



Expect... **AVR**

A WORD FROM THE MANAGING DIRECTOR

A new structure for profitable growth

A word from the Managing Director...

Back in June, we presented to you an exciting new initiative to strengthen our engagement with our customers in all of our chosen market segments Water, Waste Water, Gas and Industrial and in so doing, increase sales and profitability of the UK businesses. Following feedback from customers and employees we decided to make changes to the ways in which we face the market and thereby develop our relationships with our customers and suppliers as follows:-

We have decided to organise our sales and service teams for UK Water into two groups -

- One group focusing on the sales and management of key UK Water infrastructure projects.
- The other focused (primarily) on developing our day to day pipeline sales either direct to water companies and contractors or through our Distributor partners.

Both external sales teams will report to Nick Shanks and he will be supported in managing the pipeline team by Alex Waite (see back page). Previous sales to UK water customers by AVK Syddal have been transferred across to the Pipeline sales team and the external sales resource has also been pooled.

From October, AVK UK will have increased its external UK

Water sales presence from 4 to 7 personnel to ensure that we are ready to maximise our effectiveness in pursuing the opportunities that the market will present to us in AMP6.

The internal team, quoting and processing project enquiries and orders will also report to Nick through Allison Bassindale, as Bid's and Proposals Manager, thereby providing a cohesive approach to the management of the often complex Water project sales.

Brendan O'Dowd continues as General Manager for Ireland and, following a period where he has kindly split his time between Scotland and Ireland, we now feel confident that the opportunities that will be presented in Ireland, following a lean period during the recession, again justify the dedicated resource.

The internal team for handling Pipeline sales will report to Martin Brody as Service Delivery Director, where the focus will be on ensuring we have the right stock and logistics to service our customers' day to day purchase requirements. Martin will also dedicate more of his time towards liaising with and managing our key suppliers in order that we can strengthen their support for us delivering on our Expect promises.... Continued on Page 2



FEATURING IN THIS YEAR'S ISSUE

- The new valve installation tracker app from AVK
- The Swords project (pictured right)
- Export news
- Biogas, an opportunity for Donkin
- Golf Day 2014
- And much more about what's going on in AVK



A WORD FROM THE MANAGING DIRECTOR CONTINUED...

Tim Plumb will continue to be the Commercial Manager focusing on the Water business, leading on tenders and price management, reporting to Nick Shanks.

Sales of Export Water fittings to AVK Regional Operating companies will continue to be handled directly by AVK Syddal. Sean Brody joins the customer service team to strengthen our support for our sister companies in growing sales of AVK Syddal products in their markets.

In consideration of the water companies priorities for AMP6 and in particular the issue they face with water leakage, which has both a financial and environmental implications for them, we have appointed Graham Charnley into a new position of Product Manager – Non Revenue Water. Graham will develop and promote our proposition to address this key issue and will lead in the introduction of new products such as PRV's, new RS Gate Valves, S208 Encapsulation Fitting etc.

The Gas sales and service team will continue to be led by Richard Stone, who will now also take on responsibility for the Staveley warehouse, to ensure a coordinated sales to delivery service for our Gas customers.

In recognition of the growth in new methods of generating gas for the Grid (Shale Gas, Biogas, Anaerobic Digestion, Methane etc) we have appointed Alan Bite as Product Manager to lead our development of sales to this Non-Conventional Gas sector. We are actively recruiting to replace Alan's previous role.

After a very respectable year of sales growth to Industrial customers, we have decided that the ongoing future of the Industrial sales team would be best served by them reporting through Invicta Valves rather than AVK UK. This will enable resources, stock, capability for this sector to be pooled so increasing our effectiveness in growing our presence to this large market opportunity.

Tim Leigh will now take the commercial lead for both the team in Hyde and for the commercial team in Maidstone for Invicta Valves.

Finally, we have decided to strengthen our marketing and communication activities by appointing Kieran Fitzpatrick to be Head of Marketing for the UK based AVK companies. Reporting through to Paul Hubbard, Kieran and his team will be supporting and assisting the sales companies through a defined set of strategic initiatives.

I believe the changes we have made will significantly increase the effectiveness of our commercial team across the UK. This will both create the opportunity for profitable growth as well as strengthening our delivery of the Expect promises within our business.

PAUL JENNINGS

AVK UK Ltd Managing Director

UK CONSULTANT VISIT TO AVK ANHUI

MWH Design Team Leader, Jon Tong based in Reading and working on the Thames Water Optimise JV, had been planning a well-earned vacation sailing across the oceans in the Clipper, Round the World Yacht Race 2013 -2014. Jon, an avid sailor had already had experience, sailing in an earlier leg of the around the world trip (London to Rio de Janeiro) and was keen to continue on with the race in the North Pacific trip, starting in Qingdao, China and ending in San Francisco some 4 weeks later.

On the last working day before his vacation he met with AVK UK's Stuart Montgomery (Project Manager) to discuss various valving requirements.

Little did they both realise that this routine meeting in Reading UK would lead to a further encounter in a more exotic far eastern location within the following week.

Independent of Jon's trip, Stuart had a planned trip to AVK Anhui manufacturing facility in China and mentioned during conversations this was located near Nanjing. As it transpired Jon's rail journey went through Nanjing and a plan was soon hatched.

Perhaps Jon could visit AVK Anhui also?

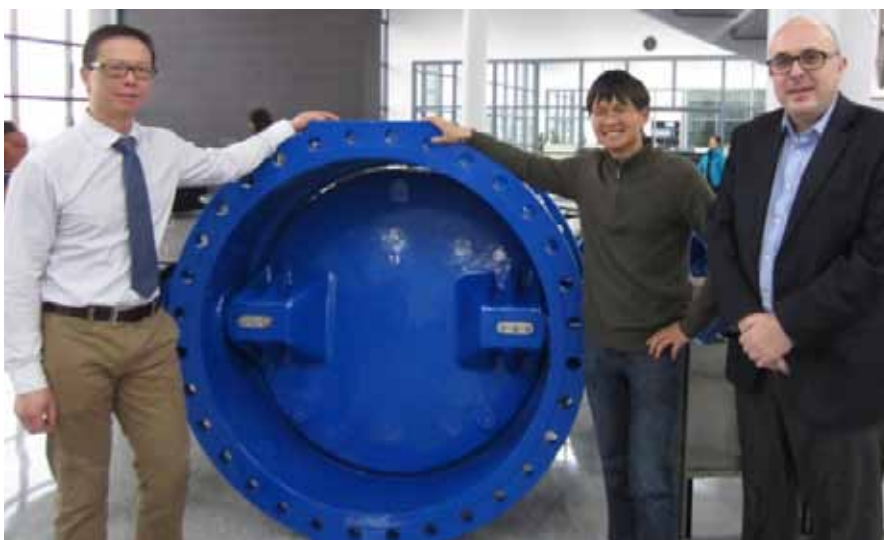
As you can see, Jon did in fact take a day out from his vacation and visit the AVK Anhui factories.

Jon says ' As a design engineer, I usually only see the products in catalogues or when they are installed on site. We are always keen to engage with the supply community and learn more about how the products are made. It was genuinely interesting to see the whole manufacturing process from casting foundry, machining, assembly and testing. I also got a good impression of the passion and dedication everyone at AVK Anhui has for the entire product line and the future of the business. Thanks to Soren Kjeaar and his team at AVK Anhui'

STUART MONTGOMERY

Project Manager

Photo - Left to Right - Jon Tong, Gimmy Li (AVK Anhui), Stuart Montgomery (AVK UK)





AVK VALVE INSTALLATION TRACKER



For many years, the Pipeline Utility industries have faced a challenge in managing both the installation quality and the location of their underground assets. The location of strategic valve and hydrant assets has not been readily accessible to the utilities even where suppliers have indicated the importance of retaining traceability for their product in their installation instructions. The variable quality of installations has also been well documented and control over this has been made more problematic by a vast and disparate contracting network.

In response to this challenge, AVK UK took it upon themselves to provide a solution. The project resulted in the AVK Valve Installation Tracker System.

The system is principally based around QR code technology which when combined with the functionality of modern smart phones and other mobile devices, can provide unique auditable data on valves that AVK supplies to its customers. The data set ranges from valve type, size, unique serial number and full material traceability right up to a photo of the completed valve installation with an accurate GPS location on Google Maps. The data can then be made available for customers to audit through a secure web portal and also for implementation into their own GIS mapping systems. The benefits for the customer are enormous but added to this, AVK has offered a further inducement of an extended 10 year warranty for every valve installed correctly and registered using the App.

AVK UK have initially approached the major Gas Distribution Network companies with this exciting new technology and all responses to date have been extremely positive. As a result there is a field trial already agreed with one major UK Gas Network which will start late November 2014.

The System will be launched fully into the UK Gas Segment in the early part of 2015 but AVK are planning to open a dialogue with our Water Utility customer base to extend its application to this sector.

ADAM TKACZ

Export Gas Key Account Manager



GOOD INSTALLATION



POOR INSTALLATION



FULL TRACEABILITY IN A FEW SIMPLE STEPS...

The QR code is generated when the valve successfully passes all the relevant test procedures. It assigns a unique serial number for the product which is linked to the full material and test records. When installed the data record becomes complete from raw material to accurate position and application.

THE PORTAL

The web portal gives users full access to the data recorded by the mobile application, including GPS location, photograph and valve installation details, allowing the user 'at a glance' full and accurate records. This also allows full auditing of installed works.



DOWNLOAD THE APP

SCAN THE QR CODE THE INSTALLED VALVE

SET LOCATION

TAKE THE INSTALLATION PICTURE

EXPECT A LONG-TERM PARTNERSHIP

EXPECT LASTING INNOVATIONS

EXPECT SOLUTIONS, NOT JUST PRODUCTS

LARGEST GLENFIELD FREE DISCHARGE VALVES IN HISTORY SUPPLIED TO MALAYSIA

Two DN2200 Series 857 Free Discharge Valves have been designed, manufactured, assembled and tested at Glenfield. This increase in size has greatly enhanced the product offer of our Discharge Valve range.

These Free Discharge Valves are the largest size that Glenfield have made since the first supply of this valve type back in 1955. The valves are to be installed at Pedu Dam which is located in the Kedah region of Malaysia, constructed in the late 1960's. This dam is undergoing full refurbishment works and as part of this, the existing Discharge Valves needs to be replaced.

The dam is a rockfill design with a maximum height of 61m and a length of

220m at the top. It has a considerable reservoir storage volume of 1073 x 106 cubic metres (the equivalent of over 430,000 Olympic sized swimming pools).

These Glenfield Free Discharge Valves will be used for emergency draw-off purposes with each valve being required to discharge over 70m³/s. The valves have successfully completed their hydrostatic testing at Glenfield's facility.

Glenfield has a strong historical tie with Malaysia and have supplied many free and submerged discharge valves to this country's dams and reservoirs for over 20 years and are continuing to work closely with our colleagues at AVK Malaysia.

GREG MORRIS

Glenfield Valves Ltd - Dams & Reservoirs Manager



EXPECT QUALITY IN EVERY STEP

EXPECT GLOBAL LEADERSHIP AND LOCAL COMMITMENT

INVICTA VALVES LTD

'Over the past 3 years Invicta Valves have carried out 'supply and installation' work on the Beckton Sewage Treatment Works, a major Thames Water capitol project. Beckton Sewage Treatment Works is the largest works in Europe and the project valued at £63million, aimed to reduce odour emissions by 70% when completed during 2014.

The scope of the project combined the upgrading of existing equipment and plant, a new sludge pumping station and lids on the 16 existing primary settlement tanks, the equivalent to the area of 10 football pitches! Invicta received invitations to tender on the 3 scopes of works; penstock supply and install, refurbishment of gate valves, plug valves and 96-off disc flushing valves and also the supply

of valves for the new sludge pumping station. Through skilled negotiation and the ability to demonstrate added value by offering a supply, fit and refurbish package which covered all three scopes, Invicta Valves landed the order which when complete was valued at £1.1million.

As part of the package Invicta valves supplied and installed 110 penstocks which were required to replace either existing penstocks, flap valves or dam boards; the majority of the Penstocks were Rotork actuated with profibus controls. Special extension spindles and brackets were designed and manufacture in 316 grade stainless steel by Invicta Valves to connect the various penstocks and disc flushing valves up to the operating levels. All the necessary equipment required to carry out the

installation was also supplied by Invicta Valves ie crane hire, access towers, generators, special counterbalance lifting equipment, coffer dam, plus all the tools to carry out the work'

John Sutcliffe the MD of Invicta valves commented "We were successful in winning the scheme as we proposed early on in our presentations that we could offer a full supply, fit and refurbishment capability and therefore cover the scope of all three packages. We were also able to demonstrate our commitment to quality and our willingness to work with them to add value. . .

JOHN SUTCLIFFE

Managing Director - Invicta Valves

EXPECT A LONG-TERM PARTNERSHIP

EXPECT PROMPT RESPONSE

SCUNTHORPE STEEL WORKS, DESULPHURISATION PLANT UPGRADE

Scunthorpe steel works,
Desulphurisation plant
upgrade, Donkin Series
662 Coke Oven Valves.

Tata Steel is upgrading part of the Scunthorpe Steel Works to meet current environmental standards. The new desulphurisation and by-product plant will replace the original one built in the 1970s. AVK UK received an order in July 2014 from Otto Simon Limited, the project's design and build contractors. The order consisted of four DN1000mm and three DN750mm Series 662 Coke Oven Valves. The Series 662 valves were designed and first used over 60 years ago but have been constantly re-engineered as new processes and materials have become available.

AVK UK was selected to design and supply bespoke products for the application because of a good track-record in the steel industry.

Richard Stone, Sales Director for AVK UK, said:

"Our success with this project is due to strong brand recognition and our Key Account Manager, Alan Bite's tenacity and reputation as an industry expert."

The success in this project is critical as Tata Steel are planning two similar rebuilds in the next three years to assist in reaching the UK's Emission Reduction Targets. This scheme is important as a "shop window" to help in establishing a position as part of AVK UK's sales strategy in the North American steel industry.

MIKE SKEEMER

AVK UK Ltd - Market Sector Manager - Gas



AVK LAUNCHES **NEW** CLEARWAY HYDRANT



AVK UK Ltd has been the leader in the design and manufacture of British Standard compliant Fire Hydrants for over 30 years. Over the past five years, a requirement has developed in the UK market for a hydrant with a direct throughbore access to the live water mains below to allow greater flexibility in operational use.

AVK launched the S29/90 Clearway Hydrant in 2009, meeting many of the requirements of the market at that time. Today the market has developed further with the demand for various ancillary products to be used in conjunction with the throughbore design to help monitor flows, pressures, cleaning system, etc. Therefore, AVK took the decision to redesign its hydrant and incorporate many additional innovative new features.

As such we are pleased to announce the launch of the S29/91 Clearway Hydrant that is BSI certified, compliant with Regulation 31 (WRAS approvals), whilst at the same time incorporates a connection for a data logger which does not interfere with the operational aspect of the hydrant.

AVK invited Severn Trent Water (STW) and their area fire brigades to the launch of the product at our UK factory in Corby, to review the new hydrant and the technical improvements made to the product. The quality and fast delivery aspects of the new Clearway product, that is 100% manufactured here in the UK, were high on the agenda as well as the mode of operation, giving secure, consistent operational flows via the outlet.

AVK were able to demonstrate the quality procedures utilised in the manufacture to substantiate extended field service life, as well as the significant flow rates achievable via this style of hydrant. The paint procedures showed that every hydrant is tested for holiday free coatings internally, to ensure the protective, hot applied fusion bonded epoxy coating, supported the extended life of the hydrant. Chris Bridge, Programme Manager, Asset Creation and Angela Begg, Fire Service Liaison Manager,

both of STW, were able to confirm the quality procedures in place and the overall performance design of the new throughbore.

The integral data logger connection point, a first for the UK market and currently the only manufacturer of BS750 hydrants to offer this option, allows both utility operations to monitor their networks whilst keeping the hydrant operational for emergency use by the fire brigades, proved of interest to all parties.

AVK will continue to develop their Fire Hydrant range as the UK market develops further. It also offers flexible security devices to prevent unauthorised use of the hydrant and to overcome the growing issue of hydrant abuse. This easily installed and adaptable device is being extensively used presently throughout the UK water industry.

For further information on the above range of hydrant please contact Graham Charnley AVK UK Ltd.

GRAHAM CHARNLEY
AVK UK - Market Sector Manager - Clean Water



BIOGAS AN OPPORTUNITY FOR DONKIN

Biogas is a combustible gas consisting of methane, carbon dioxide and small amounts of other gases and trace elements. It is produced through Anaerobic Digestion which is the microbiological process of decomposition of organic matter, in the absence of oxygen. This process is carried out in air proof reactor tanks, commonly named digesters. A wide range of micro-organisms are involved in the anaerobic process which has two main end products: biogas and digestate.

Biogas is a cheap and renewable resource which is helpful to the environment. Methane which is the main constituent will naturally be produced by decomposition whether it is used or not and is a greenhouse gas that is a major contributor to the global warming problem. By harnessing this gas it can be turned from a problem to a valuable form of energy that can be used to produce electricity or directly injected into the gas grid (after turning into biomethane).

Valves supplied to Springhill Farm Project

Biogas production in the UK is increasing with the number of biogas projects becoming a serious opportunity for our range of gas and other products.

AVK UK has identified the biogas opportunity and has already supplied Donkin branded gas products into a number of sites.

- Springhill Farm – A tomato farm producing biomethane to feed into the IP gas grid of Wales and West. We have supplied a steel 555 and anti-tamper device for the outlet of the injection unit and also a package of Gate Valves and Series 460 Ball Valves for the IP pipework feeding the gas back to the Grid.
- Crouchlands Dairy Farm – Biogas is converted into biomethane and then shipped by tanker to an injection point at Portland Down. We supplied Series 41 Non Return Valves for the feedstock.

On the biogas side we supplied 555 Gate Valves of various types including actuated and also Wouter Witzel Butterfly Valves.

- Sotterly Project – National Grid Supplied a pneumatically operated ROV valve (Series 450) for the gas injection unit on this site.
- Apsley Farm (New Project) - This is a project with Scottish and Southern Energy for gas injection into the Grid. First orders have already been Gate Valves and Tees.

The experiences above have given the AVK UK Gas sales team a unique insight into this developing source of energy and we will continue to expand our activities in this area of the market in the UK.

MIKE SKEEMER

AVK UK Ltd - Market Sector Manager - Gas



EXPECT SOLUTIONS, NOT JUST PRODUCTS



EXPECT A LONG-TERM PARTNERSHIP

WOLSELEY VISIT

Further to the integration of the ex Burdens branches into the Wolseley Group, AVK UK held a summit meeting with the key commercial utilities team across the Wolseley and Burdens brands at the AVK Donkin factory in Staveley in early October.

The purpose of the meeting was to develop joint commercial plans across the two businesses going forward and to present the new innovative product solutions that have been developed by AVK for both the Water and Gas markets. The meeting was a very constructive step forward in the relationships between the companies and both identified opportunities to grow their trading volumes going forward.

The meeting was proceeded by a trip to the local Karting Centre where Burdens Trading Director Alan Long and AVK UK Water Sales Director Nick Shanks, both showed off their prowess on four wheels. The team winner of the event was, however, Tony White (Burdens) and Graham Charnley (AVK UK).

WOLSELEY

EXPECT A LONG-TERM PARTNERSHIP

SWORDS PROJECT

Swords Development

Fingal County Council's Swords Waste Water Treatment Plant in Ireland is undergoing a huge development over the next year.

The project started in the summer of 2014 and will run for around one year. The plant has reached its current capacity of 60,000 PE (Population Equivalent) and will be expanded by 50% to 90,000 PE. This is due to the Swords catchment area growing as part of the Dublin commuter belt.

AVK UK has supplied the contractors Aecom Ireland, approximately €120,000 worth of valves to the scheme to date, these include DN250 and DN400 Series 21 Resilient Seated Gate Valves, Series 41 Non-Return Valves (as seen in the picture) and DN500 and DN600 Series 54 Metal Seated Gate Valves.

AVK UK carried out technical presentations to the consultants, Byrne Looby Partners, which demonstrated AVK's capability to influence the project specification and therefore its success.

AVK UK General Manager Ireland, Brendan O'Dowd, said:

"Aecom want to deal with AVK as a manufacturer because of the added value we can bring such as advising on design and

specification on the project, over and above just supplying the products."

The development has been undertaken by Ireland's Water Services and is estimated to cost €23 million. The Swords scheme is one of many helped by a European Investment Bank loan of €200 million to the Water Services Investment Programme (WSIP).

This addition to North County Dublin's infrastructure will lift local restrictions and allow for future development in the area. With AVK UK's help the area can live up to its motto,

"Your Swords, an emerging city."

BRENDAN O'DOWD

AVK UK Ltd - General Manager (Ireland)



EXPORT NEWS

These most recent valves are in addition to valves supplied previously for 'Gaz Du Cameroun' (GDC) which has now expanded its network across Douala, the capital and largest city of Cameroon.

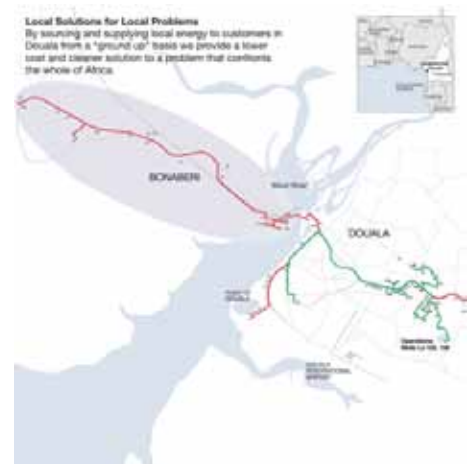
GDC have connected many industrial clients and are currently undertaking a complex river crossing over the Wouri which will open up further pipeline extension and further connections.

GDC are using Donkin valves due to their excellent reputation for quality and safety but also because of past experiences utilising them in the UK market.

ADAM TKACZ

Export Gas Key Account Manager

AVK Donkin have recently received an order for 12 x 400mm valves for a continuing gas distribution project in Cameroon.



FIELD TRIALS HAVE PROVED A SAVING OF 90% ON INSTALLATION TIME.....

Field trials have proved that the Series 01/79 Resilient Seated Gate Valve with tensile resistant coupling terminations for Polyethylene and PVC, saves up to 90% on installation time...

To assist the UK Water Utility sector in delivering their investment programs using the 'TOTEX' principals, AVK are constantly striving to bring savings and efficiencies to our customers and end users.

One of the latest of these initiatives is as the result of some "out of the box" thinking regarding attaching pipe to gate valves. The most commonly used pipe system for smaller distribution mains is Polyethylene (PE); traditionally a valve would be connected into the pipe line by electrofusing two PE piped

flange adaptors onto the pipe ends and then bolting the flange adaptors on to the valve flanges effectively making 4 joints. This is time consuming and adds 4 possible leak-paths to a system with every valve installed.

Our product design team at AVK Tech in Denmark set about designing a valve body which already has Tensile resistant couplings for both PE and modern PVC systems to make the whole process both quicker therefore saving labour cost, and at the same time halving the number of joints and also reducing the number of components required to fit a valve in the traditional way.

Field trials were undertaken with Morrison Utilities Services working on behalf of Yorkshire Water and Conroy Group acting as Tier 2 contractors for Balfour Beatty in Anglian Water.

After tool-box briefings by Graham Charnley and Oliver Gambling highlighting the difference in installation techniques for example the

requirement to use pipe support liner (Series 05) with PE and the higher bolt torques required, the field operators then installed a DN80/90mm valve.

The results were even better than we had hoped with the installation in Yorkshire Water only taking 5 minutes as opposed to 55 minutes using the traditional flanged method; a 90% saving on installation time.

The operators and project managers at both trials both commented on the obvious advantages of the new system and on how the speed of assembly and material reduction would be beneficial for future projects.

The product is launched and available, a full suite of marketing material including data sheets and full case studies are available on the web site.

KIERAN FITZPATRICK
Head of UK Marketing

EXPECT SOLUTIONS, NOT JUST PRODUCTS

EXPECT QUALITY IN EVERY STEP

EXPECT TOTAL SAVINGS

DONKIN 217 FACTORY ENTRY ELBOW TRIAL

In June 2014 Fulcrum Connections agreed to carry out the first field trial of the new Donkin factory entry elbow with folding flange.

The product has been designed with a bespoke flange arrangement that cuts out the need for the installer to have an expensive welder on site and therefore represents a big saving during installation.

The trial took place in Bury St Edmunds supplying gas into a factory building being converted to accommodate a new coating plant.

The installation was carried out by McNicholas Construction Services who are the main contractor for Fulcrum Connections. The Donkin 90mm PE x 3" Steel x 345mm Factory Entry

Elbow with Folding Flange arrangement was successfully installed using existing tooling and with no change in established procedures connecting a low pressure gas service above ground into a factory building which terminated with an 80mm AECV with blanked off end.

The new design is part of our 'Mains to Meter' range and represents AVK UK's commitment to bringing continuing innovation to the UK gas market to provide solutions for customers.

MIKE SKEEMER
AVK UK Ltd - Market Sector Manager - Gas



Service Connection



Gas taken into the building



Folding flange allows easy Connection to internal pipework

EXPECT QUALITY IN EVERY STEP

EXPECT SOLUTIONS, NOT JUST PRODUCTS

NEW PRODUCT INNOVATIONS 717 WALL STARTER

Our most recent new product range to announce is The Series 717 Wall Starter Range

The Series 717 Wall Starters are designed to be cast or built into concrete bund, chamber or tank walls. Pipes, valves and other equipment is then attached to them using a number of different connection options. The main feature of this type of fitting is the "puddle flange" which has the dual role of anchoring the fitting into position and also to prevent a leak path.

Fabricated in mild steel in our facility in Hyde near Manchester, our range has been developed to offer the end user all options they may require on any given project. These variations include the fitting length to accommodate different wall thicknesses, pipe diameters, flange types and a comprehensive range of terminations from plain ended, flanged, to a universal coupling.

These fittings will be supplied through our successful range of service offers to suit the end users project requirements.

The main features are as follows-

- Nominal size range DN350-1200
- Standard pressure rating PN16
- WRAS approved materials for water options
- Fusion bonded epoxy coating
- Range of fastener materials
- Seals EPDM for water or NBR for waste water
- Range of fitting lengths 250-1000mm
- Terminations – plain ended, flanged (part drilled and tapped), universal coupling or a combination of any.

KIERAN FITZPATRICK
Head of UK Marketing

EXPECT IT TO BE EFFECTIVE AND EASY

EXPECT LASTING INNOVATIONS

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 Friday 7 November Paul Hubbard, AVK UK Group Chairman, was delighted to present the awards at a lunch at the Proact Stadium in Chesterfield.

2014 Winners:

Customer Expect More of Yourself - Nick Tew (AVK UK) & Richard Hines (Bryan Donkin)

Innovation - Adam Tkacz (AVK UK)

Customer Response - Anne Fuller (Bryan Donkin) & Emily Ryan (AVK UK)

Customer Service - Tony Donald (AVK Syddal) & Mick Cook (AVK UK - NDC)

Best Site - Aqua-Gas Manufacturing - Simon Goode (Production Manager) collected the award on behalf of the company



Paul Hubbard



Photograph Left to Right: Simon Goode, Fran Brody, Tony Donald, Mick Cook, Janet Turner, Martin Brody, Anne Fuller, Richard Stone, Adam Tkacz, Richard Hines, Paul Jennings, Nick Tew, Janet Stasch, Emily Ryan.

BOWLED OVER, BUT NOT OUT!!!

The 19th of June was the date set not only the world cup qualifier between England and Uruguay, but more importantly this was the date for the bi annual Rounders Match and barbecue between the staff of AVK UK Northampton including National Distribution Centre team.

Team A was led by Stuart Montgomery (Market Sector Manager) ably supported by Team Coach Graham Charnley (Market Sector Manager). Team B was headed up by Nick Shanks (Sales

Director Water). The scene was set for an exhilarating few hours of 'home runs', 'strike 3' and 'you're out' as well as a number of predictable controversial decisions by Referee, Martin Brody, (Supply Chain Director). This included an energetic and acrobatic one handed grab by bowler Nick Shanks that was subsequently disallowed.

In the end the overwhelming silky skill of players in Team A won the day including key players like Emily Ryan (Sales Coordinator) who single handedly caught Tim Plumb (Commercial Manager) clean out. Keith Lee (NDC Warehouse Operative) contributed greatly to the night and showed all round ability with not only a number

of athletic home runs but a convincing number of catches to send Team B to the changing rooms.

Sadly the evening ended with England not progressing in the way we all wanted, we can always dream on ...





PRETTY MUDDY RACE FOR LIFE - LUTON 21 JUNE 2014

Allison Bassindale and Tracy Ellson from the AVK UK Northampton sales office, entered the Race for Life, but with a difference ... a new event in the Race for Life calendar is a mud race over 5km with 9 obstacles along the way!

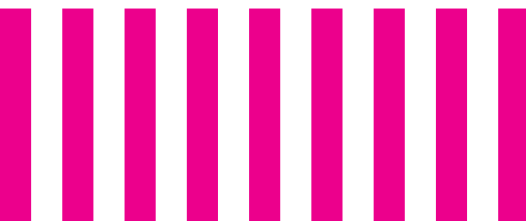
Allison and Tracy were both confirmed non runners before they entered the race, so had to start training from scratch. Early morning training runs at 6am was a regular occurrence, and battling injuries along the way, with dodgy knees, hips and backs.

The day of the race was scorching hot day, with temperatures mid 20°Cs, the first obstacle was

inflatable logs... easier said than done, followed by crawling under cargo nets. Around the 2km mark they had tyres to hop through, quickly followed by two very refreshing mud pools to walk through. The 3km mark they had spiders web of wires to negotiate and then tunnels to crawl through. The 4km was dominated by up and over cargo nets, not the easiest of obstacles!!

The final km had the best two obstacles, a mud pool they had to crawl through, whilst the Marshals took great enjoyment in throwing the mud at people! The last few hundred meters was the inflatable slide, to climb up with the aid of cargo nets to slide down in to a mud pool!! Brilliant fun, they all wanted to do it again!!!! They finished the race in approx 50mins which considering the heat, was a great achievement.

The ladies raised £800 for Cancer Research UK, with more money pledged. Allison and Tracy are ready to tackle this event again next year. So ladies of AVK, they invite you to join them and make Team AVK bigger and better!!!



AVK UK GOLF DAY 2014 SETTING THE INDUSTRY STANDARD

Having missed a year, the AVK UK, Geoff Baggaley Memorial Golf Day was back and held on 1st October 2014 on the rolling, scenic fairways of The Abbey Spa and Golf Resort in Redditch in the beautiful County of Worcestershire.

Being in held October the weather was a concern and so, for peace of mind, it was delegated to Mr Baggaley himself, who rose to the challenge and we were blessed with the most magnificent day which became warmer as the afternoon went on.

As usual, the primary objective of the day was to raise funds for Water Aid, the charity chosen by Vicky, Geoff's wife, and the event was kindly supported by our supply partners Busch, Lombard Express, Bonomi, Aership, BDO, ORJ, Rotork, AVK Plastics and Auma.

There was a full day of activities lined up for the guests and intrepid competitors beginning with the main golf event in which 15 teams competed for the various prestigious prizes. In between rambling amidst the shrubbery and wood land and, at one point, partaking in

what appeared to be a reunion of the valve association gardening society, there were some wonderful golfing technique's on display – all captured on video by David Edwards. The early autumnal sunshine casting beautiful warm rays on the copper leaves was spectacular...but not as spectacular, or as bright, as some of the golfing attire which adorned the course.

After the main golf competition the guests were invited to enter the putting competition – which, with a superb wine hamper on offer as the prize, was very popular. The evening event's started with David Edwards Famous Trick Shot Display to set the scene – oh! He makes it look so easy and a little scary, especially if you're the one lying on your back with a tee in your mouth!

During dinner David's on course video was played – he really deserves an Oscar... and the award for best performance going to Oliver Gambling (not many people have the ability to go around a golf course backwards).

Kieran Fitzpatrick had the honour of presenting the prizes with 1st place going to Triio's

Daryl Budworth, 2nd place went to Gary Marshall and 3rd place to Triio's Tony Alden, 1st place team went to Invicta's Jason Dunk's team and 2nd place team to AVK UK Nick Chuck's team. Pink Ball winners were "Team Charnley" and finally the charity Putting Competition was won by Northern Gas Network's Neil Smith. There were some "special prizes" but we'll spare the blushes.

After a raffle and auction the evening was finished off beautifully by comedian Gary Marshall who made the room roar with laughter. Those who weren't worn out laughing retired to the bar trying to recall Gary's one liners.....

The day successfully raised £3000 for WaterAid. Thank you.

As a footnote we had many emails and notes of thanks for a fantastic day, several of them cited our day as the "Best Industry Golf Day" on the circuit; a plaudit that we know Geoff himself would be extremely proud of...

NICOLA KIRK

Marketing and Communications officer



The 'pink' team



Brace yourself, don't move!



Mr Alan Bite with 1st place winner Daryl Budworth (right) & 3rd place winner Tony Alden



SIMON GOODE joined Aqua-Gas Manufacturing in June 2014.

Previously an operations manager for a plastics extrusion manufacturing in Leicestershire for over 14 years supplying the automotive industry, achieving NEBSM Management certificate and CIPD Certificate in personnel practice.



ALAN TONKS joined AVK in September 2014 as Quality Manager having previously worked within manufacturing engineering (predominantly in quality assurance roles) for over 25 years. He has worked in a variety of industries including automotive, aerospace, plastics moulding and most recently niche process equipment for the steel industry. Alan graduated with a degree in Engineering from Sheffield Hallam University in 1988 and over the Years has attained Chartered Quality Engineer status.



NICK CATT has joined AVK as the Managing Director of Glenfield Valves Ltd. He has 20 years Board level experience of manufacturing businesses with the last 15 being in the water and flow control sectors. During his 10 years at Tyco Nick helped create Tyco Waterworks UK by assisting with the integration of the Talbot, UPE, EBCO, Atlantic Plastics, Belgicast and Erhard brands into UK market. He also managed export sales in the Middle East, Caribbean and European markets.



RICHARD HENNESSY joined AVK as Project Manager in October 2014. He joined Wavin Building products in October 1987 selling gravity drainage products, and then moved to Radius Systems (Previously Uponor) selling pressure pipeline systems into the water and gas industries. Having spent 16 years with Radius, latterly as the UK National Sales Manager he moved into the distributor sector with Burdens and more recently Keyline Richard is an ardent follower of Gloucester (Northampton fans beware) and England, and is a bit of a DIY enthusiast.



ALEX WAITE is AVK UK's new National Sales Manager for Water joining us in September from Burdens (now part of the Wolseley Group). He spent over 9 years at Burdens doing various roles from Sales Executive to Key Account Manager and finally National Account Manager. He brings with him a great knowledge of the distributor market along with strong relationships with some of the largest contractors in the UK. During his spare time, he loves his sport playing football, golf and cricket on a regular basis.



MATT WARD joined AVK UK as Regional Sales Manager in September. He started in the industry in 1997 at Drainage Systems in Cardiff, before moving on to Burdens in late 2000. Matt was at Burdens for over 12 years, working in the key accounts Wales department and was Assistant Manager for 7 of them. He spent the last two and a half years as an Area Sales Manager for UTS Engineering covering Wales & the South West.



INTERNAL TRANSFERS/PROMOTIONS

Sean Brody – transferred from AVK UK to AVKS
 Selwyn Jones – transferred from AVK UK to Invicta Valves
 Tim Leigh – transferred from AVK UK to Invicta Valves
 Nick Chuck – transferred from AVKS to AVK UK
 Martin Haddon – transferred from AVKS to AVK UK
 James Parkinson – transferred from AVKS to AGM

AVK LONG SERVICE AWARDS – 10 YEARS

Michael McCluskey – Glenfield – 26 January
 Gabriel Mocanu – Aqua-Gas – 16 April
 Lenny Croll – Aqua-Gas – 31 August
 Paul Hubbard – AVK UK Group – 1 October

AVK LONG SERVICE AWARDS – 20 YEARS

Karon Shaw – AVK Syddal – 20 June

RETIREMENTS

Len Ball – AVK Syddal - 29 years service
 Ken Buckley – AVK Syddal - 14 years service

MARRIAGES

Lorraine Staten married Alan Denman 3 May 2014

BIRTHS

Brendan O'Dowd – a baby boy Rile born 26 May 2014
 Jo Launt – a baby girl Phoebe born 30 May 2014
 Sylvia Lo – a baby girl Penelope born 8 August 2014
 Owen Woolman – a baby boy Charlie born 4 September 2014

QUALIFICATIONS

Tony Donald – NVQ – Level II – Customer Service
 James Power – NVQ – Level II – Certificate in Team Leading

AVK UK
www.avkuk.co.uk

Glenfield
www.glenfield.co.uk

Invicta
www.invictavalves.co.uk