



Expect... **AVR**

FROM THE CHAIRMAN

Although this issue of Face2Face has a fresh look in line with the new AVK corporate identity, it also has its usual quota of news about progress and achievement across the whole business (and I hope you will find it as heartening to read as I did); but to my mind the most significant development over the last twelve months has been the commitment each of us has made to the AVK Group's eight brand promises - 'Expect...AVK'.

In fact their importance is such that, although all of us have been very well briefed on their significance, it seems appropriate that they should be repeated here, the most prominent position in the newsletter.

What AVK as a Group has publicly declared to customers, suppliers and employees is that AVK wish to become customers' most preferred valves and fittings provider, and a key element in realising this ambition is our focus and attention in delivering the brand promises.

Although we can feel confident that we are already performing well with respect to several of the promises we all know that in business things do not always go strictly to plan, so it would be naive to claim that we excel in all of them all of the time. We are declaring where we want to be, not necessarily where we are at the moment.

But that does not lessen in any way our commitment to customers that we will continually strive for excellence in all eight areas – and we are all well aware that we have an integral role to play in making that happen.

As an indication of how well we are doing, examples of the 'Expect...AVK' promises being put into practice are highlighted on the following pages. Look for the numbers – and be encouraged!

PAUL HUBBARD
AVK UK Group Chairman

AVK GROUP'S EIGHT PROMISES

- 1 EXPECT** AVK to offer solutions, not just products.
- 2 EXPECT** AVK to combine global leadership with local commitment.
- 3 EXPECT** that the quality of the products and services that AVK offer to be of a standard you would expect from a market leader.
- 4 EXPECT** deliveries to be punctual and responses to customers' queries and requests timely, accurate and supportive.
- 5 EXPECT** AVK to keep offering customers innovative solutions that can withstand the challenge of the hardest environmental conditions.
- 6 EXPECT** AVK to provide total savings based on a total life cycle installed cost basis.
- 7 EXPECT** a long-term partnership. AVK are a financially strong and stable group who have sold into the UK and Irish markets for over 30 years.
- 8 EXPECT** it to be effective and easy to do business with us.



**AVK SYDDAL GOES LARGE
SEE PAGE 2**

1 6 NEW GATE VALVES MAKE FASTER, SAFER CONNECTIONS

Contractors working on the UK's ageing water distribution network encounter all kinds of challenges when replacing valves and similar equipment because the pipes they are connecting very often have different outside diameters and are manufactured from different materials.



mechanical connections or flanges, reducing the potential for leakage in the future. Fabricating off-site in conjunction with PE tees and fittings to avoid installation in difficult on-site conditions is also an option."

Both these valves have been used throughout Europe for many years and have been adapted to comply with British Standards.

A variation on the 36/89 is the Series 38/89 transitional valve, with a PE tail on one side and a NP16 flange on the other for bolted connection to other standard fittings.

Available for sizes DN50 – 300 (90 to 315 for PE tail), the new range is BS 5163-compatible. All components are WRAS-listed for use with potable water, and incorporate all the quality benefits expected of AVK RSGVs, including superior wedge performance, replaceable stem seals and a holiday-free, fusion-bonded epoxy coating.

"As well as faster installation and fewer opportunities for leakage, these new valves offer significant health and safety benefits," Graham adds. "Working in a trench, often with restricted room for manoeuvre, must always carry an element of risk, so the less time the operation takes the better.

"And they also give customers the opportunity to reduce their carbon footprint, because compared to the standard valve and fittings scenario there are fewer products to manufacture and simpler logistics."



"The only way of achieving such connections has been through a combination of double flange valves, flange adaptors, couplings and other fittings, which slows down the job and increases costs," explains Graham Charnley, AVK UK market sector manager – clean water.

"But now AVK UK has solved the problem at a stroke with its new range of resilient seated gate valves, which are specifically designed to raise levels of performance and increase the options

available to designers and installers.

"For example, the Series 01/79 for use with PE pipe has full end load resistant adaptors integral to the valve body in place of conventional flanges, making it easier for the installer to align the PE pipes and tighten the adaptor bolts.

"And the Series 36/89 comes complete with SDR11 or SDR17 PE tails that can be electro- or butt-fused directly to the PE pipe without any

CORBY KEEPS CORROSION OUT

A recent investment at AVK's Aqua-Gas Manufacturing plant in Corby has ensured the integrity of the fusion-bonded coating of blue epoxy applied to the hydrants and gate valves manufactured there to protect them against corrosion when they are installed underground.

A total of £100,000 has gone into the new powder coating system, which incorporates state of the art equipment at all stages to ensure the efficiency of the process.

Versatility is another keynote, because the latest design of reciprocating guns allows the powder coating to be applied either manually or robotically

– whichever will give the product the most effective coating.

To complete the picture, the process has a very efficient mono-cyclone recovery system that reclaims 98% of the powder sprayed onto the products which, as well as keeping materials costs down, is good for operator health and safety and

minimises environmental impact.

The powder coating system has been successfully integrated into Corby's automated product handling system installed in 2009. For customers, that means a quicker response and therefore opportunities to further reduce lead times.



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PURGE / BY-PASS VALVE WINS APPROVAL – AND ORDERS

AVK UK's Series 455 ball valve with a PE tail designed for purge and by-pass points on medium pressure gas networks has successfully completed field trials with UK gas network operators. Customers have put down stock in their distribution centres and the product is now being used extensively in the UK.

"Medium pressure gas networks are divided into zones controlled by gate valves that are closed

to prevent the flow of gas when maintenance is necessary," explains says Mike Skeemer, the company's gas sector manager.

"Each gate valve has 'stand-pipes' up and downstream of it so that gas can be vented from the zone before it is worked on. This arrangement also allows the zone to be by-passed and the supply maintained while the work is being done.

"The industry has been using the screwed version of our Series 455 valve for more than 20 years. AVK can now supply this popular product with a factory-fitted PE tail that can be fused directly to the PE main in place of the traditional mechanical joints which take longer to install and can be a potential leak path."

As with all Donkin products, the Series 455 valve is fully approved to Gas Industry Standards (GIS).

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BIGGEST-EVER ORDER GOT VIP FAST-TRACK TREATMENT



When AVK Syddal secured its biggest ever single order to date at the beginning of this year, it rose to the occasion and shipped all the fittings the customer needed in just six weeks.

The £90,000 order (secured against stiff competition by AVK Gulf and contractors Solid General Construction) was for a public works authority project in Qatar to increase the capacity of a sewage treatment plant and supply the treated water to new development areas where it will be used to irrigate landscaping.

The scheme - due to be completed before the end of the year - will extend the Al Khor Treated Sewage Effluent (TSE) transmission pipeline from Al Khor Sewage Treatment Works up to Al Khor

Public Gardens, and then connect the network with Doha North TSE pipeline at the Al Khor Public Garden intersection. A further 1.7km of pipeline will supply Al Khor Southern Entrance Road.

"Everything was shipped on 1st March – and supplied to an enhanced specification, too," said AVK Syddal managing director Fran Brody. "It was a true demonstration of effective teamwork across AVK, especially on the part of the highly skilled fabrications team here in Manchester."

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1 4 SEE-THROUGH GUARD HAS EVERYTHING COVERED

Safety as well as practicality were the prime considerations when AVK UK developed its new guard for the lever and weight devices on its Series 41 swing check valves in the DN50 – DN300 range.

The valves help prevent water hammer when the flow of water is suddenly interrupted - typically when pumps start and stop – and the lever and weight add additional mass to the valve door so that it closes faster.

Because the lever and weight are often fitted on the outside of valves and move without warning, they constitute a hazard that must be guarded to ensure operator safety. Guards are usually fabricated from mild steel sheet, which can be

heavy, prone to corrosion - even when painted, coated or galvanised – and difficult to manoeuvre.

In addition, guard covers are often removed so that operators can see from the position of the levers whether valves are open or closed, because in the noisy environment of the pumping station they cannot hear whether media is flowing through them. The guards then have to be replaced, which is time-consuming – and sometimes they are left off altogether.

Recognising that there was ample scope for a better guard, AVK UK talked to customers including water companies and engineers and established that a suitable replacement would have to be light, strong, corrosion-proof, low-maintenance, resistant to UV light, suitable for a variety of ambient conditions – and transparent.

It seemed a tall order, but the company has come up with the answer - a guard vacuum-formed from ABS reinforced plastic. The body is opaque in RAL 5017, the shade of blue used by the water industry worldwide, but the cover is transparent so that the moving parts inside can be seen without removing it.

As well as ticking all the boxes on that formidable 'wish list', the new guard can be retro-fitted in place of those troublesome mild steel types – and it doesn't even cost any more.

Problem solved!

UNDER PRESSURE? NEW GLENFIELD VALVE CAN HANDLE IT

Leakage from potable water distribution systems is bad news all round. It deprives the water company of revenue and increases its maintenance costs; and it puts supplies to customers at risk of low pressure, interruption and even contamination.

Although this perennial problem can never be prevented completely, it can certainly be reduced by maintaining the pressure and flow rate of the water through the main at an optimum level - and that's where the latest product from Glenfield Valves comes in.

The new Series 859 diaphragm control valve can reduce the pressure of the inlet water if it is too high (and increase it if it is too low); it can maintain a minimum pre-set pressure regardless of changes in flow rate; it can limit the flow rate to a pre-set maximum regardless of pressure changes; and it can relieve excessive pressure.

Any of these functions (and more besides), singly or in any combination, are carried out automatically by the valve's unique pilot system, which incorporates three major components – a filter system, a distribution block and a hydraulic control block (ergonomics regulator) manufactured from AISI 316 stainless steel to ensure a long and maintenance-free service life.

"Customers specify what they want the valve to do at the time of enquiry, the order is placed and the valve and pilot system are assembled to suit the purposes," explains Philip Rough, Glenfield's control valve product manager. "What's more, due to the system being modular constructed and interchangeable it can be altered at a later stage if the application is altered."

"As well as reducing leakage by optimising flow and pressure day in, day out, the Series 859 can give the utility a better understanding of what happens to its water after it leaves the treatment plant."

"For example fluctuating pressure usually indicates a problem in the distribution system, and if it can be identified and rectified sooner rather than later a great deal of expense and disruption can be avoided."

Field trials that will demonstrate the benefits of the product are in the process of being set up in the UK - and first orders have already been received from export markets.



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FOUR MORE FOR MAINS-TO-METER

Four new products have been added to AVK UK's 'Mains-To-Meter' range, which facilitates the introduction of gas from the external gas service pipe into the customer's premises.

Two of the innovations – the factory entry elbow and the underground entry fitting – are designed to carry the supply safely into the building above or below ground, as appropriate. Both are supplied with factory-fitted PE tails.

The third product - a meter box adapter that allows the PE service pipe to be connected to the emergency control valve inside all types of meter box – is complemented by the fourth, a 'three tools in one' tool kit for making the crimped joint between the pipe and the fitting.

"These new additions complement the two highly

successful products that we already have in this category," says Mike Skeemer, the company's gas sector manager.

"The Certus PE ball valve for isolating the service has quickly established itself as the market leader since its launch in 2009; and the Donkin flow limiter that automatically cuts off the gas supply if the service pipe is damaged (and restores it when the supply resumes) has been a 'best-seller' in the industry for more than 30 years."

More additions to the Donkin Mains to Meter range are planned for the near future.

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1 6 ANTI-TAMPER DEVICE STOPS HYDRANT CRIME

Figures for fire hydrant vandalism and water theft in the North-West of England are set to plunge, thanks to a unique security device developed by AVK UK.

The three-part locking cap, which prevents unauthorised access to underground fire hydrants by the simple expedient of covering the outlet and operating spindle, is easy to install and can be removed only by water company and fire service personnel who have been issued with a unique key.

First to try - and be convinced by - the AVK Series 29/009 was United Utilities, which installed thirty of them on hydrants in the Walton area of Liverpool alongside traditional outlet security devices.

Three weeks later AVK's were still in place, but almost all the others had been removed or damaged. An impressive result – especially as

the AVK devices had to be customised to fit Liverpool's unique pre-1970s hydrant, which has the operating spindle and outlet more widely spaced than most other designs.

United Utilities went on to order 2,000 units for installation on hydrants in the North-West. By July of this year over 100 units had been deployed in the Walton Park, Anfield and Everton areas of Liverpool, and a further 40 had been supplied for Greater Manchester.

Mark Tait of United Utilities' operation team confirmed that the AVK security device is ease to install and had radically improved hydrant security. "Another advantage is that it is much less likely

that our staff will be assaulted or intimidated during call-outs to illegal hydrant use," he added.

The Fire and Rescue Services of Merseyside and Greater Manchester have both been closely involved in the field trials, and Lorraine Murtagh, leader of UU's valve maintenance team and the driving force behind the initiative, has secured additional funding based on the success of the trial and first-phase roll-out.

Not surprisingly, several other utilities have started their own field trials of this uniquely simple but vital piece of hydrant innovation.



4 7 8 EXPLAIN TO CUSTOMERS WHAT THEY WANT TO KNOW

Because AVK manufactures the valves it supplies rather than just selling them, it is dedicated to providing customers with all the information they need to get the maximum benefit from the use of its products.

That's the idea behind AVK Connect Lunch & Learn, a new and informal kind of sales presentation taking place over the lunch hour that aims to make 'death by Powerpoint' a thing of the past by letting those on the receiving end set the agenda.

"Although we can tailor sessions to any audience, from graduates and buyers to senior engineers with many years of experience, they work best with groups of up to 20 people" says Stuart Montgomery, market sector manager – waste water. "The topics covered range as far and as

wide as those attending wish to explore with sessions aimed specifically at the needs of utility personnel, through to contractors and consultants alike, although we're finding that guidance on specifying the best product for the application is always a favourite"

All delegates receive an AVK Connect "Lunch and Learn" certificate as evidence that they have attended the training course.

"It's a win/win situation for all concerned, because the employee gets a free lunch, the employer

is pleased to see what would normally be 'dead time' being put to good use, and we are naturally glad of the opportunity to make new contacts and discover what their needs are. We have regularly used feedback from these sessions to influence our product development programme"

"As a company that has many long-term contracts with customers, we see this as yet another way of providing the support that is appropriate to such a relationship."



GATE VALVE WITH INTEGRAL ADAPTORS SLASHES INSTALLATION TIME

How long does it take to fit a DN80 gate valve on a PE water main?

Less than five minutes if it's one of AVK's new Series 01/79 – but almost double that time using a standard valve and electro-fusion.

That's the eyebrow-raising answer Anglian Water, Balfour Beatty and contractor The Conroy Group got when they decided to put the new valve to the test during the course of replacing a cast iron main with PE in Manea, Cambridgeshire.

In place of the main's existing line valves Conroy was installing standard double-flanged RSGVs with pupped flanges, bolt sets and electrofusion couplings, but at one of the locations they were persuaded to install the Series 01/79, which has its own integral end load resistant adaptors and does not need electro-fusion.

After a short "tool-box" talk from AVK highlighting

the need for prior installation of stainless steel liners and increased torque to secure the PE pipe, site staff took less than 30 seconds to install each of the liners — and less than two minutes per side to align and torque up the valve.

Conroy project manager Terry Wood agreed that the Series 01/79 had several advantages for field work. "It can be assembled very quickly and there is less material required for installation, which could be of considerable benefit to us on future projects," he said.



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HOW TO CHOOSE THE RIGHT DONKIN GATE VALVE

Under the banner 'Make the Right Choice' AVK UK has put together a unique and comprehensive overview of the many options available in its range of Donkin gate valves for the gas industry, alongside detailed guidance on specifying the right valve to suit any application.

Supporting the promotion, which was launched in June at the IREM exhibition, is a 24-page brochure that for the first time brings together under one cover all the features which consultants/installers must consider in order to arrive at the most suitable gate valve for their application (materials of construction, type/integrity, connections, corrosion protection and accessories).

The brochure can be downloaded from the AVK website, and there has also been extensive trade magazine advertising summarising the key benefits of the range.

"Gate valves are crucial to the safe and effective functioning of the gas distribution system, but they are not a commodity where one valve will do just as well as any other," says gas sector manager Mike Skeemer.

"On the contrary, they must be selected carefully to suit the application if they are to remain safe and in full operation throughout their installed design life.

"As well as these long-term benefits, making sure that gate valves are appropriate for the job in every case gives the customer opportunities for savings in terms of reduced installation time, lower

costs and fewer products held in stock.

"Take, for example, our Series 555 valve, which is now available with PE tails – one valve eliminates at a stroke the stub flanges and bolt kits that are needed when flanged valves are used. This product also eliminates potential leak paths sometimes associated with flanged connections"

There are early signs that the 'Make The Right Choice' message is getting through. One major UK gas network is already purchasing the PE-tailed Series 555/370, with one of the other major networks soon to follow.



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2 TARGETING NORTH AMERICA – AND BEYOND

All set and ready to go – as our picture shows, Glenfield Valves put its name to the fore in search of transatlantic business opportunities at this year’s Hydrovision International Conference in Denver, Colorado.

On the stand to field enquiries were engineering manager Greg Morris and Graham Carson from the UK, along with John Brewer, Glenfield America business development director.

“Governments around the world are expected to invest very significantly in hydro-electric power

and water distribution over the next two decades, and in North America and Canada alone utilities will spend at least \$50billion on hydro-power, so it was important for us to have a presence at this exhibition,” said John.

“It was a big success for us, drawing more

than 30 key people to our stand, including key consultants such as Knight Piesold and big civil engineering contractors like Alstom as well as our main agents in America.”

Glenfield is also targeting the Middle East, South Africa and India at the moment with new product managers based in each market - Barry Kerr (formerly with AVK UK), Craig Less and Harman Singh respectively. The full sales team is led by new sales director Stuart Moffat (see page 12). Glenfield is also looking to appoint a new product manager for the Malaysian market in the near future.

2 8 BRAZIL (WHERE THE COMGAS ORDERS COME FROM)

AVK UK, representing the Donkin range of gas valves and fittings, has succeeded in breaking into one of the world’s fastest-growing economies – Brazil. With the full backing and support of AVK Plastics, the company has used its experience in the UK market to win a multi-thousand pound contract for Donkin Certus PE ball valves for gas service isolation purposes for each of the next three years.

The contract came from Comgas, the country’s

largest gas utility, which supplies the Sao Paolo region, accounting for 40% of the market. Valves are being dispatched directly from the AVK Syntec factory at a rate of around 5,000 a month, and 150,000 will have been delivered by the end of the contract.

“Brazil is investing heavily in its infrastructure, partly because it will be hosting both the World Cup and the Olympics over the next few years so it was a good opportunity for us, especially as the

product Comgas needed wasn’t available from any indigenous supplier,” says Adam Tkacz, key account manager for gas export.

“We knew getting the order wouldn’t be easy because, apart from the usual competition, we had to contend with complex tax and customs regulations, so the fact that we beat one of the incumbent suppliers to win a position was especially satisfying.”



EVERYTHING ON THE UP AT INVICTA

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In early 2013 Invicta Valves expanded its Maidstone facility and invested in additional equipment and people to accommodate rapidly increasing business levels and maintain the same high standard of service to customers.

"We have almost doubled the size of our storage, production and actuation build up area to 3,000 sq ft in total, says managing director John Sutcliffe. "Our workshop team has also been increased - from four to six people - and we now

have three site services teams instead of two, all operating from fully equipped vehicles."

At the company's Maidstone HQ these numbers translate into a whole host of improvements -

increased storage capacity, a bespoke workflow system, a dedicated valve and actuator assembly area, and state-of-the-art function test facilities. In addition, the workshop has been completely remodelled and additional milling and turning machines have been installed.

A significant investment has also been made in additional stocks of butterfly valves for the industrial segment to service both the Invicta Valves and AVK UK businesses.

UK HEALTH & SAFETY RECORD SHOWS GROUP THE WAY

Recent figures show that AVK UK is setting standards on Health & Safety in the AVK Group.

Safest of all is AVK Donkin in Staveley, where the last work-related incident leading to a least one day of absence happened 640 days ago – and Corby's Aqua-Gas Manufacturing is only two days behind on 638 days.

There was only one reportable accident across all the UK operating companies, and the percentage of hours lost per employee was just 0.2%. The UK national average is 0.7%.

The figures may well be due in part to the high level of hazard awareness which the companies have done a lot of work to encourage in recent

years, as Donkin operations manager Richard Snookes explains.

"Rather than one person bringing a list of potential hazards to occasional H&S meetings, all our employees have a responsibility to report any that they see in writing immediately so that action can be taken to eliminate them," he says.

"The more hazards we detect the fewer there should be to find, other things being equal, and it is good to see the number of detections declining year on year. But other things aren't always equal, of course, partly because manufacturing

procedures change and the mix of products on our assembly lines is unpredictable, so we constantly emphasise the need to stay vigilant. One accident will always be one accident too many."

Gordon Bannatyne of Peninsula Business Services, which has been assisting AVK UK operating companies with their H&S arrangements and auditing their systems for almost three years, commented on the companies' commitment to continuous improvement.

"They adopt a pro-active approach and take every opportunity to engage with all their employees," he told Face2Face. "For me, it is very encouraging to work with an organisation that clearly embraces health and safety improvement as a key business objective."



VINTAGE GLENFIELD DRINKING FOUNTAIN LISTED

You don't see many cast iron drinking fountains like this around these days. Or do you?

Glenfield Valves sales engineer Naveed Anwar spotted this one as he was driving past Kings Park in Stirling recently, and when he went back the next day for a closer look he found another three.

Featuring two different water spouts (lion's head or ram's head) and a drinking bowl for dogs at the base, each originally had a handle to pump up water and a metal cup attached by a chain to drink from. Naveed was delighted to discover that the fountains were manufactured in the late 1890s by Glenfield & Kennedy (as Glenfield Valves was previously known).

Although sales support manager Alan McNiven found the design listed in a vintage G&K catalogue at a mere £5 plus 10/- (50p) for packing, Historic Scotland, the body responsible for ancient monuments north of the border, thinks the Stirling

fountains are worth much more than that. In fact it has gone so far as to list one of them.

They were in regular use until they were disconnected because of health concerns following introduction of the 1980 Water Scotland Act – but that isn't the end of the story, because Naveed's chance discovery seems to have sparked off a wave of Glenfield drinking fountain spotting.

Peter Schnieder, Glenfield Valves' finance manager, found one in Glasgow's Kelvingrove Art Museum (gilded, no less!); a 'hygienic bubbler' type has turned up in Renton, West Dunbartonshire; Ayr Council has asked the company to refurbish one of theirs for display in Ayr Museum; and maybe you know where others are to be found.....

KNOCK-OUT TEAM STAGGERED TO SUCCESS

Pictured (left to right) are AVK UK's Ken Ottley, Stuart Montgomery, Nick Shanks and Martin

Calway – the small but dynamic team who contributed to an It's A Knock-out fun day in the Bristol region organised by Business4life in support of Wateraid.

The team prepared with a rigid training programme similar to that of any world class athlete (reports Stuart Montgomery) in readiness for gruelling events such as Build A Burger, Lucky Leprechauns and Space Hopper Grand National.

On the day they performed well above expectations, their experience and maturity paying dividends and allowing them to finish a staggering 15th out of the 22 teams.



But seriously, it was a great day for all, with the weather being kind and a very respectable £11,661 raised for Water Aid.

Thanks for organising such a fun event go to the companies behind Business4Life - Nomenca, Wessex Water, Bridges, Trant Construction, Bristol Water, Selwood and MGF Excavation Support Systems.

THINKING INSIDE THE BOX



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Packing heavy and cumbersome products such as valves and fittings in a way that ensures they are not damaged in transit has always been a challenge.

Timber pallets and frames are the usual answer – but because they are costly to transport and/or to reclaim from remote sites, they increase logistics costs in the supply chain and have a negative impact on the company's carbon footprint.

Prompted by the need to be both leaner and

greener in all aspects of its operation, AVK UK has been re-assessing its packaging needs during the last year and has come to the conclusion that the solution for certain deliveries is.....a cardboard box.

"The boxes are specifically designed to carry

awkward, bulky loads and are strapped down to the pallet they are transported on to provide the necessary degree of strength and stability," says service delivery director Martin Brody. "We have tested this system repeatedly with many different products to ensure that it is fit for purpose.

"More and more customers are receiving consignments packaged in this way and when the goods are unpacked the cardboard can be recycled cost effectively as part of the customer's usual waste stream."

PATIENCE REWARDED IN NEW INDUSTRIAL MARKETS

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Two years of hard work are now paying off for AVK Industrial in the form of regular trading accounts across all its target sectors, amongst them Tata Steel and BP.

Since 2011 the division has been steadily building a presence in seven areas where there is a known demand for products it can supply but where it has not previously been active - power generation, oil and gas, petrochemicals, steel, food and drink,

life sciences and mining.

AVK UK is now FPAL registered and has set up a UK stock platform from which it can supply complete product packages, including butterfly

valves from partners Wouter Witzel, InterApp and World-Valve.

Heading up the division is new general sales manager Tim Leigh (see page 12), assisted by business development manager Alan Shennan, Selwyn Jones, who is responsible for internal sales, and sales administrator Kirsty Mallen. All are based at the AVK Industrial offices in Hyde.

CLAMPING DOWN ON CARBON

Matthew Jowsey, carbon / environmental co-ordinator, reports that AVK manufacturing companies are continuing to lower their carbon footprint by reducing the amount of material that goes into their products, and by decreasing the power consumption of essential services.

At AVK Syddal, for example, a re-design of the small ductile iron lugs on repair clamps for stopping leaks on water mains means that each of them is 289 grams lighter – an apparently insignificant amount, but not when the number of lugs on each clamp and the volume of clamps that the company manufactures are taken into account.

In a full year the weight reduction avoids generating an estimated 28 tonnes of carbon dioxide – a massive amount, equivalent to leaving a 42-inch LCD TV switched on night and day for three years or enough to fill more than five hot air balloons.

Meanwhile, Aqua-Gas Manufacturing in Corby is installing much more efficient (and therefore carbon footprint-shrinking) lighting systems. The new LED factory lights use only 100W of power compared with more than 400W previously, and power-hungry 140W fluorescent lights will give way to replacements needing only 80W, all of which takes 30.85 tonnes off the annual carbon footprint.

Maintenance costs are also set to fall, because the fluorescent tubes will last almost twice as long and the LED lights have a service life of more than 15 years.

ALL ABOUT AVK UK PEOPLE

STUART MOFFAT



STUART MOFFAT, new sales director at Glenfield Valves, brings to the company a wealth of experience in the oil and gas, water, hydropower and industrial sectors of the valve industry.

He started his career at Glenfield as an apprentice engineer, and over the course of 18 years progressed through various sales and engineering roles within the company. He then spent a decade with specialist oil and

gas manufacturing company Valve Components, rising to the position of sales and marketing director and working in many different locations, including Latin America, Asia, the Middle East and Europe.

TIM LEIGH



Considerable previous experience will be invaluable for **TIM LEIGH**, new general sales manager of AVK Industrial, in his task of increasing the company's penetration of the UK and Irish markets for industrial valves.

Tim has spent many years in flow control product distribution and manufacturing, most recently in the valves and controls division of Tyco, where he was responsible for developing sales of safety-related equipment in UK and global export markets. Before that, he held senior management positions at BSS and Pegler & Loudon.

SUSAN THOMSON



SUSAN THOMSON joined Aqua-gas Manufacturing in Corby as the company's new accountant just a few months after moving to the area from Inverkip in Renfrewshire, Scotland.

She was previously management accountant at energy controls manufacturer Sangamo in Port Glasgow for over 10 years - and was with the company for more than three decades in total, achieving the ACCA Certified

Account Technician qualification together with the Institute of Leadership and Management Diploma in Management.

CHRIS BUTLER



CHRIS BUTLER, the new financial controller at Invicta Valves, graduated with a degree in physics from Warwick University in 2004.

He began his training as a management accountant the following year while working for Balfour Timber, and then in 2008 took a similar position in the electronics industry with Rhopoint Components. He qualified as an associate member of CIMA in July 2010.

Away from his desk, Chris is an enthusiast for DIY, cycling, amateur mechanics and motorcycling.

NEW STARTERS

AQUA-GAS MANUFACTURING LIMITED

Susan Thomson, Accountant (see above)

AVK DONKIN

James Power, Warehouse Controller
Benjamin Shipley, Mechanical
Design/Project Engineer

AVK SYDDAL LIMITED

Sean McCormick, Production Manager
Chris Milton, Semi Skilled Operative
Mike McHale-Smith, Warehouse/
Semi-Skilled Operative

GLENFIELD VALVES LIMITED

Steve Oseruvwuja, Design Engineer
Stuart Moffat, Sales Director (see above)

INVICTA VALVES LIMITED

Chris Butler, Financial Controller (see above)
Jamie Critchell, Site Engineer
Adam Hayward, Stores Supervisor
James Gymner, Trainee Workshop Engineer
Katie Reeves, Trainee Sales Engineer
Sunday Odusola, Sales Engineer
Kerry Seton-Clements, Temp Administrator
Emma Sexton, Sales Support Admin
Lewis Beeson, Workshop Trainee

AVK UK LIMITED

Ken Ottley, KAM – Midlands
Anthony Brindley, Project Co-ordinator
Emma Cameron, Supply Chain Demand Planner
Emily Ryan, Customer Service Advisor
Karen Richardson, Customer Service Advisor
Rob Byrne, Technical Support Manager

AVK UK LIMITED – INDUSTRIAL

Kirsty Mallen, Sales Administrator
Selwyn Jones, Sales and Contracts
Manager/Applications Engineer
Alan Shennan, Business Development Manager
Tim Leigh, General Sales Manager (see above)

INTERNAL TRANSFERS/PROMOTIONS

AQUA-GAS MANUFACTURING LIMITED

Hayley Savage – promoted to Team Leader

AVK SYDDAL LIMITED

Oliver Gambling – transferred from
AVKD to AVKS as Sales Engineer
Craig Barclay – promoted to Production
Supervisor (Cast Iron Dept)
Tony Donald – transferred from Sales Order
Processor to Sales Co-ordinator
Richard Kitchingman – promoted
to Sales Office Supervisor

AVK LONG SERVICE AWARDS – 10 YEARS

Alasdair Wilson, Invicta – 10 March
Carrie Drummond, Glenfield – 10 November

AVK LONG SERVICE AWARDS – 20 YEARS

Len Ball, AVK Syddal – 26 June
Tony Donald, AVK Syddal – 26 June
Chris Jones, AVK Syddal – 26 June
Terry Jones, AVK Syddal – 26 June
Bharat Mistry, AVK Syddal – 26 June
Paul Winkley, AVK Syddal – 26 June
Jason Ward, Aqua-Gas – 16 August

RETIREMENTS

Linda Hunter – Aqua-Gas Manufacturing
(24 years service)
Joan Anderton – Invicta Valves
(31 years service)
Ramsay Watson – Glenfield Valves
(49 years service)

MARRIAGES

Fran Brody and Tammy Rattigan, married
22 June 2013 – Aqua-Gas Manufacturing
James Power and Jordan, married
3 August 2013 – AVK Donkin
Tracy White and Richard Ellison, married
5 October 2013 – AVK UK

BIRTHS

Nicola Leach – a baby girl,
Emily Rose born 11 January 2013
Lorraine Staten – a baby boy, born August 2013
Jason Ward – a baby girl, born February 2013
Gabriel Mocanu – a baby, born May 2013