

SPECK INSIDE



Pump technologies and solutions ...

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EDITORIAL

Dear customers and partners,

I'd like to welcome you to the new edition of SPECK INSIDE. I hope you had a good start to the year and to the season.

For SPECK Pumpen the year started as action-packed as the last one ended. We have a successful year behind us and are now facing a very promising 2018 season. We are constantly on the go in order to manage your orders as requested.

After the winter provided us with real cold, and in some regions snow, relatively late on,

it has now done its duty. We are hoping a sunny and warm spring will arrive soon ...

We would like to wish you all a good start to the new season, good business and of course good returns as well as good health, happiness and success for you and your families.

Yours Armin Herger

Managing Director
SPECK Pumpen Verkaufsgesellschaft GmbH

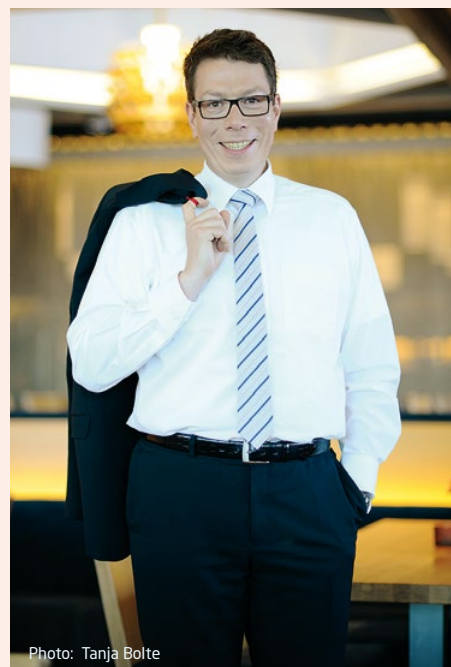


Photo: Tanja Bolte

Klimahaus Bremerhaven

World of climate, weather and climate change

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Kerstin Rüll (left),
Ramona Erb and
Armin Bayer (right).

Marketing & Documentation

The information centre at SPECK Pumpen.

A lot of information that leaves our premises is prepared, edited and designed in the department for marketing and documentation. Operating manuals, pump data sheets, technical documentation, catalogues, adverts, business cards and newsletters, to name but a few, are created here. It is important that it is understandable, logical, informative and of course attractive. As well as the content, the graphic presentation of the company also counts.

With Mechanical Engineer and Technical Business Administrator Ramona Erb, Industrial Administrator Kerstin Rüll, Technical Illustrator Armin Bayer and an apprentice who rotates departments quarterly, we don't exactly have the standard set-up for a marketing department. However anyone who knows anything about the marketing industry, as our colleagues certainly do, will know that unconventional staffing is

not so unusual. At SPECK Pumpen we describe this constellation as perfectly customised or ideally accrued.

Armin Bayer began his apprenticeship as a Technical Illustrator in 1981. Since then he has been tasked with the construction of pumps and counter swim units. From 1994 he worked with the company's first CAD computer. The advance in information technology changed everyday communication in the office and between companies; for us, as for everyone. Armin Bayer soon realised that many documents could be designed attractively on the PC. He reworked the layout of various forms, although with today's view he can't quite understand some of the 90s clipart.

For approximately three years Armin Bayer spent all of his free time and annual leave at a marketing agency, which offered him the chance to

learn the ropes of professional media design. Henceforth he was responsible for the composition of operating manuals for counter swim units within the technology department. Moreover, as a creative contrast to his exact illustrations, he took over the design of advertisements and other print media.

Kerstin Rüll's apprenticeship as an Industrial Administrator began in 1990. She worked her way through the departments, according to plan, however she was called back to the marketing department whilst she was still an apprentice. A position had become free at short notice and she had previously made a very good impression in this department.

Kerstin drew up her own pocket price list on the PC, which at that time consisted only of text. The images were added by the printing house at a later

MARKETING AND DOCUMENTATION



so that in the end everything looks like SPECK Pumpen, sounds like SPECK Pumpen and is SPECK Pumpen!

Ramona Erb joined the team four years ago. She started out constructing pump parts in the development department. Besides that she updated operating manuals and technical data sheets. The latter worked so well that Ramona soon found a new primary function. She now works with a database-assisted editing system which merges and updates all relevant information regarding SPECK products and professionally cares for translations in all necessary languages.

Ramona Erb visits training sessions regularly so that all operating manuals correspond to, or go beyond, the legal requirements. At the end of the day this is not simply about fulfilling a duty, but about providing customers with the best possible information.

stage. Slowly more composition work arose which Kerstin got to grips with in the pre-press stage. Luckily the operating systems and graphic programmes did the same so that Kerstin has been designing various print media completely from draft to printing file for a long time now. She designs, coordinates, proofs and manages the implementation of our corporate design

Up until autumn 2016 the three colleagues were more or less lone wolves. Then they were united in one team under the leadership of Armin Bayer. They share one aim to provide clear and understandable information to outside parties that is logical and optically appealing. The balancing act of conveying expert information so

that amateurs can understand it, is their daily task. All three are experienced users of the current graphics and composition programmes. Thus they are able to support each other in daily work and fill in for each other if necessary.

The range of content is certainly considerably broader than in many other marketing departments. It covers the organisation of hazard analysis on our pumps, maintaining operating manuals, managing translations in various languages, allocating technical drawings and product illustrations and working with agencies, photographers, editors, publishers, printing houses etc. The team has the most varied contact to external service providers in order to channel information, requirements and proposals.

Whether it's concerning the reliable generation of technical documents for a new pump, the new product flyer for an upcoming trade fair, the swimming pool technology catalogue at the turn of the year or the project management of a newsletter, what counts is the coordination of all persons involved and their deadlines, the focus on essential information and, as a result, successful and effective information for our customers. Hopefully we also achieved this with the current edition of the SPECK INSIDE ... ■

Marketing and Documentation: This is where information media for SPECK Pumpen is created.



Targeting fire protection

bvbf - "We're passionate about fire protection".

SPECK Pumpen is a member of the Federal Association of Fire Protection Companies (bvbf) and is represented by our Sales Assistant, Dieter Schäfczuk.

The Federal Association of Fire Protection Companies started its 2017 general meeting with a reception in the golden hall in Augsburg. Among others the standards experts, authorised by the bvbf for various DIN standardisation committees, reported back. Dieter Schäfczuk is active as a standards expert for extinguishing water supply units, including wall hydrants, and gave a talk about the current developments in his field.

In September 2017 the new bvbf expert group for extinguishing water technology held a meeting in the premises of the member company SPECK Pumpen. The aims of the expert group are the promotion of commercial interests, expertise and competitiveness of extinguishing water technology specialist companies as well as the maintenance of regular exchanges for workplace



The newly elected members of the expert committee for fire extinguishing water technology: (l-r) Wolfgang Buske, Roland Oxé (deputy spokesman), Carsten Wege (bvbf Managing Director) and Dieter Schäfczuk (spokesman). Hans-Jürgen Behncke and Dirk Neitzel are missing from the picture. Photo: bvbf

practices. The development of practical extinguishing water technology seminars and expert events was also on the agenda.

During the meeting in Neunkirchen am Sand, the group's new expert committee was elected and Dieter Schäfczuk is their spokesman. ■

PEOPLE

Talent casting

Apprentices: out and about pursuing the future.



Lauf's Mayor Benedikt Bisping and his successors, the SPECK apprentices, at the trade fair in Röthenbach.

SPECK Pumpen was represented at the regional apprenticeship trade fair. Pupils took the opportunity to have a look at the companies. We provided first hand information at our stand: our apprentices spoke to their potential successors and impressed an old predecessor.

Approximately six new apprentices are taken on each year at SPECK Pumpen, training to be industrial administrators, industrial mechanics, technical product designers and warehouse clerks. Traditionally, apprenticeships here are of very high significance.

Over the last decades, our excellent reputation as an employer was sufficient for us to be

able to select the best applicants. Today we have to compete for motivated youngsters as an attractive apprenticeship company. Thus SPECK Pumpen is regularly represented at apprenticeship trade fairs in the surrounding area and counts on their own apprentices successfully addressing the target audience. As equals, the youngsters are able to tell the pupils what is "cool" about SPECK Pumpen.

In the municipal hall in Röthenbach our youngsters were motivated by a visit from Lauf's Mayor Benedikt Bisping. He started his career in 1983 with an apprenticeship at SPECK Pumpen - a "valuable apprenticeship" from which, in his own words, he "still profits today". Our talent scouts can also benefit from a role model. ■

Photo: gaspr13 | iStock.com

Pressure boosting units from SPECK Pumpen are used in the most varied areas of water supply - drinking water supply, process water supply, industrial water supply, irrigation or even air conditioning. The newest field of application, luxury yachts, places high demands on the units, above all due to salty ambient air and handling desalinated water.

One of SPECK's customers is a shipyard in Bremen. They launch top-class luxury yachts. In recent years the world's longest yacht (180 m) and the world's largest yacht (15,917 t) were built there. Ships like this aren't sailed in the bay at weekend. At this scale it's a matter of top quality, endurance and seaworthiness.

The Multicell SFE 2+1/40-50-2+6-90 pressure boosting unit was designed for the drinking water supply of such yachts. It consists of

TRADE FAIRS SPRING 2018

Please note our domestic and industrial technology trade fair dates for spring 2018. We look forward to your visit and a personal meeting at the professional events!

IFH/Intherm . Nuremberg
Stand 5.107 . 10.04.-13.04.2018

IFAT . Munich
Hall B 1, stand 135 . 14.05.-18.05.2018

Achema . Frankfurt
Hall 8, stand E 24 . 11.06.-15.06.2018

You don't have entry tickets? Request your entry ticket vouchers free of charge at info@speck-pumps.com

Further information: speck-pumps.com
Latest news | Trade fairs



Water supply on luxury yachts

Pressure boosting units from SPECK for the drinking water supply and cleaning the decks on yachts.

two redundant IN-VB-S 40-50-2 main pumps with a flow volume of 50 m³/h each. A further IN-VB-S 6-90 pilot pump is integrated for small transfer quantities, for example during the night. It has a flow volume of 5 m³/h.

In addition the Multicell SFE 3/15-70 unit was developed for cleaning the decks. It uses fully desalinated water with a conductivity of 5 mS, pumped by three IN-VB-S 15-70 pumps with a flow volume of 16 m³/h each.

To ensure the seaworthiness of both pressure boosting units, all hydraulic components are made from stainless steel. The pump's electric motors, which are constructed especially for maritime use, have protective covers and stand-still heating. All other important components such as the diaphragm pressure vessel and the pressure transmitter to turn the pumps on and off are also designed redundantly. All welding seams on the pressure boosting unit for cleaning purposes are primed and passivated. As a special feature, the control cabinets of both units were painted in RAL 903 "yacht white".

Only energy efficient, speed controlled pumps are used in both pressure boosting units. The

shipyard places particular value on the low energy balance of their yachts. Thus it is also the first shipbuilding company to use the waste heat from the generators and drive motors of a large yacht to operate the desalination systems for the production of drinking water.

SPECK Multicell SFE 2 pressure boosting unit in stainless steel design - the starting point for units specially adapted to maritime requirements.



BADU[®] INSIDE



Pool technologies and solutions... > swimming pool private

KLIMAHaus BREMERHAVEN

SPECK Pumpen in the world of climate and weather

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POOL PROFIS IN THE KNOW ...

BADU swimming pool technology seminars

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South Africa is the most developed economic area on the African continent. The country is characterised by its solid financial market, constant economic growth and the rapid development of the tourism industry. SPECK Pumpen has been active here for almost 50 years and is market leader in the pool sector.

Capetown is booming

SPECK Pumpen is investing in South Africa. A new building has tripled the production, warehouse and office space in Capetown - the country's melting pot.



them is very much appreciated by other users on the industrial estate and is seen as an additional future factor.

The building work started in April 2017 and was completed in November. The 15 members of staff at SPECK Pumps South Africa in Capetown could move out of the old building and into the new one. The floor space tripled from 1,000 m² to 3,000 m². Even the Managing Director, Roderick Westwood, moved his office from Johannesburg to this melting pot.

SPECK Pumpen mostly supplies swimming pool builders in South Africa with pool equipment as a complete package. As well as various BADU pump ranges and filter units, skimmers, chlorine dosage controls and underwater spotlights are also produced in Capetown. Essentially, the swimming pool pumps produced here only differ to their German siblings in one way: adjusted impeller tolerances. Otherwise a type of grass, which is very common in South Africa and particularly hard, would block the impeller too often. BADUJET counter swim units are not produced here. In South Africa the pools are simply built large enough so that such a unit is not required.

The official inauguration of the new building has been postponed until 2019 when SPECK Pumps South Africa will also celebrate its 50th anniversary. In the meantime we'll make a start with the production!

With five national offices, SPECK Pumps South Africa is broadly positioned. Up until 15 years ago, production was located centrally at the headquarters in Johannesburg. At which point the local capacities and potential were so exhausted that the decision was made to open a new production site in Capetown. Since then BADU swimming pool technology has been produced in the two most populated cities in the country.

South Africa's economy is growing, but Capetown is booming! Disproportionate population growth is creating culture, industry and vigorous building activity and it is triggered by the attitude towards life and the quality of life at the southernmost point of Africa. Hermann Speck describes Capetown as the California of South Africa. The easy going lifestyle attracts Europeans who like to rely

on brands that they know from home, such as pool technology from SPECK Pumpen. The demand for swimming pool pumps in Capetown increased and is still increasing rapidly. If a house is being built in South Africa, a pool is as obvious a component as a double garage is for houses in Germany.

SPECK Pumpen's production capacities in Capetown recently reached their limit. Supplies from Johannesburg were able to bridge the gap but this was certainly not a practical solution in the long term, simply because of the 1,400 km route. Production had to expand right where it was booming. A sufficient plot was found on an industrial estate in Capetown. The location was originally intended for IT companies that never settled there in noteworthy quantities. The high-speed internet connection that was provided for

BADU PUMPS IN ACTION

Climate, weather and the shift

Klimahaus Bremerhaven: a round-the-world trip.

With its striking architecture, the Klimahaus Bremerhaven has established itself as the new symbol of the maritime city. It is one of the most visited exhibitions in Northern Germany with more than 4.5 million visitors since it opened.

Photo: Marcus Meyer/Klimahaus



A unique world of experience surrounding our climate, the weather and climate change allows you to experience our earth's climate zones up close. Nine places on five continents can be explored. This not only requires a lot of know-how but also plenty of technology, including many SPECK pumps.

In the "Klimahaus Bremerhaven 8° Ost" (Climate House Bremerhaven 8° East) visitors can expect a round-the-world trip allowing them to experience the climate zones along the longitude 8° 34' E. From the Swiss mountains, the journey takes us through the desert in the Sahel region and the ice of Antarctica, along the beaches of Samoa and back to the North Sea. You can feel the temperature and humidity of the original scenes. In Sardinia Europe's general weather situation can be influenced symbolically thus creating heat, rain or wind in the neighbouring rooms.

The synergy between people, the earth and the climate is demonstrated in an exhibition space of 11,500 m². 250 species of animals live here and encounters with people along the way are shown in films. Climate researchers' work and their results are also exhibited. What makes it so difficult to predict future events? What climate changes can we expect by 2050?

Climate change is one of the most important present day issues. The climate house is the first world of knowledge and experience to dedicate itself to such a complex state of affairs. As well as the Alfred Wegener Institute for Polar and Marine Research, the Max Planck Institute for Meteorology and the German Weather Service are the climate house's partners. Their aim is to constantly adapt the work to new knowledge and developments.

Behind the scenes there is not only specialist expertise, but also plenty of technology. Various pumps operate the differing climate zones and aquariums with a total water capacity of almost 1 million litres. Extreme reliability is hugely important in order to ensure the wellbeing of the marine life. Low maintenance costs are a further criteria and of course technology should be installed that doesn't impact the climate unnecessarily.

For the most part the pumps installed in 2009 when the climate house opened no longer fulfill these requirements. Gradually the pumps are being replaced with reliable and energy efficient pumps from SPECK.

Various BADU circulation pumps as well as BADU Block Multi pumps and Normblock Multi Mar

pumps, adapted especially for use in fishkeeping, have already been installed successfully. Salt water resistant materials and non-corrosive surfaces provide a constantly high grade of efficiency, high performance and a long service life.

Next, eight further energy efficient, fully plastic block pumps will be installed. In the future, the climate house will also work with SPECK Pumpen on its CO₂ balance, which is currently not even 300 gr per visitor. This corresponds to a 3 km car journey or 1 % of a German citizen's average daily CO₂ emissions. ■



CLEAR & CURRENT 2018 CATALOGUES

Gain an overview of our product range. You can request our current printed catalogues, free of charge, via e-mail at info@speck-pumps.com

Alternatively you can download PDF versions of the following catalogues from our website.

> Domestic and industrial technology
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> BADU swimming pool private > allround
> BADU swimming pool private > premium
badu.de | Latest news | Catalogue



Swimming pool technology seminars

Newly adapted seminars allow an intense exchange and impart lots of theory and practical tips.

The swimming pool technology seminars have now been split to run over two days, according to feedback from previous participants. This allows sufficient time for open discussions during an evening meal. It is this exchange among swimming pool builders and the manufacturer that makes the event so valuable for so many people.

With three seminar dates in December, Frank Kramer, Christoph Ott and Frank Schimann from SPECK Pumpen carried out a wide range of seminars. A basic seminar for beginners as well as a practical seminar addressed the theory and practical tips. In addition, a further product seminar was held for wholesalers.

All seminars began with a greeting and the SPECK Pumpen company presentation. A tour of the company's production halls is also part and parcel of the seminars but at the end of the day it's all about BADU swimming pool technology from SPECK Pumpen!

Above all, theory is taught on the first day of the BADU Basics seminar: pump technology, counter swim units and control units. The practical part of the seminar begins on the second day. Test runs and 100 % testing for cast iron pumps, counter swim units, noise level tests and the technology behind efficient and intelligent BADU GREEN products are on the agenda.

In the practical seminar we either watch the production or we set our own hands to the task. How do I install various spare parts? How is each impeller replaced? Why are some connections produced with threads and others with plugs? The answers to such questions are acquired together using a screwdriver. The seminar is divided into the following topics: pump maintenance and servicing, BADU GREEN troubleshooting, BADU Logic control units and BADU Eco Drive II.

A further seminar is aimed exclusively at wholesalers. Teaching practical knowledge regarding BADU swimming pool technology and product

training for BADU products and BADUJET counter swim units is the focus.

A maximum of 12 participants take part in the BADU seminars and leave with a lot of knowledge and practical tips for their daily business. The chance to share their experience with colleagues is regarded highly and even the old hands learn something new. As manufacturers we are also open to feedback from everyday practice. In this way we learn first hand what we can improve in future and how we can support our swimming pool builders in their daily work.

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