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Expect... AVR

AVK MAGAZINE: SOUTHEAST ASIA REGION

INDEX

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INTRODUCTION BY OUR REGIONAL MANAGING DIRECTOR

Dear Reader

It is with enormous pride and excitement that we are now sending this NEW AVK Southeast Asia News Magazine to you all. The magazine is the of many first editions that we intend to do on a more regular basis in the future. We have been wanting to something like this for a while, and now it is finally happening.

Our purpose with this magazine is manifolded but certainly one of the main intentions is to make available valuable information to our partners and new potential partners in the region. AVK is already a strong worldwide brand of “Affordable High Quality” valve products but we want to further build on this strength to open up more markets in the Southeast Asia region in particular.

In this the first edition we are focusing on introducing the AVK Water Group, including our business units and brands, plus we have a general introduction to our General Management in the Southeast Asia region.

The majority of the rest of the magazine then focuses on new products, news and events in the region, as well as a large number of individual success stories from around the region.

An important page at the back on how to get in touch with AVK in the region via different medias will conclude the first edition of our new regional magazine.

I would like to thank you all for taking the time to read our new magazine and indeed hope that you will enjoy it to the full extent.

Finally, I would like to wish you all a “Stay safe and healthy” in these new and trying times for us all.

Yours Sincerely,



Gert Borrits

**Regional Managing Director,
Southeast Asia**

AVK SOUTHEAST ASIA DURING COVID19

The Global Pandemic has forced governments all over Southeast Asia to implement a series of initiatives to secure the collective health of citizens.

For many countries, this has meant working from home for extended periods of time, since March this year. Fortunately, our businesses are still running. We still deliver quality products to our customers and the personal meetings have instead turned into online training and virtual meetings. In many of our companies, there have been many initiatives to secure a stable operation despite the difficult circumstances.

After several months following the government's recommendation of working from home, all employees of AVK Fusion Indonesia returned to office in July, to perform their tasks. Part of what made this possible, are the strict protocols that AVK Fusion Indonesia Implemented to provide a sense of security for the employees and stakeholders.

AVK Fusion Indonesia implemented a rotation to secure minimal staff-contact, the IT-department was given the task of providing a file-sharing systems to limit employee-movement when passing information, and all staff was strictly instructed to follow the hygiene and security measures.



In AVK Malaysia, similar measures were taken and all staff was required to wear mask in the office, as well as track their presence with the MySejahtera-app, so everyone could be notified, if one employee had any direct or indirect contact with the virus.

Also in Vietnam, Philippines and Singapore, strict measurements were taken to ensure everyone's safety.

At AVK we believe that the best way to navigate through a situation like the COVID-pandemic is to set an example, locally and globally, of how we can adapt a new normal by taking responsibility for each other's safety while still remaining responsible for our promise to our customers.

AVK GROUP GET TO KNOW OUR ORGANISATION

AVK IS DIVIDED INTO THREE MAIN BUSINESS SEGMENTS:

AVK WATER, **AVK INDUSTRIAL** AND **AVK ADVANCED MANUFACTURING**

These segments are built upon companies that possess product and manufacturing competencies which are used in many different business segments throughout the world.

To comply with the needs of our customers, we act as an international manufacturer – designing, producing and selling our own products.



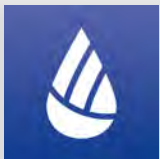
AVK WATER



AVK INDUSTRIAL



AVK ADVANCED MANUFACTURING



THE 'AVK WATER' BUSINESS SEGMENT IS DIVIDED INTO FOUR MAIN SUB-SEGMENTS



WATER SUPPLY

Access to clean water is often taken for granted, just like the fresh air we breathe. We forget that clean water is a product, and that producing enough is a comprehensive, detailed process.

Countless water supply networks are in such poor condition that about 40% of all distributed water worldwide is simply lost in transportation. Reducing water losses and non-revenue water levels are key priorities when working towards assuring access to water and sanitation for all.

GAS SUPPLY

Gas is an efficient energy source for production, heating and households. When working with gas supply, safety, quality and durability are indispensable elements.

Applications include gas distribution, gas plant work and gas transmission. AVK valves and accessories for gas are thoroughly tested and approved by leading national and international testing institutes. AVK does not compromise on quality and offers reliable products that operate faultlessly even after many years of standstill.



FIRE PROTECTION

Fire protection installations are essential in societies aiming to protect people, the environment, and buildings from uncontrollable fires. Fire fighters must react fast and be efficient in dangerous situations which calls for a reliable water supply and fire equipment.

Even after prolonged periods of idle time, an AVK product will operate flawlessly. Applications within this segment include both indoor and outdoor fire protection.

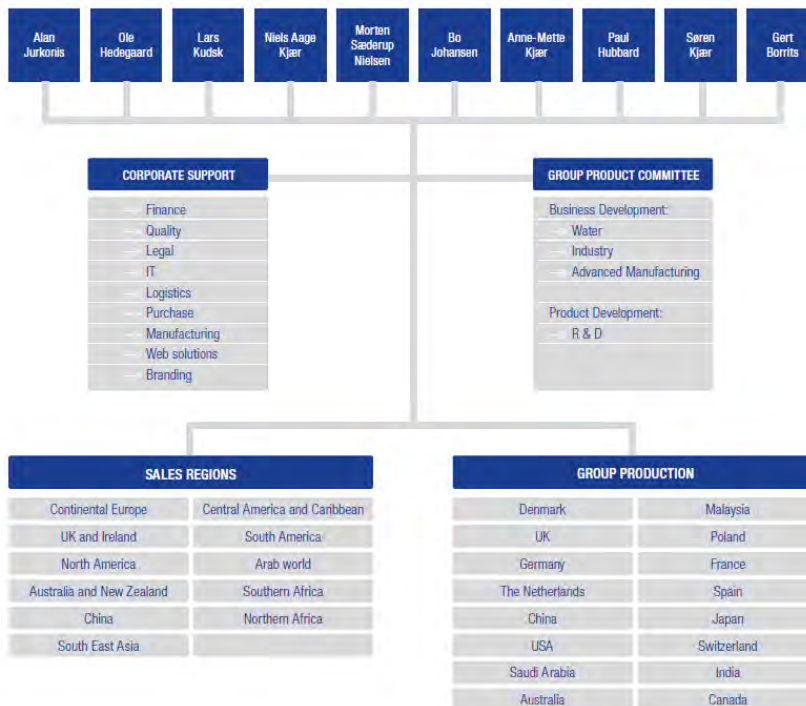
WASTE WATER TREATMENT

30-50% of a municipality's energy consumption is used for water- and wastewater handling. The water and wastewater sector accounts for 8% of the global energy consumption.

Waste water needs to be seen as a resource instead of a problem. When we turn wastewater into renewable energy, produce electricity, biogas, district heating or -cooling, and recover other valuable resources from the sludge, we create great benefits for both the user and our environment.



AVK WATER GROUP MANAGEMENT



THE AVK WATER COMPANIES COMPRISE OUR ORIGINAL CORE BUSINESS; VALVES FOR WATER AND GAS DISTRIBUTION, WASTEWATER TREATMENT AND FIRE PROTECTION WORLDWIDE:



STRONG WILL AND PERSEVERANCE

AVK CEO, NIELS AAGE KJÆR

Niels Aage Kjær was born and raised in Galten, Denmark, where from a young age, he helped his father in the workshop in Galten, Denmark. Later, he began as an apprentice in the workshop, before starting his studies. In 1967, he graduated from Odense Technical College as engineer.

In 1970 Niels Aage Kjær became partner with his father. At that time AVK was a small machine shop with three employees which manufactured refrigeration systems and provided plumbing work in the local community. Sadly, Aage Valdemar Kjær suffered from a heart attack a week later, and Niels Aage suddenly had a big responsibility on his shoulders. Niels Aage was 25 years old at the time. Despite his young age he took on the responsibility to run the business. The same year, Niels Aage Kjær developed the first AVK valve for water supply and built the first factory in Galten. With his drive and enthusiasm, Niels Aage Kjær has managed to turn the small, local workshop into a global group of companies.



Today, AVK is not only the leading manufacturer of valves and fittings within water and industry, but has also become an important player in the efforts towards greener solutions, clean drinking water and effective, sustainable solutions. AVK is characterized by constant development, which can certainly be linked to Niels Aage Kjær's personal drive and enthusiasm. He is a charismatic leader, a skilled entrepreneur and businessman – as well as a man with a strong will and perseverance. Quality, innovation, reliability, sustainability and customer service—these were the fundamental values of the small workshop several decades ago. However, the same values remain fundamental to the company today and will continue to shape the future of AVK.

Niels Aage Kjær still likes to put on the yellow vest and safety glasses and walk around one of the many factories – back to where it all began. He takes great pride in AVK's products and ensures that they are of the highest quality, but still takes his time to have a chat with the employees. When he is not at work or visiting one of the factories, Niels Aage likes to play golf at the local golf-course, sailing his boat on the lakes of Denmark and he also has a great passion for art - something he shares with his wife, Ellen Margrethe. Niels Aage Kjær's interest in art is also a passion that he has in common with the Danish Royal Family, with which he has a great relationship. At the AVK headquarters, several pieces of art can be found, that have been personally made by the Danish Prince Consort, who unfortunately passed away in 2018. In the picture on the right, Niels Aage can be seen together with the Danish Queen Margrethe the 2nd and the Prince Consort, admiring the art-pieces at the AVK Headquarters.



In 2020, Niels Aage Kjær was due to celebrate 50 years with AVK, but because of COVID-19, the planned reception and celebration for business partners and employees has been rescheduled for June 2021.

MEET OUR GENERAL MANAGERS

In AVK we pride ourselves with superior quality in products and service. The driving power behind maintaining such a standard is, in large part, our managers and the values they enforce in our companies in Southeast Asia. In this section, you can get to know them a little better.



**GERT BORRITS GENERAL MANAGER,
AVK FUSION INDONESIA**

How long have you been with AVK?

"I have been in AVK for 3 years."

What drew you to AVK originally? And how has AVK changed since?

"I saw the large opportunities there were for AVK products in SEA and particularly in Indonesia with has very strong growth opportunities. Coming from the most prominent and professional pump company I wanted to ensure that my next adventure was also as a part of a great company, which happened to be AVK."

What is your proudest moment at AVK?

"To establish our strong company in Indonesia was one of the first milestones in my time in AVK. We have now set up a very good company that will be able to serve the Indonesia market very well."

What do you hope for the future of AVK and for the industry?

"Our goal is to become the market leader in the South East Asia Region. To do that we have to create a lot of partnerships in form of distributors. Distributors that will be our prolonged arms to deliver added value to our customers. It does not stop at supplying the most "Affordable High Quality Product" to the market. We also need to have the best in market support such as technical support on selecting the best solution, product availability, on-time delivery, etc."

How do you define good leadership in one sentence?

"Good strong leadership is measured on the success that happens when you are not there. This means that you have managed to create an organisation that can do everything by themselves, this is what successful leadership look like."



**RASMUS MARTENSEN GENERAL MANAGER,
AVK VALVES MANUFACTURING MALAYSIA**

How long have you been with AVK?

"I started my career with AVK in 2010, as Business Development Manager in AVK India."

What drew you to AVK originally? And how has AVK changed since?

"I saw AVK as a company focused on growth, development, and quality products. I saw it as a great place to development my professional competencies. It was also a company that offered opportunities to travel and live abroad, which I very much enjoy. At its core AVK is still fundamentally the same as it was in 2010. We grow the business by offering our customers the best products and services."

What is your proudest moment at AVK?

"The greatest pride I feel is in the colleagues that I have supported and encouraged to develop themselves and become successful in AVK. All success that I have seen in AVK has come out of hard-working dedicated people working together."

What do you hope for the future of AVK and for the industry?

"I hope that AVK continues to expand into new markets, and that for quality valves we will be first-of-mind everywhere. For our market in general I hope that the importance of water as a natural resource is more widely recognised. I hope our society will focus on sustainable, respectful utilisation of water."

How do you define good leadership in one sentence?

"Lead by example."

MEET OUR GENERAL MANAGERS

In AVK we pride ourselves with superior quality in products and service. The driving power behind maintaining such a standard is, in large part, our managers and the values they enforce in our companies in Southeast Asia. In this section, you can get to know them a little better.



MAI NGUYEN KHOA HOANG GENERAL MANAGER, AVK VIETNAM CO. LTD.

How long have you been with AVK?

"I have been with AVK for just over 1 year"

What drew you to AVK originally? And how has AVK changed since?

"I heard about AVK by chance. AVK hasn't changed much during this short period, but AVK Vietnam had a good performance and grew significantly in profits within the fiscal year 2019/20"

What is your proudest moment at AVK?

"That we made AVKVN grow even more in a tough year, which was impacted by COVID19."

What do you hope for the future of AVK and for the industry?

"AVKVN is a leading valve supplier in water supply industry in Vietnam. We would want to extend our business in new segments and industries - such as wastewater, fire protection and power industry - in the future."

How do you define good leadership in one sentence?

"Maximize the talents of each individual in a strong team, to achieve the most efficient performance"



LUO WENHAN GENERAL MANAGER, AVK SINGAPORE PTE. LTD.

How long have you been with AVK?

"I have been with AVK for 6 Years."

What drew you to AVK originally? And how has AVK changed since?

"I was being approached by Recruitment agency to Join AVK. It was more on a new start up with only 3 Staffs, today AVK Singapore grow to a company of 7 staffs. AVK Singapore is also handling the water, Industry and HVAC segment now."

What is your proudest moment at AVK?

"Proudest moment will that we secured few interesting orders and the Sales grew more than 3 times in the second year after I joined AVK."

What do you hope for the future of AVK and for the industry?

"I hope that we will be a market leader in Singapore valves industry for key segments and that we will further continue to grow our team."

How do you define good leadership in one sentence?

"Lead by example and motivation."



JOJO L. ESGUERRA GENERAL MANAGER, AVK PHILIPPINES INC.

How long have you been with AVK?

"I have been with AVK for 16 Years."

What drew you to AVK originally? And how has AVK changed since?

"I was hired through a headhunter. I came from a losing company in 2004 to an earning company and I have lead a team that has made AVK a competitive brand in the Philippines."

What is your proudest moment at AVK?

"I was able to promote the AVK brand and incorporate it in most of the tender specifications"

What do you hope for the future of AVK and for the industry?

"I hope to be able to make AVK a competitive brand within the industrial market."

How do you define good leadership in one sentence?

"Leadership is being participative and cooperative"

AVK CONTROL VALVES DIAPHRAGM OPERATED



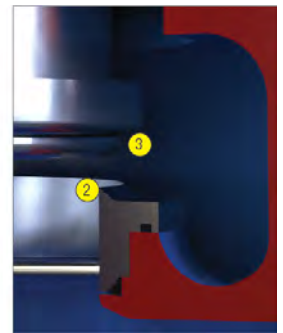
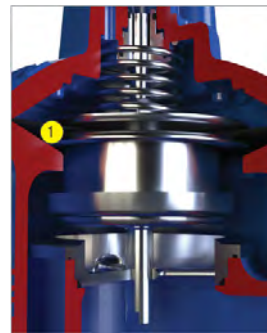
Water is a scarce resource that we need to protect. We need to secure water for the next generations and a growing population. Control valves can help reduce water losses and contribute to efficient water supply management by maintaining a certain pressure, flow or level, regardless of changes in the supply network.

AVK diaphragm operated control valves are designed according to EN 1074-5 and to provide network stability, accurate regulation, easy maintenance and long durability.

AVK control valves are available in DN50-600, with reduced and with full bore. The body and bonnet are made of ductile iron with fusion bonded GSK approved epoxy coating. The diaphragm is manufactured by AVK GUMMI and made of drinking water approved EPDM rubber with polyamide reinforcement. All noncoated internals are of stainless steel AISI 304 / 316 as standard and all materials are WRAS approved.

Design features of the valve

- Large diaphragm design (1) secures fast reaction to changes in pressure. Its asymmetric axial position gives less stress near closed position.
- Lifted seat design (2) prevents damage inside the valve body caused by cavitation.
- Parabolic plug design (3) provides precise regulation and stability at low flow. Furthermore, it reduces noise and vibration.
- Modular pilot system with interchangeable parts offers great flexibility as the pilot system is easily altered to fit other or multiple applications without replacing the valve. The pilot system consists of three main components; distribution block, filter and hydraulic control block
- Compact design - The external pipework takes up less space and is less vulnerable to damage during installation compared to many other control valves.



AVK Network Pressure Management Solution - a full package that provides you with the best-in-class, state-of-the-art, high quality valves and fittings to protect the scarce resource from being wasted - every drop counts.



Control Valve (4)
Series 859 (DN50-600)
Series 869 (DN50-600)
Hydroflux (DN700-1000)
PN10/16



Resilient Seated Gate Valve (5)
Series 21 (DN50-400)
Series 55 (DN450-1000)
PN10/16



Air Valve (6)
Series 851 (DN50-200)
Series 861 (DN50-250)
PN10/16



Y-Strainer (7)
Series 910 (DN50-600)
PN10/16



Coupling & Adaptor (8)
Series 601 Supa® Coupling (DN50-400)
Series 603 Supa® Adaptor (DN50-400)
Series 621 Supa Plus™ Tensile Coupling (DN40-300)
Series 623 Supa Plus™ Tensile Adaptor (DN40-300)
Series 3258 Fabricated coupling (DN80-1800)
Series 3260 Fabricated adaptor (DN80-1800)
PN10/16



Fittings (9)
Series 712
PN10/16

AVK HYDRAULIC OPERATED BUTTERFLY VALVE

Introducing the all new hydraulic operated butterfly valve, now available for order! The hydraulic operated butterfly valve acts as pump discharge valve for various pumping applications such as water reservoir, hydro power plant, water supply, drainage, chemical industry and so on. This valve is mainly installed at the outlet of the water pump to replace the functions of check valves and on-off valves. This valve performs combined duty on non-return valves and isolating valves, and it will be able to provide surge free operation and complete isolation in the fully closed position. The AVK designed hydraulic system coupled to our renowned Series 756 butterfly valves allows the valve to cooperate with the water pump to close the valve in two stages: quick closing and slow closing according to the pre-set procedure, effectively eliminating and suppressing pipeline water hammer. It is an ideal equipment to ensure the safety and reliability of the water pump unit and the pipeline network system. This product can also open the valve quickly or in stages to supplement the medium in the pipeline behind the valve.

This series has the characteristics of stable performance, safety and reliability, complete functions, high degree of automation, simple structure and convenient layout. Equipped with a complete hydraulic system and a reliable intelligent electrical control system, which can be operated on site or remotely. It can also be centrally managed through the central computer DCS system to achieve linkage operation control with water pumps (or turbines) and other pipeline equipment.

Valve and hydraulic system part

- Valve model: heavy hammer accumulator hydraulic control butterfly valve
- Valve diameter: DN200~DN4000 (butterfly valve)
- Valve pressure: PN10~PN25
- Applicable medium: sewage, drinking water, circulating water, reservoir water, etc.
- Medium temperature: $\leq 80^{\circ}\text{C}$
- Valve opening time: adjustable according to user requirements
- Valve opening angle: $0^{\circ}\sim 90^{\circ}$
- Valve closing angle: $90^{\circ}\sim 0^{\circ}$
- Valve closing time and angle:
 - Quick closing time and angle (first stage): adjustable according to user requirements
 - Slow closing time and angle (second stage): adjustable according to user requirements



MINIMIZING NON REVENUE WATER WITH AVK REPAIR CLAMPS



As indicated in the International Water Association (IWA) water balance table, leakage on transmission and/or distribution mains, and on service connections up to point of customer metering are some of the major contributors to non-revenue water (NRW). The most problematic leakages are those that are not visible on the surface. The reason for the leakages includes deterioration of the distribution system, poor workmanship during pipe installations, corrosion of pipe material due to acid soil condition, settings or movements in the soil, load from heavy traffic or construction work, and accident done by contractors during construction work causing various types of cracks on the pipeline. A typical crack will be unstructured and can move in both longitudinal and circumferential direction.



Single-band FS10 and Double-band FS20 repair clamp

The conventional way to repair a cracked pipe is to cut out and replace it with a new piece connected with couplings or welding new sleeves. However, such methods can be both costly and time consuming. Whenever cracks occur on a pipeline, it is essential that the repair is done quickly and efficiently so that the consumers and surroundings experience minimal disturbance. As most cracks occur without any prior notification it is of the highest importance that the repair products are available ex-stock either at the waterworks, the contractor or as minimum at the wholesaler. To make this possible the repair products must have multi-functionality, flexibility and wide tolerances. Furthermore, the key demands when conducting repairs are easy and fast installation and reliable functionality. For all these specific purposes and demands AVK offers a comprehensive range of products specially designed for all sorts of cracks in the most common pipe materials.

Series 729 repair clamps ensure a cost effective and reliable solution for quick repairs on steel, copper, asbestos cement, cast iron and plastic pipes. A pipe with a hole or a crack will be repaired permanently.



Typical longitudinal crack in a pipe typically caused by earth settlement or increased traffic load.



Easy and fast neutralization of the crack is essential in order to minimize disturbance for consumer. Here AVK repair clamp is mounted.

Tapped off-take clamps are intended to provide a permanent threaded connection into new and existing pipelines and may be used for replacement of existing damaged tapped connections. Flanged off-take clamps are intended to provide a permanent means of making a flanged connection to a pipeline. Off-take clamps may also be used for under pressure cut-in connections.



Threaded FSA20 and flanged FST20 off-take clamps

AVK's repair box is an easy, quick and flexible solution for emergency repair of damaged pipes, with the stainless steel repair elements you can create your own repair clamp that can be used for permanent repair of cracks, pinholes or other damages to the pipes. The repair box consists of 6 or 10 stainless steel elements as standard, which can cover a range from 85mm up 954mm in diameter, only by connecting the elements. Available in AISI 304 and 316, sealing material can be EPDM or NBR. The elements come in the standard width of 300mm.



AVK PRODUCT UPDATES AND NEW RELEASES

Change is essential for business today. With an innovative approach to the development and design of our products and solutions, we stay adaptive to current and future market demands. Through continuous scrutinising and optimisation, we assure that our products and solutions are always as efficient as possible. This column shares some of AVK's recent product releases.

Resilient seated gate valve Series 06 and 55 is now available up to size DN1000. The product-range used to go up to DN600, but we are now happy to announce the introduction of the large-size Resilient seated gate valve series 06 and 55. AVK gate valves are designed with built-in safety in every detail. The wedge is fully vulcanized with AVK's own drinking water approved EPDM rubber compound. It features an outstanding durability due to the ability of the rubber to regain its original shape, the double bonding vulcanization process and the sturdy wedge design. The triple stem seal system, the high strength stem and the thorough corrosion protection safeguard the unmatched reliability.

Variants: with & without bypass



PN25 Metal seated gate valve Series 54 is now available up to DN1000. Just like the series 55 and 06, we have introduced large-size valves for the PN25 metal seated gate valve, Series 54. AVK metal seated gate valves are designed for isolation of pipeline sections or individual pieces of equipment. The use of a ductile iron body and gate with bronze seal rings creates a heavy duty, watertight seal. The non-rising stem design ensures the stem thread is adequately lubricated by the water passing through the valve, a factor that safeguards the longevity of the valve.

Variants: with & without bypass, shoe & channel

PN25 Double eccentric butterfly valve, short body, Series 756 is now available up to DN2000. The old range of the series 756 went up to DN1200, but has now been extended to include ranges all the way up to DN2000. AVK double eccentric butterfly valves are designed with tilted and fixated disc for extended service life and easy operation. The disc seal is made of AVK's drinking water approved EPDM rubber, featuring an excellent compression set and thus ability to regain its original shape. The high quality epoxy coating and fully encapsulated shaft/disc connection ensure high durability.

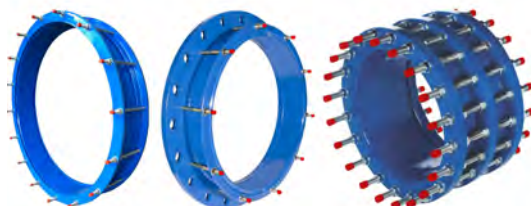
The valves are suitable for bi-directional application.



Concentric loose liner butterfly valve Series 76 is now available in double flange design. This series replaces the old series 813 and is thereby the newest member of AVK's Series 76 range of concentric butterfly valves. It comes with double flanges in the size range of DN50-150, which will be expanded to DN300 in the near future. They provide a cost effective solution to our customers while also manufactured to the expected quality standard associated with the AVK brand. The design is with anti-blowout shaft, hexagon connection, low friction bearings and an EPDM liner with reinforced seating area and profiled flange gaskets.

Y-Strainers Series 910 are now available up to DN600 AVK Y-strainers are installed in water systems to filter out pebbles and other impurities that could damage the equipment. The old product range offered up to DN300, but has now been extended up to DN600. The series 910 Y-strainer is designed with focus on easy maintenance and low head loss.

Pressure rating: PN10 / 16



Fabricated Couplings Series 3258, Adaptors Series 3260, and Dismantling Joints Series 3265 now available up to DN2000 from AVK Malaysia

These fabricated solutions are suitable for a wide range of pipework applications, and are now locally produced at our manufacturing facility in Klang, Malaysia. It can be used for applications above and below ground level, working well within the typical operating parameters. These products are available in both PN10 and 16 flange drilling. Dismantling joints are available in both Type A and Type B designs.

HALAL CERTIFICATE SECURED FOR AVK SEA

The concept of Halal is an important focus point and works as a driver within the several Southeast Asian societies. AVK is the only valves supplier that offers Halal Certified products to our markets, as we wish to respect the principles of our customers.

Muslims make up about 42% of the total population of Southeast Asia. In Malaysia, the official religion is Islam. Islam is also one of the officially recognised religions of Indonesia, Thailand, and the Philippines. In Brunei, 82% of the country's 437.000 inhabitants are Muslim, and in Indonesia, 87% of the population is Muslim. It is the world's 4th most populated nation as well as the most populated Muslim-majority country in the world.

At AVK, we have great respect for our culture, our communities and we aim to enable our customers to choose the products and services that best fit their needs and requirements. Certain chemicals used in the production of synthetic rubber can be derived from different animal fats. Since drinking water especially comes in direct contact with the different elements of the valves, it is important to ensure that the elements are Halal. It is also proof that the products have been thoroughly checked in accordance to the Islamic Sharia Laws by the concerned board.



Our pricelists and much of our marketing materials will include an official declaration that the organic materials used in our products are based on the halal principles. This is a signal to our customers that our company values their perspectives and principles. Additionally, it helps us to distinguish ourselves from the crowd as none of our competitors are halal certified. We see it as one of the additional benefits of choosing AVK as supplier, alongside high quality and long-lasting design.

The above image shows our halal certificate for our rubber compound produced at AVK Gummi for our valves.

NEW AVK OFFICE IN SINGAPORE

About the new office in AVK Singapore

- ▶ Training facilities
- ▶ 2 levels of office space
- ▶ New warehouse on the ground-floor
- ▶ Double stock-availability
- ▶ Meeting room that holds up to 12 people

The new office space allows AVK Singapore to increase both manpower and stock-availability in the future, as there are plans to expand the team in Singapore.

The meeting room is fit to hold 12 people, which allows AVK Singapore to host seminars and training-sessions for customers in the future.

An expansion in office-space brings new opportunities for AVK Singapore to increase the value that can be offered to customers. We are very happy with this development and the elegant new office-space.



Expect... AVK



WE ARE WILLING TO BLEED FOR A BETTER WORLD

“Every drop of Blood is a gift of Life” – this was the name of a campaign by AVK Valves Manufacturing Malaysia in 2019. The campaign was initiated by parliament representative, Mr. Adun Sementa Yb Azmi Bin Sangip.

At AVK, our mission is to improve water supply and introduce the highest quality to water infrastructure around the globe and in Southeast Asia. It is something we feel very strongly about, and therefore, we are always happy when we get a chance to support a cause that is driven by similar passion and conviction.



In cooperation with the Tunku Ampuan Rahimah hospital in Klang, Selangor – which is the home of AVK Valves Manufacturing Malaysia – we had the chance to do just that. The professional staff at the hospital performed blood-tests to ensure that the blood lived up to the required criteria. For many of our AVK Employees it was the first time they had given blood, but it might not be the last. Donating blood is extremely important, since it can sometimes mean the difference between life and death. We are very happy to pull our weight and provide the hospitals with the resources they use to save lives.

After officiating the campaign, Mr. Adun Sementa Yb Azmi Bin Sangip was given a factory tour to learn more about AVK Malaysia and the products in detail, followed by a light breakfast.

All in all, it was a very eventful day that we enjoyed after regaining our blood-sugar.



DISTRIBUTOR PROFILE: TPMS IN INDONESIA

PT Tirta Putra Malindo Sejati, commonly known as TPMS was founded in 2004 as a company that specializes in providing pipeline solutions for industrial clients, developers and water companies. In accordance with their slogan "Delivering Quality and Be Committed", TPMS provides a one-stop solution for piping needs that provides a fast and safe solution to the needs of the water supply system. TPMS customers are generally engaged in the marine, water companies and public utilities sector.



TPMS joined as distributor of AVK Fusion Indonesia in 2018 and covered Kepulauan Riau province. The Riau Islands has a relatively large potential of mineral resources, energy, as well as marine resources. The capital of the province is Tanjung Pinang and the largest city is Batam.

TPSM recorded fantastic sales results with a growth of more than 400% compared to last year's sales. The products sold most by TPMS are Resilient seated gate valves in the water and wastewater segments, as well as Electrofusion couplers in the Fusion segment.

TPMS has successfully supplied AVK and Fusion products in several major projects in Indonesia - among these are:

- Batamindo Industrial Park, Batam
- Water Treatment plant at Duriangkang, Batam
- Water Treatment plant at Piayu, Batam
- Water Treatment plant at Sei Harapan, Batam
- Tembesi Reservoir, Batam
- Transmission and Distribution Pipe Network of PT. ATB, Batam
- Galang Island Special Infection Hospital (RSKI)
- Lagoi Bay, Bintan

For more information about TPMS, please visit www.tirtacorp.com



AVK HOSTS DISTRIBUTOR CONFERENCE IN BALI, INDONESIA

By AVK Fusion Indonesia

In 2018 AVK Southeast Asia held its first regional distributor conference (SEADC) at the Kuala Lumpur convention centre. The initiative was started to bring together AVK distributors and create a common direction for the AVK solutions, educate on new products and development and strategize on how to best service the market.

2019 was the second annual distributor conference (SEADC) and was held in Bali, Indonesia. 30 Distributors participated in the 2019 SEADC, mainly flying in from Cambodia, Sri Lanka, Malaysia, Maldives, Vietnam, Philippine, Brunei, Indonesia and Shanghai.

Presentations were made on subjects such as: "State of the Union", "New Regional HQ Development", "New AVK Web Platform", "Fusion Electro Fittings", "New Product Pipeline & fabricated items from AVK Malaysia", "Winning business with strong product speck-in" as well as the introduction of the new company: Glenfield Asia Pacific.



Certificates were given out to the "AVK Champion Distributors" of 2019 in the following categories:

- ▶ AVK Rookie 2019
- ▶ AVK Ambassador 2019
- ▶ AVK Performer 2019



All in all, the event was a great experience for both distributors and the AVK representatives, and all concluded the event with dinner by the Balinese seaside. Though the 2020 event has been postponed due to COVID19, we certainly look forward to the next SEADC where we can once again share knowledge, industry-insights and good times with our valued distributors.



AVK PARTICIPATES IN THE MALAYSIA INTERNATIONAL WATER CONVENTION

By AVK Malaysia

AVK Valves Malaysia once again participated in the Malaysia International Water Convention 2019 (MIWC) which was held from 1-3 October 2019.



MIWC 2019 features more than 5,000 water industry professionals, 500 conference delegates and around 200 organizations from 30 countries. The purpose of the event is to bring together policy makers, water and utility management companies, professionals from the water and wastewater industry, leading technology innovators, international agencies, NGOs and scientists from around the world and to provide an opportunity for these to share knowledge and discuss challenges, technologies or the transformation of the water sector.

For AVK's participation, a booth was set up, where participants at the event had a chance to study some of the products up close and touch and feel the quality of the materials.

The picture below shows the General Manager of AVK Valves Manufacturing Malaysia, Rasmus Martensen, receiving a certificate for AVK Malaysia being a sponsor at the event.



REPRESENTING AVK AT THE 40TH PAWD-CONVENTION

By AVK Philippines

AVK Philippines together with Fusion Malaysia joined forces to set-up a booth at the 40th Philippine Association of Water Districts (PAWD) Convention in February, 2019.



AWT Fusion Malaysia Overview

- ▶ Fusion Malaysia was established in 1993 in Klang, Selangor
- ▶ Fusion Malaysia became a part of AVK Group in 2017 along with the rest of Fusion Group.
- ▶ Fusion Malaysia is the leading supplier of Fusamatic electrofusion fittings, spigot fittings and PE ball valves

Among the speeches that were held at the convention, Mr K.H. Seow, the Regional Director of Fusion Malaysia was invited by our Regional Managing Director, Gert Borrits, to give a presentation on the overview of Fusion Malaysia.

The presentation began with an overview of Fusion Group, which includes Fusion Malaysia. The Fusion Group was founded in 1971, and they have been in the market for 47 years now. Among the achievements, Fusion Group pioneered the HDPE pipe-jointing across Europe and eventually across the globe.

In 2017, Fusion became a member of the AVK Group of companies and provided a wider range of products and services as part of the Group's global offer. Fusion designs, manufactures and distributes a wide range of electrofusion fittings, electrofusion machines, automatic butt fusion machines, equipment and tooling for HDPE pipe jointing.

At the PAWD-event, visitors were given the opportunity to get an up-close view and feel the products from both Fusion and AVK. It was a great event with many fruitful talks. We look forward to the next PAWD-Convention.



AVK MAKING AN IMPRESSION AT IWWEF

By AVK Fusion Indonesia

Indonesia Water and Wastewater Expo and Forum 2019 was held on the 18th – 20th of September at Jakarta Convention Center, which was visited by more than 4,000 visitors and 67 exhibitors. AVK Fusion Indonesia proudly walked away with the prize for 3rd best stand at the event.



Indonesia Water & Wastewater Expo & Forum (IWWEF) is an event by Indonesia Water Supply Companies Organization (PERPAMSI) - the largest water supply organization in Indonesia. It includes over 450 companies from all over Indonesia, as well as local water industries.

The IWWEF-event functions as an opportunity for visitors from international water and wastewater industries to meet and network between each other and with prospective distributors.



AVK Fusion Indonesia presented a creative concept with both an indoor and an outdoor booth. Apart from the exhibition of valves, the indoor booth provided a coffee bar to much enjoyment for the visitors and helped to open up for good discussions. At the outdoor booth, the "AVK Exclusive Bus" was parked and showcased a variety of AVK and Fusion products, such as check valves, air valves, penstocks, hydrants, S-Box Max, and many more.

At this event, AVK Fusion Indonesia had the opportunity to give a presentation about Non-Revenue Water, which is one of the main focal points of AVK, as well as a focal point of the Indonesian government.



Having the opportunity to fill the forum and present our take on Non-revenue water, and winning the 3rd best stand for our efforts certainly made the 2019 IWWEF an exciting day for AVK Fusion Indonesia.

10 major national media-channels covered AVK Fusion's attendance at the event and it was great to see this level of media-focus on our industry.



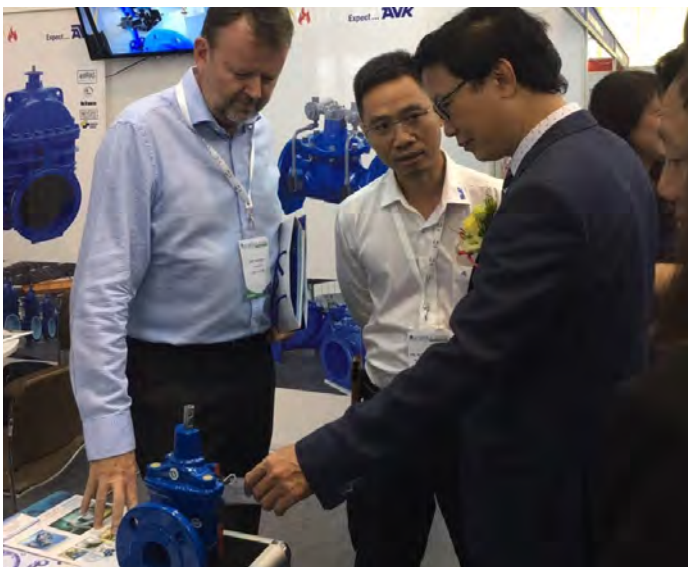
SHAKING HANDS AT VIETWATER 2019

By AVK Vietnam

AVK Vietnam Co. Ltd participated at Vietwater Hanoi 2019 from 24-26 July 2019. The Vietwater event is a yearly exhibition, where the focus is on conquering the challenges associated with the the rapid urbanization in Vietnam.

VIETWATER 2019 presented various products and technologies from 38 different countries and regions, which were showcased by over 400 exhibitors on 10,000 m2 of exhibition space. There were 15 international group pavilions including: Australia, China, Czech Republic, Denmark, England, France, German, Korea, Poland, Singapore, Taiwan and Thailand.

The AVK Vietnam booth had the pleasure of a visit from Mr Nguyen Dinh Toan, The Vice Minister from the Ministry of Construction (MOC).



During the exhibition there was a brief meeting between the vice minister, Mr Nguyen Dinh Toan and our RMD, Gert Borrits. It was a pleasure seeing such representation at the event, and we hope that the focus on water supply and waste water treatment will only increase in the coming years.



OPTIMIZING WATER SUPPLY IN SURABAYA

By AVK Fusion Indonesia

AVK Fusion Indonesia contributed by supplying a complete set of valves to the PDAM Surya Sembada reservoir project in order to optimize water supply for the residents.

In 2019, PDAM Surya Sembada as a Municipal Waterworks in Surabaya city, East Java – the second-biggest province in Indonesia, expanded their services by making 2 new reservoirs: Reservoir Kedung Cowek and Reservoir Kandangan in order to optimize water supply for the residents.



As one of National Top Five PDAMs in 2019 (best performance, according to BPPSPAM), the new reservoirs have potential to make a great impact on life in the province. One of the strategies was to pick valve-suppliers based on good quality and responsibility in the aftersales service. It was for these reasons that AVK valves were chosen for this project.

AVK Fusion Indonesia contributed by supplying a complete set of valves:

Gate Valve, Butterfly Valve (manual and with Actuator), Swing Check Valve, and Fabricated Flange Adaptor.

Supervision during installation and commissioning is part of the services delivered by the AVK Fusion Indonesia team to PDAM Kota Surabaya. Good cooperation between the PDAM Kota Surabaya (Project Owner), Contractors, and AVK Fusion Indonesia secured a very satisfying result and foundation for high performance with the project.

With these two new reservoirs, water can be distributed 24 hours a day so that water supply to residents does not need to take turns.



PROVIDING CRITICAL RELIABILITY TO DATACENTER IN SINGAPORE

By AVK Singapore

Singtel strategic location with new rated Tier 3 Plus on TIA-942 standard data centre, DC West, complements the development plans for Jurong to become the next largest regional and commercial hub outside the Central Business District.

Apart from its state-of-the-art facilities, it offers diversity to our network of data centres located in the central and eastern of Singapore. Services range from entry-level rack space, high density rack solutions to caged areas to customized private vaults.

The Cooling system features

- ▶ Water cooled chiller system: N+1 with closed loop chilled water distribution system
- ▶ CRAC configuration: N+20%
- ▶ Cooling density built to 2000W/sqm
- ▶ Fully integrated and monitored climate control systems
- ▶ 24hrs of makeup water storage at full load



Due to the requirement for Tier 3 Plus DC, the critical mission for the system was to only allow a downtime of maximum 15 minutes per year, due to the Cloud data for the CRAH unit. High quality of every valve in the system was imperative as it may affect the system if there is any quality-issue. Also, the short construction period required a short delivery-period in order to cater to the need of the new tenant.

AVK ICV have been specified for the project due to renowned quality of the valves. The valves were designed to meet the most stringent requirements for indoor and outdoor purposes. As AVK provide all the parts for our own factories, quality is ensured at every step.

The **flange gasket is thick and profiled to ensure correct fit in valve body**, and the high quality EPDM ensures continuous elasticity and no brittleness even towards end of lifetime (alternative NBR, or high temperature EPL)

Rubber is approved for drinking water (minimum biofilm and minimum contamination ensured)

High quality fusion bonded epoxy coating on ductile iron for higher strength (alternative SS AISI 316 disc)

PN10/16
DN50-400



REDUCING NON-REVENUE WATER IN CEBU, PHILIPPINES

By AVK Philippines

After a successful field-test, AVK Philippines was chosen as supplier of more than 20 units of series 859 control valves for the start of Metropolitan Cebu Water District's Non-revenue water-program in 2020.

Metropolitan Cebu Water District (MCWD) is the water utility in charge of supplying water to the metropolitan area of Cebu covering at least several cities and municipalities in Cebu. Their total service connection is about 300,000 concessionaires.

Around the beginning of 2019, AVK initiated a promotional effort, involving product-presentations and seminars on our series 859 control valves to numerous water districts in the Philippines. Among them was the Metropolitan Cebu water district.

After the presentation on control valves, MCWD agreed to field test at least 3 units and concluded after the field test, that the AVK Control Valves had passed the test with flying colors

There were several qualified suppliers bidding on their project, but for MCWD, testing the products in field made the difference. We are always pleased when customers are able to see for themselves how our great efforts to ensure quality products actually bring added value to their projects.

Supply-agreement was delayed due to the effect of the Corona-virus in Cebu in March, 2020 – but we look forward to seeing the project completed, once circumstances allow it.



AVK Control valve Series 859, which was used in the project

HANDLING WASTE WATER TREATMENT IN HO CHI MINH CITY

By AVK Vietnam

In order to reduce the critical impact of the 1990's rapid urbanization in Vietnam, the Water Environment Improvement Project was launched as a part of a larger group of projects. The objective of the Water Environment Improvement Project (WEIP) was to reduce the water pollution of rivers in Hanoi and Ho Chi Minh City.



For the projects, several Japanese stakeholders were involved to support and assist the projects.

The Ho Chi Minh City project was administered by the Urban Civil Works Construction Investment Management Authority of Ho Chi Minh City (UCCI) and included several Japanese stakeholders, such as Nihon Suido Consultants and Hotachi.

AVK was chosen to supply a wide variety of valves to the project, including: Gate-valves, Butterfly Valves, Check valves and Penstocks.

There were several requirements that had to be met in order to qualify as supplier to the project. It was important to the stakeholders to use valves that lived up to the steep Japanese standards, and it was a requirement that the valves were produced outside of China. In addition, there were several special requirements – for example, to the rubber-material used and the maximum water content that could be passed through the Penstocks.

AVK was chosen because we were able to comply with these requirements and dedicated to providing the best solution for the customer. AVK offers a long-term commitment and responsibility for the products we provide, which is especially important in projects of larger scopes – such as the WEIP-project. For the Water environment improvement project, AVK was able to provide the most reliable and long-term economical solution.

We are proud to be a part of projects with such significant impact on our environment, and we hope to be able to provide many more customized, high-quality solutions to projects such as the WEIP-project.



SUPPLYING THE WORLD'S LARGEST FREE DISCHARGE VALVES

By AVK Malaysia

Muda Agricultural Development Authority (MADA) has installed two DN2200 Free Discharge valve from AVK at Pedu Dam in Kedah Malaysia. The large dam-facility serves as an irrigation-system for the large area of rice paddies in the Muda Area.

The Pedu Dam-system was built in 1970 with the initial purpose of supplying enough water resources to the large area of paddy-field and double the rice-production.

The two large Free Discharge Valves are the biggest valves of its type that have ever been produced and are the main valves in the large irrigation system that has a storage capacity of 1073 million m³.



Series 857 AVK Free Discharge Valves at Pedu Dam

- ▶ Maximum discharge: 141,6 cubic metres pr. Second
- ▶ The valves serve a 875.000 acre reservoir
- ▶ Also serve domestic and industrial water-supply in Langkawi, North Kedah and South Perlis



With the previous valves, MADA had started to experience leakage due to the old age of the previous valves. Besides substituting the old and outdated jetflow-valves with the new AVK Free Discharge Valves, the renewal of the facility also includes two DN2800 Butterfly-valves to serve as guard valves. The large-sized butterfly valves are expected to be installed at Pedu dam by 2022.

We have a great cooperation with MADA, who in turn have offered their appreciation for the problem-solving and fast responses from the AVK-team.

We are proud to have supplied the valves for this very large and important construction, and we look forward to hopefully serving many more MADA-facilities in the future.

FIND OUT MORE ABOUT OUR COMPANIES

AVK SOUTHEAST ASIA - COMPANIES:

PT. AVK FUSION INDONESIA

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AVK Malaysia is responsible for the following markets:

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