



EXPECT
STORIES FROM
THE AVK WORLD

Expect... **AVK**



DEAR READER

When you read the paper or watch the news on TV, you very often see and hear words like climate change, sustainability, smart water management, non-revenue water, circular economy and liveable cities. These words are all related to the challenges which the international community is facing. We all have a role to play in responding to climate change; it is a global problem and international cooperation is vital for both effective mitigation and adaptation to climate change.

Worldwide, the weather is getting more extreme and while some regions are likely to get wetter as the world warms, other regions that are already on the dry side are likely to get drier. This means that wet areas will have to handle even larger amounts of water while dry areas will experience an even worse decline in clean drinking water. Here, it is obvious for me to mention non-revenue water because these dry areas also very often have high

leakage rates in their drinking water system making the conditions even worse.

When talking about climate changes we hear words like circular economy and liveable cities which largely mean that instead of considering resources as a problem, we have to consider how to use and reuse our resources in the best possible way. Wastewater should be treated as a resource in which the sludge can generate energy and the cleaned wastewater can be used as cooling water in the process industry, as industrial water or even as recreational water in the cities where it - with supervised percolation - can be reused as groundwater sometime in the far future.

AVK must be part of these processes as our products fit perfectly into many solutions to the above mentioned challenges. In connection with storm surges we

offer large dimension valves and penstocks. For non-revenue water we offer valves, couplings, repair clams and control valves, and we also have a very extensive product program for wastewater.

In the coming editions of Interlink, we will focus on these topics and the products AVK is able to offer in these connections. In this edition you can read about a groundwater based solution for 50,000 inhabitants in the Changdon province in China and you can read about a rehabilitation project in Hungary.

I hope you will enjoy reading this edition of InterLink.

Michael Ramlau-Hansen

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Frontpage picture

With a falcon's eye from a hotel room, AVK owner Niels Aage Kjær spots a "family member" from 1996. Picture taken outside Sheraton Marina, San Diego, CA, USA on 30 July 2015.

Index

Perfect installation.....	3
AVK Valves for the new desalination plant in Andaluca.....	4
AVK solutions at Water World Forum ..	6
Global Leakage Summit 2015.....	8
Sheffield Water Centre.....	9
Partner of the Year 2014 - Wouter Witzel Eurovalve rewarded as Excellent supplier	10
New Organisation - Sweden	12
Southern Water Corby visit	13
AVK valves for district cooling in Copenhagen	14
AVK helps securing Albanian water supply for the future.....	16
Opening of the new AVK Haut Marnaise site.....	18
AVK on the Caribbean market	19
Drinking water quality improvement in Békés county.....	20
AVK products were successfully installed in Sakarya	21
Expect tailormade solutions for outdoor firefighting	24

Expect... www.avk-armaturen.de	23
AVK received high attention at IFAT Eurasia Fair	23
Continental European Sales Conference on 3 -4 June 2015	24
New large injection moulding machine at AVK Plast A/S	25
DN 1400 Butterfly valves mounted in lock gates	26
Danish waterworks set the standard for Jinan	28
AVK at the Interschutz fire protection trade show in Hannover	30
AVK Around the world	31
Competition	32

PERFECT INSTALLATION

THE NETHERLANDS



You can find the animation at this address:
<https://www.youtube.com/watch?v=QY7h1OjOLLw>



You can find the animation at this address:
<https://www.youtube.com/watch?v=gdPGo5cy7mM>

AVK Plastics launches two new animated videos, showing the advantages and proper installation of two different types of surface boxes for perfect pavement installation and perfect tarmac installation.

*By Geertje Holtrop,
Sales & Marketing Assistant,
AVK Plastics BV*

The first new animated video of AVK Plastics shows the features and benefits of pavement surface boxes, which are fixed height surface boxes with a square or rectangular top. With these types of surface boxes time and money is saved thanks to simple and efficient installation and no more need for 'mosaic' filling in of spaces afterwards, leaving an overall better looking and cleaner site.

Fixed height surface boxes are best applicable in light traffic areas and pavement installation. For heavy traffic areas with tarmac installation height adjustable surface boxes are far more suitable. The second animated video shows why AVK Plastics highly recommends installation of height adjustable surface boxes in tarmac roads.

The lifetime of a surface box installed in heavy traffic areas is very much depending on proper installation, meaning the top of the surface box needs to be exactly in line with the top layer of the road surface. It is however very difficult to control the procedure of road construction up to the millimetre. In cases where the top of the surface box ends up too high or low in relation to the top layer the road and/or surface box can be damaged and costly corrections are needed afterwards. Height adjustable surface boxes easily adjust to road level during installation and time consuming repairs belongs to the past.

The animated videos of AVK Plastics will help customers make the right choice for their specific situation, offering 'perfect solutions'.

AVK VALVES FOR THE NEW DESALINATION PLANT IN ANDALUCIA

SPAIN



View of the high pressure sand filters

Dalias is a little coast town in Almeria, Andalucia in the south of Spain, close to Granada. The area is one of the driest in Europe. Still, the subtropical desert climate, the arid soils and water shortages have not been an impediment to Almeria farmers and through hard work they have turned the area into the orchard of Europe.

*By Manuel Martín,
South Area Sales Manager,
AVK VALVULAS S.A., Spain*

Currently, 26,500 hectares are used for intensive horticulture with an average productivity of 9 kg/m², export of 60 %, with an annual production of 2,500,000 tonnes and a turnover of 1,800 million euros.

Almeria's main production area is vegetables like tomatoes, peppers, cucumbers, eggplants, watermelons, melons, lettuces, etc. which go straight to the European homes.

Almeria farmers have overcome the difficulties imposed by weather and have succeeded in developing one of the world's most efficient irrigation systems, and the new desalination

plant will help improving the economic situation in the region.

The over-exploitation of aquifers in the area has forced the government to seek alternative supplies for irrigation and drinking water. This is one of the latest projects of ACUAMED (a public company which is part of the Ministry of Environment). The net production volume will be 30Hm³ per year and the desalination plant will be ready next summer.

The contractor is a joint venture which comprises the companies SANDO, VEOLIA AGUA, VEOLIA WATER

SYSTEM, INYPSA and CRESCENCIO PEREZ.

AVK VALVULAS S.A. has supplied this project with valves from the factory InterApp-Valcom S.A.: DESPONIA butterfly with disc in superduplex 1.4573, from DN65 to DN1400 actuated with different drivers; series 75/41 in PN25 with disc in duplex from DN300 to DN900; and DYNAXE in PN40 from DN100 to DN350.

The upgrading in that area includes two additional projects to improve the irrigation facilities of Dalias: “Mejora de Regadío Poniente Almeriense” and “Balsas de Dalias”. The constructors of these projects are SOGEOSA and GRUPO TEJERA; two of the most important construction companies in the area.

AVK VALVULAS S.A. supplied gate valves and butterfly valves from WouterWitzel Eurovalve and InterApp for these projects.

AVK VALVULAS S.A. started working on this project many years ago; the project was stopped for two years but finally, with the support from our colleagues, we won the order. Thank you everybody.

The delivery from AVK VALVULAS in this project was more than 700 butterfly valves with actuators and other AVK products.



Panoramic view of the intensive agriculture in Almería



Panoramic view of the Alcazaba of Almería



AVK SOLUTIONS AT WORLD WATER FORUM

SOUTH KOREA



Philip Yuen, Managing Director of AVK Korea during his opening speech.

In April 2015 several Danish companies participated in the world's biggest water congress along with Confederation of Danish Industry and State of Green.

*By Lise Østergaard,
Communications Coordinator,
AVK International A/S*

The Danish Minister of the Environment Kirsten Brosbøl officially opened the Danish pavilion at World Water Forum in South Korea, which is the world's largest water management meeting. Among the visitors were other companies, scientists, investors, representatives from the water supply industry and ministers for the

environment. Therefore, AVK was participating alongside Danfoss, DHI, Grundfos, DTU and Danish Water Forum.

In the opening speech, Kirsten Brosbøl pointed out the importance of working together to accomplish our common interests within water efficiency and water management. For AVK that meant getting an opportunity to share our knowledge and expertise within water and wastewater with visitors and the other companies we shared pavilion

with at the congress. Kirsten Brosbøl and a unified Danish water industry have together agreed upon a new vision for export of water technology: To double the export within 2015. This can potentially lead to 3-4,000 new Danish jobs.

Export of Danish water solutions hold great potential since Denmark have some of the best water technologies on the market. Therefore, there was great interest in the Danish pavilion and the Danish experiences. And with statistics



Kirsten Brosbøl, Minister of Environment, during her opening speech at the Danish pavilion World Water Forum

showing that approx. 5 % of the world's energy consumption and up to 30 % of municipalities' electricity consumption are related to water treatment, there is a great potential in Danish companies cooperating to use these experiences in new and different settings. This includes a great potential for AVK.

Input from AVK at WWF

Philip Yuen, Managing Director at AVK Korea, represented AVK at the World Water Forum. Philip Yuen gave an opening speech informing the participants of the possibilities that lie within the use of Danish experience and expertise.

As an example of great results from a Danish partnership, focus was put on

the waterworks in Hasselager- Kolt near Aarhus, Denmark. This has been future-proofed in correlation with performance and component deliveries, and all the products have been selected with focus on high quality.

Three waterworks just like this are about to be sold to China. This means that Danish water supplies are currently being built for 50,000 inhabitants in the city Jinan.



Philip Yuen, Managing Director at AVK Korea and Kirsten Brosbøl, Minister of Environment.

Key messages from Denmark at World Water Forum

At World Water Forum there were several sessions where the visitors could learn about more specific topics. In this context, Denmark was responsible for the following topics:

- Innovative and integrated urban water management
- Water efficiency
- Improving science and technology links

And among the key messages from the sessions are:

- We need to emphasize the full cost of water, including wastewater treatment, to achieve water and energy efficiency
- We should stop seeing wastewater as waste, it is a resource to be utilized locally or centrally
- We need sector specific business cases to improve water efficiency. The water footprint approach can be used to prioritize measures in a holistic perspective
- Triple-helix approaches contribute to innovation, but the public and civil societies must also be included

GLOBAL LEAKAGE SUMMIT 2015

UNITED KINGDOM



Graham Charnley and David Hurley of AVK UK Ltd at the Global Leakage Summit.

AVK UK Ltd was pleased to exhibit at the 7th Global Leakage Summit in London on 17 - 18 March. With Graham Charnley and David Hurley of AVK UK Ltd demonstrating the latest development in pressure management valves and air valves, wide interest was shown by the delegates in the high quality and innovative products on display.

*By Graham Charnley,
Non Revenue Water Manager,
AVK UK. Limited*

With representatives from the major UK water utilities and a global delegates pool ranging from Japan, India and across Europe, the ability for AVK to service the technical requests at the conference and offer a local support from the AVK Group, provided a positive response.

Speakers from a wide background showed that leak reduction and pressure management is a common industry issue and solutions are required in world markets, which placed AVK at the centre of servicing this requirement. Using the Expect...AVK commitment of "Solutions, not just products", a full solutions package from re-active repair fittings to proactive material solutions of air valves, replacement gate valves, pressure management, and mechanical fittings were promoted to meet the customers' requirements.

A productive first day at the conference resulted in secured commitments for UK field trials on new products and confirmation that the air valve package had delivered recent solutions to problematic networks issues. Finnish, Dutch and Indian contacts all were appreciative of the AVK Group's ability to follow up on technical issues raised at the conference on a local level.

SHEFFIELD WATER CENTRE

UNITED KINGDOM



During April 2015, Sheffield University hosted the Sheffield Water Centre Thought Leadership Clubs at their Edge Conference Centre within the grounds of Sheffield University.

*By Graham Charnley,
Non Revenue Water Manager,
AVK UK. Limited*

The intention of the day was a collaborative and innovative approach to solving major challenges in the water sector involving water utilities and the supply chain in helping to identify the challenges and scoping out potential research projects to help the industry overcome the issues going forward.

This inaugural workshop launched the Thought Leadership Clubs in three key areas. The outcome for the workshop was an outline of an innovative, strategic research agenda to be developed further and pursued jointly (via a number of different funding mechanisms) by Thought Leadership Club members.

Initial topics for review were:

- Buried Infrastructure Performance
- Zero Failures
- Resource Recovery and Efficiency

Delegates were given these topics to explore within their working groups and make proposals for future research and development as part of the Sheffield Water Centres work. Graham Charnley of AVK UK Ltd, commented that the day allowed a mix of interested parties from the water industry to explore subjects and propose future solutions or areas of development outside their normal working environment.

PARTNER OF THE YEAR 2014 - WOUTER WITZEL EUROVALVE REWARDED AS EXCELLENT SUPPLIER

THE NETHERLANDS



On 19 February 2015 Wouter Witzel EuroValve (WWEV) received a supplier award from the shipyard MEYER WERFT. With the award “Partner of the Year”, MEYER WERFT pays tribute to those of its partners who have excelled themselves by virtue of their outstanding achievements in the past year.

*By Mariël Meijerink,
Marketing Dept.,
Wouter Witzel EuroValve BV*

The award is based on the supplier rating within the framework of the shipyard’s supplier management. In the supplier rating, the supplier’s performance is evaluated in terms of price, reliability and quality per ship. All efforts are geared to a permanent improvement of the shipyard’s cooperation with its suppliers. As an indication, up to 800 suppliers are involved in the construction of a high-quality cruise ship. WWEV was elected

“Partner of the Year 2014” in the category for Mechanical Engineering.

The ceremonial event, which was held this year for the ninth time, took place at the town hall of Papenburg, Germany where the sales team of WWEV received the award and certificate. The award ceremony was attended by more than 300 invited guests. In their speeches, directors from the purchase department and technical offices acknowledged the



Award ceremony: Iris Helling-Hintemann (Sales Engineer) and Gerard Bekhuis (Account Manager)

outstanding performances of this year's award-winners.

MEYER WERFT is based in Papenburg and was founded in 1795. It is in its seventh generation of family ownership. The shipyard has achieved an excellent worldwide reputation in recent decades for constructing and building of special-purpose ships. The company is especially well-known due to the construction of large, modern and sophisticated cruise ships. Over the years, the shipyard has built 38 luxury liners for discerning customers from all over the world.

Last year, the Quantum of the Seas, a highly innovative cruise ship, was built by MEYER WERFT for Royal Caribbean International. The cruise ship is equipped with butterfly valves from WWEV and the valves are used for various purposes. For more than a decade, WWEV has supplied its valves to MEYER WERFT.



NEW ORGANISATION SWEDEN

In order to strengthen our organization and the profile of our group affiliation INDVA Sverige AB and AVK Sverige AB will merge into one company.



*By Thomas Lantz,
Sales Support,
AVK Sverige AB*

Still within the same company, INDVA and AVK will be divided into two separate divisions and work in their own business area, just like before.

This means that with effect from 1 February 2015, the company name INDVA Sverige AB and its registration has expired and INDVA will be a division within AVK Sverige AB.

In connection to this, the company moved to new and larger premises. This resulted in a doubling of storage capacity, upgrading the engineering and installation, training and conference rooms.

Our changes will give us greater opportunity to expand our business on the Swedish market.



SOUTHERN WATER CORBY VISIT UNITED KINGDOM



Left to right AVK UK's Stuart Montgomery, Southern Water's James Ingram, Tom Court and Alasdair Browne

In an industry where there has been a well-documented and publicised shortage of skills and a diminishing knowledge base, AVK UK has been able to step up to the mark and contribute positively to a number of Graduate Engineers during a recent visit from Southern Water.



*By Stuart Montgomery,
Project Manager,
AVK UK Limited*

As one of the few, if not the only water industry valve supplier, in the UK to have a true UK manufacturing presence, we were only too happy to open our doors to these Mechanical Engineers at our Corby site (one of our four manufacturing plants in the UK).

This proved to be the ideal location for the proceedings of the day which included presentations, factory tour, and finishing the day with a quick tour of our National Distribution Centre also based in Corby.

Personal development is key to everyone's success as James Ingram noted 'As well as being a great insight into the manufacturing process and the quality management of the products, I am now able to select valves with more confidence and appreciate the application conditions and requirements that affect selection'.

AVK VALVES FOR DISTRICT COOLING IN COPENHAGEN

DENMARK



AVK is now a part of the new and sustainable quarter “Carlsberg Byen”. All buildings will be low-energy buildings and the intention is to match future demands to sustainability.

*By Lise Østergaard,
Communications Coordinator,
AVK International A/S*

Carlsberg Byen is an area in Copenhagen that since 1847 has been home of the brewery Carlsberg, which now will be transformed into a new living quarter in Copenhagen.

Frederiksberg district cooling (Frederiksberg Fjernkøling) has initiated the work of establishing an 11MW district cooling plant in the new Carlsberg quarter. This is the start of a larger cooling project, which eventually will cover the future demand in this area. Only a few years from now, it will be possible to move in to the new buildings in Carlsberg Byen.

AVK's part in the construction of Carlsberg Byen

The development company Carlsberg Byen P/S decided to build a district cooling plant, which is to provide the residents of the area with comfort cooling. This is to ensure that the area will maintain a cheap and eco-friendly cooling solution and also to maintain the vision of a sustainable quarter. In that connection, AVK supplied four main valves with PE ends with a diameter of 355 mm and PN 16 PE pipes.

In general, there is a large demand for the new and climate friendly cooling solution and this demand is expected to grow. Therefore, we at AVK are pleased to already have an insight into this type of project.

Danish export opportunities

It is not only Denmark that holds a great interest in district cooling – internationally this topic has also received a lot of attention. Therefore, Hofer and Frederiksberg Fjernkøling, which are both involved in the construction work, have been busy presenting the cooling solution in Carlsberg Byen to foreign delegations, politicians, and companies. This shows an exciting future business potential that is beneficiary for district cooling partners including manufacturers, advisors, refrigeration engineers, and companies such as AVK.



Facts about district cooling in Carlsberg Byen

- District cooling is comparable with district heating. The cold water is produced centrally just as hot water is produced for district heating.
- Through district cooling the consumers and the society gain significant advantages: the consumers gain a greener, more simple and often also an inexpensive solution, while the societal gain is a significant reduction of the energy consumption and hence the CO2 emission.
- In connection with production of district cooling, the cold water will be led directly to the consumers or to the two buried storage units which collectively contains around 4,000 m³.
- The district cooling plant of Carlsberg Byen is extended according to the urban development. The new sustainable quarter is expected to be completed within 10-15 years.

When installing large valves we typically use flanged valves as valves with PE pipes previously did not exist in the desired size. For the district cooling project in Carlsberg Byen the requirement was a fully welded PE system in PN16, and this problem was solved by a new development from AVK: valves with PE-ends up to DN 400.

For the future expansion of the project these valves will also be used.

- Kasper Brandt, Supervisor, Frederiksberg Vand, Denmark

AVK HELPS SECURING ALBANIAN WATER SUPPLY FOR THE FUTURE

ALBANIA



Albania is one of the smaller countries in Europe with a size of 28.748 km², and so far we haven't heard very much from that part of Europe.

Albania has a population of approx. 3 million people and the income mainly comes from agriculture and services. However, it has become necessary for Albania to secure an alternative income in order to improve their schooling system, health sector, water supply etc.

*By Claus Møller-Nielsen,
Business Development Manager,
AVK International A/S*

Albania's impressive and beautiful coastline on the Adriatic coast is measured to 362 km, and the government is now focusing on tourism as a future income for the country. The country has all the basic preconditions for succeeding. It is a modern society with a very open and friendly population eager to develop their country.

However, since Albania is not a member of EU, it is important for the

country to seek donations elsewhere in order to improve the infrastructure. Upon request, Kreditanstalt Für Wiederaufbau (KfW Development Bank) decided to support a number of water projects especially on the coastline, so that Albania will be ready to receive tourists from all over Europe.

AVK contacted the company NT Mentori in Tirana as soon as these projects became known to the public. NT Mentori was appointed as the



official distributor of AVK in Albania and Kosovo and through a close cooperation with AVK, NT Mentori won the first water project in the city of Lezha in which most of the city's water supply network will be replaced. For AVK it means supplying approx. 700 gate valves, 100 hydrants and a wide range of accessories for the streets of Lezha.

Gjirokastra, Lushnja and Saranda. Gjirokastra is on the UNESCO list of World Heritage Towns and is inscribed as a rare example of an architectural character typical of the Ottoman period. Saranda is a coastal city, which is expected to attract many tourists. It is located only 32 km from the Greek island Corfu.

AVK is proud of taking part in building a high quality drinking water system in Albania.

A similar upgrading of the water systems has been prepared in the cities of



OPENING OF THE NEW AVK HAUT MARNAISE SITE FRANCE

The new AVK Haut Marnaise (AVK HM) site was opened on 12th January 2015 and all the production and administrative staff have now been joined at the same location.



*By Bernard Bourret,
Production Manager,
AVK Haut Marnaise S.A.S.*

Before this new opening, AVK HM was split in two different sites: one in the city centre of Joinville which included administrative offices, machining and production of hydrants such as Victoria, and the other at the southern entrance of Joinville with the storage of components, raw parts, finished production, and the production of fire hydrants. The site in the city centre was not accessible for deliveries by trucks and travelling between the two sites resulted in a lot of wasted time.

Therefore, all activities of AVK HM have been joined in this new location.

The project consisted of:

- building new offices for administrative staff to improve communication with production, as well as building a showroom and a meeting room for customer training
- refitting production buildings and transferring production of Victoria hydrants and sprinkling hydrants
- optimizing the trucks' flow on the premises between reception, storage and processing



AVK ON THE CARIBBEAN MARKET

UNITED KINGDOM

AVK UK in conjunction with AVK Netherlands attended a conference in March 2015 organised by American AVK, to support the development of the Caribbean market.



*By Graham Charnley,,
Non Revenue Water Manager,
AVK UK. Limited.*

With a mix of specifications across the region, British, French, American and Dutch, AVK's ability to supply both technical support and correctly manufacture products that meet the local specifications, demonstrated the AVK Group's ability to service a complex region. Quality issues being encountered with competitors' products were raised by all parties and various options were discussed on how best to raise the end users expectation and promote whole life costs. Several development opportunities were identified and these will require local action to secure future orders.

Graham Charnley of AVK UK presented a range of UK and European valves and fitting products including

resilient seated wedge gate valves, underground hydrants, air valves, pressure management valves and flange adaptors, and couplings that would allow all parties to raise their technical knowledge and that of their end user customers.

Hendrik Kwakkel of AVK Nederland BV completed the technical presentations of the day covering their range of stainless steel repair fittings, under pressure tees, and new stainless steel transition coupling.

DRINKING WATER QUALITY IMPROVEMENT IN BÉKÉS COUNTY

HUNGARY

Drinking water quality improvement in Hungary means replacement of old and mainly asbestos cement pipelines to new HDPE and ductile cast iron pipes together with installation of new valves and fittings on the entire network.



AVK valves on EUROFLOW premises, just upon arrival from Denmark (photo taken with mobile phone).

*By Kornél Oberding,
Technical- and Quality Manager,
EUROFLOW plc., Hungary*



The pipeline network in Békés County. Blue lines are the old, red ones are the new pipelines

This investment was procured by the Hungarian Government (General Directorate of Water Management) and the total value was net 34 Billion Hungarian Forint (€ 114 Million). This huge investment has been co-financed by the European Union with 85 % of the total amount.

The EU Directive #98/83 ("Drinking Water Directive") prescribes the water quality intended to use for human consumption. The listed chemical limit values in the Directive are absolutely obligatory also for Hungary, and for that reason the quality of the drinking water was insufficient in 65 villages in Békés County (see the map – blue lines are the old, red ones are the new pipelines). For that reason, the replacement of old pipeline sections and the reconstruction works of the water treatment plants were of primary importance. For the same target, the formerly independent water networks

were joined together in order to bring the water quality on the same high level in the entire region.

The most important parts of the reconstruction work are the changes of the old public supply mains together with all the service connection lines and installation of new fire hydrants. All of the related chambers and their main parts were also renewed making them suitable for cleaning with the newest technologies, like high pressure foam-pigging.

AVK PRODUCTS WERE SUCCESSFULLY INSTALLED IN SAKARYA

TURKEY

Sakarya is located 150 km away from Istanbul, and is one of the biggest metropolitan municipalities in Turkey. The area is famous for its Sapanca Lake.

*By Ismail Sincik,
Country Manager/Turkey,
AVK International A/S*



SASKI, the water and waste water authority of Sakarya, recently chose AVK valves in a critical lake water pumping facility with 25 bars pressure. AVK valves were quickly delivered and successfully implemented in the facility.

In the same month, the authority requested a demo day to learn more about AVK products and its long term

solutions. Country Manager Ismail Sincik gave a presentation of AVK's product portfolio and then a non-operational gate valve was replaced with AVK's series 06/30 gate valve and a leaking section of asbestos cement pipe line was easily replaced with PVC pipe with usage of AVK's Supa Maxi universal coupling. The technicians were surprised and pleased with the speed and ease of installation.

Authority officials underlined the effectiveness of the coupling especially in asbestos cement pipelines and the capability of installing in wet conditions.



EXPECT... TAILORMADE SOLUTIONS FOR OUTDOOR FIREFIGHTING

GERMANY

AVK Armaturen has delivered above ground hydrants with drop-down cover in special colours for the new logistics centre of the Danish transport company DSV. The special colours are a requirement specified by the local fire brigade. All hydrants mounted on a ring main need to have these special colours. The colours indicate that the hydrant is mounted on a ring main with ending water capacity, instead of a hydrant mounted onto the public water main.

*By Ilka Keilen,
Marketing Manager,
AVK Armaturen GmbH*

Therefore, the stainless steel drop-down cover and the cover were coated in a special yellow colour and the top body in dark grey, both UV resistant.

Hydrants with drop-down covers are preferably installed in industrial areas due to their quick accessibility/flush and high flow rates. Next to this, they are more tamper-proof against unauthorized withdrawal and consist of two B outlets that can be shut-off individually.

The new DSV logistics centre in Krefeld comprises a total surface of 168,000 m². The centre will be fully operative by August.

AVK Armaturen GmbH (formerly AVK Mittelmänn Armaturen) is one of the biggest players for hydrants in Germany with its own local production. With the takeover of AVK Mittelmänn Armaturen by AVK Armaturen, we have

ensured the continued production of our range of high-quality fire hydrants under the AVK Mittelmänn-brand in Wülfrath together with the full program of high quality valves and accessories from the AVK Group.

DSV

DSV is a global supplier of transport and logistics services. The Danish group of companies has offices in more than 70 countries all over the world and an international network of partners and agents, with approx. 23,000 DSV employees and a worldwide annual revenue of approx. 6.5 billion euro for 2014



The local fire brigade

The fire brigade of Krefeld was founded in 1890 and today it consists of almost 250 fire fighters supported by another 200 volunteers in a city of nearly 230,000 inhabitants. After a couple of major fire outbreaks in industrial areas some years ago, the local firefighting regulations have been re-written and expanded.

EXPECT...

WWW.AVK-ARMATUREN.DE

GERMANY

Following the start of AVK Armaturen in Germany in June, we are very happy to present our new website www.avk-armaturen.de

*By Ilka Keilen,
Marketing Manager,
AVK Armaturen GmbH*

The new website is a complete re-launch under the Expect...AVK brand. It has the same structure as the other AVK websites that have already been launched, with product details being generated automatically from the MDR system.

The launch of the website in Germany is the 17th to go live, after the new Global website project was initiated in 2011.

As we were blessed with a good amount of traffic on the old website, we are very confident to even increase the number of visitors and users with the help of enhanced technology and structure and a lot more features offered by the new site.



We hope you enjoy your journey throughout our online presentation, which is going to be optimized continuously. New ideas and comments are always welcome! Just send an e-mail to keilen.ik@avk-armaturen.de.

AVK RECEIVED HIGH ATTENTION AT IFAT EURASIA FAIR

TURKEY



*By Ismail Sincik,
Country Manager/Turkey,
AVK International A/S*

The first IFAT EURASIA fair was held between 16-18 April 2015 in Ankara as a spinoff of the renowned IFAT fair in Munich. More than 100 companies participated in the fair and there were many local and international fair visitors.

AVK's corner stand received high attention throughout the fair. Cut-away gate valves proudly represented AVK's dedication to quality and technology and was a big help in convincing many of our visitors about our quality and commitment.

The Supa Maxi demo showing the easiest way of connecting asbestos cement pipe with other pipes was the most popular item on the stand. It was a clear demonstration of AVK's innovative solutions for market demands.

CONTINENTAL EUROPEAN SALES CONFERENCE ON 3 – 4 JUNE 2015

DENMARK



*By Kristian Kjeldgaard,
General Sales and Marketing Manager,
AVK International A/S*

As per tradition, this year's sales conference was held during the first week of June. The conference always starts with a status from the region on the past year by Group Director Morten S. Nielsen.

Another recurrent topic is our products. This year we focused among other things on the series 400 gate valve project including a status and positive feedback from the market, the expansion of the Supa Maxi programme including a presentation of the Supa Maxi valve, and other exciting initiatives and expansions.

The conference also included a product and company update from the production companies. It is interesting to see the intense activity in our sales, product development and also in the cooperation between our companies. No doubt we will grow to become an even stronger group with a wider product program and an increased competitive performance.

Another topic was content marketing for which purpose we had invited two external speakers. Content marketing is about creating and distributing valuable, relevant and consistent content to attract a clearly defined audience. It is a strategic approach aimed at specific target groups to create greater loyalty with current customers and hopefully gaining new

customers by raising awareness of solutions and educating consumers about a product they may have never considered before.

At the conference, Morten S. Nielsen awarded prizes for highest growth within the region. Javier Garcia Noblejas from AVK Válvulas S.A. received the award for highest growth and Tadeusz Stryjski from AVK Armadan Sp. z o.o. for the 2nd highest growth this year.

The two conference days were very productive both in relation to product update and social networking and I would like to thank all participants for their efforts in making the conference a success.

NEW LARGE INJECTION MOULDING MACHINE AT AVK PLAST A/S

GERMANY

As part of the company's strategic plan, AVK Plast A/S has invested in one of Denmark's largest injection moulding machines; a new Engel machine with a closing pressure of 2700 tons and a moulding capacity of 35,200 ccm which corresponds to producing items with a weight of 35-50 kg. The machine is 20.6 meters long, 6 meters wide, 4.6 meters tall, and weighs approx. 190 tons.



*By Henrik Lund-Olesen,
Managing Director,
AVK Plast A/S*

The machine is equipped with a six-axis robot and roller conveyors, all of which ensure full-automatic production. Additionally, an investment has been made in the energy efficiency system EcoDrive to secure low and green energy consumption. The supply of raw material is also full-automatic via silo, big-bag, and pipe systems with full-automatic suction systems.

This investment is one of the company's largest to date. It has been

made to meet an increasing interest in the production of large items from our national and international customers. A number of new customers at home and abroad have furthermore shown great interest in the new possibilities within production; and new production agreements are on the way.

A larger part of the production at AVK Plast A/S is made from recycling materials. This means that the company transforms a significant two-digit tons of recycling material every day.

The forty production lines are equipped with injection moulding machines with a clamp force capacity from 35 tons up to 2700 tons. All production lines are equipped with process-operated robots with a capacity to produce small as well as large items.



DN 1400 BUTTERFLY VALVES MOUNTED IN LOCK GATES

BELGIUM



Since year 2000 the company 'Waterwegen en Zeekanaal NV' (W&Z) has been working on renewing the mechanical parts of the lock in Zemst, Belgium. This lock is situated in the Brussels-Scheldt Maritime Canal linking Brussels with the river Scheldt, and thus also the harbour of Antwerp. The canal is important for the supply of goods to Brussels.

*By Helle Timm,
Account Manager,
AVK Belgium NV
and Mariël Meijerink,
Marketing Dept.,
Wouter Witzel EuroValve BV*

The principle of operation for this type of lock is normally to wait until several ships are in the chamber connecting the upper and lower canals, before closing the entrance gates and

adjusting the water level. This can give a lot of waiting time for the ships. However, with the use of intermediate gates it is possible to carry out smaller scale operations.

The water level around the upper and the lower gates is regulated by means of a by-pass channel on both sides with a shut-off valve located in the middle of each of the by-pass channels. The intermediate gates have butterfly valves integrated in the gates.

In the old intermediate gates, the DN of the butterfly valves was limited and thus causing the adjustment of the water level to be too time consuming. As a consequence hereof the intermediate gates were not being used.

On this background, W&Z initiated a new design of the intermediate gates which would reduce the filling time to half but still keeping a calm and controlled adjustment of water level.

The company Aelterman was chosen to manufacture and install the new intermediate gates.

Butterfly valves in the new intermediate gates

In the new design of the intermediate gates, W&Z chose to place 4 butterfly valves DN1400 in each gate. The chosen butterfly valve for this installation is a double flanged type usable as an end-of-line valve (only mounted to a flange on one side). The choice was made for a centric butterfly valve in order to minimize the resistance and the turbulence of the water. Since the medium is channel water, it can contain sand and various impurities. The butterfly valves will have around 10 open/close cycles per day. These two facts together, the severe conditions and the medium, made the choice of materials for the butterfly valves very important in order to secure the best technical and economical solution.

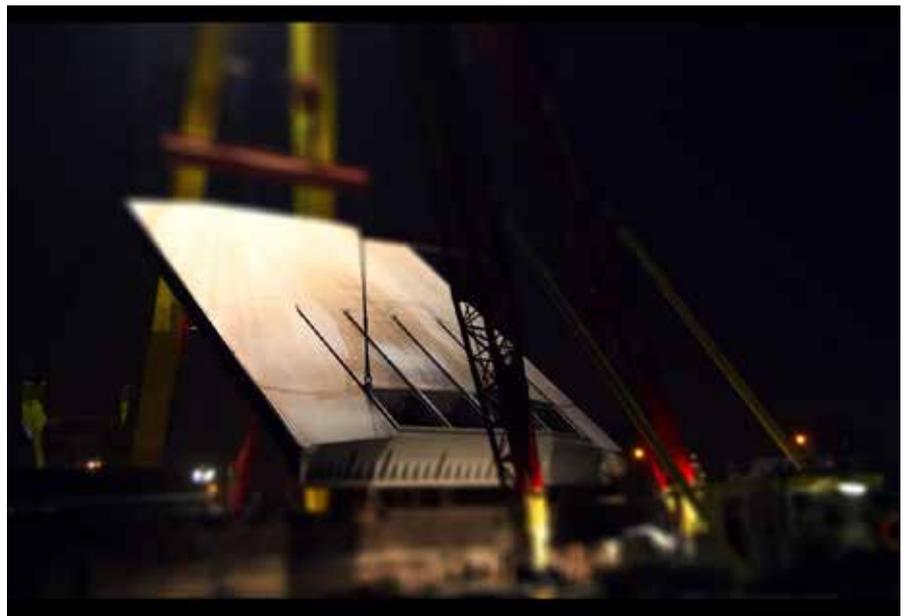
Together with Wouter Witzel the specifications for the butterfly valves were made as described below.

Specification of the supplied butterfly valves:

- EVFS basis series 13 (ISO 5752)
- Diameter DN 1400
- Flange drilling PN 10 on one side
- Disc PN6
- Working pressure 2,5 bar (Torque max. 9000 Nm)
- Bare shaft

Material specification:

- Body: Ductile iron, EN-GJS400 (GGG40)
- Disc: Ductile iron, EN-GJS-400 (GGG40), RILSAN coated.
- Shaft/pin: Duplex stainless steel, 1.4462
- Liner: vulcanized NBR (because of wear and tear)
- Bushing: PTFE coated steel
- Outside coating: 2 layers of 150 µm Tikkurila-Temabond, in total 300 µm epoxy. Color: Black



DANISH WATERWORKS SET THE STANDARD FOR JINAN CHINA

The Ministry of Water Resources of the People's Republic of China and the Presidency of the Council of the European Union, represented by the Danish Minister of the Environment launched China Europe Water Platform (CEWP) at the 6th World Water Forum in Marseille, France in March 2012 by signing of a Joint Statement. The objective of CEWP is to promote policy dialogue, joint research and business development in the water sector. CEWP is a new regional component of the EU Water Initiative. It is administered by two secretariats: hosted and financed by the Ministry of Water Resources on behalf of China and by the Ministry of the Environment of Denmark on behalf of the EU and its Member States.



Chinese minister for water resources Mr. Chen Lei, Mr. Niels Aage Kjaer and Danish minister of Environment Kirsten Brosboel at the reception dinner.



At Confederation of Danish Industry, danish companies presented Smart Water Management solutions in terms of what can be offered to the Chinese market.

*By Michael Ramlau-Hansen,
Brand Manager,
AVK Holding A/S*

Since the foundation of CEWP, several delegations have visited both China and Denmark. During one visit in Denmark, the Chinese delegation visited Hasselager-Kolt waterworks. The Chinese delegation was so enthusiastic about the high level of quality and operational reliability at the waterworks that they immediately started negotiations about establishment of a similar project in the Chinese city, Jinan. In this city, a new township for 50,000 new citizens

was in the making and the new water supply should be based on ground water to provide the inhabitants with fresh potable water directly from tap.

15 Danish companies have been working together on this project to establish a complete water supply in the area.

The project has been divided in five phases:

Phase 1: Locating the ground water. This was carried out with a completely new Danish technology; a helicopter equipped with a hanging antenna the size of half a football field flew across the surrounding area locating clean drinking water in a depth of 700 metres.

Phase 2: Drilling the hole and sealing it to prevent pollution of the ground water by percolation of water from above lying soil layer into the well.

Phase 3: Building a waterworks similar to the Hasselager-Kolt waterworks in Denmark.

Phase 4: Establishing a distribution system from the waterworks to the township.

Phase 5: Pumping water to the apartments with the necessary pressure control to provide an equal water pressure regardless if it is for the ground floor apartment or the pent house.

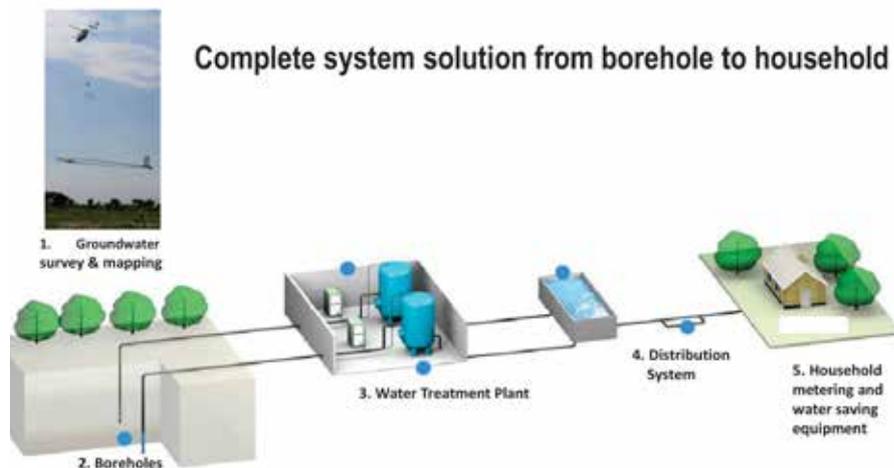


Illustration of The Danish Solution, that is about to be installed in the city of Jinan, Chandong province, China.

AVK has been part of the process from the start; with delegations, workshops and planning in Denmark as well as activities in China with participation from our local AVK sales company.

The project will be the flagship of CEWP setting a standard in China for other similar projects; and a display window of what the Danish water technology has to offer.

The Chinese Minister of Water Resources

On 12 – 13 May 2015 the Chinese Minister of Water Resources, Mr. Chen Lei, visited Denmark together with officials from the Ministry of Water Resources and officials from the Chandong province in which Jinan is the main city. AVK participated

in the summit and contributed with information about the importance of choosing long lasting quality solutions rather than pumping water directly into the ground. Even small leaks are very expensive in terms of water loss, higher electricity expenses and repairs.

AVK also informed about pressure management and how important it is to regulate the water pressure to uphold a required supply of potable water, i.e. low pressure during the night where the water consumption is low.

When this Danish pioneer project in Jinan has been completed it will be a reference project not only in China but in the entire Asia.



In the entrance hall at Confederation of Danish Industry a photo session was presented to the Chinese minister, showing Denmark looking at China, and vice versa, (China looking at Denmark).



A handshake between Minister of Water Resources Mr. Chen Lei and AVK Brand Manager Michael Ramlau.

AVK AT THE INTERSCHUTZ FIRE PROTECTION TRADE SHOW IN HANNOVER

An overwhelming number of guests visited the many halls and the big outside exhibition area at INTERSCHUTZ, and even before the doors opened in the morning, an impressive number of visitors were waiting impatiently to enter the exhibition halls.



By Lene Mark,
Marketing Manager,
AVK International A/S



INTERSCHUTZ facts

On Saturday 13th June, the gates closed on a record-breaking INTERSCHUTZ, claimed to be the world's flagship exhibition and networking hub for the fire prevention, disaster relief and safety & security sectors. Approximately 1,500 exhibitors from 51 nations were in Hannover to showcase their products and services – an all-time high. The six-day show attracted 157,000 visitors from around the world (compared with 123,266 in 2010). The President of the German Fire Service Association (DFV) highlighted the special character of the event: "Rather than being just a platform for selling products and services, it has become a cult event for fire services everywhere!"

AVK pre-launched two new products

AVK had a 54 m² stand in one of the two halls showing products for fire prevention. We showed a wide selection of our product range and took this "once every 5 years" opportunity to show two new products expected to be ready for launch at the end of 2015; a slim-line gate valve dedicated for fire protection and a grooved end butterfly valve fitted with AVK's own gearbox.

We had a lot of visitors from all over the world at our stand, including a surprisingly high number from the Middle and Far East. We made a nice amount of visitor reports, which have been forwarded to relevant AVK colleagues worldwide.

The special beer hydrant from AVK Armaturen was a great ice breaker and attracted a lot of interest, and we even got quite a few orders for this gimmick product. I am convinced that AVK appears on a lot of social media posts thanks to this one, so thank you Dieter Schultz for convincing us to show it, although it was not used for serving any beer.

We had prepared four new product animations which were displayed on the big screen as well as on the two Ipads. The animations for series 27 dry barrel fire hydrant and series 34 post indicator can be found on our website, whereas the ones for the new products will be accessible at the official product launch.

We strongly believe that the trade show was a success for AVK, and therefore we expect to attend with the same stand size and basic concept at the next INTERSCHUTZ, which will take place from 15 to 20 June 2020 in Hannover.



AVK AROUND THE WORLD

AVK IN BAMBERG

By Michael Zielinski, IT Service Manager, AVK International A/S



AVK GATE VALVE FOR DRINKING WATER IN THE CANARY ISLANDS

By Anna Faoro, Product Manager, AVK Armaturen GmbH



HYDRANT AT LÆSØ, DENMARK

By Pernille Kjær, E-learning Project Manager, AVK Holding A/S



FOUND AVK IN BRUSSELS

By Emil Skibsted Kristensen, IT Supporter, AVK Holding A/S



COMPETITION



We are happy to announce that the winners of the competition in AVK interlink no. 44 are:

- Kristian B. Lund, AVK Norge AS, Norway
- Tomasz Geisler, AVK Armadan Sp. z o.o., Poland
- Hanne Frederiksen, AVK International A/S, Denmark

Gifts are on their way.

The correct answer is: Y-strainer.

New competition:

Which product does this enlargement show?

Send an e-mail with the correct answer in which you state your address and the gift you would like to receive – if you win.

E-mail to: hek@avk.dk



Choose between:



Bowl from TripTrap,
Ø32 mm



Picnic grill in a cooler
bag



Hoptimist in yellow

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