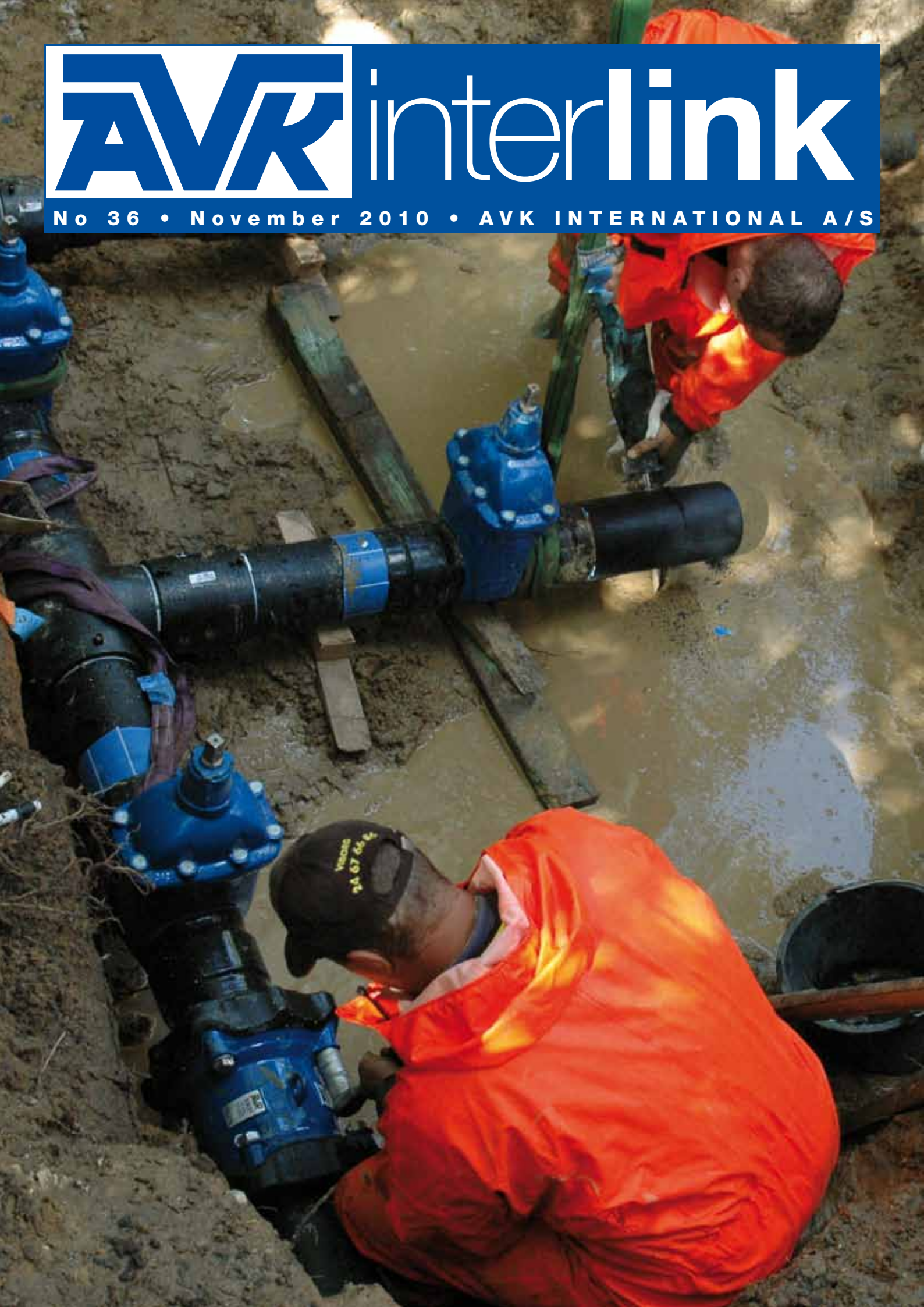


AVR

interlink

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Editorial

Dear reader

2010 has been a busy year for AVK so far, and essential milestones have been reached.

The development department at AVK Tech has completed a quite comprehensive product series of new tensile resistant multi-tolerance couplings – the Supa Maxi™. You can read our introduction of this new series on page 8 and 9.

We have built a new show lab and flow lab at AVK Tech. Here, our development department can test our products in a realistic environment, and we can give our customers and other business relations detailed information about our products including practical instructions in how to install and use the products.

Spring had anniversary written all over it. On 4 June 2010, we celebrated Niels Aage Kjær's 40th anniversary as owner and CEO. Prior to the anniversary, we had quite a scheduling of the events surrounding the anniversary – a regional sales conference, a global management conference, the anniversary reception itself, opening of the new show lab and flow lab and finally a party for 420 people on Friday 4 June in the evening.

You can read about it all in this edition. Enjoy your reading.

Michael Ramlau-Hansen

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Front page photo: Installation of the new SupaMaxi™ coupling in Viborg, Denmark

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



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Niels Aage Kjær's 40th anniversary as owner and CEO

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

Friday 4 June 2010 was indeed a memorable day in AVK's history. This was the day when Niels Aage Kjær celebrated his 40th anniversary as owner and CEO. In connection with his anniversary, AVK also held an official opening of the new flow lab and show lab in which our valves and hydrants can be tested in a realistic test environment.

The anniversary was held on Friday afternoon after closing of the Global Management Conference, and all sails were set to make the day unforgettable. The Global Management Conference was held on 3 – 4 June and all MDs from AVK companies around the world were therefore able to stay and celebrate the anniversary along with customers, business partners and other employees.

Approximately 300 people visited the AVK academy and visitor centre during the afternoon to congratulate our owner.

In the evening, a party was held for business partners, MDs, and other AVK employees with companions – a total of 420 people. During dinner there were several entertaining features – like the two "Chinese" gentlemen who amused us with musical entertainment and a speech with humorous remarks about some of our colleagues.

After dinner, three couples of young and very talented dancers opened the ball followed by entertainment from Klüvers Big Band and Martin Jønsson with band.

The evening concluded at 01:00 with a late night snack at a traditional Danish hot dog stand.



Saudi Valves Manufacturing Co. Ltd.

25th anniversary

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

The Kingdom of Saudi Arabia is a place of varieties. Many people imagine large deserts, camels and blazing sun when thinking about Saudi Arabia. This is part of the truth as temperatures during summer get above 60 degrees, the world's largest sand desert, The Empty Quarter is also in Saudi, and camels can be found almost everywhere. But there is more to it – in winter the temperature can drop to below -10° with snow, and there are high mountains and forests as well.

Saudi is 2,240,000 sq. km, more than six times the size of Germany or 52 times the size of Denmark. It is home to the two holiest cities for Muslims, Makkah and Medinah. The population is 25 million with 50 % being below 20 years of age. The population is very friendly, and hospitality means a lot in the Saudi culture – you will always be

invited for tea or Arabic coffee when meeting locals, whether it being in an office or in the desert.

Water is a very limited resource in Saudi Arabia and probably part of the reason for AVK's success in the country. The Government has had to invest billions of USD in desalination plants and water networks to make this limited resource available to the population. Today Saudi Arabia is the largest user of desalinated water, using 34 % of the world's combined desalinated water.

What Saudi Arabia seems to have more of is oil. Saudi Arabia holds the largest reserve of oil of any country in the world. Saudi Aramco, which is the biggest public oil company worldwide has a capacity of pumping more than 12.5 million barrels of oil every day and

is still investing huge sums of money in new production facilities.

AVK Saudi Valves Manufacturing Co. Ltd. (AVK SVMC) was founded in April 1985 in Jeddah, which is on the Western side of Saudi Arabia and the main port in the Red Sea. It was after several years of successful supplies to Saudi Arabia and seeing a growing market that AVK together with a local partner and Wavin decided to establish manufacturing in the country. The initial products produced locally were mainly series 02 gate valves and service connection valves.

In 1987 AVK bought the 25 % shares held by Wavin in the company, and in 2001 AVK bought the 51 % shares held by the local partner in order to become a 100 % foreign investment company.



The export to other GCC countries in the region grew, and in 1996 AVK Emirates (UAE) was established in Dubai, UAE under AVK SVMC. UAE later became an independent AVK company under the name of AVK Middle East (AVK ME). Today, AVK ME is the largest intercompany customer of AVK SVMC distributing the products manufactured by AVK SVMC to more than ten markets in the region.

In 1998 it was decided to expand the facilities, and the neighbouring industrial facility was acquired to make room for more production capacity, larger warehousing, and a new dispatch facility.

After starting to target the fast growing oil & gas industry in Saudi, AVK SVMC obtained the Saudi Aramco approval in 1999. This led to the manufacturing of series 27 dry barrel hydrants, series 24 wet barrel hydrants and series 45 gate valves, all according to ANSI and UL/FM which are required by the oil & gas

companies when supplying to the fire water lines and utilities. Today, the UL/FM products manufactured by AVK SVMC are exported to Europe, as far as Greenland, and to Asia through other AVK companies.

In 2008/09 AVK SVMC underwent a larger expansion in the production to increase capacity of both hydrants and valves and also started manufacturing of the larger sizes of AVK series 55 gate valves up to DN 600. Today, AVK SVMC produces almost 20,000 valves, 3,500 hydrants and 50,000 accessories per year.

The future for AVK SVMC looks bright. Saudi Arabia and several of the GCC countries are still investing heavily in the water and waste water sector to keep up with demands from a growing population and industry. New markets for district cooling and desalination are developing, and there are still plenty of growth opportunities in the large oil & gas sector in the region.

The AVK SVMC team would like to thank customers, partners and AVK colleagues for the support over the years and we look forward to serving you for the next 25 years.



Regional sales conference 2010

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

At AVK International A/S, we host a regional sales conference every second year where all sales companies and production companies in Continental Europe are represented during the two-day conference – this year held on 1 – 2 June 2010.

As always, one of the topics at the conference was a status from the region on the past year. Another recurrent topic was our products. This year, we focused on the new Supa Maxi™ multi tolerance couplings.

All participants were thoroughly introduced to this new product – starting with a product presentation and continuing with practical training in our show lab.

During the conference, AVK employees who had made extraordinary efforts in their work received recognition. The prizes were handed over by Morten Sæderup Nielsen, Group Director Continental Europe and Northern Africa.

The prize awards this year went to:

- Eric Bertrand, General Manager, AVK France S.A. for the highest growth year to date and for securing the largest single order in AVK's history.
- Dirk Jansegers, General Manager, AVK Belgium N.V. for continuous growth since he was appointed General Manager.
- Claus Møller Nielsen, Area Sales Manager, AVK International A/S for excellent sales performance and support to Russia and Israel.



Eric Bertrand, General Manager, AVK France S.A.



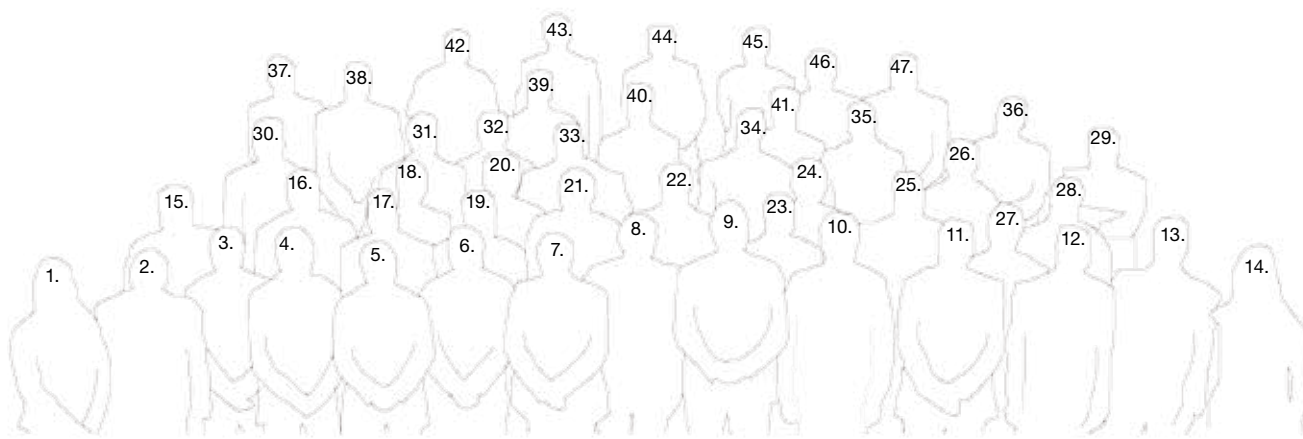
Dirk Jansegers, General Manager, AVK Belgium N.V.



Claus Møller Nielsen, Area Sales Manager, AVK International A/S



All participants were thoroughly introduced to the Supa Maxi™ – starting with a product presentation and continuing with practical training in our show lab.



1. **Anne-Mette Kjær**, AVK International A/S
2. **Javier Garcia Noblejas**, AVK Valvulás, S.A.
3. **Nuno Guerreiro**, AVK Valvulás, S.A.
4. **Francisco Galván**, AVK Valvulás, S.A.
5. **Bo Ellerup**, AVK International A/S
6. **Eddie Magrot**, AVK Haut Marnaise S.A.S.
7. **Eddie Holmqvist**, AVK Sverige AB
8. **Kieran Cantrell**, AVK Italia S.r.l.
9. **Terje Gullaksen**, AVK Norge AS
10. **Frank Lieser**, AVK Mittelmänn Armaturen GmbH
11. **Hendrik Kwakkel**, AVK Nederland BV
12. **Tadeusz Stryjski**, AVK Armadan Sp. z o.o.
13. **Morten Sæderup Nielsen**, AVK International A/S
14. **Helle Timm Sørensen**, AVK International A/S
15. **Niels Aage Kjær**, AVK Holding A/S
16. **Per Møller**, AVK International A/S
17. **Claus Møller Nielsen**, AVK International A/S
18. **Poul Erik Nyenstad**, AVK International A/S
19. **Angel Jordanov**, AVK International rep. office in Bulgaria
20. **Jürgen Dylla**, AVK Mittelmänn Armaturen GmbH
21. **Ole Thyregod**, AVK International A/S
22. **Dieter Schulz**, AVK Mittelmänn Armaturen GmbH
23. **Michael Ramlau-Hansen**, AVK International A/S
24. **Albert Botter**, Wouter Witzel EuroValve
25. **Grzegorz Dabek**, AVK Armadan Sp. z o.o.
26. **Xavier Valette**, AVK France S.A.
27. **Mika Nurmi**, AVK International rep. office in Finland
28. **Kjeld Ravn**, AVK International A/S

29. **Mirek Kopyta**, AVK Armadan Sp. z o.o.
30. **Mikael Baltzer Hansen**, AVK International A/S
31. **Morten Trads**, AVK International A/S
32. **Eric Bertrand**, AVK France S.A.
33. **Felix Györi**, AVK International rep. office in Romania
34. **Ole Hedegaard**, Saudi Valves Manufacturing Co. Ltd.
35. **Albert van Leeuwen**, AVK Nederland BV
36. **Martin Pedersen**, Vatech 2000
37. **Florian Trefas**, AVK International rep. office in Romania
38. **Tommy Porsmose**, AVK International A/S
39. **Renaat Van Haute**, AVK Belgium N.V.
40. **Dirk Jansegers**, AVK Belgium N.V.
41. **Stefan Stegenga**, AVK Plastics B.V.
42. **Jørn Urup Nielsen**, AVK International A/S / AVK Holding A/S
43. **José Miguel Aranguren**, AVK Valvulás, S.A.
44. **Lars Sindal Jensen**, AVK International A/S
45. **Albert Dokter**, AVK Nederland BV
46. **Guillaume Vion**, AVK France S.A.
47. **Allan Povlsen**, Vatech 2000

Not in the picture:
Ilka Draeger, AVK Mittelmänn Armaturen GmbH
Petr Kuzela, AVK VOD-KA a.s.
Lene Mark Torstensen, AVK International A/S
Bo Johansen, AVK Holding A/S
Henrik Buss, AVK Holding A/S
Eddie Magrot, AVK Haut Marnaise S.A.S.

Global management conference 2010

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

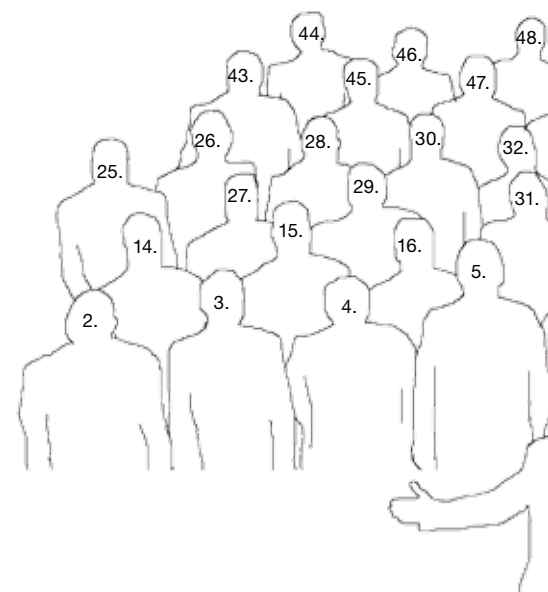


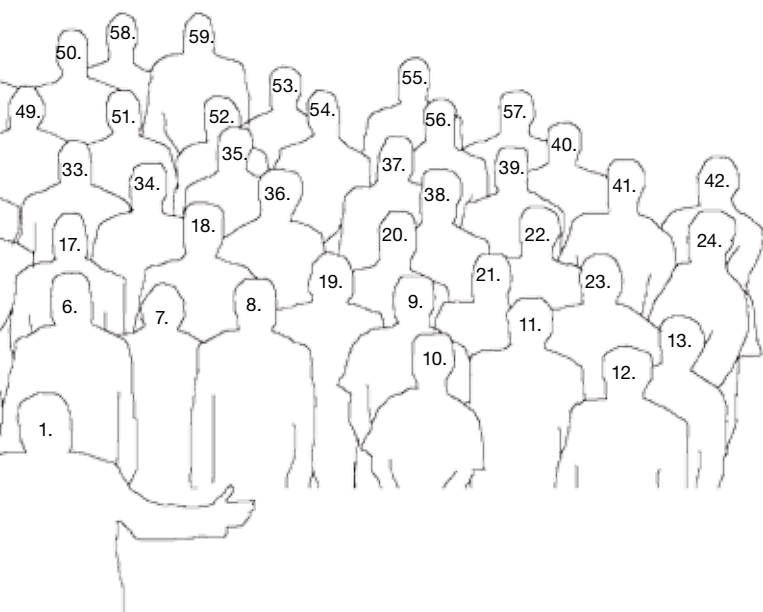
The Global Management Conference is conducted every second year in odd numbered years. Yet this year, we had to break with tradition – the occasion was perfect for a conference as we were able to combine it with Niels Aage Kjær's 40th anniversary.

20 years ago, the conference consisted of only 12 participants many of which came from AVK International A/S. This year, the conference included 61 participants from AVK companies around the world. And AVK keep growing; since last year's conference, we have welcomed five new companies and we now have a total of 47 companies in the AVK Group.

Our product program is obviously extended by the acquisition of new companies, but we also widen our business area. We now span from valves and accessories for the supply network to valves and hydrants for different kinds of industrial installations, industry shipbuilding, and oil and gas exploitation.

AVK have a solid basis which is also reflected in our results, and we are well equipped for the future.





1. **Niels Aage Kjær**, AVK Holding A/S
2. **Kim Ludvigsen**, AVK Overseas Mexico-Central America-Caribbean
3. **Mika Nurmi**, Rep. Office, Finland
4. **Eddie Holmqvist**, AVK Sverige AB
5. **Fred Stafford**, Saudi Valves Manufacturing Co. Ltd.
6. **Trevor Sculthorpe-Pike**, I.C. Valves Co. Ltd. / AVK Holding A/S
7. **Javier Garcia Noblejas**, AVK Válvulas S.A.
8. **Jerzy Bober**, AVK Polska Sp. z o.o.
9. **Allan Ernstrøm**, Group Logistics
10. **Albert Qu**, AVK Syntec (Anhui) Co., Ltd.
11. **Philip Yuen**, AVK Valves Co. Hong Kong Ltd. and AVK Valves (Shanghai) Co., Ltd.
12. **Wang Guo**, Shanghai Water AVK Valves Co. Ltd.
13. **Lixin Zhang (Chen)**, AVK Purchase Office China
14. **Hendrik Kwakkel**, AVK Nederland B.V.
15. **Terje Gullaksen**, AVK Norge AS
16. **Jojo I. Esguerra**, AVK Philippines Inc.
17. **John Sutcliffe**, Invicta Valves Limited
18. **Frank Lieser**, AVK Mittellmann Armaturen GmbH
19. **Paul Hubbard**, AVK Group UK
20. **Morten Sæderup Nielsen**, AVK International A/S
21. **Fran Brody**, Aqua-Gas Manufacturing Ltd., AVK Manufacturing Ltd. and Bryan Donkin Valves Ltd.
22. **Daniel Druart**, AVK Válvulas do Brasil Ltda.
23. **Torben Andersen**, Group Technical
24. **Claus Eskildsen**, Group Finance
25. **Kresten Pii**, Shanghai Water AVK Valves Co. Ltd. / AVK Holding A/S
26. **Arne Hjortshøj**, Group Purchasing
27. **Karsten Pedersen**, AVK Australia Pty. Ltd.
28. **Peter Heijink**, World Valve B.V.
29. **Niels-Erik Andersen**, AVK Valves Manu. Malaysia Sdn. Bhd., AVK Vietnam Co. Ltd. and AVK Valves India Pvt. Ltd.
30. **Garmt de Kroon**, AVK Plastics B.V. & G+W GmbH
31. **Anders Jensen**, AVK Tooling A/S
32. **Peter Lorentzen**, AVK GUMMI A/S
33. **Lars Holmgaard**, J.C. Hansens Metalvarefabrik ApS
34. **Søren Kjær**, AVK Valves (Anhui) Co., Ltd.
35. **Tadeusz Stryjski**, AVK Armadan Sp. z o.o.
36. **Kieran Cantrell**, AVK Italia S.r.l.
37. **Paul Jennings**, AVK UK Ltd.
38. **Bo Johansen**, AVK Holding A/S
39. **Lars Kudsk**, AVK Holding A/S
40. **Michael Ramlau-Hansen**, AVK International A/S
41. **Henrik Buss**, Group IT
42. **Jan Wessels**, Wouter Witzel EuroValve B.V.
43. **Al Jurkonis**, American AVK Co.
44. **Erling Freudendahl**, Product Development
45. **Hans Ottosen**, Flonidan DC A/S
46. **Bo Stubkier**, AVK Holding A/S
47. **Basil Starke**, AVK Valves Southern Africa (Pty) Ltd.
48. **Knud Fl. Madsen**, AVK Holding A/S
49. **Tjaart van der Walt**, AVK Valves Southern Africa (Pty) Ltd.
50. **Petr Kuzela**, AVK VOD-KA a.s.
51. **Mads Lausen**, AVK Middle East FZE
52. **Henrik Lund-Olesen**, AVK Plast A/S
53. **Eric Bertrand**, AVK France S.A.
54. **Dirk Jansegers**, AVK Belgium N.V.
55. **Jon Badrock**, Glenfield Valves Ltd.
56. **Ole Hedegaard**, Saudi Valves Manufacturing Co. Ltd.
57. **Kenneth Blom**, Product Service
58. **Jacob Kjær**, Corporate Legal
59. **Allan Povlsen**, Vatech 2000

Not in the picture:

- Jørn Urup Nielsen**, Business Development
- Niels-Erik Lundvig**, Q-Transport Materiel A/S

Supa Maxi™

Superior tightness and tensile resistance on all pipe sizes and materials

The patented SupaGrip™ sealing support system features a flexible bracket and combined with the unique grip design, SupaGrip™ provides superior tightness and tensile resistance on all pipe dimensions and materials.

Flexible bracket with rigid metal backup of pipe grip and seal

SupaGrip™ provides full support and backup of the gasket even on minimum pipe size within the tolerance range and when used on oval pipes. The flexible bracket is designed to contract and follow the external pipe diameter and support the gasket enabling full deflection up to 1.5 x PN test pressure.

When tightening the bolts, the bracket segments and radially moving bolts move inwards, securing that the gasket

tightens around the pipe and that the grip segments grip in the pipe surface.

Tensile resistant on all pipe materials including AC pipes

Optimum grip and tensile abilities on all pipe materials are secured by means of two different metal grip segments – gunmetal for PE* and PVC pipes and hardened stainless steel for cast iron, ductile iron, steel, stainless steel, and AC pipes. The couplings are tested on all pipe materials according to EN 14525 with 1.5 X PN + 5 bar.

The grip segments are mounted with pins on the bracket segments to provide maximum durability. The high quality metallic materials safeguard that the sealing will not loose compression over time, and that the coupling stays tensile and tight.

During handling the centre piece of the protection cap protects against the sharp grip segments and prevents dirt from settling inside the coupling. When the centre piece is removed the coupling is ready for installation.

** A support bush in PE pipes is recommended by pipe manufacturers to avoid deformation of the pipe.*

Save time and money without compromising on safety

AVK Supa Maxi™ couplings and adaptors offer maximum flexibility, facilitating a secure, fast and easy installation even under difficult conditions.

Reduce time spent on installation

The couplings enable $\pm 4^\circ$ (in total 8°) deflection on each side up to a maximum pressure of PN 16. The large insertion depth tolerances allow the pipe to be cut slightly angled and the pipe will not move inwards when tightening the bolts. This gives a simple installation without need for precise adjustment. The lifting eye in the sleeve in DN 100-300 enables easy and ergonomically safe handling.

Optimized bolt design

The bolt design is optimized for fast and simple assembly. The number of bolts is kept to an absolute minimum, and they are all standard flange bolts enabling use of standard tools. The bolts and nuts are anti-friction coated to prevent galling.

The bolts are tightened from the sleeve side to ease assembly when space in the trench is limited, and the threads are protected by the permanent protection cap. The nuts are encaptured in the bracket and covered by the protection



cap, so they will not fall off when loosening the bolts. Re-tightening of bolts is not necessary due to the all metal SupaGrip™ sealing support system.

AVK sets a new standard with Supa Maxi™ universal tensile couplings

Supa Maxi™ is the latest addition to AVK's range of Supa® couplings and comprises a complete range of large tolerance universal and tensile resistant straight couplings, step couplings, flange adaptors, end caps and transition couplings to EN 14525 for water, gas and sewage applications.

Supa Maxi™ sets a new standard with its unique features:

- 10 couplings/adaptors cover DN 50-300.
- Truly universal with full tensile strength on all pipe materials.
- Patented SupaGrip™ sealing support system with flexible bracket.
- PN 16 in all dimensions for water and sewage (WP -0,9 to 16 bar), PN 10 for gas.

- ±4° (8°) angular deflection on each side, even at max tolerance.
- Large insertion depth tolerances.
- The pipe will not move inwards when tightening.
- Permanent protection caps protect during handling and installation.
- Bolts are tightened on the bolt head from the sleeve side.
- No re-tightening of bolts.
- Number of bolts is kept to a minimum.
- All bolts are standard flange bolts.
- Lifting eye in DN 100-300.
- Fusion bonded epoxy coating to DIN 30677-2, GSK approved.
- Gasket of EPDM approved for drinking water/NBR approved for gas.
- Temperature range -30°C to +70°C.

Marketing material

Contact the AVK marketing department for deliveries.

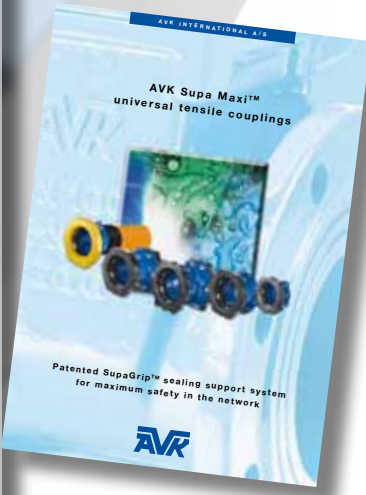
- Demo-clip – Euro 1,5
- Mouse pad – Euro 0,60
- Key ring plastic – Euro 0,60
- Key ring coin – Euro 0,75
- Multi-tool set – Euro 13,50
- Tolerance plastic card – Euro 0,8
- Brochure UK – Euro 0,5
- Poster UK – Euro 0,70
- Roll-up – Euro 250

AVK Supa Maxi™
Universal tensile couplings and adaptors



DN	Tolerance	Bolts	Straight coupling	Flange adaptor	End cap - 1 1/2"	End cap - 2"
mm			Part no.	Part no.	Part no.	Part no.
50	±0.75	4 x M16	401-01-0006	402-01-0006	404-01-0006	404-02-0006
65	±0.75	4 x M16	401-01-0008	402-01-0008	404-01-0008	404-02-0008
80	±0.75	4 x M16	401-01-0010	402-01-0010	404-01-0010	404-02-0010
100	±0.75	4 x M16	401-01-0012	402-01-0012	404-01-0012	404-02-0012
125	±0.75	4 x M16	401-01-0014	402-01-0014	404-01-0014	404-02-0014
150	±0.75	4 x M16	401-01-0016	402-01-0016	404-01-0016	404-02-0016
200	±0.75	4 x M20	401-01-0020	402-01-0020	404-01-0020	404-02-0020
250	±0.75	4 x M20	401-01-0024	402-01-0024	404-01-0024	404-02-0024
300	±0.75	4 x M24	401-01-0028	402-01-0028	404-01-0028	404-02-0028

DN	PE (EN10228)	Transition coupling	DN	Tolerance	Bolts	Step coupling
mm	Part no.	Part no.	mm			Part no.
50/65	403-01-0008	403-01-0008	50/65	±0.75	4 x M16	403-01-0008
65/80	403-01-0009	403-01-0009	65/80	±0.75	4 x M16	403-01-0009
80/100	403-01-0010	403-01-0010	80/100	±0.75	4 x M16	403-01-0010
100/125	403-01-0011	403-01-0011	100/125	±0.75	4 x M16	403-01-0011
125/150	403-01-0012	403-01-0012	125/150	±0.75	4 x M16	403-01-0012
150/200	403-01-0013	403-01-0013	150/200	±0.75	4 x M20	403-01-0013
200/250	403-01-0014	403-01-0014	200/250	±0.75	4 x M20	403-01-0014
250/300	403-01-0015	403-01-0015	250/300	±0.75	4 x M24	403-01-0015



Supa Maxi™ Introduction

Justin van Dongen, Marketing Coordinator, AVK Nederland B.V.

Circus Supa Maximus X UNO

On 10 June 2010 there was a Roman spectacle at AVK Netherlands B.V. Elephants, gladiators and Roman legionnaires were present that day – but why?

AVK Nederland BV introduced the new Supa Maxi™ to the Dutch market and created a unique concept for this introduction, based on the Roman Empire. The campaign was called "Circus Supa Maximus" and the idea behind it was to introduce, present and, most of all, to test the Supa Maxi™ in a Colosseum-like setup. So AVK Nederland B.V. used their time machine and went back to ancient Rome.

On that day Supa Maxi™ had to face great dangers like gladiators to prove its strength to the people of Holland and the guests of the emperor. The gladiators were just a warming up and Supa Maxi™ was victorious, so far. The real challenge was yet to come: two adult African elephants each weighing 3,000 kg.!

With a steel construction, the Supa Maxi was attached to the elephants and the battle began. The crowd went crazy while the epic battle between the warriors raged on. And after a while, when the dust had settled, it became clear that not even two African elephants could break the Supa Maxi™. The universal coupler, Supa Maxi™ was victorious!



Of course, a great victory like this must be celebrated in Roman style. So the guests of AVK's Circus Supa Maximus were invited into the emperor's temple to enjoy good food, great wine and fine music. The day had been a great success for a great product.

And like the slogan of AVK Netherlands B.V.:

Supa Maxi™ – a promise from the past is the solution for the future!



Supa Maxi™ proved its worth

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

Less than two months after the introduction of our new tensile resistant multi-tolerance coupling, the Supa Maxi™ has proved its worth.

Late one night, a leakage was detected on an Ø250 mm PN 16 PE fire water ring main. A connection between an electrofusion coupling and a T-piece had slipped apart. The leakage was exposed, and soon the ditch was half-filled with water. Due to water in the pipeline, it was not possible

to use electrofusion couplings for repairing. Furthermore, the supply net was laid down for PN 16 and only few tensile resistant couplings are applicable for this pressure. The contractor had quite a problem when he called Allan Poulsen from Vatech 2000 at 23.00 in the evening.

Vatech 2000 was able to deliver the requested Supa Maxi™ couplings from stock. A nearby supplier of PE pipes delivered a T-piece to replace the old

one, and shortly after the couplings were installed on the fire water ring main – pressure tested and approved. The redemptive comment from the field engineer was: "This is by far the easiest installation of a restrained coupling I have ever made – we will use this product as our standard coupling from now on."

What better reference could a manufacturer ask for!



Supporting Southern Water

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

AVK UK supporting Southern Water's environmental improvement and water quality schemes across Kent, Sussex, Hampshire and the Isle of Wight.

AVK is a global leader in the manufacture of valves, hydrants, pipe fittings and accessories for the water, sewage and gas industries and has enjoyed a successful framework partnership with Southern Water since 2005. For AVK UK the relationship with such a key utility company as Southern Water, has provided a high profile platform to showcase the quality and performance of AVK products.

AVK valve design conforms to the highly specified criteria of all main Southern Water infrastructure schemes such as Fairlee pumping station on the Isle of Wight, waste water treatment plants at Fullerton and at Sittingbourne, and the vast new pumping station at Eastney designed to reduce the risk of sewer flooding in Portsmouth.

Case study

The Eastney 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. To meet the demand, the discharge pipe-work of each pump will be fitted with four DN 1200 mm, series 641, multi-door recoil check valves with a proximity sensor enabling the pump starter to monitor its closed position. An actuated, series 702, DN 1200 mm outlet isolating knife gate valve has also been installed for use as a fail safe or when a valve is taken out of service. A further AVK recoil check valve and a series 21 DN 200 mm isolating gate valve will be installed on the station's sump pump discharge pipe-work.

Completing the AVK package are DN 300 mm gate valves, again series 21 for anti-surge isolation purposes, and an actuated series 21 DN 200 mm gate valve for draining the main.

All AVK products are designed to be as maintenance free as possible, but if maintenance is required it can be carried out quickly and cost effectively due to their design. The AVK UK – Southern Water partnership demonstrates the AVK global philosophy to understand and align with customer's key initiatives, strategic issues and drivers. AVK, as industry specialists, supply support, product and deliver solutions to

issues ranging from leakage management and prevention through to carbon reduction initiatives.

AVK UK would like to take this opportunity to thank Southern Water and wish them continued success for the future.

IFAT 2010 and the Supa Maxi™ fever

By Ilka Draeger, Marketing Coordinator, AVK Mittelmann Armaturen GmbH

From 13 – 17 September, AVK Mittelmann Armaturen GmbH (AVK MM) together with AVK International A/S took part in this year's IFAT ENTSORGA – the world's leading trade fair in environmental technologies. On a 120 sqm stand designed in the proven concept from Wasser Berlin 2009, both companies showed their latest product news to an increasingly international public.

The product news were the AVK Stübbe PE-ball valves, the "System Berliner Kappe®" with the new non-turnable support tile, project solutions for plant engineering, and last but not least the new Supa Maxi™ series of universal tensile couplings. And the last mentioned was of course the star amongst the product news as the coupling here had its official market launch in Germany. Therefore, everybody was quite excited about how the public would react. In the end, the start for Supa Maxi™ in Germany could not have been better than it was at the IFAT fair.

The Supa Maxi™ launch gained great attention efficiently supported by the release of several articles and press releases in the major German trade magazines, amongst them a comprehensive story by Erling Freudendahl and Lars Sindal Jensen about the development process behind Supa Maxi™ in an English language issue that was especially launched for the international visitors of the IFAT. We took

800 Supa Maxi™ brochures to the exhibition – much more than ever before for a product launch – and still we ran out of them by early Thursday! Even Dieter Schulz, our long-time knowledgeable head of sales in the business, never experienced anything like this before. The 1000 pcs of small 3D cards we took with us to Munich were completely depleted after the fair.

On a bed of rocks, mounted on several types of pipes and visually supported by the installation video on a large TFT screen, the Supa Maxi™ had everyone stop and take a look and listen to our sales staff's explanation. Even at times when the whole stand was empty, which was a rare occurrence, there was always a crowd gathering around Supa Maxi™. No wonder the sales staff was highly motivated and cannot wait to visit the customers for presentations and test installations of the Supa Maxi™ after the IFAT. Another record at this fair was the fact that never before had so many requests for quotations been written down at the fair itself – and not only for Supa Maxi™. There is plenty to do now; more than 400 visitor notes have to be followed-up.

Besides our own stand, we also took part as a co-exhibitor in the joint stand of German Water Partnership and the German Federal Government enhancing our position in this high potential network and improving our cooperation



in projects. On Thursday morning we gave a presentation on the topic "pressure management and leakage reduction" which was highly frequented.

All in all, it was a more than satisfying trade fair. Although it is always difficult to measure the success of a fair in naked figures– this IFAT underlined the importance of taking part in the world's leading trade fair in environmental technologies.

Over the five days of IFAT ENTSORGA, around 110,000 trade visitors from over 185 countries came to the event. After Germany, the top ten countries of origin for visitors were, in order: Austria, Italy, Switzerland, Spain, Poland, the Czech Republic, Denmark, the Russian Federation, the Netherlands and France. Despite a slight fall in visitor numbers, IFAT ENTSORGA still received top ratings in a survey of exhibitors and visitors: "What might at first sight seem contradictory, is explained by a shift in the visitor structure: fewer lower-ranking employees and more decision-makers from the higher echelons in the companies. This, too, is evidence that IFAT ENTSORGA is a dynamic trade fair undergoing change," said Eugen Egetenmeir, Managing Director of Messe München GmbH.

In total, 2,730 exhibitors from 49 countries (2008: 2,605 exhibitors from 41 countries) presented their products,

innovations and services on around 200,000 square metres of exhibition space (2008: 192,000 square metres) in Munich between 13 and 17 September 2010. Never before have so many exhibitors from so many different countries been represented at IFAT ENTSORGA.



Opening of flow lab at AVK International A/S

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

We have now established a flow lab with appurtenant show lab in Galten with AVK Tech as owner and AVK International A/S as active user of the show lab. This is a significant improvement of our opportunities in connection with test, training and presentation of our products.

When you want to have a closer look at a physical thing, you often tend to touch it or take it in your hands. You want to know how it feels. The idea behind our show lab is to enable our sales staff, our customers, our end-users and other relevant partners to see and feel how easy it is to install our valves, hydrants and other AVK products. At the show lab, it will also be possible to test the operating torques of gate valves and butterfly valves even under extreme conditions.



Morten Sæderup Nielsen and Niels Aage Kjær in front of the new lab.



The flow lab is primarily intended for our development department to carry out pressure tests and lifetime tests on our products before releasing them for sale. Instead of outsourcing these tests, it will now be possible to perform many of them at our own premises. It will also be possible to carry our performance tests on hydrants and determine not only the minimum performance specification as most standards require, but the maximum performance as well.

On 4 June 2010 we opened the flow lab and show lab in connection with Niels Aage Kjær's 40th anniversary. Bo Stubkier, Business Development Director, opened with a speech in which he thanked all the AVK companies, suppliers and craftsmen who had contributed to this project. He specifically thanked Nordisk Wavin for sponsoring all PE-pipes.

After the speech, Erling Freudendahl, our development manager through 37 years, cut the ribbons and declared the flow lab and show lab officially open.



Erling Freudendahl, Development Manager of 37 years, cut the ribbons and declare the flow lab and show lab officially open.



Hydrant test station. Here, the hydrants can be performance tested through one, two or three outlets. Most standards require specification of minimum performance, but here, we are also able to find the maximum performance.

Fire hydrant installation in Salgótarján waterworks, Hungary

By Kornél Oberding, Marketing Manager, Euroflow plc, Hungary

In the city Salgótarján, located in the hilly, northern part of Hungary, the waterworks have recently installed a series 87 above ground fire hydrant.

The water network was expanded in the early sixties and a lot of steel pipes were used which has implied that the risk of corrosion is extra high now. At the same time, the

network pressure varies between 2 and 12 bars in the hydrants' closing piston.

The newly installed AVK series 87 above ground fire hydrant will hopefully have no operating problems, and based on positive feedback, the whole city-network will be equipped with AVK series 87 above ground fire hydrants.



North Jeddah Sea Outfall Project

By AVK SVMC & Wouter Witzel EuroValve B.V.

Since 1986 AVK Saudi Valves Manufacturing Co. Ltd (AVK SVMC) has been the distributor of Wouter Witzel EuroValve B.V. (WWE) butterfly valves in Saudi Arabia. The valves have been supplied to desalination, water, sewage, district cooling, sea water and building services applications.

In December 2009 WWE received the purchase order for ten butterfly valves EVFS DN 2000 worm gearbox operated, which had been secured by Shahid Qureshi, Area Sales Manager, AVK SVMC. The ordered valves were with rilsan coated ductile iron disc in combination with a rubber lining vulcanized to the body. This execution is in general used for drinking water applications, but it was also the preferred choice for the treated waste water application of the Sea Outfall Project.

The North Jeddah STP is a major project with a budget of 257 million SAR. The capacity will be more than 250,000 m³/day for the first stage. Together with the WWE DN 2000 butterfly valves, AVK SVMC has also delivered DN 2200 penstocks and matching dismantling joints to the same project. The DN 2000 butterfly valves will be part of a 15 km twin sea outfall pipeline.

As with many big projects, the delivery time was a serious issue. The valves left WWE's factory in Losser, Netherlands after only 14 weeks from receipt of order, and thanks to the good co-operation between AVK SVMC, WWE and AVK Malaysia, one of the DN 2000 valves could be shown at Asia's no. 1 Water and Waste Water Industry event – the Asia Water Exhibition 2010 in Kuala Lumpur last April.



Series 06 DN 600 water gate valve installation in City Miskolc / Hungary

By Kornél Oberding, Marketing Manager, Euroflow plc, Hungary

Miskolc is an old industrial city in the northern part of Hungary. After a period of recession due to the financial crisis, we now see a lot of new investments in the area.

The pictures show a road re-construction where a DN 600 water pipeline was renewed.

The extra deep laying level and the ground water made the building conditions harder. The new DN 600 AVK valve will have a very important function: in case of a water pipeline damage this DN 600 valve will - by cutting off the water supply to the rest of the town - ensure that a significant part of the city still has water.

A junction line (DN 600) will be the next installation step that will be executed with an all flanged "T" piece and a double flanged elbow.



Rehabilitation of the largest sewage pumping station in Bergen Municipality

By Per Ole Bakken, Product Manager, AVK Norge AS

When the 90-year-old pumping station in the middle of Bergen was renovated, AVK Norge AS delivered valves and other material in cooperation with Ahlsell and Grundfos Pumper.

The city of Bergen was founded more than 900 years ago and is situated on the west coast of Norway. Since its foundation, Bergen has been the centre of foreign trade and in the middle of the 14th century, it was one of the most important commercial centres in Northern Europe. With its 250,000 inhabitants, Bergen is now the second largest city in Norway.

The rehabilitation of the pumping station started in August 2009. It was a complicated project because the existing

pumping station had to be in operation during the entire process. This was achieved, even though the main road E16 in the centre of Bergen was closed for seven weeks which was definitely not a satisfactory solution for the drivers.....

AVK delivered all valves in dimensions up to DN 600 for the pumping station. In addition, we also delivered flange adaptors, couplings, air valves and pressure reducing valves.

We congratulate Bergen municipality on its new pumping station, and we thank Ahlsell and Grundfos for a hectic but very good cooperation.



Project manager at Grundfos Pumper, Geir Nilsen and AVK project manager, Edgar Larsen in front of two dry installed Grundfos pumps each weighing 3,000 kg with a capacity of 780 litres/second. Also, two 400 kg immersion pumps have been installed – each with a capacity of 150 litres/second.



In the street outside the pumping station, the old DN600 cast iron pipeline has been connected in a newly built well. The well is 20 m². Walls and roof were casted after installation of these three DN 600 gate valves series 06/30.



PE-pipes Ø630 have been installed in the pumping station. Here, in combination with knife gate valves series 702 and air valves series 701.



Fortunately for our valves, they have no idea of what await them when they leave our clean and cosy warehouses. This valve is attached with a water gauge and placed behind a grate. In addition, the valve is partly flooded by sewage water. We hope it will be much better off in its next life.....

Around the world

H₂O – Accadueo in Ferrara, Italy, 19 - 21 May 2010

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

The 11th international H₂O exhibition was held in Ferrara in northern Italy during May this year. This exhibition is very specific for the water distribution business, and it attracts all the Italian water companies and most of the contractors who work for them. As such, it is a unique opportunity to meet a lot of current and potential customers in a short period of time. There were also a lot of visitors from the Balkan area, and there were a number of overseas delegations also.



Almost 300 exhibitors participated, and AVK Italia was present with a 64 m² stand. Our focus this year was on big sized valves (AVK International A/S) and butterfly valves (AVK International A/S and Wouter Witzel Eurovalve B.V.). Connection possibilities for plastic and DCI pipes including combi-flanges and couplings (AVK UK Ltd.) as well as repair products (both Rewag and local) and plastic surface boxes (from AVK Plastics B.V.) were also highlighted.

There were also a number of conferences which focused on water loss and how to combat it. This is a huge problem in Italy, and coupled with the very low water cost to the consumer, makes the Italian market a challenging one for the municipalities and their suppliers.



The AVK Italia approach in the market was reflected by our bright and open stand and by all our stand personnel who wore an eye catching polo-shirt with a huge AVK logo on the back. We consider the exhibition a success, and look forward to 2012!

Project Qatar exhibition in Doha on 12 – 15 March 2010

By Sasi Kumar, Product Manager, AVK Middle East FZE, Dubai

Qatar is one of the most thriving project activity nations in the Middle East with multibillion projects underway. AVK is one of the leading valve suppliers in Qatar with particularly Glenfield and Wouter Witzel brands.



The Project Qatar exhibition is a well-known exhibition in the construction and infrastructure sector and is usually attended by most of the clients, consultants and contractors. The main purpose of participating in the exhibition is for AVK to show our strength in the region with local manufacturing and technical support, but also to develop new markets. More and more international consultants focus on Doha due to the rapid project

developments, and the exhibition was an ideal opportunity to introduce our products to newcomers.

AVK displayed the latest product news on the stand and the star of it all was the completely red-colored AVK pillar hydrant. The local AVK agent M/S Al Obeidly was present at our stand.

The exhibition was inaugurated on 12 March 2010 by Prime Minister and Minister of Foreign Affairs HE Sheikh Hamad bin Jassim bin Jabor al-Thani. During the four days, the exhibition was visited by many well-known personalities from local government authorities such as Kahrama, Ashgal, Qatar petroleum etc. along with various consultants and contracting personnel. Around 1,000 exhibitors from 36 countries took part in this international trade exhibition.

AVK MIDDLE EAST Technical Seminar 2 - 3 June 2010

By Sasi Kumar, Product Manager, AVK Middle East FZE, Dubai

As a part of the product knowledge development, programmers from the Middle East (AVKME) conducted a two-day seminar for representatives from Qatar, Oman, Kuwait, Bahrain & Jordan. Eight participants attended the seminar which included sales engineers and sales managers.

Here, a detailed presentation was made on various AVK products and on specific series of gate valves, butterfly valves, check valves, fire hydrants, and gas products. The latest developments within the valve industry, specific technical selling points as well as superior quality and advantages of AVK products in the Middle East region were also part of the discussions.



The participants were taken for a visit to the world's tallest building and new icon of Dubai- the "Burj Khalifa". AVKME was proud to announce to the participants that Burj Khalifa uses Wouter Witzel Eurovalve B.V. butterfly valves for its cooling systems.

Snow from October to May

By *Eddie Holmqvist, VD, AVK Sverige AB*

A picture from the northern part of Sweden. In this area there is snow from October to May and as such all VA work is performed during the short period from June to September. Therefore, many products are prefabricated before mounting. Laying depth is 2.5 – 4 m



In the field.....

By *AVK UK Ltd.*

An AVK series 55/34 ductile iron resilient seated PN 16 gate valve complete with an 80 mm bypass valve is installed on a cement lined mild steel pipeline with end load dismantling joints fixing the valve

onto the pipeline. The application is a 500 mm pipeline that needed to go under a new motorway extension in Auckland, New Zealand. There is one of these valves on either side of the motorway construction.



This protective coating must conform to AS/NZS 4158 which covers all aspects of the materials and processes of the coating. As with any painted or coated product, the life and durability of the coating and the product it protects is only as good as the surface preparation that precedes it.

Testing includes:

- Cure tests
- Continuity
- Adhesion
- Thickness; minimum of 350µ for internal wetted surfaces and 300µ externally.

AVK's coating process ensures that the highest quality coating is applied which in turn enables the product to meet the expected working life of 50 years in waterworks applications. The FBE coating is but one important part of the entire process of design, manufacture and testing, which warrants your AVK product as being produced in accordance with the relevant Australian / New Zealand standard applicable to that product. The bypass was specified to avoid valve damage when filling the pipeline

and to reduce the operating torque when opening the large valve by equalising pressure across the gate. The procedure is to open the bypass valve before opening the main valve. To close; close the main valve first and then the bypass valve. Humes N.Z. worked closely with the contractor to finalise specifications and due to the significant commitment of component stocks, AVK were able to deliver within a very tight construction time frame.

AVK Haut Marnaise S.A.S. is producing hydrants for export sales

By *Guillaume Vion, AVK Haut Marnaise S.A.S.*

AVK Haut Marnaise S.A.S. (AVK HM) is producing a wide range of hydrants not only for France but also for export sales. They are distributing this range of hydrants mainly through AVK France.

ABU DHABI WATER AND ELECTRICITY (ADWEA), the local authority in charge of water and technical specification for Abu Dhabi area, requires French norm for hydrants and as such, AVK France is taking care of this special market in the Middle East.



In 2009, we delivered more than 100 hydrants for a large project in Abu Dhabi. The new FORMULA 1 circuit, financed partially by FERRARI, has been set up in YAS ISLAND in 2009.

To be continued on page 26

Around the world

Continued from page 25

A few months ago, the first race took place in this new and amazing place. It's the only Formula 1 race where the drivers start in sunshine and end in the night.

AVK HM is represented by Watecom in UAE. Watecom offered AVK hydrants to the contractors to match all technical specifications of ADWEA. AVK HM hydrants have to match several technical specifications: bronze caps and outlet, stainless steel 316 stem, 300 microns of coating, aluminium cover etc.

During this large project, building of new constructions have increased, and this is a good perspectives for AVK to develop sales of hydrants in ABU DHABI through its partner Watecom and keep a strong position in this market.

Pictures from the Neste Oil Rally Finland, a part of the FIA World Rally Championship



ExpoApa 2010 held on 14 – 16 June 2010 in Bucharest, Romania

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

ExpoApa 2010 was held from 14 - 16 June 2010 at the Palace of Parliament, Bucharest under the title: "Development of the water supply and sewerage systems in the rural communities". This was the 12th international exhibition for water supply, sewage treatment.



ExpoApa is the most important specialized international exhibition in the water field in Romania. Every year, this major event brings together specialists from water companies, designers, general contractors, consultants and major suppliers of equipments and technologies dedicated to water and sewerage segments.



AVK Romania's objectives with participation in this event were:

- to have face to face meetings with our end users (water companies, operators for water and sewerage).
- to promote our main products and newest products

- to provide detailed technical materials dedicated to designers
- to find new business opportunities by identifying new clients and distributors.

More than 100 companies exhibited on around 1,600 m² space indoor. Along with the Romanian companies there were also exhibitors from: Germany, Denmark, Austria, Poland and Bulgaria. During the three days of exhibition there were more than 1300 visitors – mainly from the water and sewerage segments.

The AVK stand was placed in the main hall, in an area of 30 m², and it was structured on two frames: one for water products and one for sewerage products. We also showed the buried solution for gate valves and service connection valves, the Supa Plus™ range, the above ground hydrants series 87 and the "Nostalgia" hydrant. The special beer hydrant also attracted many visitors.

The ExpoApa exhibition was a good opportunity to get updated on the latest news, but also to send our messages efficiently to a lot of people from this business segment. We also used the exhibition to find new partners and new segments in our business, and last but not least to be present where all our competitors are and to send the message to the market that we are active and able to supply high quality products.

AVK seminar and show bus in Suzhou, China

By Earnest Hu, Marketing Director, AVK Valves (Shanghai) Co., Ltd.

AVK Shanghai's demo bus made its maiden voyage to Suzhou on

28 May 2010 – only one week after its birthday! The city is a major tourist and industrial city featuring classic garden sceneries along with the most modern manufacturing industry in China. There are eight major state-owned water companies servicing a population of 5.71 million. During the financial year 2009/2010, AVK delivered six million RMB butterfly valves and air release valves in this region.



AVK Shanghai held a technical seminar along with a local distributor. More than 30 participants from local waterworks, institutes and industries attended the AVK seminar which was officially opened by Mr Kresten Pii, who gave a speech on AVK values and investments in China. The managing director of AVK Shanghai, Mr Philip Yuen, gave a short review of the history of AVK and a status on the product applications.

The seminar lasted for three hours during which various topics within the water and sewage segments were discussed. After the seminar, the new AVK show bus was presented and all participants commended the show bus highly for its variety and presentation of products.

I would like to thank all involved colleagues, and especially Kresten Pii, for the support with building up the demo bus.

New Managing Director for World Valve B.V.

The AVK Group has appointed Danny Mulder Managing Director of World Valve B.V. in the Netherlands as of 26th of July 2010. Since AVK took over World Valve in 2008 the company has been run by Peter Heijink from Eurovalve as part-time interim manager. Peter has returned to his position as CFO of Eurovalve.

Danny Mulder has nine years of experience in the valve industry, particularly in the power generation, chemical, petro chemical and general industries. In addition, nine years in valve related industries like process filtration and automation.



Danny Mulder: Being part of the AVK family creates new opportunities for us in markets that we are not touching today. World Valve is a unique company that is well positioned for future growth. The company has over 50 years' experience in manufacturing butterfly valves for all kinds of industrial applications.

I am proud to be able to work with a great team of experienced people;

the team's flexibility and willingness to accommodate clients' individual requirements set us truly apart from the competition. The product range of wafer, lug and flanged type butterfly valves with diameters up to 2,000 mm are manufactured with linings which are resilient, durable and suitable for most industrial applications. A further advantage is the low torque required to open the valve even against full differential pressure acting on the closed disc.

Over the years World Valve has acquired an international reputation for reliability, high quality products and fast delivery times. Our aim is to expand our global activities with focus on creating added value and full customer satisfaction.

Valve at Manchester Museum of Science and Industry

By Royce Paul, Regional Sales Manager, AVK Middle East F Z E, Dubai, UAE

A Glenfield & Kennedy self-closing valve was installed around 1885 to control the water flow along the Thirlmere-Manchester water channel. It had a bitumen coating to protect the valve body buried below the ground.



Around the world

Asia Water Exhibition 2010

A DN 2000 valves was shown at Asia's no. 1 Water and Waste Water Industry event- the Asia Water Exhibition 2010 in Kuala Lumpur in April.



New location in Romania

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

AVK International A/S Representative Office, Romania has moved to a new location. We moved our headquarters to the northern part of Bucharest and were up and running in our new office as per 1 July 2010.



The office phone number, fax and e-mail remain the same. The new address is:

AVK International A/S Representative Office Romania
B-dul Agronomiei, No. 8-16, Bl. N1.3,
Ap. 3, Sector 1
Bucharest, Romania

FKB annual meeting in Brøndby, Denmark on 25 – 27 August 2010

By Tommy Porsmose, Sales Manager, AVK Danmark A/S

The Danish association of fire chiefs (FKB) held its annual meeting on 25 – 27 August 2010.



The annual meeting is held as an exhibition. Suppliers and producers of fire protection equipment are invited to present their products which includes everything from fire engines to other emergency vehicles, uniforms, radio systems and of course fire hydrants.

AVK was present at the exhibition with the entire fire protection product package, e.g. the AVK Mittelmann fire hydrants series 84/40 P5 Nostalgia and series 84/70 P6 Niro. This year we were also able to present the AVK series 87 tunnel hydrant which is specially developed for narrow places.

INTERSCHUTZ 2010 – DER ROTE HAHN, Leipzig, Germany

By Helle Timm Sørensen, Key Account Manager – Fire Protection, AVK International A/S

From 7 – 12 June – six very warm days in Leipzig – the Interschutz Exhibition took place in the eastern part of Germany. Interschutz is an international exhibition for rescue, fire prevention, disaster relief, safety and

security which takes place every 5 years. The 2010 international exhibition had attendance from 53 different nations – and visitors from 46 different nations, who visited the stands to see the newest brands, products and technologies within the fire protection industry.

AVK International A/S and AVK Mittelmann Armaturen GmbH had a joint stand and worked together in making the AVK name more known in the fire protection industry. The products on our stand were hydrants, valves and accessories for industrial fire protection, and thus mainly our products that are UL listed and FM approved. Additionally, for the German speaking markets we showed our VdS-approved valves and the DIN monitor hydrant.



Especially the hydrants, which were placed close to the busy walkway, received a lot of attention and led to many interesting questions and discussions with engineers, buyers, dealers and fire brigade/rescue services.

The AVK stand had many visitors, especially in the middle of the week. The visitors came from all over the world. A large group of our visitors came from the Middle-East area and another large group was from Germany. Generally, our new fire protection setup at the stand received many positive comments during the six days in Leipzig, and together with the many visitors which led to new

customers and orders, I can only conclude that it was a successful exhibition.

The Slovak craft abilities competition 2010

Ing. Monika Jánošková, Sales and Marketing Department, AQUAGAS spol. s r.o.

The Slovak craft abilities competition unites the best water companies throughout Slovakia and has been a tradition in Slovakia for 26 years. The purpose of this event is to share the practical knowledge, experience and new working practices as well as the discussion of important topics such as improvement of services and businesses.

This year's competition was held in Tatranske Matliare, near Poprad in the Northern part of Slovakia on 8 – 10 September, organized by Veolia – Podtatranská Water Company.

The winners of the in-house heats within each company were prepared to compete in 3 disciplines, such as mounting valves on a pipeline within the shortest time or searching for defects in the pipelines. The friendly atmosphere was promoted by the visit of Peter Hámor, well-known mountaineer who has conquered the 7 highest peaks in the world.

The main sponsorship was supported by AQUAGAS spol. s r.o., the distributor of AVK in Slovakia. AQUAGAS supplies and provides systems comprising of valves and fittings for water, gas and sewage. The event was attended by Peter Chalás, the Managing Director of AQUAGAS, Marián Potrok, the Sales and Marketing Manager, and salesmen

Marián Lazár and Marek Šidlovský also from AQUAGAS.

This event has deepened the knowledge and even more showed the quality and resistance of AVK products to many technicians and managers of water companies. It was an excellent opportunity to profile AVK in Slovakia and we would like to express our gratitude to everyone involved in making it so successful.



Series 87 fire hydrant at "TETTYE" waterworks

By Kornél Oberding, Marketing Manager, Euroflow plc, Hungary

A series 87 above ground fire hydrant has been installed for test purposes at "TETTYE" Waterworks in Pécs, Hungary.



The waterworks' standard procedure is to order one piece to try its reliability prior to a larger shipment of new products.

A waterworks are excellent places to test fire hydrants. Here, all operating functions are tested – including cleaning of the pipeline and filling the water tanks which are frequently used.

Pipeline re-construction in a DN 500 pipeline in Budapest, Hungary

By Kornél Oberding, Marketing Manager, Euroflow plc, Hungary

Euroflow delivered all the necessary material to the contractor: Gas gate valves, factory-coated steel pipes & fittings, and on-site corrosion protection as well. Budapest Gas Co. will deliver natural gas for the customers via the new pipeline.



Installation photos from all over the world



Installation of gate valves and dismantling joints in Russia. Sent in by Marina Kovaleva, Santeh-Servis.



AVK valves at Kronborg – a Danish castle. Sent in by Thue Stensgaard, AVK Holding A/S.



A series 27 hydrant in front of the Atlantis hotel in Dubai, sent in by Marek Jacaszek, AVK Mittelmann Armaturen GmbH.



Gate valves in Kalix. Sent in by Åke T in Kalix, Sweden.



Street cover from the mountain city Teia near Barcelona, Spain. Sent in by Bent Rasmussen, AVK International A/S.



AVK valves being installed at the industrial area of World Valve in The Netherlands. Sent in by Peter Heijink, World-Valve B.V.



Repair clamps being installed. Sent in by Petr Kvicerá, AVK VOD-KA.



Installation of a knife gate valve and combi flanges in Russia. Sent in by Marina Kovaleva, Santeh-Servis.



Installation of gas valves in Russia. Sent in by Volyntsev Maxim Vladimirovich, Santeh-Servis.

Competition



We are happy to announce that the winners of interlink no. 35 are:

- Jo Stiers, VMW, Belgium
- Cristian Negoita, APA NOVA, Romania
- Arunkumar, AVK Middle East F Z E, Dubai

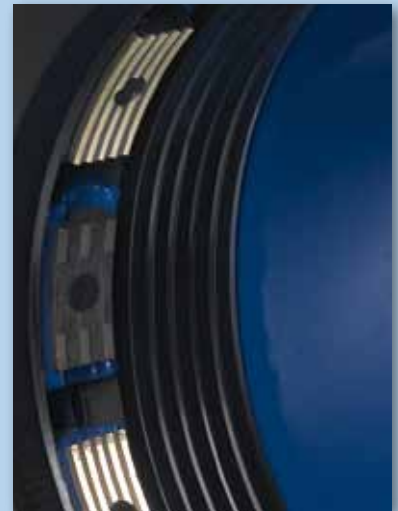
Gifts are on their way.

The correct answer is: An AVK external repair clamp

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



Check-inn bag from Stelton.



Hummel sports bag.



Corkscrew from Stelton.

