

AVR

interlink

No 34 • December 2009 • AVK INTERNATIONAL A/S



Editorial

Dear reader

The financial year ended in September and the calendar year has almost also come to an end. In many ways, it has been a turbulent year during which a world going in high gear suddenly experienced slowdown. I think it has had an impact on all lines of business.

Following the financial crisis, most companies are now ready to face new and restructured challenges. Personally, I believe that we will see an increased focus on integration of environmental aspects into business processes. It will be interesting to see if the climate change conference in Copenhagen in December will have an impact on our line of business. It might lead to increased focus on sewage treatment, increased energy awareness in water supplies with regards to leak detection, and optimized pressure loss calculation in water distribution systems in order to reduce the energy consumption for operation of pumps.

AVK has very interesting projects in sight, and it is especially gratifying when these projects include some of our newly introduced products. You can read more about some of these projects in this magazine.

I wish you all a prosperous new business year.

Michael Ramlau-Hansen

Published by

AVK International A/S

Tel.: +45 87 54 21 00
Fax: +45 87 54 21 20
e-mail: sales@avk.dk

Chief editor

Michael Ramlau-Hansen - mrh@avk.dk

Marketing information

Marketing Department

Technical information

Lars Sindal, Bo Ellerup and
Jørgen Kudsk

Coordinator

Jette Jensen - jej@avk.dk

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

Front page photo: DN 1800 knife gate valve supplied to the "Onda Limpa" Project in São Paulo State, Brasil



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

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

Index:

Tensile resistant assemblies	3
AVK France S.A. and AVK Haut Marnaise S.A.S	4
AVK Válvulas do Brasil Ltda	6
AVK UK	8
Kiskunfélegyháza, Bács County in Hungary	10
It's a long way to Italy!	11
AVK Mittelmann Armaturen GmbH	12
Slovak visit to AVK International A/S	14
Danish CleanTech delegation successful in Brazil	15
Niels Aage Kjær at AVK Haut Marnaise S.A.S.	17
Around the world	18
Installation pictures	22
Competition	24



Tensile resistant assemblies

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

Assemblies below ground are very often tensile resistant because the risk of ground collapse or the internal pressure may otherwise cause damage to the pipe connection.

In order to prevent the pipe from separating itself from the socket or the flange adaptor if the assembly is not tensile resistant, it is necessary to anchor the pipe in a bend or a T-piece instead.

The PE-pipe is the pipe with the largest expansion coefficient in relation to temperature. PE-pipes must always have tensile resistant assemblies because different temperatures during the year or fluctuating temperature of

the media will induce a change in the pipe length.

Most commonly, PE-pipe ends are welded together either by means of a so-called mirror welding with a metal plate – a mirror – that heats up the pipe ends, or by means of electro welding fittings. If the pipe ends are not easy accessible due to mud, water etc., an alternative could be a mechanical assembly of the pipes.

AVK offers following tensile resistant products for mechanical solutions: series 05 combi flange and support bushes, series 621/10 and 623/10 Supa Plus™ flange adaptors and couplings, and series 01/70 Supa Plus™ gate valves.

A mechanical assembly must be tensile resistant and a support bush must be applied in the pipe end to prevent compression. The support bush will keep the pipe stabile, secure and circular. If the pipe is not stabilized from inside, the pipe may be compressed within a coupling or a flange adaptor which means that the material will gradually flow away from stressed areas, e.g. the grip ring that keeps the pipe secure and in place.

AVK offers support bushes at competitive prices. Please contact AVK International A/S for further information on this subject.



Series 05
for PE- and PVC pipes.



Series 05
for ductile iron pipes.



Series 621/10.



Series 623/10.



Series 01/70.



AVK France S.A. and AVK

By Eric Bertrand, Managing Director, AVK France S.A. and AVK Haut Marnaise S.A.S.

AVK entered the French market more than 30 years ago, and today there are two AVK companies in France – a sales company with divisions in Blois and Rosbruck called AVK France S.A., and a production company in Joinville called AVK Haut Marnaise S.A.S.

The synergies between the two companies are evidently very high, and as from 1st October 2009 these two companies will share the managing director, Eric Bertrand. However, each company will still be managed independently.



AVK France S.A.

AVK France S.A. was established in 1991 and handles sales to the French market including countries in North Africa (Morocco, Tunisia and Algeria) and some overseas countries like Martinique, Guadeloupe and New Caledonia. Blois was the obvious choice of location for a new company as the city is situated in the heart of France, thus enabling a short delivery time to most of our customers in France. From stock, we deliver within 24 to 48 hours, except in some remote places (like the French Alps) where the delivery time is max. 72 hours.

We also have our own direct sales outlet in Rosbruck which is close to the German border. This outlet is handled by two employees, and it is a good opportunity for us to have direct contact with end-users and take the temperature of the market (especially when launching new products). Nonetheless, this outlet serves only one region (Moselle) in order not to

interfere with our customers from the distribution segment.

France is an important market for AVK

Many French companies are key players within the international water business - VEOLIA (and its subsidiary OTV), SUEZ (now called GDF SUEZ following the joint venture with Gaz de France, also including Lyonnaise des Eaux and Degremont) and SAUR. We also see major civil works companies entering the water business like the VINCI Group.

Ever since the beginning, AVK's main competitors have been these local, yet powerful manufacturers. AVK is the only "foreign" manufacturer who has been able to penetrate this "difficult" market, and today the AVK brand is recognised for its high quality and reliable products.

AVK France makes a large part of its turnover in the distribution segment through national and regional



AVK France S.A. main office in Blois.

AVK Haut Marnaise S.A.S.

distributors. The characteristic of the French distribution market is its wide coverage of the territory, where most cities of no more than 5000 habitants have at least one distributor.

Our main challenge is to consolidate sales in the distribution market and to win major projects and building contracts. Also, our employees constantly seek to improve their technical competence and build up forceful strategies which is a key factor to entering the "project business". The AVK Group has developed its range of products by acquiring factories for new segments like Dams & Reservoir (Glenfield) and plastic components

(street boxes) which also have great potential in the French market.

Thanks to an important investment, AVK France moved to new premises in April 2007 - with a 500 m² modern office building and a 3500 m² warehouse which is one of the most modern in the area.

Despite the financial crisis, AVK France realized in last fiscal year a turnover only slightly below the previous year which proves our capacity to keep the market share and even improve sales in some product ranges. Sales to the French territory represent 75 % while the remaining is realized on the export market (including overseas territories).

for fire protection with a complete range of hydrants.

SMHM is a very old company. It was established in 1856 as a bronze foundry, and in the beginning the company specialized in manufacturing products for railways. In 1884, the company started developing valves and components for the water network, including fire hydrants.

In 2005, the name was changed to AVK Haut Marnaise S.A.S. to make its affiliation to the AVK Group visible.

Production is primarily based on hydrants (90 %) mainly for the French market but also for export to Poland, Spain and Abu Dhabi (because the French standards for fire hydrants are used in this country).

[AVK Haut Marnaise S.A.S.](#)

AVK Haut Marnaise S.A.S is located in Joinville, in the heart of the "Champagne" region.

AVK acquired SMHM S.A. (Société Métallurgique Haut Marnaise) in December 1998 to enter the market



AVK HM mounting hydrants.



AVK HM office.



DN 1800 knife gate valve supplied to the "Onda Limpa" Project in São Paulo State.

AVK Válvulas do Brasil Ltda

By Andre Alves, General Manager, AVK Válvulas do Brasil Ltda.

O que é que a baiana tem? What does a baiana have?

AVK started operations in South America in great style! In the course of the year, AVK Válvulas do Brasil Ltda. attended two big water exhibitions in Brazil – the FENESAN exhibition in São Paulo city in August and the international water and sewage exhibition, FITABES, which took place in Recife city in the Northeast region of Brazil.

FENESAN is organized by the SABESP engineers association, and AVK Válvulas do Brasil Ltda attended this exhibition for the second time. We received positive feedback on the continuous growth of AVK in Brazil from many of our visitors.

Attending the FITABES exhibition was a great opportunity for us in terms of contacts, business and market approach. Our visitors were very impressed by the pictures of a DN1800 knife gate valve, recently delivered to the “Onda Limpa” (clean wave) project, which comprehends huge sewage treatment investments along the coast of São Paulo State – now with AVK products. Besides this DN1800 knife gate valve, AVK also delivers several knife gate valves in DN50 – DN1000, resilient seated gate valves DN500, and the new AVK penstocks in 600mm and 1000mm for this project.

Just like in the quote of the immortal Brazilian composer Dorival Caymmi, AVK Válvulas do Brasil Ltda. has what a “baiana” has and – “quem não tem balangandãs não vai ao Bonfim...” (who doesn’t have swing, doesn’t go to Bonfim).



The St. John's party in Senhor do Bonfim (Bahia) is the second largest party in the Northeast region – exceed only by the Carnival.



AVK Brazil attended the FENESAN exhibition in São Paulo.



AVK Brazil at the international exhibition FITABES in Recife, Pernambuco.

AVK UK Limited

By Nicola Kirk, Marketing & Communications Officer, AVK UK Limited

Frankley

Severn Trent's biggest water treatment works, Frankley Water Treatment Works was charged with the task of supplying the UK's second biggest city, Frankley WTW now has a big job to do - and AVK UK is giving it a big helping hand.

Well over £500,000-worth of AVK valves are now arriving at the works to the south-west of Birmingham, which treats water from the Elan Valley in Wales for the 1.3 million customers in the city and its environs.

The valves are for the £31.5 million, two-and-a-half year programme to enhance treatment and increase supplies being carried out by contractor Morgan Est; a new carbon filtration plant to blend an additional 220 mega litres of water daily, and the extensive pipe work needed to deliver it to the existing water stream.

For AVK, this means orders for gate valves up to 700 mm, butterfly valves up to 1600 mm (most fitted with Rotork actuators) and recoil check valves. All are being manufactured to meet the specifications set out in CAD drawings from Morgan Est's mechanical engineering department.



Eastney

As a framework supplier to Southern Water, AVK UK has been called upon to provide a range of valves for the new pumping station at Eastney that will help reduce the risk of sewer flooding in Portsmouth.

The project – carried out by the 4 Delivery consortium of United Utilities, Costain and MWH - will create a back-up to the existing pumping station in times of heavy rain, handling up to 9,000 litres every second by means of four storm lift pumps.

The discharge pipe-work of each pump will be fitted with a DN 1200

multi-door non return valve (NRV) with a proximity sensor so that the pump starter can monitor its closed position, and an actuated DN 1200 outlet isolation knife gate valve for use when a NRV fails to close or is taken out of service. A further NRV and a DN 200 isolation gate valve will be installed on the station's sump pump discharge pipe-work.

Completing the AVK package are DN 300 gate valves for anti-surge isolation purposes and an actuated DN 200 gate valve for draining the main.



Coppermills

AVK in the UK recently secured an order for the supply of Glenfield valves that will help London make the best use of its scarce water resources.

The company supplied two DN1800 full bore metal seated series 54 gate valves for Thames Water's Coppermills transfer pumping station, which pumps potable water to parts of East London. It also supplies the Thames Water Ring Main, but by gravity feed only - so it cannot retrieve water for supply elsewhere.

The valves are needed for an upgrade being undertaken by Morgan Est that will rectify this deficiency. As well as replacing and upgrading existing valves and pipework within the pumping station compound, it

involves constructing a new 27 m deep, 15 m diameter shaft to accept potable water, and creating tunnels to existing shafts to connect it to the rest of the system.

The series 54 valves were selected for their high quality, which has been proven by practical experience in many installations worldwide. They are designed for a 25-year operational life, which is in line with the requirements of the strategically important Coppermills project.

Glenfield was also able to beat the customer's delivery requirements for the valves, which needed to be on-time so as not to delay a critical phase of Morgan Est's schedule. In fact they were ready for dispatch ahead of the

required target dates, endorsing the company's capability for quality and on time delivery.



One of the Coppermills series 54 gate valves ready for dispatch.



Kiskunfélegyháza, Bács County in Hungary

By Kornél Oberding, Product Manager, Euroflow

Water network reconstruction

The main problem with the replacement is; the new short face to face - F4 gate valve is too short, and the long face to face - F5 gate valve is too long to replace the old valve.



The old valve ready to be replaced with a new AVK spigot end valve and combi-flanges.



Removal of the old valve.



Sizing of spigot ends.



Cutting the length of the ends.



Combi flange – ready for installation.



Spigot ended valve – cut to fit.



The assembled gate valve and combi flange unit before the installation.



After installation.

It's a long way to Italy!

By Kieran Cantrell, General Manager, AVK Italia Srl

Each week AVK International A/S sends products by truck and rail almost 1,800 km over the Alps to AVK Italia in Bologna. From our warehouse here, we then distribute valves and accessories to every corner in Italy. We often receive visits by Italian customers, but imagine our surprise when Shanghai Waterworks Minhang Co. Ltd. wanted to make the

9,000 kilometre trip to visit the AVK Italia facilities in September this year!

The 7 man (and women) strong group were interested in hearing about the Italian market and the AVK Italia approach. They were somewhat surprised to hear that water losses can be higher in certain areas of Italy than in Shanghai (currently

at maximum 20 %). They were also interested in discussing valve installation with extension spindles and AVK Plastic surface boxes, something which is new to Shanghai where concrete valve chambers are still the norm.

AVK Italia would like to thank Shanghai Waterworks Minhang for their visit.



Mr. Zhang Xiao Ping (Vice-General Manager) discussing the sealing system in an AVK valve with his colleagues Mr Bao Yue Quan to the left and Mr Yu Guoqing to the right.



Kieran Cantrell, General Manager AVK Italia, explaining installation systems to members of Shanghai Waterworks Minhang staff. From the left: Mr Bao Yue Quan, Vice-General Manager, Mr Zhang Xiao Ping and Mr Yu Guoqing.



AVK Mittelmann Armaturen GmbH

News from the industry sector

By Ilka Draeger, Marketing coordinator, AVK Mittelmann Armaturen GmbH

Sales of butterfly valves are more than doubled

Even though times have been particularly hard during the last business year due to the global financial crisis, we have some very good news from the Wülfrath plant.

Last year a new sales team was formed in order to step into the industry sector and develop this special new market

segment. Two new sales men were hired and a special new industry catalogue was created and launched. Many new business contacts have been successfully established. Often the business network of the German Water Partnership (see also our article on GWP in an earlier issue) played a major role when it came to finding the right contact person for an industry project.

By the end of the business year, all these newly established contacts have resulted in a sales increase of 20 % to the industrial sector! The most successfully sold product is the series 756 butterfly valve with sales more than doubled in a year!



Series 27 dry barrel hydrant

By Eckhard Matz, Sales Representative Southern Germany, AVK Mittelmann Armaturen GmbH

LyondellBasel Industries is one of the world's leading refineries for polymers, petrochemistry and fuels. In the past 5 years their capacities have been expanded by a total of 600 million Euros, both for the Münchmünster and Vohburg plant. Both plants are already equipped with the AVK series 27 fire hydrants and even today, new construction fields are created.

A few things have to be modified and optimized for the special requirements for this refinery. Still, if we are able to meet these requirements, we may have a very good potential for gaining future tenders, not only with LyondellBasel, but also with their shareholders such as Agip, OMV, etc.



Slovak visit to AVK International A/S

By *Katarína Galová*, Sales and Marketing Department, Aquagas s.r.o.

On 5th – 8th May this year, AVK International A/S hosted a meeting for Aquagas s.r.o. and customers from an East-Slovakian waterworks organisation in Košice called VVS a.s. (Východoslovenská Vodárenská Spoločnosť a.s.).

Aquagas s.r.o. started its cooperation with VVS a.s. in May 2008. The purpose of the meeting in Denmark was to strengthen the relationship between Aquagas s.r.o and VVS a.s. and to promote the AVK product range.

AVK International A/S made a first-class job presenting the company and providing technical information about products, information about environmental policy, and presenting the new warehouse. This was following by factory tours at both AVK International A/S and AVK GUMMI A/S.

The visit certainly demonstrated the strong relationship between AVK International A/S and Aquagas s.r.o., not just in terms of products but also quality policies and customer

approach. We were able to demonstrate our business position and relationship with a main business partner.

A special thanks to Vibeke Juhl, AVK GUMMI A/S, Mikael B. Hansen and Michael Ramlau-Hansen, AVK International A/S, who all gave excellent and informative presentations.



Mikael Balzer Hansen, AVK Inter, **Marián Potrok**, Head Sales Manager - AQUAGAS, **Marián Lazár**, Sales Representative - AQUAGAS, **Katarína Galová**, Sales and Marketing - AQUAGAS, **Rudolf Kočiško**, Technical production Director, general management - VVS Košice, **Michal Leškanič**, Director of Trebišov branch - VVS Košice, **Oliver Petřík**, Director of Michalovce branch - VVS Košice, **Michal Ševčík**, Director of Bardejov branch - VVS Košice, **Stanislav Prcúch**, Director of Rožňava branch - VVS Košice and **Michael Ramlau-Hansen**, AVK Inter.

Danish CleanTech delegation successful in Brazil

By Bo Ellerup, Product Manager, AVK International A/S

WTC, Brazbiz.dk and the general consulate in São Paulo held the "Brazilian-Danish CleanTech Conferences 2009" on 9 – 11 September in São Paulo and Curitiba.

The purpose of the conferences was to promote export of technologies and know-how for Danish CleanTech companies towards Brazil to create a platform for new business opportunities for Danish companies on the growing Brazilian market.

The promotion was headed by the Danish Minister for the Environment, Troels Lund Poulsen with a delegation of 8 Danish CleanTech companies who represented Denmark as an environmental pioneering country during the conferences in São Paulo and Curitiba. The Brazilian decision-makers showed great interest in the campaign, and the many attendants proved the growing interest in and attention to Danish solutions to the Brazilian environmental and climate challenges.

AVK International A/S was part of the Danish delegation, also consisting of A.P. Møller Mærsk, Danfoss, Aalborg Industries, Novozymes, DHI, Cometas and Risø DTU (National laboratory for sustainable energy). The purpose of the export drive was to promote Danish CleanTech

companies' export of products, technology and know-how to Brazil bringing about business opportunities for Danish companies on the growing Brazilian market.

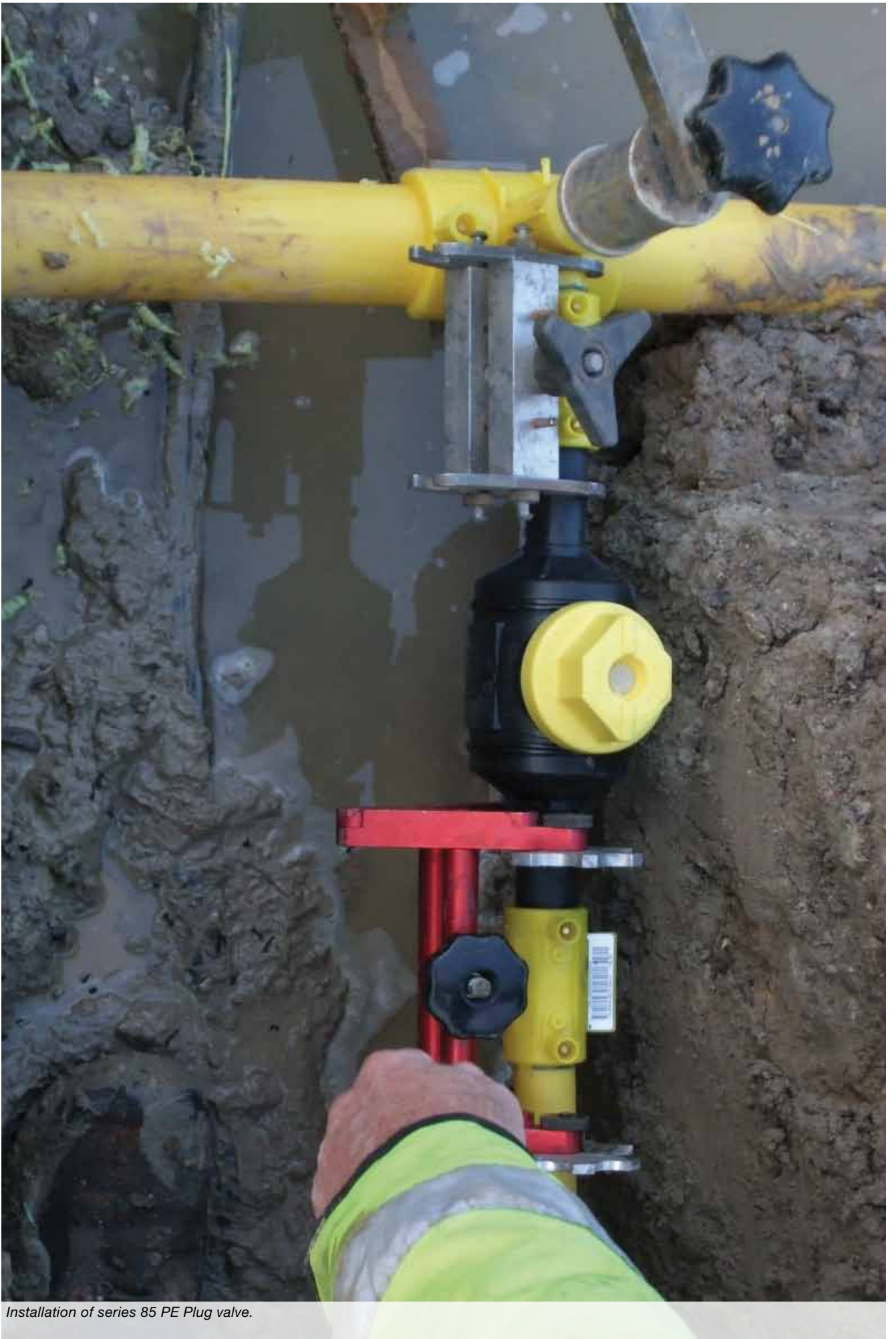
During recent years, the focus on environment has been strongly increased in Brazil. The challenges are primarily within the water sector, more specifically collection and cleaning of wastewater, need for technology and recycling, a general reduction of resource spillage, and of course reduction of the CO2 emission. During the three-day conference, the Danish companies were able to build knowledge of the Brazilian market via site visits and presentations from Brazilian experts.

The Brazilian environmental technology sector is the biggest in Latin America with a market share of approx. 5 billion USD in 2007 within the areas of water/wastewater, waste handling and air pollution. Around 20 % of the environmental technology used in Brazil is imported, mostly from France, Germany and the USA. This indicates that Danish companies have great potential when entering the Brazilian market.

Last year, AVK established a representative office - AVK Valvulas do Brasil - in Indaiatuba approx. 100 km northwest of São Paulo.



Bo Ellerup at the conference.



Installation of series 85 PE Plug valve.

Niels Aage Kjaer visiting AVK facilities in France

By Eric Bertrand, Managing Director, AVK France S.A. and AVK Haut Marnaise S.A.S.

We were very pleased on 16th and 17th June 2009 to receive the visit of Niels Aage Kjaer in France. The first visit was to AVK Haut Marnaise in Joinville, together with Morten Nielsen and Bo Johansen in order to be informed about the situation of the factory. During that visit, it was not only decided to further develop AVK Haut Marnaise as a "technical competent centre" for fire hydrants for the French market, it was also decided to look at the opportunity of using existing product range (with some minor modification) for other market, like Poland, Spain, or Portugal.

In recent years, AVK Haut Marnaise has focused on improving its cost efficiency and preparing for a more aggressive approach in the French market. For that reason, two new products will be launched in beginning of 2010: a new "apparent outlet hydrant", the Pegase "new version", and a below ground hydrant "the Dauphine", both with NF (Norme Française) standard.

On the second day, Niels Aage Kjaer visited the new office of AVK France, inaugurated in mid 2007. The distance between AVK France and AVK Haut Marnaise is only 370

km, so the second day was dedicated to visit AVK France and meet the local team.

A good and traditional French lunch was offered to Mr Kjaer with the local management team, close to the castle of Blois: this region is famous for its numerous castles (Chambord etc.) and its good wine (Vallée de la Loire).

We were pleased to welcome Mr Kjaer in our facilities and discuss with him our ambitions for the French market.



Team of AVK France with Niels Aage Kjaer.

From the left: Caroline Marcy, Bruno Vaillant, Josiane Perrin, Jean-Claude Torrelli, Elisabeth Jovet, Mohamed Ballo, Valérie de Coucy, Omar Khedher, Jérôme Habert, Eric Bertrand, Marc Leclerc, Jim Alcheik, Niels Aage Kjaer, Guillaume Vion and Xavier Valette.

"AQUA Trencin" in Slovakia - 22th - 24th September 2009

By *Eva Plencnerová*, Sales Department, *Aquagas s.r.o.*

The Aqua Exhibition was the 16th international specialized exhibition of water management, hydropower engineering, environment protection, communal technology and urban development. It was held on 22nd – 24th September 2009 in the lovely town Trencin in the western part of Slovakia.

The exhibition is the largest of its kind in Slovakia. It was organised by Expo Center Trencin in co-operation with the Trencin water management company, and major corporations from Slovakia, the Czech Republic, Poland, Germany, Austria, Hungary, France and other countries participated in the exhibition.

Aquagas s.r.o. is the sole agent and exclusive distributor of AVK International A/S in Slovakia, and as such present at the exhibition where the latest products were displayed, also including equipment for water exploitation and treatment with the aim to improve quality, water supply and accumulation, instruments preventing water loss and leaks, water quality inspection, and monitoring of consumption abroad and in Slovakia.



Aquagas s.r.o. with customers from Kosice VVS.

Our main purposes of the exhibition were to promote sales and present AVK products, to meet with business partners and to build new relationships.

Representatives at the stand. **Mikael Baltzer Hansen**, Area Sales Manager at AVK International A/S, and from Aquagas s.r.o. were **Peter Chalas**, Managing Director, **Marian Potrok**, Sales and Business Manager, salesmen **Marian Lazar** and **Marek Sidlovsky** and **Eva Plencnerova** from the sales department.

Bamberg

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

The once imperial city of Bamberg is located in northern Bavaria and is considered one of the most romantic of German cities.

When Heinrich II was crowned king of Germany in 1002 he chose Bamberg as his favourite residence and laid the foundations for the development of the city, which started in the Romanesque period and reached its peak in the Baroque era. In 1993 Bamberg was awarded "World Heritage" status by UNESCO.

The town was scarcely damaged during World War II and still retains many splendid mediaeval architectural features and over 3000 historical buildings.



Today the historical buildings are flanked by AVK Mittelmann hydrants

National Grid has announced the award of its valves and fittings contract, which includes an increase in purchases from AVK.

Worth more than £3m annually, the contract is for two years in the first instance, with an option for two twelve-month extensions. It completes a hat-trick of successes that began more than a decade ago when Donkin secured preferred supplier status with Transco – a challenge it responded to so well that it was successful over an increased range of products at the next tender five years later.

The award will mean a further development in the products supplied by the new AVK Donkin factory in Staveley; fittings, tees and repair clamps from AVK Manufacturing in Hyde as well as AVK's biggest contract to date for the new Donkin Certus PE valve made by AVK Plastics. The Certus valve success makes AVK the market leader in sales of PE valves in the United Kingdom in the space of just nine months (the valve was introduced in October 2008) - a just reward for the efforts and investment made.

The award of the contract endorses AVK's decision to build the new purpose-built factory in Staveley in 2007. The application of latest

manufacturing techniques and equipment combined with a depth of knowledge and experience in the manufacture of gas products make this facility a world leader in terms of quality, efficiency, service and protection for the environment.

"This contract award is a huge success and well worthy of celebration, not least because it makes the jobs of every one of us more secure, which is good news in these uncertain times," said sales director Richard Stone. *"Let's not be under any illusion, however, that preferred status is an easy ride. It means that we have to continue to*

perform consistently in all key aspects of service and product innovation to retain our leading position; but we are confident that the hard work and commitment of our employees will deliver the expectations of this very important customer."

The selection of AVK again as a key supplier to National Grid was based on a range of technical and commercial criteria which included service capability, product quality, reliability, innovation and competitive pricing against determined competition.



Richard Stone (right) at the contract signing with Simon Smith, National Grid's buyer – global procurement.

AVK Seminar in Cluj-Napoca, Romania

By Anisa Lupu, Marketing Coordinator, AVK International A/S Romania

On 14th July 2009, AVK International A/S Romania held a seminar called "AVK solutions for infrastructure projects" in Cluj-Napoca in cooperation with Asociatia Romana a Apei and Compania de apa SOMES support. This seminar was a follow-up on the ExpoApa 2009 exhibition.

20 persons with practical experience in the field from in and around Cluj-Napoca participated in the seminar which started with a short presentation of AVK followed by open discussions on AVK products and their functionality.

By the end of the day, we all enjoyed a Swedish buffet in a friendly and relaxed atmosphere.

This seminar was a great opportunity for us to promote the AVK brand by bringing the participants up to date with technical information and modern solutions.

150 years with DVGW

By Ilka Draeger, Marketing coordinator, AVK Mittelmann Armaturen GmbH

On 22nd - 23rd September 2009 DVGW (German technical and scientific association for gas and water) celebrated its 150th anniversary with a big exhibition at the Neue Messe Leipzig. Further to this celebration, the annual DVGW gas and water exhibitions were combined with the annual federal DVGW conference, summing it all up to one big special event.

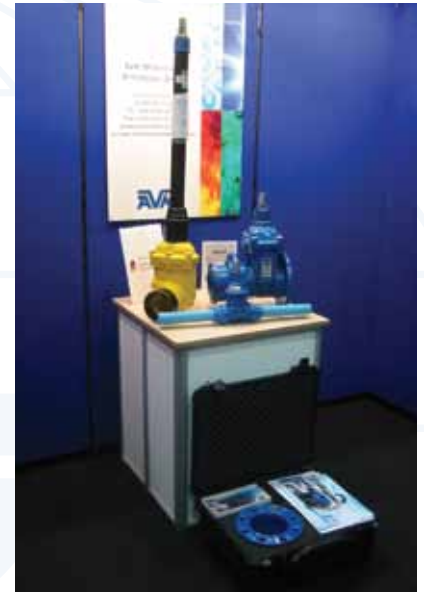
4800 DVGW members participated in this event, including most executives from the major German gas and water companies. The list of participants is a who-is-who of the German gas and water industry and as such reason enough for AVK Mittelmann Armaturen to take part in this exhibition too. Although the conferences and presentations were held concurrently with the exhibition, the AVK Mittelmann stand was very well frequented. It was

also an opportunity to show the latest product developments of hydrants (series 7 underground hydrants and above ground hydrants in red enamel), the system "Berliner Kappe" as a joint development between AVK International A/S, AVK Plastics BV and 3S Antriebe, and last but not least the new series 05 combi flange for PE and PVC pipes.

DVGW provides technical and scientific support for the German gas and water industry. As a technical standardization organization, DVGW promotes technological development in its sector. It sets technical standards mainly for gas and water supply products, but also for companies, experts, management systems and prequalification.

All in all, there are almost 500 technical standards issued by DVGW

at this moment. Next to technical standardization, DVGW also carries out research and development and through its own educational network promotes and conducts qualification and training of professional staff.



WORLD GAS in Buenos Aires - 5th to 9th October 2009

By Kieran Fitzpatrick, Business Development Director, AVK UK Limited

During early October, AVK UK Ltd attended the World Gas Conference 2009 at the La Rural Exhibition and Conference Centre in Buenos Aires, Argentina.

AVK UK Ltd exhibited as part of a joint mission of the UK Trade and Industry (UKTI) Government Department and the Society of British Gas Industry (SBGI) which included four other UK based gas sector manufacturers.

The objectives of the AVK UK Ltd attendance were:

- To link the AVK and Donkin Gas brand and to re-assert it into the South American gas market where it was a well respected and popular brand.
- To launch the Certus PE gas service isolation valves; the product that is seen to have the greatest growth potential in the region.
- To explore, evaluate and recommend a variety of routes to market.

Our overriding objective was to support the efforts of Daniel Druart and his team at AVK Brazil in penetrating and growing the South American gas market which is predicted to be expanding significantly in the future.

I am pleased to report that we were successful in all of the objectives; we met a large number of high quality contacts from not only South America but also from other global markets. There was a great deal of interest in the Certus

product and its access system, particularly in its inherent safety features as well as how the access system would assure consistent high-quality installations.

In conjunction with Andre Alves from AVK Válvulas do Brasil Ltda. we also had a number of very successful meetings with local contacts' growing sales.

We were extremely well supported by the UK government where British Ambassador Shan Morgan held a reception for the UK contingent to which she had also invited influential local gas sector specialists. The Ambassador and Lord Hunt, the UK Minister of State for Energy and Climate Change also spent some considerable time with us on the stand.



Lord Hunt, UK Minister of State for Energy and Climate Change, **Alasdair Wilson**, AVK UK Limited and **Kieran Fitzpatrick**, AVK UK Limited.

Installation photos from all over the world



A farm far away in the country side in Romania. Sent in by Jørgen Frederiksen, Teamproject.



Series 84/70 - P6, sent in by Jesper Flarup, AVK International A/S.



Series 09/90 fire hydrant - outside the Van Gogh Museum in Amsterdam, The Netherlands - sent in by Paul Hubbert, AVK UK Limited.



An installation with gate valves and ball check valves from Peri, sent in by Bruske Göran - W&WW.



Project in Norway, Series 702 knife gate valves - sent in by Flemming Bindlev, Krüger A/S.



An installation with AVK Supa Plus™ valve from Skovby water works, sent in by Lars Jensen, Galten VVS-Teknik.



Series 27/00 dry barrel fire hydrant on a hill Station in Saudi Arabia, called Al-Baha-It is at an height of 2500 meters above sea level. In the picture Imran Shaikh, Quality & IT Mgr., AVK Saudi Valve Mfg. Co. Ltd., Jeddah, Saudi Arabia and his son Omair.



An AVK Hydrant in San Diego - Sent in by Víctor Llamas V., URBACA.

Competition



We are happy to announce that the winners of interlink no 33 are:

- Pham Quy Trung, AVK VIETNAM,
- Ben Simonelli, Crevet Pipelines Australia
- Cathy Hunter, Humes Pipeline Systems

Gifts are on their way. The correct answer is: the top of a Series 16



New:

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

AVK running T-shirt from Hummel in black with Danish text.

Let me know if you want a T-shirt for a woman or a man and which size; m, l, xl or xxl.



Blue vacuum jug from Stelton.



Corkscrew from Stelton.

