



# FACE2FACE

THE MAGAZINE OF AVK UK GROUP FOR STAFF AND CUSTOMERS

## Testing Times

You will recall in the last edition I indicated we could be entering a tough trading environment; I am afraid to say during the past four months we have experienced a particularly slow market, which has put pressure on our UK operations. No doubt the Queen's Golden Jubilee, severe weather conditions and more recently the London 2012 Olympics have all had an impact one way or another upon customer activity levels - great celebrations and an excellent advert for GB, but not great for business!

Our water business, although in growth compared to last year, is behind our original assumptions and in more recent months has really slowed down, with key projects either being delayed or postponed. The sector has become increasingly competitive and in a number of instances we have decided not to compete for the business, as we cannot afford to sell against low cost, low quality product being offered by a number of our competitors. Clearly this decision in certain product groups has had an effect upon our market share, which again has impacted upon activity levels. We do expect the market to maintain if not grow a little during the year ahead, we must however keep a close eye on what matters; delivering value to our customers.

The UK gas market portrays a totally different picture. Early in the year (December 2011) we were advised by our key customers that they were in an over-stock position and that action would be taken to address the situation, which unfortunately impacted upon our activity between January and April this year. Further, despite little dialogue or consultation from our customer base, the industry has implemented a cost reduction initiative well ahead of initial indications, which again has affected demand and will continue to do so in the months ahead. On [page 6](#) I have tried to provide you with a brief explanation of the gas operators' planning process, in order for you to better understand what is happening and how it impacts upon us.

Away from the core water and gas business we have had a good year at Invicta Valves, who have clearly built upon their reputation as a quality service provider by winning a number of key, high-profile contracts; we expect this trend to

continue into next year. Glenfield Valves secured a £9M MEW contract earlier in the year ([page 7](#)) and are in the midst of delivering the project, which will make a great contribution to their year-end. They also have a number of new product initiatives which will be rolled out in 2013 and will further support their customer development plans.

We are making good progress in our gas business development activity and to this end we have Richard Stone now totally concentrating upon the gas business with a particular focus upon bringing new products through to market and leading the international sales drive.

Despite the tough short-term environment we continue to invest in new products, services, plant and equipment, all of which contribute to changing our competitive positioning and the balance of our business. Typically the acquisition of Syddal ([page 6](#)) is to further strengthen our footprint in the fast track fittings market; the integration is now complete, and we look forward to growth in the months ahead. To support the Group strategy we have also taken the decision to develop a position in the Industrial Valve market and will invest and mobilise a dedicated sales and service team located in Hyde, Manchester that will "go live" in October of this year; a really exciting initiative which is already bringing in new business for AVK.

The UK market is tougher than expected, and we must take appropriate decisions at the right time and to protect the long-term interests of the

business. This is the time to dig deep, further pull together and bring through the initiatives and investments we have made in new products and processes at the earliest possible date.

Clearly we are not the only supplier to be affected by market change, but in the short term our challenge in AVK is to adapt to the market conditions and cut our cloth accordingly. As you will be aware, we have already communicated the need to implement changes both in our operating costs and unfortunately in our organisation and people.

We have the resources and capability to make the difference and be further recognised by our customers as a valued and responsible supply chain partner.

If we are to take something from Team GB and London 2012, for me it's: confidence, courage, commitment, desire and teamwork to achieve the best possible outcome; achieving personal bests.



**Thank you and good luck**

**Paul Hubbard**  
AVK UK Group Chairman



**Glenfield Valves has won a record-breaking £8.9 million order - three times bigger than any it has secured before. Full story on [page 7](#).**

# New fabricated gas tees are for 300mm+ diameters

AVK UK has launched a product that extends the pipe diameter capability of Donkin tees specifically developed for use when drilling gas mains under pressure and for isolating sections of main ('stopping').

The new Series 214 fabricated steel tees can be manufactured to customers' specifications for pipe diameters from 14" to 24" and flanges from 80mm to 600mm. They complement the established Donkin Series 257 range, which is cast rather than fabricated and is for smaller pipe diameters up to 300mm.

Standard ex-works delivery for Series 214 is five working days from receipt of order, and there is a fast service of just 48 hours in cases of emergency.

All Series 214 tees have a full circumferential mat to achieve a seal when the two halves are tightened together during installation, together with stainless steel bridging plates to ensure the seal is effective through the full 360 degrees and end plates to prevent the mat being extruded. Flanges are PN16 as standard, with other drillings available on request. Maximum gas operating pressure is 7 bar.

"These new tees have already been sold to some of the UK gas utilities and specialist contractors throughout the country, and others are following suit when they find that we can now cater for the larger pipe diameters," says Mike Skeemer, market sector manager for gas.



Demonstration of drilling a gas main under-pressure. The Series 214 tee is clearly visible at the bottom of the picture.



# Kielder Dam valve was made better than new

The Engineering Services division of Glenfield Valves has given new life to a valve that it manufactured for the Kielder Dam in the North-East of England more than 30 years ago.

Supplied along with a range of butterfly valves in 1977 when the dam was being built, the 36" Free Discharge Valve is one of three from Glenfield that regulate flows from the Kielder Reservoir into the River Tyne.

In 2010 Northumbrian Water called Glenfield in to inspect the condition of one of the 36" Free Discharge Valves. After investigation it was found the valve required a degree of refurbishment which could only be carried out at the Glenfield factory. The original component drawings and bill of materials were available for reference by means of the Glenfield archive system.

The valve was removed at the end of 2011

at a convenient point in Northumbrian's site programme and transported to Kilmarnock.

The valve was disassembled and the body was shotblasted back to the bare metal. The guides and sleeve were machined to the required surface finish and tolerances and the valve seals were replaced. The original operating mechanism was replaced with current design which consist of a bespoke double-bevelled gearbox, stainless steel transfer shafts and universal couplings. The valve was re-coated to current day standards and full hydrostatic and operational tests were carried out in the factory.

At the time of writing, the refurbished valve (pictured above after the paint process stage) was returned to site and installed awaiting final clearance from Northumbrian Water to complete the commissioning programme.



AVK UK has achieved regional recognition of its commitment to 'green' policies by winning the Environment category of the 2012 BEST Business Awards organised by Derbyshire and Nottinghamshire Chamber of Commerce.

The company's Donkin division based in Staveley, Derbyshire clinched the award, which was sponsored by car manufacturer Toyota, by outperforming rival finalists drawn from the manufacturing and hospitality industries.

Judges made their decision in AVK's favour after studying an application that highlighted the many energy-efficient features of the company's state-of-the-art manufacturing facility; its far-sighted carbon emissions management policy (see page 5); re-design of products to reduce weight and therefore environmental impact; and its continuing success in eliminating waste from its manufacturing processes.

Expressing his delight at the company's success in the Awards, Donkin managing director Fran Brody said: "We have gone beyond words and committed time and money to making our environmental policy a reality, putting ourselves ahead of most companies in our ability to reduce emissions from the supply chain.

"This is a great platform on which to continue our transition to becoming a low carbon manufacturing company, and it is very satisfying to see it recognised by our local business community."

# Getting African gas to the market

AVK UK has won crucial orders that could open up long-term opportunities for selling Donkin products in two African countries using mains natural gas for the very first time.

Although they are on opposite sides of the continent, Tanzania and Cameroon both have recently discovered reserves of natural gas, so now they face the challenge of getting it to where it is needed.

Tanzania is making a start with a government-funded scheme to distribute compressed natural gas to light industry and private housing in the capital Dar es Salaam, while Cameroon is specifically targeting industry in Douala, the country's commercial capital, which has air and sea links vital to its exports.

"In both cases we were able to offer the contractors working on these projects the complete Donkin range, from 400mm 555 gate valves to 32mm Certus ball valves," said Adam Tkacz, key account manager for export.

"We also provided full documentation demonstrating that all Donkin valves meet British Gas Industry Standards, which are recognised as the most stringent in the world.

"That was important in Tanzania especially, where the contractor complained that it had been difficult to find products of the right specification and standards.

"The fact that both countries have adopted



British standards should put us in a strong position to supply future projects - in fact in Cameroon we are already in the running for Phase 2."

For Tanzania, having its own natural gas means that the country has already saved more than two million US dollars by gradually eliminating imported fuel to run generators.

Natural gas now accounts for 35% of the electricity generated.

There are also environmental benefits,

especially in rural areas, where vast tracts of forest have previously been felled for fuel.

Until now Cameroon has relied on hydropower, which is highly unreliable outside the rainy season despite 'stockpiling' of water.

Black-outs can last for days, leaving industrial machinery idle (or dependent on generators powered by oil).

**Above: Donkin valves ready for installation in Tanzania.**



## long-running success story

When a contract won by Invicta Valves at Thames Water's Beckton waste water treatment works in East London turned out to be much more complex than anticipated, the company's expertise - and its access to further technical support as part of the AVK Group - helped it to rise to all the challenges (and secure all the orders) that have followed.

Beckton is big in every way; in fact it is the biggest WWTW in Europe. Already serving 3.5 million people (almost half the population of Greater London), the plant is currently undergoing a £190m upgrade that will increase treatment capacity by 60 per cent and accommodate the forecast 10 per cent increase in population by 2021.

Its primary settlement tanks - all 16 of them - occupy an area the size of ten football pitches and (it has to be admitted) give rise

to a big odour problem, which is less than desirable in such a densely populated area.

That is why Thames is investing an additional £67m on refurbishing and enclosing the tanks in a bid to cut emissions by 50 per cent.

"In the first instance GBMM, the consortium of Galliford Try, Biwater and Mott MacDonald responsible for the entire Beckton upgrade, asked us just to refurbish the valves and penstocks controlling flows between the tanks," explains Invicta managing director John Sutcliffe.

"We've already overhauled almost a hundred individual items of equipment, but it soon became apparent that replacement was the only cost-effective option for many of them.

"In the majority of cases 316 stainless steel options have been chosen - AVK's own

valves, and penstocks.

"All this has posed a wide-ranging technical challenge for us, encompassing engineering, design, manufacture, supply and installation.

"We have done a great deal of work stripping out the old equipment and then bringing in and installing the new - all within budget, of course, and on a very busy site (GBMM has set a hectic pace of completing all the work on each tank in around two months)."

As well as the tanks themselves, Invicta has supplied valves for the primary settlement pumping station - 'icing on the cake' that has brought the value of all the work well into the seven-figure range.

The company has been involved with Beckton continuously since the autumn of 2011 and expects to be so right through into 2013.

# Non-slam check valve - a long term solution

Water hammer is a common problem in supply systems. Whenever the steady state condition or the flow is interrupted by sudden changes such as pump stoppage or start-up. If it is not carefully controlled, the phenomenon can cause costly damage to pump equipment and pipe work, significantly increasing on-going maintenance and replacement costs – something that today's hard-pressed water industry is keen to avoid more than ever before.

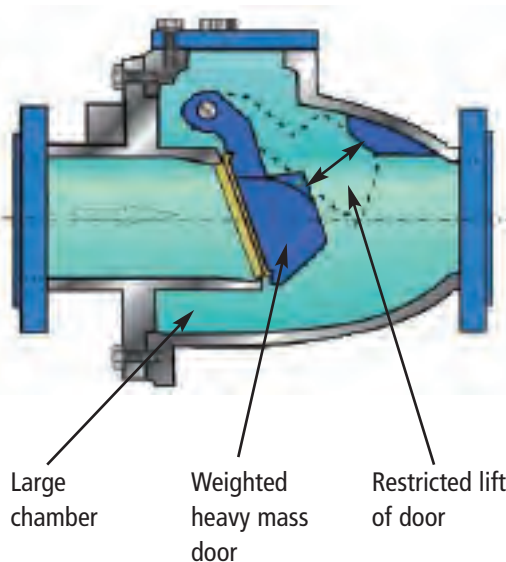
Preventing water hammer depends crucially on closing the valves in the vicinity of the pump as rapidly as possible after the forward motion of the flow ceases; and added to that is the need to ensure that the valve door does not just slam onto the seat. These twin demands of fast reaction and controlled closure constitute a delicate balancing act that is a challenge for any valve design engineer

In cases where the water flow decelerates at a low to moderate speed, such as single pump or gravity systems with low to moderate branch velocities, slamming can very often be prevented by installing a conventional swing check valve with an external lever and weight. However, in circumstances of potentially rapid flow reversal - especially where multi-pump sets deliver into a common main – a more sophisticated approach is called for.

Determined to find a solution that really worked, Glenfield Valves put theory and trial-and-error aside and studied what really happens in the pipeline when water hammer occurs. In its hydraulics laboratory (at the time the biggest independent facility of its kind in Europe) Glenfield Valves built an elaborate piping system in which severe forward and return flow

phenomena could be reproduced in check valves under actual flow conditions.

Analysis of the experimental data generated in this manner showed clearly the requirements that must be met to achieve non-slam closure, and from these the company evolved its Series 641 recoil non-slam check valve, which has been shown in service to reduce water hammer pressures caused by check valve slamming by up to 97 percent. This holds good with branch velocities up to 3 m/sec, and in conditions of less severity this may be



increased to 5 m/sec, compared to the 2-2.5 m/sec limitation on standard swing check valves.

Today, AVK have similar hydraulic testing facilities where products are tested to ensure that they are fit for the application required.

Unlike other products that endeavour to prevent slamming the Series 641 does not accelerate closure by resorting to springs, levers, dashpots, or other extraneous equipment, all of which needs maintenance and contributes to the likelihood of failure. Everything necessary for non-slam operation has been included in the simple and elegant design of the recoil

valve itself, from the shape of the body to the design of the door.

Surprisingly, the valve – available today as the 641/11 and 641/21 in sizes from DN100 to DN1600 - is by no means new. Glenfield's design was developed more than 70 years ago, and there are many examples that were installed soon after that which are still giving reliable service today; in fact, some have exceeded their minimum design life of 25 years three times over. Compare that with some (usually cheaper) present-day products purporting to do the same job that that are failing well within the expected 25 years.

Sometimes, it seems, yesterday's solutions are the still the best option today - and it's worth paying more for them too.

## For example...

Anglian Water's Household Water Treatment Works near Norwich is one of the many locations where recoil check valves made to Glenfield's unique design have given exceptionally long, trouble-free service – and have now been succeeded by present-day AVK equivalents.

When the valves on the surface pumps at the works' Thorpe pumping station were designated for replacement, they were identified as being of Glenfield manufacture and are thought to have been the originals supplied when the station was built 50 years ago.

The order - from Anglian Water and the @One Alliance delivery team – also included flanged specials and fittings manufactured by AVK Syddal, demonstrating AVK UK's ability as a framework supplier to find a 'one stop shop' solution.

*Article written by Stuart Montgomery*



## Brolly good golfing weather

The damp weather forecast for this year's AVK UK **Geoff Baggaley Memorial Golf Day** made conditions very soggy for the first tee-off, but the spirits of the 17 teams remained undampened and by the afternoon the sun was shining down on the beautiful fairways of Forest Pines in North Lincolnshire.

After the day's play everyone watched Dave Edwards' brilliant trick shot display, which this year included the highest scoring player from each team hitting the ball off a high tee - not as easy as it sounds and very entertaining to watch!

During dinner Dave played a video of all the players attempting to 'beat the pro' by getting their ball nearer to the tee than his. As always, Dave's near-the-knuckle commentary on some of the very interesting shots and techniques had the room in stitches.

The speeches and presentations began with a poetic tribute about playing golf amongst trees recited by Stuart Montgomery, and it was wonderful to have Vicky Baggaley with us to hand over the prizes. Then it was the turn of comedian John Stiles, son of infamous football legend Nobby Stiles, to reduce the guests to tears.

A staggering £4,300 was raised for WaterAid, mainly from sponsorship, the generous support of our guests and competitions - one of them John Stiles' auctioning of two replica 1966 Manchester United football shirts signed by his father.

The overall winner was Phil Thomason (Morgan Sindall), second was Tony Alden (National Grid M1 Gas Alliance), and third Dave Sykes (Radius Plus). The winning team included Dave Allen, Eddie Lewoski, Tony Alden and Kevin Blair.

## Babtie visitors spread the good news

Design engineers recently met in the Glenfield Valves factory in Kilmarnock to see a 36" Series 857 free discharge valve in operation.

The visitors were from the Babtie Group, a major consultancy service used by many UK water utilities, which has offices nearby in Glasgow.

The company had expressed a great interest in seeing the manufacturing process and the testing of the valve, which was recently refurbished for Northumbrian Water's Kielder Dam (*see page 2*).

"Visiting Glenfield gives great opportunity for contractors, consulting engineers and graduates to gain a better understanding of the manufacturing process of our products, notably the control valves that Glenfield specialises in, which not all valve manufacturing companies can provide locally in the UK," says Glenfield sales support manager Alan McNiven.

The design engineers who attended gave a presentation to other engineers/graduates back at Babtie's offices, increasing their knowledge of the products involved - and awareness of Glenfield's manufacturing and support facility, of course.

"The visit has helped our relationship with Babtie considerably, and conveys the high level of support that Glenfield can provide to them, and to other consulting engineers, contractors and water utilities" Alan added.

## Gearing up for more business

Glenfield Valves has completely refurbished Factory 3 at its facility in Kilmarnock to ensure sufficient capacity and capability for the production of the record breaking MEW79 £8.9million project order (*see page 7*). The upgrade also sets a new standard for manufacturing within the plant and will allow Glenfield to win new business.

An integrated part of the upgrade is the installation of a new production and test facility for the new Glenfield automatic control valve product range, which will put Glenfield and AVK



AVK UK has shown its commitment to cutting CO2 by achieving the carbon reduction standard CLEEAR (CarbonLow Emissions Evaluation And Reduction).

Approved by the Environment Agency as equivalent to the Carbon Trust Standard, CLEEAR is open only to companies that can produce at least a year's energy data and demonstrate a reduction in their carbon emissions. Both requirements were well within AVK UK's scope, because it has been using CarbonLow's carbon accounting software for five years.

"We have seen the carbon issue becoming increasingly important in the commercial tendering process over the last two years," says AVK UK chairman Paul Hubbard. "Instead of being just a box-ticking exercise, it now carries weight in the point scoring system.

"Buyers want to know exactly what you are doing to account for and reduce carbon, so our foresight in addressing and acting on the issue before most others is beginning to pay off."

AVK's own market research has confirmed the trend. Customers ranked energy use and CO2 emissions second and third in a list of twelve environmental concerns facing the utilities sector, making them major factors when selling products in a competitive market.

at the forefront of technology for this product. The launch is set for early 2013.

In addition the investment programme, seen in progress here, includes four new assembly lines for small Glenfield valves, new designs for large butterfly valves and new supply chain initiatives with other AVK group companies.

Details encompass improvements and innovations for almost every aspect of the facilities - internal floor drainage, floor matting, roofing, craneage (transfer, jib and post), wall cladding, electrical wiring, heating and test rigs.



## Syddal and AVK join forces

In May of this year AVK furthered its strategy to grow its UK fittings business by acquiring Syddal Engineering, which manufactures repair fittings, tees and end caps for the gas and water utility markets. There are clear similarities between Syddal's activities and the product and service portfolio of AVK Fittings, so it is no surprise that the two companies have been brought together in a single organisation. The combined business has been re-named AVK Syddal to reflect the strengths of both brands.

All of Syddal's manufacturing operations, including some of its commercial and operating staff, were transferred to AVK Syddal in the three months following the acquisition.

"The fact that the two companies were within two miles of each other on the outskirts of Manchester made the transfer much easier than it might otherwise have been," commented AVK Syddal managing director Fran Brody.

"From the customer's point of view, both companies have good reputations with their respective customer bases. The acquisition has brought some new products into the AVK



portfolio, and it has created opportunities for us to increase our production and buying efficiencies."

Pictured are material controller Brian Howard (left) and supervisor John Knott discussing dispatch of a large fitting.

## Five-day fabrication fixed leak crisis

The expertise and rapid response of AVK Syddal recently minimised the effects of a substantial water main leak in Stockton-on-Tees.

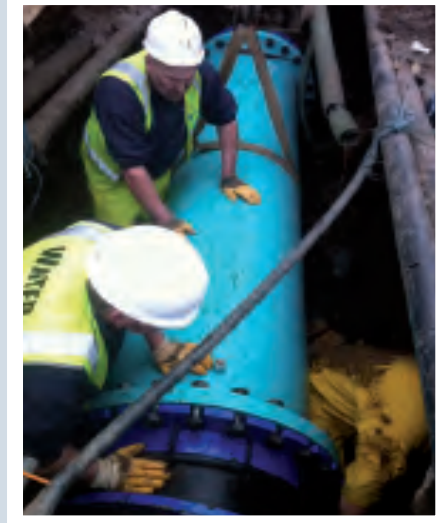
The leak was on a 30" cast/wrought iron main that has been in service on the town's Victoria Bridge since it was built in 1885 – a busy location close to the town centre that carries the A1130 across the River Tees to Thornaby and the electrical supply for adjacent street lighting.

The main supplies 25,000 customers, making the leak a strategically important issue for Northumbrian Water Limited (NWL) – particularly as a local radio station with a view of the bridge was reporting daily on the state of the "hole in road".

AVK Syddal were contacted about the problem as a result of dialogue with NWL's central purchasing department regarding a future framework for emergency supply of fittings – and it was clear from the outset that the company was somewhat frustrated by the lack of response from other providers.

After preliminary measurements, costing and placing of the order, NWL asked for the original lead time of ten working days to be reduced to five if possible, to reduce the pressure of adverse public comment. AVK was able to accommodate this request after some negotiation, and everything was delivered before 11am on Friday, as promised.

The package of bespoke products supplied were two fabricated flange adaptors (DN800 and DN750mm) and a fabricated, reducing spool piece some 3 metres in length that also had a "kink" in it to allow for a quite serious misalignment



of the existing pipe-ends. AVK quoted for parts only, thereby allowing NWL to utilise their own labour for installation.

The pipe spool was lowered into place against the crown of the existing main to allow correct marking prior to trimming back to ensure correct setting was achieved, and it was then removed to allow access for cutting.

After the AVK flange adaptors were installed the pipe spool was lowered into position, installed and tested. A 3/4 BSP ferrule for venting and chlorination purposes was built into the spool piece.

Everything was installed by 5pm the same day, and AVK personnel remained on site until the piece had been filled without leakage. A follow-up call to the site engineer on the following Monday confirmed that the pressure test had been carried out successfully.

## Gas industry cutting back on renewals

**AVK UK Group Chairman Paul Hubbard explains the policy changes behind the recent decline in demand.**

As part of the new regulatory period in the gas industry know as RIIO (Revenue = Incentives + Innovation + Outputs), the gas networks have been in negotiation with the Health and Safety Organisation and the UK Energy Regulator OFGEM and have changed their approach to the 30:30 mains replacement programme, which targets mains 30 or more years old within 30 metres of a property.

Ten years ago the programme started

with a drive to remove the risk of gas escapes through the decaying of metallic mains. The initial target was medium pressure ductile mains, followed by medium and low pressure cast iron.

Under the new period the industry has indicated it will agree upon a three tier approach. Tier 1 mains up to and including 200mm diameter will continue to be replaced as before; replacement of Tier 2 mains from 250mm to 400mm will be reduced by up to 80%; and there will be no mandatory requirement to replace Tier 3 mains 450mm at all.

Demand for large diameter valves will therefore substantially reduce, as any large diameter replacement projects will have to be justified on a case by case basis. It should also be noted that the use of valves on low pressure mains replacement is significantly less than on medium pressure mains, and that the greater proportion of the latter have now been removed.

Although this mechanism was not meant to come into force until April 2013, the other aspect of RIIO (huge cost-down targets on the Networks) has meant that gas networks have already started to adopt this model in their programmes.

# Glenfield order goes off the scale

Glenfield Valves has won a record-breaking £8.9 million order - three times bigger than any it has secured before.

Placed by Kuwait's Ministry of Electricity and Water (MEW) in March of this year, the order is for more than 7,800 individual items. Included are gate valves, butterfly valves, air valves, recoil check valves and underground fire hydrants. Sizes range from 50mm up to 2.4 metres.

The contract comes with very demanding and specific delivery targets. 25 per cent of the products must be delivered within five months, the next 25 per cent within seven

months, and the remaining 50 per cent two months after that. They will be held in readiness in MEW's stores for maintaining the country's existing water infrastructure and for future expansion of the system.

Glenfield's record-breaking success follows a developing and successful relationship with MEW over recent years that has won the company the status of an approved and proven supplier.

Delivery was just one of the many technical and commercial aspects of the order that had to be negotiated with the Ministry during the 10-month tendering

process. Quality requirements, for example, were exceptionally stringent - but still within the scope of AVK's own standards, which already include features such as third party inspection.

The project was secured thanks to close co-operation with the AVK Gulf sales office and Kuwaiti partners Arabi Company, who visited the Glenfield factory with MEW engineers in May to review the business and update on the latest innovations and developments. The group is pictured on the front page with Glenfield managing director Jon Badrock (*far right*).



## Fitting ready in 7 hours

At 7pm on Thursday 7th June, AVK Syddal received an emergency call from a colleague in Denmark who had been contacted by Copenhagen Energy, the utility responsible for the gas infrastructure in Denmark's capital city.

A large DN1100mm cast iron main had ruptured catastrophically, causing a gas escape, and Copenhagen Energy had to react immediately to control the situation. Unfortunately, that meant nearly 400,000 homes and businesses were left without a supply, so it was imperative to re-connect them as quickly as possible.

On exposing and studying the damaged pipe, engineers decided that the best solution was to reduce the main down to DN600mm in PE, and they asked AVK Syddal to provide a solution on an emergency basis.

Calling on their 130 years of collective experience of manufacturing and supplying large diameter gas fittings worldwide, AVK Syddal's engineers designed a fitting based around the sealing system of a fabricated universal end cap for the DN1100mm end, whilst connection to the DN600mm section

was by means of an extended 500mm long body with a concentrically mounted DN600mm PN16 flange welded at the back.

The design was approved by the client at 10am on Friday morning and fabrication (see photo) started immediately. Just seven hours later, the completed fitting was being loaded into a van for shipment to Copenhagen. (Because of customs clearance procedures, it was quicker to drive the fitting to Denmark than to fly it!)

By 6pm the following evening - four hours earlier than promised - the fitting was on site, was installed immediately and then successfully tested. The phone calls and emails of appreciation from the client and their contractors followed shortly after.

Whilst thankfully these situations don't happen every day, it is reassuring to know that your fittings supplier has the skills, knowledge and capacity to provide solutions on this scale should you need them.....

**Kieran Fitzpatrick -  
General Manager, AVK Syddal**

## Versatility of new fire hydrants

Take-up of the latest model in AVK's range of Clearway underground fire hydrants is showing that the product is exactly in line with the future requirements of the UK water and fire safety industries.

The new Series 29/93, which is kite-marked and fully compliant with BS 750, complements the company's range of squat hydrants that has been the industry standard for more than 30 years; but it has the unique advantage of a full, straight bore from inlet to outlet, as the Clearway name suggests.

"Several of the English water utilities have either committed 100% to the concept or are adapting their strategies to incorporate its benefits into their standard procedures on a large and escalating scale," says Graham Charnley, AVK UK's market sector manager for clean water.

The biggest advantage of the Clearway's straight bore, which is a change to the traditional swept design of conventional squat hydrants, is the ease with which pipe maintenance, inspection and measurement equipment can be introduced and retrieved.

In addition, flow rate is significantly improved, with a tested flow of 4,500 litres a minute at 1.7 bar, which is more than double the requirement specified in BSEN14339.



# All about AVK UK people



**Nick Shanks** has joined AVK UK as sales director – water. He has considerable experience of the industry, having previously worked for Saint-Gobain as sales director

and more recently with Radius Systems as director of telecoms and international sales. He is also a past president of the Institute of Water.

Outside of work, Nick enjoys cycling (although Bradley Wiggins need not worry!).

He lives in Nottingham and is married to Karen who is a school teacher.

Nick and Karen have two daughters – Hannah recently graduated and now works for a PR agency in Leeds, and Bethany has just completed her first year in Sheffield studying occupational therapy.



**Mark Fox** is AVK UK's market sector manager for industrial valves – a new position created to lead the company's drive into industries such as,

power, oil, gas, petrochem and pharmaceutical.

He has experience of all these areas, having

previously worked for a number of organisations including the Weir Group and Rotork.

"Although AVK is well-known in the gas and water utility sectors it is generally not familiar in power generation and manufacturing" says Mark. "That is a missed opportunity, because there is considerable potential there, especially for butterfly valves from AVK companies such as Wouter Witzel, Interapp and World Valve."



Glenfield Valves' new international sales manager **Steve Lacey**, who is responsible for all sales outside UK, has come to the

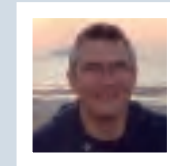
company from a very similar role at Viking Johnson.

For much of his 12 years there he was based in Dubai and responsible for Middle East markets.

At other times he also had responsibility for Africa, Latin America and the Caribbean, and for some aspects of other Crane Group brands such as Hattersley valves and Wask fittings.

Steve has also had experience of UK and export sales roles in the building services industry

with Pullen Pumps, and in food manufacturing with Wright Machinery.



**Steve Farrow**, who started his career with Invicta Valves 26 years ago, has returned to his roots - but this time as manager of the company's Midlands branch in Telford.

Along the way (and in a wide variety of roles), he has built up an intimate knowledge of valves, actuators and the industries that use them, from oil, gas and nuclear power through pharmaceuticals and general industry all the way to water and waste water.

In the last two decades he has worked for Auma Actuators and for Keystone/Tyco Valves and Controls, whose names are well-known at Invicta as product partner and supplier respectively.

Steve recently completed a diploma in business management and is a firm believer in personal development for both his staff and himself.

## Other New Starters

### Aqua-Gas Manufacturing

Pal Balogh - General Worker  
Ian Birks - Quality Systems Manager  
Daniel Brody - Administration Assistant  
Rytis Vitochinas - Sprayer

### AVK Syddal

Michele Costa - Accounts Administrator  
Ian Lancaster - Product Support Engineer

### AVK UK

David Beckett - Key Account Manager (Staveley)  
Katie Southern - Sales Co-ordinator (Northampton)  
Eliza Szpakiewicz - Supply Chain Demand Planner (Northampton)

### Glenfield

Naveed Anwar - Sales Engineer  
Philip Rough - Product Control Valves Manager

### Invicta

Peter Ellis – Engineer (Maidstone)  
Jonathan Gubbins - Internal Sales Engineer (Maidstone)  
Annette Mackessack – Sales Support (Maidstone)  
Alex Philo - Trainee Sales Engineer (Maidstone)

### Invicta (continued)

Rob Timson – Sales Support (Maidstone)  
Claire Wallis – Sales Support Administrator (Maidstone)  
Owen Woolman – Engineer (Maidstone)

### AVK Long Service Awards – 10 Years

Andy Fulton	Glenfield – 25 July
Ruth Mackey	AVK UK (Northampton) – 5 August
Jim Sutcliffe	AVK Syddal – 7 October
Greg Morris	Glenfield – 1 November
Martyn Smith	AVK UK (Staveley) – 11 November

### Retirements

Jan Enever – Invicta (Maidstone)  
John Jaggars – AVK Donkin  
Norman Kleiser – Invicta (Maidstone)

### Joined AVK from Syddal

Wendy Buller – Sales Co-ordinator  
John Knott – Production Supervisor  
David Mayor – Production Operator  
Darren Snape – Team Leader  
Steve Willis – Production Operative

### Marriages

Lenny Croll & Natalie married 30 September 2011 - Aqua-Gas Manufacturing

### Births

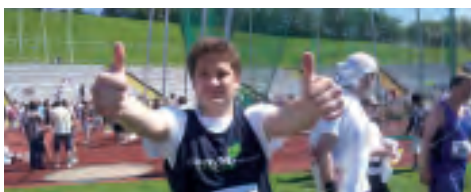
Sam Broome and Adam Shakespeare - a baby boy, Jacob Harvey – 2 June 2012  
Jason & Rachel Dunk – a baby girl – Maisie Mae – 5 March (a sister for Leo and Finlay)

### Achievements

Louise Menzies – Aqua-Gas Manufacturing – CIPD Certificate in HR Practice (January 2012)

Matthew Jowsey – AVK Donkin – MSc Environment Management (Feb 2012)

Keeley Lonergan, Mark Anderton and Maria Gentle of Invicta Valves completed the 2012 London Marathon to raise funds for the Muscular Dystrophy Campaign. Keeley and Mark's mother Joan Anderton, who has been director and company secretary of Invicta for 29 years, is herself affected by the condition.



A confident double thumbs-up from **Adam Tkacz**, key account manager for export at AVK UK, after completing the 2012 Sheffield Half Marathon.

Adam finished in 2 hours 28 minutes, which was below his expectations but, as he said, "It was a stupidly hot day - about 25°C – and at least it gives me room for improvement next year!" His consolation was his fund-raising success.

More than £900 went to Sheffield's Cavendish Cancer Support Centre in Sheffield, which helps people and families affected by cancer. It was selected by marketing and communications officer Nicola Kirk.



Invicta Valves managing director **John Sutcliffe** (pictured) and son Guy completed the London to

Brighton Bike Ride in aid of the British Heart Foundation for the second year in succession. After setting off from Clapham Common at 9.30 am the pair coasted over the finish line on the sea front 55 convoluted miles away six hours later; "not bad", said John, considering the hazards encountered along the crowded route – from fellow cyclists as much as motor traffic.

"We were particularly pleased that we stayed in the saddle all the way, even on the notorious Ditchling Beacon climb, which has a gradient of more than 1 in 10 and for which many choose to dismount and walk," John told Face To Face.

The Sutcliffes' efforts raised £120 for the BHF cause.