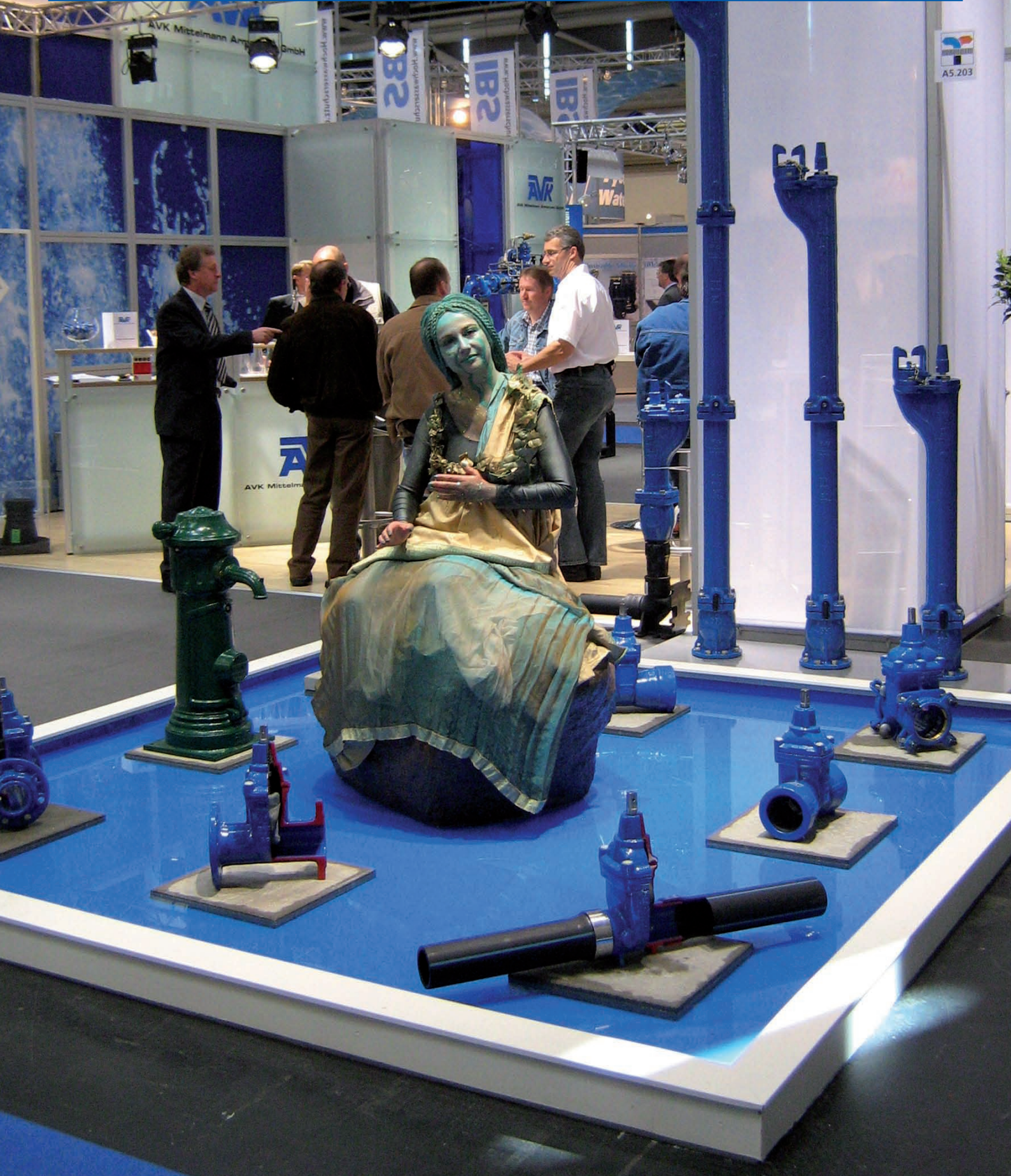


# AVR

# interlink

No. 30 • August 2008 • AVK International A/S





# Editorial

## Dear reader

More than a year ago we opened the AVK Academy and Visitor Centre - colloquially called the AVC. During this period many customers, colleagues, supplier, and others have paid us a visit and seen our new building.

When customers pay us a visit, we are often asked what they should buy, if they want to bring home a Danish souvenir. A difficult question, I think. We have well-known Danish brands like Georg Jensen, Holmegaard, and Stelton - and then there is our popular herring! From a transportation point of view, it may not be the ideal thing to bring home as a souvenir, yet some choose to do so anyhow, and it certainly does classify as a Danish characteristic. When our customers have lunch at the AVK Academy and Visitor Centre we always serve herring, and at exhibitions in Europe we also serve small bites of herring on dark bread - a very popular tradition.

Another famous Danish characteristic is the little mermaid created by the even more famous Danish writer, Hans Christian Andersen. She is one of the most well-known tourist attractions in Copenhagen where she sits on a stone in the water's edge by Langelinie. Therefore, what could be more natural than to use an image of the little mermaid in one of our exhibitions? During the IFAT exhibition in Munich, we commissioned a young actress who was extremely good at sitting motionless for a long period of time. Dressed like a mermaid, she sat all five days on a stone placed in a small reflecting pool - what a performance. You can see a picture of her in an article about the IFAT exhibition on page 17.

I wish you all a sunny summer and a restful summer holiday.

Michael Ramlau-Hansen



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The little Mermaid at the IFAT exhibition in Munich - May 2008

Do you know anyone who would benefit from receiving interlink or do you need more copies - please send an e-mail to [adl@avk.dk](mailto:adl@avk.dk)

Do you have an article you would like to share with the rest of the AVK world, i.e. installation of new products, installation in new places, repair of pipelines or an exhibition in your country - please send an e-mail to: [jej@avk.dk](mailto:jej@avk.dk)

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# New AVK hydrant for the Russian market

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



The Russian underground hydrant is a new type of hydrant which has not been produced by AVK before. This new hydrant for the Russian market has a total length spanning from 1.5 – 3.5 m. The winter is extremely long and cold in certain areas in Russia, thus the pipecover is 3.5 meters in order to be sure of no frost damages.

The AVK competence centre in Germany designed this hydrant according to the Russian GOST standard along with many of the well-known AVK features of the continental European hydrant.

The hydrant has Simrithan on the plug to resist wear and tear and a drainage system to ensure effective emptying

after use, leaving absolutely no water in the hydrant to rot or deteriorate and hereby pose a risk to polluting the drinking water. Furthermore, the hydrant spindle is secured against exhaust if an attempt is made to disassemble the hydrant while there is still pressure on the plug closing the hydrant. If the bolts are loosened in such case, the top flange will be lifted. A pair of grip-hooks catches the top flange of the hydrant preventing spindle and plug from being pushed off with immense consequences.

The hydrant is resistant to frost due to the automatic drainage in the bottom of the chamber.

*A pair of grip-hooks ensures that the internal parts are not pushed out if the top cover is disassembled while the hydrant is still under pressure.*



*When the hydrant is closed after use, a drainage hole opens automatically to drain the hydrant preventing frost blasts and water remnants from accumulating in the hydrant.*



# AVK Italia S.r.l.

*By Kieran Cantrell, Managing Director, AVK Italia S.r.l.*

## New AVK company

Preparations for the opening of AVK Italia S.r.l. in September have started. The office and warehouse will be located in Bologna, about 200 kilometres south east of Milan and 1,750 kilometres from our headquarters in Denmark.

The 1,200 m<sup>2</sup> warehouse will be able to stock a more complete range of AVK products than is available today from our distributor, thus offering an improved service directly to the Italian market.

Two Area Managers have started already and one of their first "jobs" was to visit the IFAT exhibition in Munich, Germany in the beginning of May.

AVK Italia S.r.l. was also present at the H<sub>2</sub>O exhibition in Ferrara from 21st-23rd May, where the new set-up was presented to the market, generating a lot of interest from existing and potential customers from all over Italy.

*Area Managers Fabio Staiano and Nicola Melotti together with Managing Director Kieran Cantrell at the AVK stand at IFAT in Munich.*





# European Sales Conference 2008

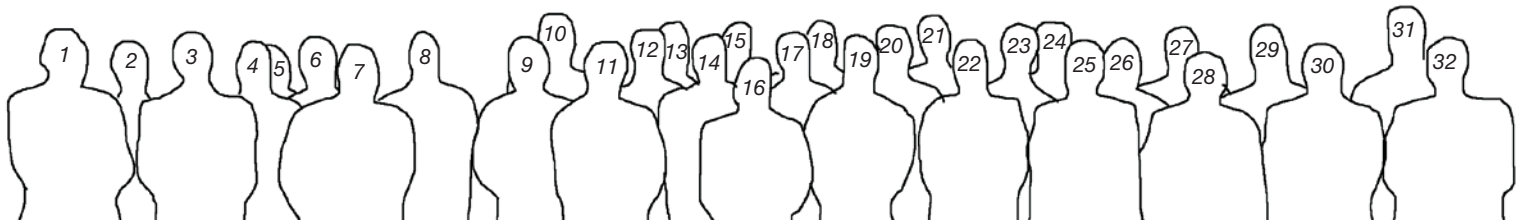
By Michael Ramlau Hansen, AVK International A/S

Every second year during the first week of June we invite our sales- and production companies in Continental Europe to a sales conference held at AVK International A/S.

The sales conference deals with topics such as turnover, profit performance, new focus areas and new products, and also case stories and suggestions as to how we can do things differently and better than our competitors.

This year we presented many new products. New ball check valves up to DN600, Series 06 in dimensions up to DN600, improved tapping saddles and flange adaptors, the new BLS valve, new street covers from AVK Plastics BV in Holland, and the new Russian underground hydrant. After the presentation, the products were exhibited in the AVK Tech Centre.

The social part of this conference is also very important to AVK. It is essential that the participants from our sales- and production companies get to know each other in order for us to have a well-functioning and good network across countries.



1. Hendrik Kwakkel, AVK Nederland BV & AVK Rewag BV
2. Ole Mentz, AVK Inter
3. Lars Sindal Jensen, AVK Inter
4. Jørgen Kudsk, AVK Inter
5. Claus Møller Nielsen, AVK Inter
6. Albert Doktor, AVK Nederland BV & AVK Rewag BV
7. Ib Thygesen, AVK Inter
8. Dirk Jansegers, AVK Belgium N.V.
9. Eric Bertrand, AVK France S.A.
10. Ronald van Welderen, AVK Nederland BV & AVK Rewag BV
11. Xavier Valette, AVK France S.A.?
12. Frank Lieser, AVK Mittelmänn Armaturen GmbH
13. Garnt de Kroon, AVK Plastics BV

14. Dieter Schulz, AVK Mittelmänn Armaturen GmbH
15. Paul Jennings, AVK UK Limited
16. Bo Ellerup, AVK Inter
17. Jürgen Dylla, AVK Mittelmänn Armaturen GmbH
18. Morten Trads, AVK Inter
19. Michael Ramlau-Hansen, AVK Inter
20. Per Møller, AVK Inter
21. Jose Miguel Aranguren Bernal, AVK Valvulás, S.A.
22. Jan Wessels, Wouter Witzel EuroValve BV
23. Morten Sæderup Nielsen, AVK Inter
24. Kieran Cantrell, AVK Italia S.r.l.
25. Jerzy Bober, AVK Polska Sp. z o.o.
26. Grzegorz Dabek, AVK Armadan Sp. z o.o.

27. Tadeusz Stryjski, AVK Armadan Sp. z o.o.
28. Javier Garcia Noblejas, AVK Valvulás, S.A.
29. Albert Botter, Wouter Witzel EuroValve BV
30. Eddie Maigrot, AVK Haut Marnaise S.A.
31. Terje Gullaksen, AVK Norge AS
32. Eddie Holmqvist, AVK Sverige AB

**Not in the picture:**

- Henrik Buss, AVK Holding A/S  
Bjarne Michaelsen, AVK Holding A/S  
Poul Erik Nyenstad, AVK Inter  
Ole Thyregod, AVK Inter

# Increased market share of AVK hydrants in the Czech Republic

By Petr Kvicera, Product Manager, AVK International A/S, the Czech Republic

AVK underground hydrants series 35/30 and 35/60 have already gained foothold among many water works and contractors in the Czech Republic. AVK hydrants are used by two of the largest water companies in our country. ATJ special, s.r.o. - our distributor for delivery of these hydrants - plays a very important role in the excellent delivery service.

We delivered hydrants series 84/00 DN 100 to the local contractor and municipality CHEB. We were able to offer our customer a complete AVK product program including underground hydrants DN 80 with single shut of device and execution – with double

shut of device (additional ball), and we lived up to the good reputation of the AVK products and also, we delivered an above ground version DN 100 which is not a common size in the Czech Republic.

The customer has been very satisfied with the delivery time, price level, and technical solution of the AVK hydrants, and we have been promised that we shall also supply the second part of this project.



## Second factory of AVK Malaysia

AVK Valves Manufacturing Malaysia Sdn Bhd expanded their business operations by adding another factory in Malaysia for production of AVK stainless steel repair clamps, like series 729/0 type FS-10, FS-20 and the belonging repair kit which is also known as a service repair box.

The new factory is located on the opposite row of the first existing factory and started its operations in January 2008. Besides AVK Rewag BV, AVK Malaysia is the second AVK company to produce repair clamps. The target group for AVK Malaysia's repair clamp will be the markets in Asia, South East Asia, and Australia.

Although our new factory only started operations 4 months ago, the results have been quite positive with sales orders

coming from our sister companies; i.e. AVK Philippines, AVK Hong Kong, AVK Australia, and agents from around the regions.

The production in Malaysia is running smoothly with zero rejections. In April 2008, we acquired a rubber cutting machine which enables us to produce various sizes of repair clamps. This will boost our production capacity and also increase the sales range of repair clamps.

We are proud to say that AVK Malaysia is the first repair clamp manufacturer in the South East Asia region. With this in mind, we believe there is huge potential for the sale of repair clamps in this market.



Below is the picture of our new factory premises.



Arranging and storing the finish goods.



# Drainage water pumping station in Ant, Romania

By Florentina Avram and Felix Gyori, AVK International A/S Representative Office, Romania

## Large diameter knife valves used in water drainage systems

We are pleased that AVK products with their well-known quality are used in Romania, even in fields outside the water and sewage sector. Such an example is the use of large diameter knife valves at the drainage water pumping station in Ant.

A few years ago, ANIF - the national authority regarding irrigations and water drainage – started a new project in Ant; a small town in the North-West part of Romania. This 2.5 mill Euro project was set up to eliminate the threat that some low-lying areas (including towns) would risk flooding when a drainage water pumping station was built.

The work for the biggest water drainage pumping station in Romania started in 2002. Danex, our dealer in Bucharest,

provided the technical solution which included 12 DN 1200 AVK knife valves with AUMA actuators, 8 pumps, control panels, and other accessories including extension spindles.

Water from small rivers and rain water is gathered in a reservoir where large impurities are removed. From here, the water is led into the drainage water pumping station and discharged in the Crisu Negru River via 12 water pipe lines. Each pipe line has a DN1200 AVK knife valve with an "AUMA" actuator installed. Four of these pipe lines have gravitational force and are used when the water level in Crisu Negru is very low. In this situation there is no need for pumps to discharge the water. In other relations, the remaining 8 outlets with pumps are used. The station has a full discharge capacity of 31.9 m<sup>3</sup>/s.



Mr Pasztor Sandor, director of ANIF, considers the high quality products and the periodic maintenance provided by Danex essential due to the fact that, without a functional pumping station, large areas from Arad and Bihor counties could risk flooding and be under water in 2-3 days.





# Regional sales conference – Australia

By Frank Middleton, General Manager, Sales & Marketing, AVK Australia

AVK Australia hosted the 2008 Regional Sales Conference attended by 17 colleagues from South-East Asia, China, Philippines as well as Australia and New Zealand.

Held over five days, the program began with a familiarisation tour of AVK's Australasian headquarters.

Representatives of the various regions gave individual presentations covering their respective markets, sales history, product range, route to market, and prospects for growth in both markets and products.

As a group, we then held an open forum to explore our respective mar-

ket practices and shared experiences in areas such as specification work, product package, project work, and value adding.

For a day and a half we had a very professional interactive and informative presentation by our colleagues Leo Scholten and Marco Scheffer of Wouter Witzel EuroValve BV which certainly gave everyone a thorough insight into the world of butterfly valves.

A field study tour of two of Adelaide's major sewage pump stations and waste-water treatment plants was most informative with many AVK valves installed all through the facilities.

This was followed by a tour of the Barossa Reservoir and its famous "Whispering Wall". The dam wall was constructed in the period 1899 – 1903



Port Adelaide sewage pump station

From the left: **Karsten Pedersen** - AVK Australia, **C.K. Yong** - AVK Malaysia, **Alex Saw** - AVK Malaysia, **Niels-Erik Andersen** - AVK Overseas (Asia), **Jojo Esguerra** - AVK Philippines, **Marco Scheffer** - Wouter Witzel, **Leo Scholten** - Wouter Witzel, **Ian Simpson** - AVK Australia, **Mike Fantinel** - AVK Australia, **John McTavish** - AVK Australia, **David Chaplin** - AVK Australia, **Mike McLachlan** - AVK Australia, **Philip Yuen** - AVK Shanghai, **Frank Middleton** - AVK Australia, **David Evans** - AVK Australia and **Dale Ormond** - AVK Australia





and was then the highest dam in Australia. Its bold design was reported in an American Engineering publication at the time as being an engineering marvel. The rock filled concrete dam wall is 144 metres long and the design, being part of a perfect circle, provides an acoustic miracle which allows two people at opposite ends to speak very quietly and yet hear each other as though they were standing together in normal conversation. We still have not convinced one of our colleagues from Kuala Lumpur that this was a natural phenomenon – he kept looking for the speakers and hidden wires.

The valve museum at the Barossa Reservoir gave us insight into some of the nineteenth and early twentieth century heritage listed valves used by our local authority South Australian Water. The display included an old Glenfield H56 pressure sustaining valve; a predecessor to the GVL series 1300 range.

The final day focused on transmission pipelines, dams, and reservoirs with Geoff Trowbridge sharing his knowledge and experiences in working these markets. The program concluded with a most informative session on air release valves delivered by Sam Gilbert from Glenfield Valves.



*Glenfield H56 PSV*



Special thanks go to Wouter Witzel and Glenfield Valves for the excellent support they have given through the involvement and contribution of their staff in making this inaugural conference the success that it was.

*Barossa Reservoir – "Whispering Wall"*



# New coating system at AVK Mittelmann Armaturen GmbH - Surface treatment at highest level



## New coating system at AVK Mittelmann Armaturen GmbH - Surface treatment at highest level

The new coating system at AVK Mittelmann Armaturen GmbH was released by the end of March 2008 after a successful test phase. It is now apparent how the investments have resulted in increased productivity as well as an improved surface finish of coated parts, and with the new coating system, AVK Mittelmann is still coating according to the GSK-guidelines.

Besides the financial and social aspects, the environmental friendliness is also

very important. The new coating facilities have resulted in a significant reduction of the energy consumption.

## Up-to-date work place – top ergonomics

The employees also profit from the coating facilities where ergonomic work place arrangements have improved their working conditions significantly. By means of a lifting gear, the employees are now able to adjust their table height to achieve an optimum working height during the coating process.

## Advantages of capacity and environmental protection

The new powder coating will also be able to provide new benefits in view of its dimensions. An increased oven capacity along with a new conveyor system with different routes and a buffer zone are some of the main reasons why we have been able to double the number of items in the heating zone.

In the onward process, a second coating cabin is a contributory factor in the capacity enlargement. The system has specific pre-treatment levels which ensure that smaller burrs on the items are removed during shot blasting in order to obtain an optimum adhesion of the powder coating. This provides a perfect coating result.

The overspray is collected and re-utilized which is yet another proof of an environmentally friendly and cost-efficient procedure.

## Technical Information:

### Pre-heater oven

- Length 16 m
- Width 4 m
- Heights 3.80 m

### Circulated air volume in the oven

- 32,000 m<sup>3</sup>/h
- Exhaust air volume approx. 500 m<sup>3</sup>/h

### P and F conveyor

- Length 150 m
- Pendants 55 pcs.
- Switches in the oven 2 pcs.

### Burner unit

- Burning type gas
- Max. burner performance 350 kW
- Temperatures from 50° - 230°C



# AVK Southern Africa expands

By Wikus Lindeque, Operations Manager, Pretoria Branch

AVK Valves Southern Africa recently moved a step forward by expanding their current warehouse in Johannesburg – Centurion.

The main warehouse in Centurion was expanded by the beginning of February 2008 and is now fully operational with almost enough stock to supply the entire South Africa. With the new offices, the logistics, the administration and the financial departments have been brought together, and with the Cape Town branch still acting as a distributing warehouse, the whole of South Africa and Africa are very well served.

Cape Town still supplies the market below the Orange River, and Centurion supplies the area above the Orange River including the rest of Africa. With the increased floor space and a lot of valves, it was obvious that AVK Valves Southern Africa had to be rewarded some of the main tenders in



the country. These tenders include the AC replacement project, Ethekewini Durbun Metro and also the Salulamanzi tender in Nelspruit.

AVK Valves Southern Africa is also proud to say that the majority market

share in South Africa belongs to AVK and is dedicated to hard work, research, and excellent products.





# 40.000 meters of water pipe line in Fredrikstad municipality, Norway

By Per Ole Bakken, Project Manager, AVK Norge AS



From the left: **Kai Gabrielsen**, Sales Manager, Brødrene Dahl, **Roar Lie**, Project Manager, Fredrikstad kommune and **Odd Petter Grindahl**, Project Ingenier, Cowi AS. The contractor Råde Graveservice AS was not present.

The Norwegian city, Fredrikstad, with its 72,000 inhabitants is situated by Glomma, the longest river in Norway flowing into the Oslo fjord. The city is active in many ways, and it has a football team as well as an ice hockey team in the Norwegian league.

Fredrikstad's water supply net is 620,000 metres in total and includes 20 booster stations. The annual consumption is approx. 15 mill m<sup>3</sup>.

To ensure the inhabitants a reliable water supply, the municipality is building a new pipeline around the city. This extension has been in progress for some years now and make up 40,000 metres of DN 700, PE 100 pipes, PN 10. Many chambers with manifold have been built.

The neighbouring municipality, Hvaler, is also connected to this pipeline. From the pipeline, this municipality covers the main part of the water consumption which is very variable. The municipality includes many islands in the Oslo fjord that are very popular during the summer. Therefore, the 4,000 inhabitants of Hvaler municipality increase up to ten times during the summer season. These fluctuations in population create great

challenges to the water and sewage sector.

Currently, the municipality started using two additional chambers. AVK delivered the equipment including 19 butterfly valves series 756 of which 15 have Auma actuators, gate valves series 06/30, and valves from ARI and Bermad. Ductile iron fittings and couplings were also part of the delivery.

The construction management has showed us great trust, and we have been part of the entire building process. This ensured both parties a continuous supervision and common evaluations. The deliveries have been carried out efficiently and on schedule.

We thank all parties involved for a good cooperation and congratulate Fredrikstad municipality on their new supply system.

*The Kjølstad chamber has a base area of approx. 110m<sup>2</sup>*





# AVK distributor sales seminar

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

The AVK distributor sales seminar was held at AVK International A/S on 4th – 5th March 2008. We had invited distributors from all over Europe, and the seminar included many interesting technical and commercial presentations as well as different case stories. The seminar also included a factory tour where the participants were able to see our new production initiatives.

AVK focuses on team spirit and teamwork. At a seminar like this, it is important to strengthen cross-border relationships and team work to ensure that we work as a group with the same objective in mind.

We would like to thank our distributors for their participation in the seminar.



## Kim Ludvigsen celebrates his 25 years anniversary at AVK

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

On Monday 17 March 2008 Kim Ludvigsen celebrated his 25 years anniversary at AVK.



Kim Ludvigsen was an AVK customer for a few years

after which he was employed by AVK in 1983 to build up new export markets.

Kim Ludvigsen was stationed in Saudi Arabia for a number of years to start up a factory. After that Kim travelled around the world in his work for AVK and ended up in the USA, more specifically Fresno, California. Today, Kim Ludvigsen is the manager of AVK Overseas Latin America from where he is responsible for sales to the South American continent.

Kim Ludvigsen's anniversary was celebrated on the actual day at a lunch at AVK Holding A/S hosted by Niels Aage Kjær.







## SMAGUA exhibition 2008

By Javier Garcia-Noblejas, AVK Valvul as, S.A

From the 11th to the 14th March 2008, Zaragoza hosted the 18th SMAGUA exhibition, currently one of the world's most important water sector exhibitions and the biggest in Europe in terms of dimension and number of stands.

This year, SMAGUA housed 1,725 exhibiting companies coming from 62 countries in an area of 80,000 m<sup>2</sup> which is a 22% increase compared with last year. The exhibition was visited by more than 35,000 persons. To give an idea of its dimension, SMAGUA's area is 4 times larger than AQUATECH Amsterdam, the reference water trade fair in Europe.

AVK Valvul as S.A. participated with a stand of straightforward design but very comfortable and wide to welcome all members of AVK's great family coming from all over the world. Besides the Spanish, most of the visitors who showed an interest in our stand came from Portugal, and Central America and

South America, so AVK Overseas and FIMACA had the opportunity to attend and interview many of their American customers here. Many European visitors also came to our stand.

This year, AVK Valvulas presented large diameter valves ranging from 300 mm to 400 mm. They have already been well received by the public, especially the series 01/70 SupaPlus™ valve and the series 06/35 fire fighting valve that are becoming more and more popular in our market. We also had many enquiries regarding the SupaPlus™ flange, and questions about our complete range of house connection valves and street covers manufactured by AVK Plastics BV.

The fittings range was exhibited by 250 mm and 300 mm piece and the series 36 by a 300 mm piece. Also worth emphasising is the control valve test bed sent by our Canadian supplier, SINGER, useful for carrying out simulations of different situations in a water network.

The AVK stand was, without a doubt, one of the most visited during the SMAGUA 2008.



*Merixell Estrem, a member of our technical office, with Javier Garc a-Noblejas, accompanied by Carlos Pati o, Jos  Luis Rom n and Jos  Miguel Aranguren from Spain's commercial Department.*





## H<sub>2</sub>O exhibition in Ferrara, Italy

By Kieran Cantrell Managing Director, AVK Italia S.r.l.

AVK Italia S.r.l. had their exhibition debut at H<sub>2</sub>O in May 2008. The biennial show in Ferrara in the northern Italy was held from 21st – 23rd May 2008, and it was here AVK Italia S.r.l. chose to present the new set-up to the market.

AVK has been present in Italy for over 20 years, and the decision to "go alone" generated a lot of interest from

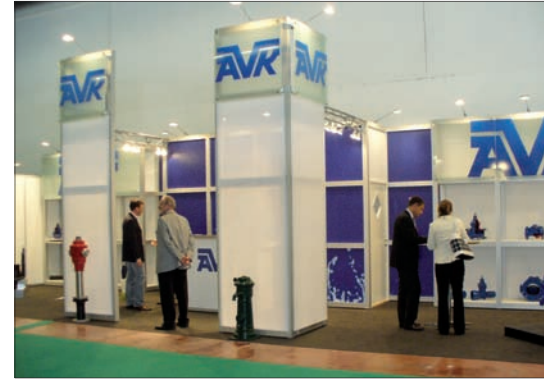


customers (and competitors). The H<sub>2</sub>O exhibition is a very specific show for the water distribution industry, and customers from all over Italy were present in large numbers. This was a great opportunity to present ourselves in the market and to reassure existing and potential customers – and indeed all the players in the market – that the AVK "package" of fine products and great service will continue and expand in the future.

The AVK International A/S marketing department designed and built the

*On Thursday night AVK Italy and +GF+ had a small cocktail party to inform the most important customers about the future cooperation between the 2 companies.*

stand and assisted the AVK Italia S.r.l. staff during the show. Based on the response, we regard the exhibition as being a very successful presentation of AVK Italia S.r.l.



## Official opening of AVK Schweiz AG

By Morten Trads, Area Sales Manager, AVK International A/S

29th February 2008 was a very important day for AVK in Switzerland. In the town of Berg, an outdoor arrangement was held to celebrate the official opening of AVK Schweiz AG.

AVK Schweiz AG had invited all their customers and partners to really make a statement of this new and stronger presence of AVK in Switzerland. More than 120 guests arrived and were welcomed in a big tent with stage, a band playing, and with coffee and cold white wine.

It was a real eye catcher to show AVK's newly introduced BLS valve in a block

of ice, and it obviously drew a lot of attention among the guests. When all the guests had arrived and were seated, the General Manager, René Matzinger, held an opening speech where he introduced the new company.

This was followed by a bingo show performed by one of Switzerland's most beloved comedians, who made a fantastic show and received a lot of laughs from the guests. The big lunch buffet was served after two interesting speeches about the history of drinking water in the middle age and procedures in gas distribution.



After lunch, it was time for the real purpose of the day. The doors were opened to the company, and the guests had an opportunity to see the office buildings and the stock where all products were displayed. Also, an AVK Showbus was there; and the guests spent the remaining day experiencing the company and discussing the many different AVK products.

All in all, this day was a big success. A lot of people showed up, and the establishment of AVK Schweiz AG was made clear to everybody.







## Asia Water 2008 exhibition in Kuala Lumpur, Malaysia

By C.K. Yong, Export Manager, AVK Valves Manufacturing Malaysia Sdn. Bhd.

Asia's No.1 Water and Wastewater Industry Event was held at the ultra modern Kuala Lumpur Convention Centre from 1st – 3rd April 2008. Asia Water 2008 is the event that provides a complete "all-in-one" exhibit for the water and wastewater industry.

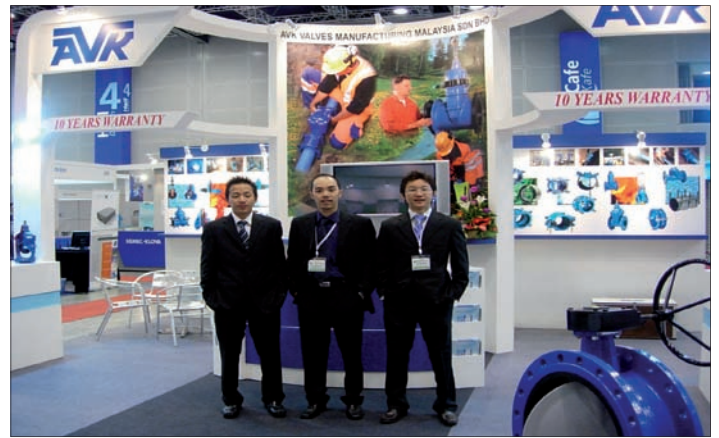
Water supply and wastewater management is a first priority for governments across Asia. Billion dollar projects are in progress to ensure an adequate water supply and meet the increasing demands, and the improvement of sanitation from domestic and industrial use will also experience an exponential growth in Asia.



Our Managing Director, **Mr Niels-Erik Andersen** was having a discussion with the **HRH Raja Dr. Nazrin Shah**, The Crown Prince Of Perak Darul Ridzuan at our booth regarding our high quality AVK products.

This event, also recognized as the biggest industry in the region, is all set to welcome over 10,000 delegates and trade buyers from across Asia and the Middle-East with 550 exhibitors from 32 countries including National and Regional pavilions from India, Singapore, Korea, Austria, Taiwan, China, Denmark, and the USA, showcasing state-of-the-art technologies, innovations and solutions in the water, sewerage, drainage, irrigations, and wastewater management.

It is the place to get updated on the latest technology and a source for new suppliers to seek business partnerships and share experiences. With this record, industry magazines rated this event as Asia's No.1 water and wastewater solutions event.



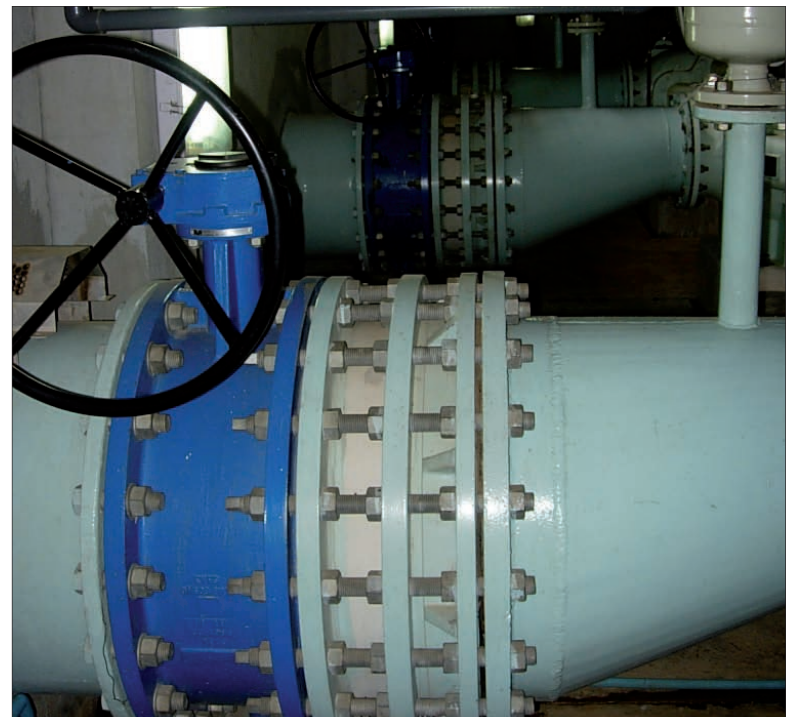
Our Sales Marketing Manager team is helping out at the exhibition. From the right: **Mr Melvin Ho**, Product & Key Account Manager **Mr Alex Saw**, Area Manager (Malaysia & Brunei) and **Mr C.K. Yong**, Export Manager (South East Asia).

## Chruoy Chang Wah water treatment plant in Phnom Penh, Cambodia.

By C.K. Yong, Export Manager, AVK Valves Manufacturing Malaysia Sdn. Bhd.

Our local authorized agent, Miss Sophi from Comin Khmere, arranged the visit to Chruoy Chang Wah Water Treatment Plant in Phnom Penh, Cambodia.

We supplied AVK butterfly valves, gate valves, fire hydrants, knife gate valves, etc during year 2000, and now 8 years later they are still working well in the water treatment plant.





# AVK Mittelmann Armaturen at the biggest IFAT ever

By Ilka Dräger, Marketing Coordinator, AVK Mittelmann Armaturen GmbH



From 5th to 9th May 2008, AVK Mittelmann Armaturen GmbH presented their latest news within the valve and hydrant technology at this year's "IFAT" in Munich together with AVK International A/S. The IFAT (AIR, FIRE, WATER, and EARTH) is the world's biggest and most important trade fair for environmental technology.

In the past years, the water supply segment has become a more and more important topic at the IFAT. Despite the sunny weather - which also drew

visitors to the numerous "Biergartens" located in the outside areas - the AVK booth was highly frequented.

The giant underground hydrants, i.e. the L3 type with the new enlargement set and the Russian hydrants, both designed for cover depths for up to more than 3.25 m (L3 - 3 m), and the prototypes of the surface boxes with plastic covers and locking mechanism were of great interest and called for many interesting discussions.

Following the strategy of strengthening activities for industry valves, one half of the booth was especially dedicated to this segment. A complete installation that showed the opportunities within communication with water flow controlled via SMS certainly was THE attraction to demonstrate the company's capabilities in the industry segment.

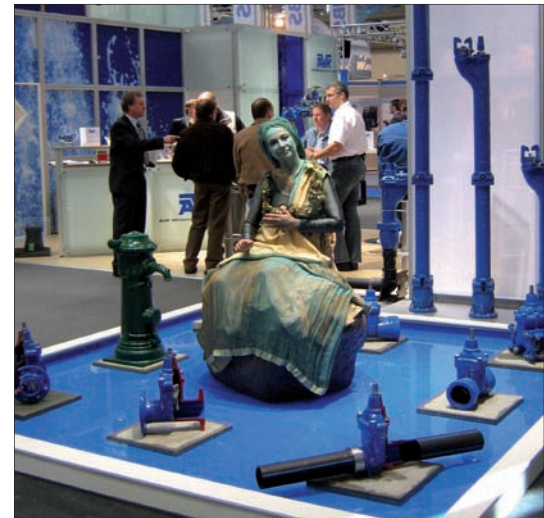
The Copenhagen Mermaid was not only watching over clean water (visualized by a square pool), but also caused lots of attention for the booth. She certainly was one of the most photographed items in the entire exhibition.

This year's IFAT showed record numbers regarding visitors and exhibitors, with 120,000 visitors (10% increase) and 2,560 exhibitors (15% increase). Foreign participation has risen to one third.

We would like to thank our colleagues at AVK International A/S, AVK Plastics BV and Bermad for their support and help in making this exhibition a success.



Niels Aage Kjær, Morten Sæderup Nielsen and Lars Kudsk standing next to a series 84/40 hydrant with red enamel.



The Copenhagen Mermaid was watching over clean water and also caused lots of attention for the booth.

One half of the booth was especially dedicated to the industry segment.





AVK hydrant

Sent in by Petr Kvičera, AVK International A/S,  
The Czech Republic. A gym bag is on its way.





# Installation photo from all over the world



In the last edition of Interlink we promised that everybody who sent us an installation picture would get an AVK gym bag, so the following people will be hearing from AVK International A/S soon.

If you would also like to receive an AVK gym bag, then send your best installation pictures to [adl@avk.dk](mailto:adl@avk.dk).



A Photo from Australia taken by Mr Dellin, HTI Feldtmann Schwerin.



A photo from Cambodia taken by C.K. Yong, Export Manager, AVK Valves Manufacturing Malaysia Sdn. Bhd



A Photo from Denmark taken by Jens Jørgen Udbye Nielsen, AVK International A/S.



A Photo from Norway taken by Mr Per Ole Bakken, AVK Norge AS.



# What's up

## Mr Valvis



### Competition no. 29

We are happy to announce that the winner is:

Richard Frederiksson from Onninen AB in Sweden.

Mr Frederiksson has chosen a Chefs knife set.

The correct answer was: A close-up shot of a AVK series 33/50 BLS valve.



### Competition no. 30

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)

AVK frying pan



Salad set from Bodum



Chefs knife set from Bodum



◀ The children were grouped according to age, and they all enjoyed hitting the barrel.

▶ If you are an AVK employee, what would be more natural than to dress up your child as an AVK valve!

