



A WORD FROM OUR CHAIRMAN



FEATURING IN THIS YEAR'S ISSUE

- AVK in Jamaica
- Engineering Site Solutions
- Donkin Asset Protection System
- Water Loss - Engage with AVK
- Birkenhead Waste Water Treatment Works
- Battersea Power Station regeneration project
- The reshape of Glenfield
- AVK Field Trials and Innovations
- AVK Golf day, a chance to see pro golfers play
- AVK Expect Awards

Expect... **AVK**

In the last edition, Paul Jennings' headline for his introduction was around profitable growth and organisation. The theme remains the same although my focus is around market and customer segments, innovation and solutions.

Having said that, you will get a real sense of team work when reading through "Face 2 Face", as much of the content is around successfully working together in creating new services and products for our customers.

I am pleased to report we are making good progress in both our core water and gas markets and at last the Water AMP programme is now kicking into gear, I am confident if we work hard and live up to our brand promise we will see growth in our sales in the months ahead. The Gas sales team have worked hard on developing both our UK project and export business which we will really pay dividends in the second half of the year.

Invicta and Glenfield have been working hard to strengthen their product offer; Invicta with their Engineering Site Solutions offer are progressing their strategy to be a specialist partner for both Utilities and Tier 1 contractors which no doubt provides the AVK with a stronger "solution" driven offer for our customers.

Glenfield now operating from new premises in Prestwick - Scotland, have been working hard with Orbinox and Premier Valves (sister group companies) in establishing a strong product offer for the Dams, Reservoir and mini Hydro market. This is something we have been dreaming about for some time and now it's a reality with three specialist Engineering and Support teams based in Prestwick - Scotland, San Sabastian - Spain and Johannesburg - South Africa dedicated in providing a world class service.

In addition to the initiatives you will read about in this addition of "Face 2 Face" I am delighted you will in the months ahead learn of more new exciting products and services designed to support our customer and partners in making their lives easier. . . . you will know doubt recall one of our brand promises is to make it easier for our customers to do business.

Last but not least, I would like to take this opportunity to compliment all of my colleagues for their hard work and commitment; this year we had more nominations and recommendations for the AVK expect awards than before. well done and thank you. I really do hope our customers and partners are able to recognise your hard work when we review the Customer Market perception audit in May this year.

Thank you to both you my colleagues and our customers for your continued support.

Paul Hubbard



AVK UK proudly launch the new easy to use webshop, giving B2B customers direct access to buy a range of our popular stocked water and waste water products.

For more information visit www.avkuk.co.uk and click on webshop.

AVK IN JAMAICA

INCOTEK

Working with our local Jamaican agent, Incotek, AVK was pleased to complete two days of training with the Jamaican National Water Commission “NWC” at their training facilities in Kingston Jamaica.

Ken Clarke, CEO, of Incotek arranged for over 40 engineers from a variety of disciplines to attend over the two days, with Hendrik Kwakkel of AVK Netherlands and Graham Charnley of AVK UK presenting the AVK product programme on each day.

The history of AVK from Mr Kjaer taking the company on the journey to the current global position was described by Hendrik, who has been on most of the journey for the last 35 years, and was able to impress the delegates with the breadth of supply, inward investment of AVK and the continual growth being shown by the company.

Hendrik covered the AVK Netherlands stainless steel products and the leading rubber technology of the sealing system designed into the repair fittings and improved performance available for the AVK designs. The range and applications were covered and Hendrik was able to supply a range of options and potentially altering the current working practices to improve the methods and quality of repairs.

Graham Charnley created an overview of the resilient seat gate valve range with particular attention to application, quality, solutions and design. It was widely agreed that the AVK resilient seat gate valves delivered a quality product that supported a step change in design and operation that would benefit the NWC whole life costs and future performance.

Interestingly, it was identified that some of the operational issues being experienced by NWC are very similar to those of other water companies around the globe.

As Graham highlighted the necessity of air management within the networks, a related benefit of correct air management is the reduction of energy consumption; a major issue on the island. Maintenance, correct sizing and long term operation were covered and it was agreed that AVK can support the engineers in value engineering the correct solutions for future projects.

Ken Clarke concluded the days training with a welcome lunch and all those attending the two days training were appreciative of AVK and Incotek’s efforts in arranging the seminars.

Graham Charnley
Market Sector Manager



Hendrik Kwakkel, AVK Netherlands



Graham Charnley, AVK UK

INVICTA DELIGHTED TO ANNOUNCE THE LAUNCH OF ENGINEERING SITE SOLUTIONS.



As part of AVK's drive to provide their customers with SOLUTIONS, NOT JUST PRODUCTS, one of the 8 customer promises under their Expect... brand initiative, AVK have launched their Engineering Site Solutions package delivered by Invicta Valves Ltd.

The official launch took place at the Future Water Association "FWA" offices in Kenilworth, Warwickshire on 24 November 2015, with a 30 strong audience which comprised of all aspects of interest from site engineers through to UK business stakeholders. All aspects of the capabilities were demonstrated to them through case studies, as well as being supplied information on key support locations and contacts. The Engineering Site Solutions capability was further illustrated by a demonstration of plant and equipment in the grounds of the FWA offices during the day.

Invicta Valves, a member of the AVK Group since 2010 who have over 30 years experience in offering site solution packages relating to valve and penstock installation, actuation and refurbishment, are the delivery partners for the Engineering Site Solutions initiative and as such have extended their scope of works to include for example, network leakage management solutions, project management and full valve/pump chamber refit and refurbishment.

Invicta Valves have gained an excellent

reputation for designing, manufacturing in their own workshops, supplying and installing bespoke equipment to resolve particularly challenging installation issues to tight deadlines; a reputation which has led to them being retained on some of the largest projects in the UK for their "one stop shop" approach.

The Engineering Site Solutions package is supported by 43 fully trained site, sales and engineering professionals operating from six locations spread from Prestwick in Scotland to Maidstone in Kent.

Kieran Fitzpatrick, Head of UK Marketing for AVK commented after the launch-
"...this unique "one stop shop" approach that AVK are offering through Invicta Valves, is such a huge benefit for our Utility Customers and their Delivery Partners. When you consider that AVK's unrivalled breadth of product offer now including a specialised site solutions package delivered by highly competent site engineers, can now be quoted, supplied and installed through a single point...think of the efficiencies in time, project management and therefore cost that this can deliver..."

Further information including the full range of the offer, case studies and contact details can be found by visiting www.avkuk.co.uk/engineeringsitesolutions

Kieran Fitzpatrick
Head of UK Marketing



THE SUCCESSFUL LAUNCH OF THE AVK DONKIN ASSET PROTECTION SYSTEM HELD AT AVK DONKIN, STAVELEY IN CHESTERFIELD ON 15TH MARCH 2016.



DONKIN ASSET PROTECTION SYSTEM



On Tuesday 15th March 2016 many of the gas industry key decision makers including attendees from as far away as Qatar attended a half day event held at the Donkin Valves Limited Factory in Staveley UK. The event designed to launch a system consisting of three innovations providing one solution, including, Easy Installation, Asset Integrity and Traceability together was promoted as “The Donkin Asset Protection System”.

The event included actual testing and demonstrations videoed live onto a huge screen which enabled AVK UK to validate to the potential customers:

- How time and cost could be taken out of the installation of a valve.
- How existing methods of corrosion protection are time bound and prone to error.
- The AVK Valve Installation Tracker to log, locate and audit the valve installation.
- How a robust coating can give confidence in long asset life.
- How QR codes can be easily used for asset traceability.

The live tests, some over and above industry specifications were designed to prove the time and cost savings, the high robustness qualities of the coating and the ease of traceability of the assets using the QR code reading system.

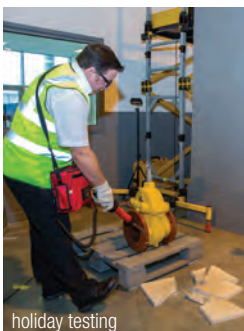
Amongst the interactive, busy and carefully choreographed “stage production” the audience witnessed several impact tests with metal plungers, falling aggregate and drop tests all which were then proved not to damage the coating integrity. They also witnessed timed demonstrations of alternative methods of corrosion protection to make their own conclusions about the advantages of the new innovation. They finally witnessed how QR codes can be used to trace the components from assembly in the factory to GPS positioning when installed.

Very positive feedback was immediate ranging from “very professional and slick”, “extremely convincing with live testing” to “when can I get some” AVK UK sales director Richard Stone said great team work came together from all involved resulting in a very successful day. We are now implementing our follow up plan to get the solution adopted by our customers.

Richard Stone - Sales Director (Gas)



Successful drop and



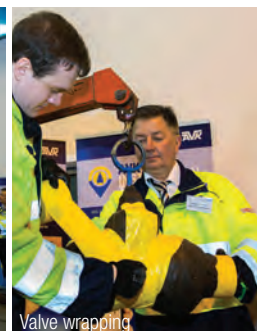
holiday testing



Impact test dropped from 1.5 mtrs



Chip test with 32kg of aggregate dropped from 2m



Valve wrapping

Demonstrations and testing performed live and projected on to the huge screen.



WATER LOSS – ENGAGE WITH AVK, WE CAN HELP.

Kieran Fitzpatrick, Head of Marketing for the AVK UK Group (and keen cyclist living in the Peak District), considers how we, as a Market Leading Valves and Fittings Solutions provider, can contribute to the water industry's drive to cut water loss across the UK Water Industry. Water Loss – engage with AVK, we can help.

Anyone who has attended any water conferences over the last 6 months can't help but notice that generally the first point of the opening address relates to leakage and water sustainability closely followed by the consumers' view of the industry.

There has been success in reducing leakage by 35% since 1994, but still the water loss rate post-treatment across England and Wales is 3,100,000,000 litres per day, which is still a staggering number no matter how many times you hear it.

To try to visualise this lost volume I view it in terms of bodies of water that I'm familiar with... now if a well-known web based encyclopaedia and my maths can be relied upon, that daily water loss represents over 360 times the maximum content of the very beautiful Howden Dam (at the top of the Upper Derwent Valley reservoir complex in Derbyshire), per day, and that's an impressive body of water!

The issues that this level of water loss creates are well documented but how we provide a sustainable supply of water to the current and future growing population with what seems to be an increasingly unreliable source is in itself a massive task to resolve.

Nobody with an interest in sport, particularly in the Tour de France or cycling in general, can have failed to be impressed by the meteoric rise and seemingly unchallenged victories by the Sky Cycling team in 2012, 2013 and 2015. Their amazing results were down to a strategy of incremental improvements in everything they do, any improvement in any and all facets of the Sky team, no matter how small, were encouraged and celebrated as they knew everything would contribute to the bigger picture... team victory. History proves that this approach worked.

This is how AVK view our contribution to resolving water loss. We cannot solve the water loss issue alone; in terms of the spend on our valves and fittings products as a proportion of the cost of a network or a project is relatively small. We believe however we are already contributing toward but could still significantly contribute further to help resolve the issue, should the trading environment be less unit cost driven, but rather more receptive to discussions regarding overall and longer term benefit. We are encouraged that a small number of Utility Businesses are early adopters of this approach.

Examples of contributory causes of water loss are burst pipes caused by a variety of issues - air entrainment, water hammer etc, leaking pipe joints of all types, leaking equipment seals/glands dripping taps; some of these factors exacerbated by a reduction in maintenance and local knowledge.

At AVK we consider that four key factors contribute most to reducing water loss, these are Detection, Repair, Prevention and Network Management, and are therefore part of our innovation process for either products or services.

All of these things can help on the long journey to continue to reduce water loss and improve water sustainability, please allow us to engage.

Kieran Fitzpatrick
Head Of UK Marketing



22 YEARS AVK VALVES STILL GOING STRONG!



Birkenhead Waste Water Treatment Works is part of United Utilities Lower Mersey Project, designed to ensure that effluent discharges satisfy the European Urban Waste Water Directive. The project was completed 22 years ago and comprised of new inlet works, storm treatment, primary, secondary and sludge treatment facilities.

Birkenhead works is situated close to a town centre, a college of further education, nursery and to other prestigious buildings.

The treatment works is sited within the old Morpeth Dock on the River Mersey opposite Liverpool's famous Liver Building.

High odours from the sludge treatment are treated by VWS's chemical system, Detoxair, whilst low odors from the other stages of treatment are treated using VWS's biological system.

Due to the nature of the corrosive environment AVK provided the DN800 and DN900 Gate Valves used in the inlet works, these products were supplied in 1993 and as you can see still look like new; proving that with quality comes resilience.

Due to a quality issue of valves purchased from a different supplier a refurbishment programme of the plant was undertaken in late summer 2015, which consisted of the replacement of 16 off DN800 and DN900 AVK butterfly valves. AVK won this contract with Nomenca, along with other considerations, for the great quality products provided all those years ago.

Project Manager Oliver Gambling said "Nomenca and United Utilities saw the advantages of working with AVK because of the quality of products and assistance provided both in the feasibility stages and throughout the progression of the design; on a project like this it is important to provide more than just products and help deliver the expect promises."

These products were replaced over a one week period due to the importance of the treatment works, which serves a population equivalent to 220,000. It is essential that the time scales of this project were met due to the significance of the treatment works to the United Utilities network.

Oliver Gambling
Project Manager (North)



BATTERSEA HOLDER STATION



AVK Donkin have supplied 3 Series 777 and 15 Series 555 gas valves to the Battersea Holder station site as part of the regeneration project on the South Bank.

National Grid, in a pledge to turn decommissioned sites into viable land, have reconditioned the Battersea holder site ready to work with developers as part of the Nine Elms project. The site which is over 2 acres in size, is situated close to the iconic Battersea Power Station. In 2013 work commenced on dismantling the gas holders, this was programmed for two years of demolition and is soon to be completed. The site will then have to be cleared of any rubble and made environmentally ready for the new development.

The development requires the existing major gas main and pressure reducing station, situated on the south west corner of the site, to be moved to the south east corner away from the new apartment buildings. This work will be taken on by National Grid who will relocate and build the new station before the handover to the developer.

The new station, consists of six buried pressure reducing units as seen in the pictures shown. When the valves are installed they will only be operated via access chambers. The station is to reduce the gas from 2bar to 75mbar pressure for distribution.

AVK supplied the high profile site with Donkin gas valves, ranging from 12 x DN450 and 5 x DN600 Series 555's to 3 x DN700 Series 777 Baurer valves with a total value of around £300k.

Once this project is completed, it will supply gas to around 150,000 customers in Central London. The Nine Elms project will consist of 3,100 new homes, 150 boutique stores, 60 food, drink and entertainment venues, accommodating 15,000 new residents.

Alan Bite
Product Manager - Non Conventional Gas



THE RESHAPE OF



At the end of September 2015 manufacturing activity ceased at the Glenfield Valves factory. The decision to close the production facility coincided with the AVK Group's decision to establish a dedicated sales team to specifically focus on the Dams, Reservoirs and Hydropower market segments.

This new sales team would bring together the history, sales expertise and product ranges of Glenfield, Orbinox and Premier Valves. Glenfield itself has an unrivalled history in the Hydropower market stretching back as far as 1910 where valves were installed in the Kinlochleven Hydroelectric scheme in Scotland. Its installations like this and those of Orbinox and Premier Valves that the Group wishes to build on, and is an area where we can clearly demonstrate our experience, expertise and knowledge of the Dam, Reservoir and Hydropower "DR&H" market.

In October 2015 the sales, engineering and logistics team of Glenfield moved from Kilmarnock to a dedicated office facility in Prestwick, 10 miles from the original Kilmarnock site. From this new location Glenfield will concentrate on this new venture with specific geographic responsibility initially for UK, India,

South East Asia and China. Orbinox will be responsible for Spain, North, South and Central America, Canada and Turkey. Premier Valves will have responsibility for those countries in Sub Saharan & Southern Africa. The whole team will assume responsibility for other countries as and when opportunities permit. Responsibility for driving the DR&H initiative and bringing together the market segment expertise and product ranges of Glenfield, Orbinox and Premier Valves will remain firmly at the door of the new team.

AVK is a company that is made up of many different businesses, brands, individuals and cultures that are important to the fabric of what makes the company great. The Dam, Reservoir and Hydropower sales teams will pull on all of these resources to maximise the groups potential in each and every project that it becomes involved in. In some countries we will have installed products stretching back decades in others we will be new to the market and need to build our reputation and customer confidence. We hope that by demonstrating our highly engineered valve solutions and expert technical support we will clearly be able to demonstrate to our customers what differentiates us in a positive way from our competitors.

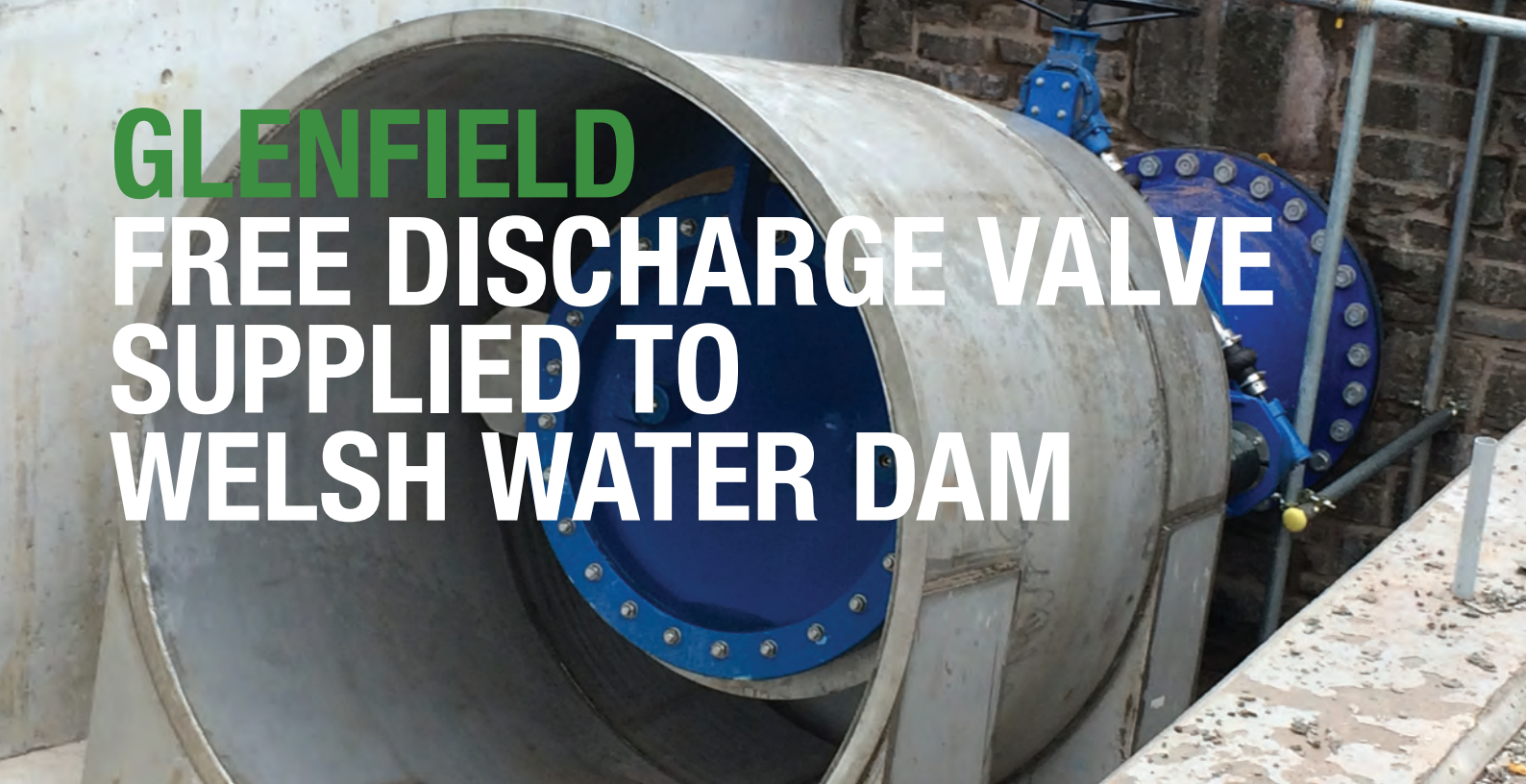
Without question, working with end users and consultants at an early stage in their projects will be a major driver in DR&H success. This means huge efforts to ensure that we are all at the forefront of project design and planning utilising our project tracking system via CRM.

This is a wonderful opportunity for Orbinox and Premier to grow turnover and a fantastic new beginning for Glenfield Valves. All three of the group's most well-known brands are excited to be working together in partnership to contribute to the continued success of the AVK Group. The whole Dam Reservoir and Hydropower team are looking forward to participating at the early stages of what will surely be a great success for the group. Along the way, we will need to make sure we keep our expectations high, provide superior customer support and position ourselves to be accountable and WIN!

Paul Boyden
Managing Director of Glenfield Valves



GLENFIELD FREE DISCHARGE VALVE SUPPLIED TO WELSH WATER DAM



Picture 1 - Free discharge valve and hood installation

Ystradfellte Dam and spillway was built in 1914. It has a capacity of over 3 billion litres and a maximum height of 29m. The dam is located within the Brecon Beacons National Park in South Wales.

Over the years, the spillway has suffered repeated damage due to several incidents of discharge overflow. In 2011, an inspection was completed on the reservoir and under the Reservoirs Act, it was discovered that the spillway had insufficient capacity by modern standards and required a major upgrade to pass the Probable Maximum Flood (PMF). The scour outlet has to pass flood flows of up to 7m³/s during the construction phase of the spillway to avoid flows down the spillway.

In order to control these flows and provide sufficient energy dissipation, a Glenfield Series 857 free discharge valve (DN900) was selected by Dŵr Cymru Welsh Water. The installed valve and hood is shown in Picture 1.

Glenfield Valves and Dŵr Cymru Welsh Water worked closely together to ensure the valve supplied met the system requirements. One of the key points involved in this project was to minimise the water jet spread exiting the valve so that nearby embankments were not at risk from impact erosion. Glenfield designed and supplied a remote stainless steel hood which was installed at the downstream end of the discharge valve to contain the jet of water and avoid the conical spray pattern associated with this valve type. As can be seen from Pictures 2 & 3, the water jet exiting the valve and hood is directed within the walls of the civil structure.

The valve and hood were delivered in May 2015 and commissioned in August 2015. Glenfield were on-site to supervise the successful commissioning of the valve.

Glenfield Valves offer a wide range of valve products for isolation, flow control and energy dissipating applications for dams, reservoirs and hydro projects. We also supply specialist radial & tilting gates, penstock sluice valves and stop logs through our partnership with Orbinox (Spain).

Greg Morris
Dams & Reservoirs Manager
Glenfield Valves Ltd.



Picture 2 - Operational discharge



Picture 3 - Contained water jet



THAMES WATER FIELD TRIALS OF THE SERIES 29/10 LOCKING DEVICE



Thames Water and their fire brigade partners have been experiencing numerous instances of hydrant outlet theft and unauthorised use of their asset hydrants, both flushing points and operational hydrants. Over the past few years numerous attempts have been made to protect the hydrants utilising existing outlet protection caps with limited success.

AVK UK Ltd were contacted and in a joint partnership with Thames Water it was agreed to identify a hydrant that was being consistently targeted by vandals and trial the latest innovation from AVK; the Series 29/10 hydrant security device.

The hydrants were identified in the East End of London at the junction of Ferndale Street and Yeoman Close, Beckton London E6 6NN. The two hydrants in question are a flushing point for the Thames Water Operations team and are located in a system of bypass and flushing points from a 24" diameter, cast iron main, circa 1950's. These two hydrants have a history of abuse with local children opening the hydrant during warm periods causing water pressure issues, supply interruptions and discolouration issues as well as damage to the surrounding area due to corrosion from the water.

These events have led to complaints from the customers and local councils, and Thames Water had been tasked with identifying and implementing a solution.

In conjunction with Geoff Johnson of Thames Water and Graham Charnley of AVK UK Ltd, samples of the security device were delivered to site and the hydrant chambers inspected. It was noted that there was an outlet security device installed, however the local operations engineer confirmed that they provided limited protection to the hydrants. Being constructed of a "soft" aluminium they frequently jammed on to the gunmetal outlets causing difficulty in removing them and were also easily removed by unauthorised persons.

The AVK device was fitted to both hydrants within seconds and demonstrated that they would resist attempts to remove without the appropriate keys. Installing the universal base plate allowed the older hydrants to be secured, both on the outlet and the operating cap. Due to outlet corrosion, the second cap was stiff to install and the plate was slightly loose, however it was still offering protection to the hydrant and could not be removed without the key.

Existing hydrant (1) with outlet security device installed.



Existing hydrant (2) with AVK device fully installed. Note the outlet and operating cap now fully protected



During installation the use of the revised key was confirmed as providing a secure fit to the top of the security device.

As there are two components related to this device and the simplicity of installation, it was agreed that these units could be installed quickly and easily, covering an area of hydrant abuse with minimal time and allocation of resources.

Primarily the device is intended to protect the asset of the fire hydrant, but it was agreed that the additional benefits extended to:

- Water loss
- Theft of water
- Local flood and corrosion damage when a hydrant has been opened unauthorised
- Customer supply interruptions
- Discolouration issues
- Loss of pipeline pressure
- Theft of outlets
- Security of hydrant for future access or use
- Protection of operational staff through reduction in hydrant abuse visits

The security device will now be left in-situ and reassessed in a few weeks to confirm its performance. As the general area has been subjected to numerous hydrant abuses, it may be considered for extended installation trials.



SOUTHERN WATER CORBY FACTORY VISIT

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.

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 day's proceedings including; 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'.

Stuart Montgomery
Projects Manager

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



EXPECT A LONG-TERM PARTNERSHIP

LUNCH AND LEARN

AVK UK Ltd as part of their long term relationship with South East Water was asked to undertake a lunch and learn session for some new engineers and to act as a refresher for more experienced staff.

With 13 engineers attending, the day was set to allow for interaction between AVK and SEW staff.

The initial presentation by Graham Charnley, covered the latest innovations, including the new Clearway hydrant, new resilient seat wedge gate valves and mechanical fittings.

ARI engineers, Yiftach Brunner & Moshe Aylon, had prepared a session on air valve selection and application. Topics covered energy savings via air control and performance and application of air valves selected.

Yiftach's presentation allowed the engineers to appreciate that throughout the whole design process; pipe size selection, control valve use, pump sizing and outputs etc the common factor to ensure the design parameters were met was the control and release of air from the pipeline.

Energy savings of 20%+ were discussed based on correct air valve selection and this highlighted why the correct selection, sizing and locating of air valves was so important. With ARI being able to offer 250+ of standard air valves with numerous

south east water

variations over and above, the ability to deliver a solution was available.

This opportunity fell within the AVK Expect strategy of "Expect solutions, not just products" The day was well received with several projects identified for follow up technical support.

Graham Charnley
Market Sector Manager



EXPECT A LONG-TERM PARTNERSHIP

AVK AT THE UK AD AND BIOGAS CONFERENCE 2015

Last year AVK UK exhibited for the first time at the annual UK AD and Biogas Conference held at Birmingham's NEC. All who manned the AVK stand were impressed with the scale and professionalism of the event (to such an extent that we have already booked for this year).

AVK have been a supplier to what we refer to as "non-conventional gas" applications for the past two years and because we recognise its growth potential in the UK market we now have dedicated sales professionals focusing on this market opportunity.

The exhibition provided a great chance for us to demonstrate our supply credentials to this sector which include product range and market knowledge. On show at the exhibition was the extensive Donkin Gas product range consisting of metal gate, ball and butterfly valves along with knifegates, non return valves and our polyethylene range of ball and butterfly valves.

Throughout the two days of the show there was considerable interest shown in the AVK products on display and an acknowledgment from visitors that our extensive range of products can cover all the requirements throughout the AD plant to the grid entry if required. This allows for a one stop shop for those responsible for plant building and design which is backed up by the expertise and technical knowledge of the AVK team responsible for this sector.

Many new contacts and friends were made over the two days which will undoubtedly benefit the development of our business into this market and we are looking forward to following up on all the discussions we had with existing and potential new customers whilst on the stand.

Mike Skeemer
Market Sector Manger



Keyline

MANAGERS' CONFERENCE

Following on from the success of last year's Keyline Management Conference at St George's Park, Burton, we were invited to take part again but this year the event was held at the Hilton Metropole in Brighton.

As one of Keyline Utilities main partners, we had a stand in the Utilities section which became the envy of most. With so many stands at the conference, we wanted to do something a little different to separate ourselves from the pack and in conjunction with Keyline's chosen charity, Prostate Cancer UK, we decided to run a 'Pop a Balloon to Win a Prize' competition with all the proceeds going to charity.

Alex Waite (National Sales Manager at AVK) set up the stand and with the help of Nick Shanks (Sales Director – Water) managed to convince many Keyline Managers and suppliers to part with their cash – in total raising £150 for Prostate Cancer. A big thanks to everyone who helped with the event.

Alex Waite
National Sales Manager



DISTRIBUTION PARTNERS

To celebrate our first successful year of a trading agreement with Keyline (part of the Travis Perkins Group which includes our long time customer BSS), AVK UK challenged them to a karting competition. Members of Keyline's utilities team took on a select choice of AVK staff at Northampton Indoor Karting.

In a competitive race (with its fair share of dirty tactics), Keyline Utilities Head of Sector - Gareth Twohey just pipped AVK UK Water Sales Director - Nick Shanks to the chequered flag. Gareth and Nick along with National Sales Manager - Alex Waite and Commercial Manager - Tim Plumb

were instrumental in setting up the agreement and they have held various meetings throughout 2015 at AVK sites such as Staveley, Corby and Northampton to discuss stock profile, target customers and product training. Keyline are a renowned national distributor of civils, building materials and drainage products with over 80 branches nationwide 16 of which are now also focused on servicing the utilities market. Following a review of their business objectives, Keyline selected AVK to be their partner to supply valves for their utilities offer because of our excellent reputation for product quality in this sector.

Along with Wolseley UK in 2014 and then Keyline, AVK also agreed a stock deal in 2015 with another large merchant group, Civils & Lintels part of the Grafton Group. AVK has for years been working successfully with PDM

in Scotland and on the back of that, has now agreed to extend its network coverage to the rest of the UK. Like Keyline, this is Civils & Lintels first venture into the utilities market and we are pleased they have aligned themselves with AVK. Civils & Lintels Sales Development Manager - Jason Bartholomew helped set up the deal and we look forward to working closely with him and his team in the coming months.

AVK now has agreements in place with 3 of the largest distributor groups in the UK and this puts us in a strong position to access many customers in many different sectors anywhere in the UK.

Alex Waite
National Sales Manager



AVK EXPECT AWARDS



The AVK Expect Awards are presented to the personnel who have gone that extra mile over and beyond their normal day to day duties and on Monday 14 December Paul Hubbard, AVK UK Group Chairman, was delighted to present the awards at a lunch at the Hilton Hotel in Northampton.

2015 Winners:

Expect More of Yourself

Catherine Rowan, Customer Service Manager (Glenfield Valves)

Jim McAllister, Supply Chain Manager (Glenfield Valves)

Gill Davis, PA to AVK UK Group Chairman (AVK UK)

Innovation - Robin Morewood, Technical Manager (Bryan Donkin Valves)

Customer Response - Sean Brody, Export Co-ordinator (AVK Syddal)

Customer Service - Aggie Timson, Technical Sales Support Leader (Invicta Valves)

Best Site - Aqua-Gas Manufacturing, Corby



Photograph the Senior Management Team, Winners & Nominees

FUND RAISING AVK UK GOLF DAY 2015



On the 1st October 2015, in the beautiful Rutland countryside, some of the UK's finest golfers could be found warming up and mentally preparing themselves for the 2015 AVK UK golf day – previously cited as the 'best in the industry'.

Attracting players from utility companies and supply chain partners across UK and Ireland, the main objective of the day, held in memory of Geoff Baggaley (former MD of AVK UK), was to raise as much money as possible for WaterAid, and we gave it our best shot (no pun intended) raising the staggering sum of £4000.

The AVK trophy, on display amidst the dazzling array of prizes, which included a fabulous set of 4 Waterford Crystal wine goblets donated by Michael Staunton of Valco Engineering, increased the already intense competitive atmosphere.

Glorious, early Autumn sunshine flooded over the picturesque course and at 10.30 the day's play commenced. It went really well; teams could be found foraging in the bushes, the lake area became a hive of activity, buggies to ferry the infirmed were abundant and one team appeared to be going round backwards. But apart from that, the gritty determination on the teams faces shone through.

Alex Waite, in his fashionably tight white slacks and Nicola 'Golf Hostess' Kirk put Ken and Barbie to shame but there was nothing plastic about Oliver Gambling's performance – his 5½ hour round has received the highest Guinness Book of Records accolade.

The blood, sweat and tears soon gave way to prolific back slapping and cries of 'cheers' echoed over the sun-kissed terraces of Greetham Valley as the golfers congratulated and commiserated with each other.

An unexpected finale was a nail biting, sudden death knock-out to decide the winner of the putting competition which was admirably officiated by Stuart Montgomery. Under strictly monitored conditions the three finalist had to 'put' the ball into the strategically placed plastic pint pot on the carpeted floor of the dining room.

."And the awards go to..." :-

1st Overall player – David Sykes - Radius
2nd place – Tony Alden-Triio
3rd place – Kevin Tattersall - Future Energy Group
A clean sweep for the Gas boys

1st place team – Jason Dunk (Cpt), Steve Bootes, Nick Anstruther, Lee Murphy
2nd place team – John Bryson (Cpt), Paul Adams, Justin Chadburn, Marc Chalk

Pink Ball - John Bryson (Cpt), Paul Adams, Justin Chadburn, Marc Chalk

Putting competition – Kevin Tattersall

It's not the taking part that matters, it's the winning that counts.

Nicola Kirk
Marketing & Communications Officer



PERSONAL ACHIEVEMENTS



TOUGH MUDDER

So for a second year Shaun Holland, AVK's Digital Marketing & Graphics Co-ordinator challenged himself and competed in the Tough Mudder (TM). For those of you who don't know, TM is a 10.6 mile "up hill and down dale" course consisting of a lot of mud and obstacles. Some of these are taken from an army assault course and others created for the spectators amusement.

On this occasion (unlike the prior year) Shaun had been training hard for the event and also raised money for Help For Heroes who do a fantastic job helping soldiers and families who need support. Shaun wasn't alone in this event, one of his best mates Randall joined him, who apparently carries all the blame for getting Shaun hooked in the first place! Together they powered through the course with the obstacles not really slowing them down. The worst obstacle was the Arctic Enema, which consisted of going down a caged slide into a pit of ice filled water, under some tyres and out the other side emerging very very cold. Other obstacles included crawling through pepper spray, army crawling under barb wire, hero walls and to finish it off Electric shock therapy, 10,000 volts of electric wire in a gauntlet to run through.

Shaun and Randall managed to complete the course in under 3 hours shaving off a massive hour+ from their previous outing, which they were delighted about. Shaun said: "It doesn't really matter about the time, it was more of a victory for me and Randall and also showed my training worked."

In total Shaun raised £347 for Help for Heroes.



3 10K'S ARE BETTER THAN 1

Following the birth of her daughter Phoebe, Jo Launt, Commercial Officer (AVK UK) decided to raise some money for charity and get fit in the process.

She set herself the challenge of doing 3 different 10K runs across the country, from Manchester to Nottingham and finishing up on the coast classic in Maplethorpe. For all 3 events Jo raised money for Bluebell Wood, a local charity that helps to run a children's hospice. A very worthy cause and being local, means Jo can see what the money raised was going towards.

The 10k's where completed in:
Manchester Great Run (10K) in May
Nottingham Woman's Running (10K) in July
East Coast Classic (10K) in September

All 3 runs where tough but all Jo's training and support from family, friends and donations helped her push through.

Jo managed to raise over £300 for the charity Bluebell Wood Children's Hospice which was a great achievement.



COAST TO COAST

At 05:45 on a cold damp morning Kieran Fitzpatrick, Head of UK Marketing, his wife Linda and 8 other members of his road cycling club dipped their rear bike wheels into the sea on the beach at Seascale in the lake district, this marking the start of an epic 151 mile bike ride from the West coast of the UK across to the East coast in one day.

The route which included, within the first 30 miles, the notorious Hardknott and Wrynose passes with 1 in 4 (25%) gradients. The weather gods where on their side all the way across with a cool Easterly breeze assisting them as they passed through some of the most glorious and most challenging parts of the country. After 10 hrs and 20 mins on the saddle and a total time of just over 12 hours they arrived in Whitby on the East Coast to a rapturous welcome.

All of the riders in the group completed the challenge most of whom got sponsorship for a number of charities. They are still receiving donations now.



ALL ABOUT AVK UK PEOPLE



Andrew Izod

Andrew Izod joined Invicta Valves as Managing Director on 11 January 2016. Andrew has held senior management positions in leading organisations involved in engineering services, construction, utilities and industrial sectors across UK and Europe. Andrew's last role was General Manager in a £30m business involved in the design and manufacture of engineered steel products for use in construction, utilities, industrial and renewable energy sectors. Andrew is married with two children and lives in Essex. He enjoys playing and watching most ball sports and has a keen interest in history and classical art.



Craig Martin

Craig Martin was appointed as Customer Service and Contracts Manager in March 2015. He joins us with five years experience in the Gas Industry working with one of the leading installation contractors Amec, in various roles from Administration to Project Controls. Here he gained experience in a variety of relevant skills including: Project Management, Efficiency Analysis, Process Audits Performance Management and Bid Preparation. Craig's qualifications vary from Business and Administration through to Gas Distribution Mains Laying. Craig is married with a young son and a baby on the way. During his spare time he enjoys spending time with his family.



Ross Chester

Ross Chester joined AVK UK as a Sales Engineer in September 2015. He previously worked within the Test & Development sector for an automotive manufacturer in Leicestershire. During his spare time he likes motorbiking, clay pigeon shooting and going to the gym.



Kevin Brouard

Kevin joined Invicta Valves in November 2015 as Site Service & Product Engineer, having previously worked for 5 years at Teekay Couplings. Kevin emigrated to Northumberland from Durban, South Africa 8 years ago with his wife and daughter. In his spare time he enjoys mountain biking and is a huge fan of ruby union.



Paul Boyden

Paul Boyden has joined Glenfield Valves Limited as Managing Director. Paul Boyden re-joins the AVK Group after 10 years with VAG latterly as Chief Sales Officer and previously MD of their Middle East, UK and Malaysian operations. Paul has over 25 years Valve industry experience with Keystone, Dezurik, Glenfield and VAG. Located at our new Prestwick Sales facility Paul will be leading the development in the Dams & Reservoirs and Hydro markets along with our colleagues at Orbinox and Premier Valves.



Andy Dyson

Andy Dyson joined AVK UK in September 2015. Having worked in the sealing industry for over six years selling gaskets and sealing solutions into valve manufacturers predominantly in the oil and gas industry, he is starting a fresh chapter in the water industry. Having achieved some great success in his previous role as external sales engineer he is looking forward to replicating that with his new customer base. In his spare time Andy is a keen guitarist and enjoys attending gigs and local live music events. He also got married in May 2015 and is enjoying his other new role as a husband.



Wilson McPhail

Wilson joined AVK UK in November 2015 as Country Manager for Scotland & Ireland. He brings with him 20 years of valve experience having started with Glenfield Valves in 1998 as an Internal Sales Engineer. He briefly worked with AVK from 2006 - 2008 as KAM for UU and YW before taking on a Sales Director role at VAG, where he worked for almost 8 years. Wilson enjoys keeping fit and playing guitar and piano, though his 3 year old son, Finlay, makes sure there is not much time to do this.



Paul Cassidy

Paul recently joined AVK UK as Regional Sales Manager (South). Starting in the Water Industry 30 years ago in 1985 at Robert Frazer in Leicester, before moving to East Sussex managing the Ashworth Frazer business for 13 years. Returning to Ireland in 2001 with Glynwed Pipe Systems, then joining Saint Gobain Pipe Systems for 12 years including a stint in Dubai. Returning to the UK he worked with Jindal Sigma Pipelines. As a retired rugby player (after 33 years), golf is his sport, but more recently he has been spotted on his road bike along the Sussex byways.

INTERNAL TRANSFERS/PROMOTIONS

David Hurley transferred from Glenfield Valves to AVK UK
Catherine Rowan was promoted to Customers Service Manager (Glenfield)

AVK LONG SERVICE AWARDS – 10 YEARS

Gill Davis - AVK UK Group - 3 January
Allison Bassindale - AVK UK - 5 January
Luke Taylor - Bryan Donkins - 7 March

AVK LONG SERVICE AWARDS – 20 YEARS

Martin Brody - AVK UK - 9 October

AVK LONG SERVICE AWARDS – 30 YEARS

Janet Stasch - AVK UK - 21 October
Fran Brody - Aqua-Gas - 28 October

RETIREMENTS

Alan Hamilton - Aqua-Gas
Dave Hornigold - Bryan Donkins
Pat Rowan - AVK UK

MARRIAGES

Steph Smedmore married Kelly Walters - 15 May 2015
Sam Broome married Adam Shakespeare - 4 July 2015

BIRTHS

Ian Bell - a baby girl, Halle - 1 May 2015
Eleanor Develin - a baby girl, Cariss Amara - 9 Dec 2015
Craig Martin - a baby boy, Oliver - 18 February 2016
Tiff Stevens - a baby girl, Ebony - 14 April 2016

QUALIFICATIONS

ACCA - Nick Tew (AVK UK)