

SPECK INSIDE



Pump technologies and solutions ...

DOMESTIC AND INDUSTRIAL TECHNOLOGY

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EDITORIAL

Dear business associates, customers and partners of SPECK Pumpen,



Photo: Tanja Bolte

Spring finally arrived, although somewhat delayed. After April surprised us with snow and ice and May brought us cool periods with a lot of rain locally, we are finally able to enjoy the beautiful sun.

Despite this freak weather we have been hit by an unprecedented wave of orders. We have planned well and have arranged our supplies accordingly. However the odd supply shortage cannot be avoided completely. The demand for swimming pool pumps is exponential in 2017. By working overtime and on Saturdays, we are doing everything we can to meet the Europe-wide demands.

A luxury problem, so it seems, that is nevertheless causing us to have sleepless nights. We want to be true to our reputation and

provide our customers with the best quality in a timely manner! We will not allow our own high expectations to dwindle in future.

With all of this the transition to SAP has almost faded into the background. Although the first few weeks were rough in part, our staff - of whom we are extremely proud - have acquired the necessary knowledge and have become acquainted with the new programme, even working overtime to do so.

Of course the transition was not completely smooth. Should you have been affected at all, I would like to formally apologise for the inconvenience caused.

With regard to IT we have positioned ourselves well for the future and have chosen a very good

solution for the next few decades. This also provides you with security and great reliability for the future.

I wish you a lucrative and profitable season and a wonderful summer. Here we will continue to give our best until we have satisfied all of our customers.

Yours Armin Herger

Managing Director
SPECK Pumpen Verkaufsgesellschaft GmbH

Experts for almost every pump media

The sales team for domestic and industrial technology are just like the pumps: specialised, flexible and always focussed on the optimal solution.

Pumps for domestic and industrial technology only really have one thing in common: they are subject to a great deal of special requirements and are therefore mainly individually customised products. The consequence with regard to distribution is a diverse team of experts who are each responsible for the products in which they specialise.

Various pump constructions are used in domestic and industrial technology: centrifugal pumps, displacement pumps, regenerative turbine pumps and vacuum pumps. The pump media, for example drinking water, fire extinguishing water, sewage, rainwater, chemicals, gases, steam and condensation; the desired flow rate and dynamic head; as well as parameters such as the system pressure and temperature, but also the explosion protection, are decisive factors for the relevant construction. These factors also have an effect on the selection of the various pump components and their material composition. Therefore diverse expertise is necessary for the configuration of the pumps to meet individual needs.

In particular in the drinking water sector, domestic technology requires knowledge of many DIN standards and regulations relating to water hygiene. Knowledge of physical influences such as flow speeds is also part of the day-to-day business. It is not uncommon for our sales team to support customers in configuring the whole unit, including the pipework.

Dieter Schäfczuk is an expert in the supply of fire extinguishing water and drinking water in both industrial and communal sectors. He configures pressure boosting units and fire extinguishing units in close consultation with the customer and follows the customised product through to its construction. Here we cover a performance range of up to 1 million litres per hour.

Michael Räbel is the man for irrigation and water supply. His areas of expertise include piston pumps, submersible and borehole pumps as well as heating circulation pumps and project development for water supply units.

Charleen Ehehard is the contact person for all queries regarding domestic technology, both



Among experts: Sales domestic and industrial technology.

Domestic technology team: Charleen Ehehard, Dieter Schäfczuk, Michael Räbel (l-r).



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viscosities have to be overcome. It is crucial that the pump components are corrosion resistant. Other parameters such as the temperature of the media and the pressure range also matter when selecting the correct material. Each of the optimal components are taken from a construction kit and added to the individual pump.

Konrad Wirth is the specialist for pumps in medical and pharmaceutical technology, tempering units, as well as in the food and automotive industries. His pumps have a net weight of between 100 g and 1.7 t and handle media in temperatures ranging from -100 °C to +400 °C. These pumps are manufactured in our plant in Roth.

Stefan Funk is an expert in cleaning, humidifying and boiler systems. The high pressure units that he plans are manufactured according to the project specifications. They contain Triplex high pressure pumps which are faced with pressure loads of up to 1,200 bar and come from our plant in Geretsried.

Melanie Branstner is the contact person for all queries in the industrial technology sector. She supports her colleagues in the order process and is in permanent contact with our plants in Roth and Geretsried.

commercial and technical. She supports her colleagues in all stages of the order process.

In domestic technology almost everything revolves around water as a pump media, whereas in industrial technology we deal with a multitude of media. Various chemicals, acids, bases and alkaline solutions in different unit conditions and

Regular product training sessions ensure that our sales team is 100 % up to date. Mutual participation in trade fairs such as the ISH for domestic technology or the Achema for industrial technology continues to strengthen the close cooperation between the SPECK Pumpen Verkaufsgesellschaft and the SPECK plants.

Industrial technology team: Stefan Funk, Konrad Wirth, Melanie Branstner (l-r).



Andreas Politaj: Head of Sales at SPECK Pumpen for domestic and industrial technology

For two and a half years the sales team has been led by Andreas Politaj. He organises the sales strategy and supervises the key accounts in his sector. As a result of his input the commercial and technical separation of the team was abolished and they moved into a communal office at the end of last year. There are considerable synergies, even amongst highly specialised experts, that are reflected in effective workflow and that grow into collegial team spirit. Above all this means that our customers receive first class expertise in all queries regarding domestic and industrial technology! ■

SPECK ONLINE

All image material for SPECK and BADU products is available for you to download in print quality via the trader account section of our website. Here you will also find characteristics and dimensional drawings in unprotected PDF documents.

Register now to enjoy further benefits!

Register with your name, company, address, e-mail address and a self-chosen password. Following verification we will activate your account and you will be able to log in freely.

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4 TRADE FAIRS

TRADE EVENTS DOMESTIC AND INDUSTRIAL TECHNOLOGY



ISH Frankfurt. Photo: Gunnar Mitzner

In good spirits

The latest domestic and industrial technology trade fairs showed a positive market and a lot of interest in SPECK Pumpen.



Gienger Neuheitenschau
Markt Schwaben.



Bohrtechniktage
Bad Zwischenahn.

At the ISH in Frankfurt we showed our comprehensive product range to a large, international audience. A week later the focus in Markt Schwaben, Bavaria, was on the new products in the domestic technology range. Finally in Bad Zwischenahn the focus was special solutions for well construction and of course SPECK Pumpen had a lot to show.

ISH 2017, Frankfurt

The world's leading trade fair for the association of water and energy, which took place from 14 to 18 March 2017, was dominated by high spirits. More than 200,000 visitors gained information from the 2,482 exhibitors. Armin Herger, Managing Director of the SPECK Pumpen Verkaufsgesellschaft, takes stock, "We were very happy and compared to other pump manufacturers we were able to fly our flag high".

Almost all of the sales team were represented on the stand during the trade fair and they took part in many interesting discussions on both a national and international level. Sanitary, heating and air-conditioning tradesmen made up the strongest group of visitors with a share of approx. 33 %. The growing international importance of the ISH was clearly noticeable.

Gienger Neuheitenschau, Markt Schwaben

The in-house exhibition at the German market leaders for domestic technology wholesale is perhaps the most popular trade event for traders and specialist installers in Bavaria.

From 22 to 25 March 2017 partners and suppliers presented the new products in three large tents. Andreas Politaj, Head of Sales at SPECK Pumpen for domestic and industrial technology, was very impressed: "The Gienger Neuheitenschau represents the very essence of the ISH". Above all the products for irrigation on the SPECK Pumpen stand gained a lot of interest. Among which were the SUPS 3 borehole pump and the Zismatic. We also successfully presented pressure boosting units.

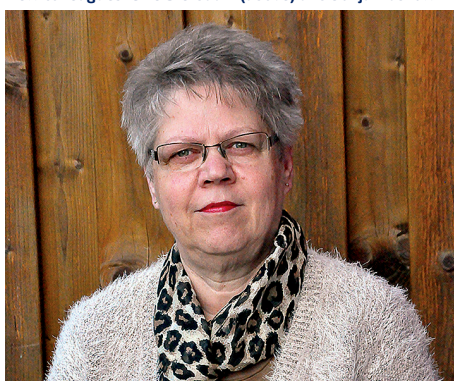
Bohrtechniktage, Bad Zwischenahn

SPECK Pumpen demonstrated its products for well construction at the event for drilling technology for the first time and definitely made a good start. The trade exhibition ran alongside the well construction event from 26 to 28 April 2017 - an event with a variety of training sessions and conferences. Thanks to over 100 professional exhibitors and many live demonstrations, the practical relevance remained the focus. The event for drilling technology is a branch platform for planners, town councils, manufacturers and end users.

NEW EMPLOYEES



New colleagues: Eike Bierbaum (above) and Sonja Maskow.



Team news

**We are continuing to grow:
welcome to SPECK Pumpen.**

We're welcoming a new colleague who isn't really new anymore - after 18 years she has a new employer, but the same desk, job and customers. We also welcome a new colleague who has taken on many tasks in production planning which have arisen due to reorganisation and a new merchandise management programme.

Sonja Maskow has been acquainted with our team for many years. From 1999 she was part of the sales team at our representation E. C. von Karstedt in Hamburg and we were able to take her over into our SPECK Pumpen Hamburg branch office. Therefore customers and colleagues already appreciate her approach towards a good working environment and satisfied customers. Sonja Maskow processes orders, prepares offers

and deals with office organisation. When changing employer she was especially pleased with the seamless transition into the team and her colleagues' readiness to help.

We were able to win Eike Bierbaum as a new member of staff in production planning. His focus is scheduling the production of BADU pumps. His tasks include generating production orders, defining order requests and controlling these in terms of quantity and schedule. In order to guarantee the appropriate display in our system, data maintenance in our new merchandise management system is currently at the top of Eike's to-do list.

Eike was most recently employed in product management for medical technology. He feels very strongly about developing workflows and designing them in an effective but also diverse manner. ■

COMPANY . LOUNGE

Teamwork and coffee

**Lounge as an informal meeting room
and place of retreat.**

Our comfortable and colourful lounge invites staff to briefly dip into a different atmosphere. The coffee machine and water cooler attract regular visitors and make the lounge a spontaneous meeting point away from the workstations. It is a crossing point for colleagues from every department.

Alongside the reorganisation of our teams, extensive renovations were carried out to create spacious communal offices. These facilitate and encourage the exchange of information within the department. However the new workstations require balanced communication concepts and physical stimulation. Thus the former printer

For creative breaks away
from the workstation: the
new lounge.



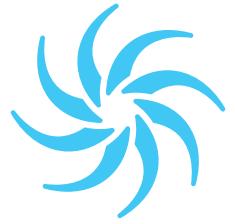
room has now been transformed into a lounge with comfortable and colourful seating, stylish lighting, a coffee machine and a water cooler.

The lounge is intended as an oasis and meeting point away from the workstation. It is an individual communication area for creative breaks, discussions with colleagues, suppliers or custom-

ers, but also for spontaneous coffee breaks with colleagues from other departments.

Our lounge is intended to encourage cooperation and to help dismantle hierarchies. It is certainly a colourful example of the efforts made to maintain a pleasant working environment at SPECK Pumpen and for a motivated collective. ■

BADU[®] INSIDE



Pool technologies and solutions... > swimming pool private

TRADE FAIR REVIEW

Sunny atmosphere on the swimming pool markets

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THEORY AND PRACTICE

New seminars for swimming pool builders

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Spring atmosphere

Positive atmosphere at spring trade fairs despite April weather.

Above all SPECK Pumpen brought one thing back from the spring trade fairs: the good atmosphere. From Hamburg to Salzburg and Singapore. The weather is starting to be affected too ...

AUTUMN TRADE FAIRS 2017

We're looking forward to your visit. Dates subject to change.

Piscina & Wellness, Barcelona, Spain
International swimming pool trade fair
17-20 October 2017

International Pool | Spa | Patio Expo, Orlando, USA
International trade fair and conference for pool, spa and outdoor living
1-3 November 2017

Aquanale, Cologne, Germany
International trade fair for sauna, pool and ambience
7-10 November 2017

If you don't yet have tickets please request these free of charge at: info@speck-pumps.com

Further information:

badu.de | Latest news | Trade fairs



Frank Kramer and the BADU Block Multi at the Aqua Lounge.

Bäderkongress 2017, Salzburg

During the two day conference event pool operators met professionally with plant engineers, planners and manufacturers. The regional focus of the bathing conference fell on Austria and Italy whose markets are above all dominated by hotel pools. SPECK Pumpen used this platform to strengthen and expand contacts. With the BADU Block Multi and Normblock Multi fully plastic pumps we are creating new, interesting considerations, in particular in the hotel industry. The economic alternatives to the heavy cast iron pumps were met with great interest. Thanks to a number of partners who, as plant engineers, were

also exhibiting at the conference, the BADU quality brand was well represented in Salzburg.

Aqua Lounge, Hamburg

At the third Aqua Lounge in Hamburg SPECK Pumpen was able to present its innovative swimming pool technology to a high-ranking audience.

No-one of influence in the industry was missing from the 185 participants from six nations. As the only swimming pool pump manufacturer exhibiting, SPECK Pumpen contributed strongly to the main theme "bathing construction - optimal design of products and processes" and the focus "pool construction - needs-based and energy efficient". The knowledgeable discussions were extremely interesting and the new contacts very promising.

Piscine Global Asia, Singapore

Far from the European markets SPECK Pumpen was one of 96 exhibitors from 28 countries at the Piscine Global Asia. On 5 and 6 April 2017 the staff on our stand really had their hands full. The visitors to the trade fair for swimming pools and thermal baths came from Malaysia, Indonesia, Vietnam, India, the Philippines and the Maldives as well as further neighbouring states. "A small but fine trade fair. We were more than happy with the reception on our stand!" reports Managing Director, Armin Herger, whose expectations in Singapore were greatly exceeded.

The most represented visitors were the swimming pool builders with about 44 % followed by retailers, landscapers and local authorities. ■

Customer orientated production

Demands change and with them so does our BADU pump production: additional production lines and lean management make us your reliable partner for the future!

OEM production in lean management.



In January 2015 the production of BADU pumps was expanded by approximately 1,500 m². Three new production lines were added to the nine existing ones. We are faced with the increasing demand for individual and OEM production. We are also taking a modified purchasing behavior into account. Our customers are expecting more and more just-in-time deliveries. With lean management we are able to meet these requirements, maintain our high quality standards and keep our prices stable. Two further production lines will go into operation at the beginning of 2018.

The purchasing behavior and the willingness to keep goods in the warehouse have changed dramatically. Above all our production had to adapt to an increasing amount of just-in-time deliveries. However new methods also had to be found for the increasing production in the OEM segment and the economic production of individual pumps in small series.

Lean management offers a future-orientated approach. Creating values without waste is a principle that draws less on technical automation and more on slim process organisation. All stages are optimally adjusted to each other. Time wasting potential such as long distances, error sources, waiting times, overproduction, unnecessary warehousing, unnecessary transport and/or unnecessary movement of staff in the workplace are identified and eliminated.

The employees' unused creativity is a further waste. Lean management is based on a continuing improvement process in which all employees are involved on a daily basis. Thus useful suggestions for improvement are developed which can be realised with motivation in everyday work life.

The result is processes with high customer orientation. The production system is permanently being tested in the eyes of the customer. Their desires regarding availability, individuality, quality and pricing should be fulfilled as optimally as possible. Together with the company's requirement for efficiency and a competitive position, we will be able to continue to manufacture pumps in high quality and in a time-efficient manner in the future, without this having a negative effect on our pricing structure.

The one-piece flow system is crucial for the production of individualised pumps. One employee accompanies the pump through all stages of the process to completion. Whereas it would enter new hands in each stage of the classic process. The employee focuses completely on the individual pump. Errors which may occur when the same movements are used for varying production parameters can be avoided.

Together with his colleagues the project manager for lean management, Caglar Özköse, implemented more effective production processes and optimised specific processes in the BADU

pump production. He then planned the three new pilot lines for individual pump and OEM production. The graduate engineer with degrees in engineering and business administration redesigned the production processes in close cooperation with our staff. He monitors the processes daily in a continuing improvement process. It is important that changes are executed in simple stages. Complex new features seldom help to eliminate error sources.

The packaging of the tested BADU pumps has been integrated into the pilot line and the dispatch department brought closer to the production area. The significantly shortened distances save a lot of time. Easily identifiable labelling in the production warehouse, clear, colour coded KANBAN labelling and floor markings as well as set positions for all tools, reduce error. The necessary production information is clearly displayed on a heijunka board for efficient and logistic management.

We have taken large steps to an effective and flexible quality production. The lean management clarifies one thing: the continuing improvement process will never come to an end. The current approach to be future-orientated means that we also have to remain future-orientated tomorrow. Our production will continuously and permanently adjust to change and adapt each day to customer satisfaction, effectiveness, quality and economic efficiency. Simply just-in-time ... ■

Caglar Özköse shows the KANBAN labelling in the warehouse.



SEMINARS

BADU basics seminar -
a healthy mix of theory
and practice.



Pool profis know best ...

Seminars for swimming pool builders teach theorie and practice.

Together with colleagues, trainer Kai Gensler provides our customers and swimming pool builders with interesting information surrounding BADU products.

The theoretical part of the basics seminar on 9 February 2017 focussed above all on the configuration of pumps, filters and further components of technical swimming pool installations. The 12 participants were then able to gain experience using the BADU Select software and the BADU Eco Check app. Another theoretical unit dealt

with the European standard for water treatment DIN EN 16713.

The practical seminar on 2 March 2017 was approached without any theory whatsoever. In SPECK Pumpen's workshop and production halls the participants gained practical experience regarding the maintenance and service of pumps, handling troubleshooting with BADU GREEN pumps as well as setting up the BADU Logic and BADU Eco Drive II pump controls.

All seminars start with a welcome address followed by a company presentation and a tour of the factory. There is time for unanswered questions during lunch and the final round.

It is this direct dialogue between the swimming pool builders and the manufacturer that makes the BADU seminars such intense events from which even the old hands can learn something new.

Thus in accordance with the participants desires, more time has been scheduled for a general exchange at the next seminars. In the future the seminars will also take place over two consecutive half days. The overall time and content will remain unchanged. However with an additional evening meal there will be more time for open discussions.

Kai Gensler is confident that the good atmosphere at the seminars, with participants from all over Germany, will continue to be beneficial. As manufacturers of swimming pool technology we are also curious about your experience with our products. Alongside the competent, practical and sometimes humorous teaching, we are also open to criticism so that at the end of the seminar we also know what we can improve ...

SEMINARS FOR SWIMMING POOL BUILDERS THE NEXT DATES:

BADU basics seminar . 11-12.12.2017

- Theory: pump technology, counter swim units and controls
- Practice: noise tests, 100 % testing, counter swim units, efficient and intelligent BADU GREEN products

Registration by 10 November 2017

Max. participants: 12 people

BADU practical seminar . 18-19.12.2017

- Service and maintenance of pumps
- BADU GREEN troubleshooting
- BADU Logic and BADU Eco Drive II controls

Registration by 17 November 2017

Max. participants: 12 people

Further details and registration via e-mail at:
info@speck-pumps.com

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DIALOGUE...

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