Alpe has been the Austrian distributor for AVK for several years, based in Telfs in Tyrol. The business outgrew the old location and on 12 November 2012 the official opening of the new Alpe facilities took place in nearby Stams.

At the new location there is, besides the office and the technical department, a larger and more accessible warehouse. With this warehouse Alpe can deliver the necessary quality products more efficiently to its customers.

Alois Kluibenschädli was happy to welcome numerous customers, suppliers and Abbot Hofrat German Erd from the famous Stams monastery, who carried out the festive opening and the blessing.

Kieran Cantrell, AVK International A/S and Helmut Bayerhuber, InterApp Ges. m.b.H. participated in the official opening and congratulated the family of Kluibenschädli on the modern facilities.

## AVK Victoria Fountain installed as toy hydrant in German kindergarten

In autumn last year we saw this article in a local German newspaper about the induction of an AVK Victoria fountain in a kindergarten in Saxony in south-eastern Germany.

Thanks to the local salesman from AVK Mittlmann Armaturen, Arndt Neubauer, the kindergarten received this Victoria fountain as a present from the local water supplying company, the local retail, a pipe line constructor and last but not least AVK Mittlmann Armaturen. Everyone had their own share in establishing a water playground in the kindergarten.



The photos tell it all:

The children are able to operate the fountain with their own little hands and who does not remember the childhood pleasure of playing with fresh water?

The Victoria fountains are made at AVK Haut Marnaise S.A.S.

## EXPOQUIMA 2011

By Javier Garcia Noblejas, AVK VALVULAS, S.A.

The 16th EXPOQUIMIA fair, which is the largest chemistry trade show in Southern Europe, took place in Barcelona on 14 – 18 November 2011, simultaneously with the EQUIPLAST (plastic products exhibition) and the EUROSURFAS (surface treatments exhibition).

Despite the difficult financial situation in southern Europe, the EXPOQUIMIA 2011 was a success, beyond doubt, with the attendance of thousands of manufacturing and distributing companies of all kinds of materials with application in the chemical and pharmaceutical industry.



This was the first time that AVK Válvulas S.A. participated in EXPOQUIMIA. We had a small exhibition stand displaying

InterApp ranges along with AVK products for application in different industry sectors.

InterApp presented its new DESPONIA butterfly valve with UHMWPE (ultra high molecular white polyethylene) coated disc made by InterApp Madrid. The disc provides special properties like its exceptional corrosion and erosion resistance, and together with the low coefficient of friction of plastic, it allows a high performance in fields such as mining industry, cement and fertilizer manufacturing.



We are still new in the industry market and thus, this has been quite an experience for us.

We have been in contact with a great number of visitors, some of which are regular users of InterApp valves, and it opens up a brand new field for our commercial activities.

EXPOQUIMIA 2011 proved that the industry market in Spain is moving in a positive direction, especially when we compare it to our traditional market based on public infrastructure works.

In 2010 we realized a growth and we will keep growing.

## New Sales Manager in Austria for AVK products

By Kieran Cantrell, Market Development Manager, AVK International A/S

On 1 December 2011 Othmar Vogler was appointed Sales Manager by InterApp with responsibility for AVK products in the whole of Austria. Othmar Vogler is an "insider" on the market with more than 20 years of experience in the pipe sector, and he knows the water market very well.

Since his start in Vienna, and after a week's intensive product training at AVK International in Denmark, Othmar

has been on the road in Austria with the AVK bus. Othmar will continue with the road-show all over Austria for a total of three months, and he has already had the opportunity of presenting the AVK product range to a large number of water companies, construction companies and planning engineers.

We wish Othmar a lot of success.



# Installation photos from all over the world



*New business opportunity – Wouter Witzel EuroValve B.V. butterfly valve working as a ... clock, in Aquanet Waterworks in Poznan! Sent in by Mirosław Kopyta, AVK Armadan Sp. z o.o.*



*Installation of af series 84 fire hydrant in Rheingau, Germany.*

*The movie "The name of the rose" was produced in the convict Eberbach seen in the background. Sent in by Frank Lieser, AVK Mittelmann Armaturen GmbH*



*Installation of af series 84 fire hydrant. Sent in by Inga Wisniewska, AVK Armadan Sp. z o. o.*



*SupaMaxi™ installation. Sent in by Heike Große Höötmann, Team Assistentin Technik, Germany*



*This AVK valve was installed on a temporary pipeline in the French area in Shanghai while the water distribution system was being renovated. Sent in by Jørgen Frederiksen, Teamprojekt, Denmark*



*AVK Dry Barrel Hydrant in front of Jumeira Mosque in Dubai. Sent in by Jørn Urup Nielsen, Vice President Global Projects & Accounts, AVK Holding A/S*



*A VEGA hydrant series 78 installed in Tarnowo Podgórze city - 30 km from Pniewy. Sent in by Wojciech Pilc, AVK Components sp. z o.o.*

# Competition



We are happy to announce that the winners of interlink no. 38 are:

- Sven Wolter, ORBINOX Deutschland GmbH
- Lourdes Cibrian, Válvulas CYL, SL
- Husein Seraliev, PWT Wasser und Abwassertechnik GmbH

Gifts are on their way.

The correct answer is: An AVK knife gate 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)



Bowl from TripTrap,  
Ø32.



Salt and pepper mill from Menu.



Hoptimist in yellow.

