

SPECK INSIDE



Pump technologies and solutions

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EDITORIAL

Dear customers, dear partners,

We finally had a summer worthy of its name! Temperatures of up to 40.3 °C - measured in Kitzingen - ensured an excellent wine year in Mainfranken and perfectly happy pool owners, pool builders, traders and swimming pool manufacturers in our branch.

The high-pressure area Annelie drove even those who aren't so keen on going to the pool out into the refreshingly cool water in July and August - a fairy tale come true. Even if many of us were working whilst others were on holiday, we were still able to enjoy plenty of mild summer evenings in the beer garden, ice cream parlour or at home. It was similar to the summer of the century in 2003 when the high-pressure area Michaela brought us temperatures exceeding 40 °C for the first time since 1983.

At SPECK Pumpen we are already satisfied with

this year and we dare say that the past hot summer will continue to shine through into the spring business next year. If you're not quite convinced of this then you should visit us at the upcoming autumn trade fairs. Our new products will convince you!

We look forward to seeing you in Barcelona, Cologne, Amsterdam, Basel or even Las Vegas. Here or there, enjoy the golden autumn!

Yours, Armin Herger

Managing Director
SPECK Pumpen Verkaufsgesellschaft GmbH



Photo: Tanja Bolte

Aquanale 2015

Get ready ...



Aquanale 2013
Photo: Gunnar Mitzner



Arnold Koprek: Branch Manager in Gerlingen since 1 July 2015
Photo: Gregor Zdrowok

»We're all very committed, motivated and work very well together. In such an atmosphere we can only be successful.«

Arnold Koprek, Branch Manager in Gerlingen

Andreas Politaj and Christoph Ott for the confidence they have placed in me and last but not least to the Managing Director Armin Herger." Above all Arnold Koprek is counting on his colleagues in Gerlingen, Tanja Krejci and Sven Faigle.

However his most unusual reference is stainless steel centrifugal pumps used to clean distilleries. Nowhere in Germany has as many distilleries as Swabia.

Bernd Steinborn started working as a sales assistant at SPECK Pumpen in Gerlingen in 1991. In 2005 he took over the management of the branch office and since then he has led it with a sure hand. "Bernd Steinborn never acted in his own interests, but always represented the interests of his customers and never shied away from difficulties. He always tried to offer suggestions for solutions when others had already long since thrown in the towel," Armin Herger summarises the management's gratitude. ■

New Branch Manager in Baden Wuerttemberg

Bernd Steinborn retires and Arnold Koprek takes over the management of the branch office in Gerlingen.

Following 24 years working at SPECK - the last 10 years as Branch Manager - Bernd Steinborn is retiring. His successor is Arnold Koprek. He was taken on as a Sales Assistant three years ago and he soon convinced everyone of his ability as a branch manager.

Gerlingen, Baden Wuerttemberg - Arnold Koprek has been Branch Manager for SPECK Pumpen in Gerlingen since 1 July 2015. This certainly wasn't planned when he joined the company in 2012, although the question of a replacement for the position was already being discussed. He convinced the team, managing directors and customers so thoroughly that the decision didn't come as a surprise to anybody.

"I would like to thank all of those colleagues who have supported me with their expert knowledge over the last three years and who continue to do so. A big thank you to the heads of sales

Looking to the future he says "We're all very committed, motivated and work very well together. In such an atmosphere we can only be successful."

His motto is "nothing is impossible". "Even if it sometimes takes a little longer, we fathom all possibilities out for our customer before we will allow technology and physics to force us to make a contrary statement." For Arnold Koprek and his team in Baden Wuerttemberg the SPECK Pumpen quality is not only found in the products but the employee's motivation to fulfil the customer's expectations is also essential.

It seems as though his predecessor inspired him somewhat. Bernd Steinborn was well-known for finding excellent, although not always the most convenient solutions. Thanks to his work, SPECK Pumpen have made a name for themselves in salt spreading and the fuelling of winter service vehicles as well as the defrosting of airport runways.



Leaving after 24 years: Bernd Steinborn (left), Branch Manager in Gerlingen, retires. Managing Director Armin Herger acknowledges his services.
Photo: SPECK Pumpen

New appointment: Human resources and finance

Following 47 years of management under Christa Kosche, the management of the personnel and finance departments has fallen into new hands. Four new hands.

Stefan Dörr succeeded Christa Kosche in his 23rd year at the company. Once upon a time he was her apprentice. He shares the personnel duties with Sylvia Schmitt. She has 30 years' experience as a personnel manager. The sensitive area at SPECK Pumpen will continue to rest in safe hands in future.

Neunkirchen am Sand - Christa Kosche knew without a doubt that Stefan Dörr, deputy department manager for many years, would eventually succeed her and so she had, in her own words, "almost no secrets" from him. He was already fully integrated in all areas of the financial book-keeping for quite some time. However, had she not kept everything completely to herself when it came to personnel matters, she would have breached her own standards of trust.

Stefan Dörr summarizes the years together with his predecessor: "Christa Kosche set high standards. However she always gave me the freedom to use my own approach and style. In this way I was able to see for myself what is important and good and what I have to adjust to continue to be successful".

He only realised just how much of his work has to do with interpersonal contact and communication once Christa Kosche was no longer there. "With her qualities and experience my new colleague, Sylvia Schmitt, is very valuable to me here." Stefan Dörr appreciates the perspective of a new staff member in contrast to his existing routine procedures.

Sylvia Schmitt comments on her successful start: "I see Stefan Dörr and myself as a team. We complement one another very well. Together we can continue to further the company tradition and shape the company's objectives for the future. He helped me to settle in and to form strong relationships with the staff. I appreciate his humour, it's like a magic formula!" She has worked in

personnel, recruiting, administration, payroll and training and further education for 30 years. At SPECK Pumpen she is currently responsible for around 160 employees, 17 apprentices and 54 company pensioners.

Sylvia Schmitt was able to spend a few afternoons together with Christa Kosche so that she could familiarize herself with the job: "She has earned a lot of respect for her work in a time when women in managerial positions were an absolute exception. With her charisma Christa Kosche has significantly contributed to the company's culture today." Together with Stefan Dörr, Sylvia Schmitt will continue to develop the growing values for the future with sensitivity.

Their first aim is to show their changes on the job

market. A lot has changed here recently. As an attractive employer and training company new approaches have to be found to continue to attract motivated and enthusiastic people. And so they are able to find convincing solutions for example with regard to individual and flexible working conditions. "At the end of the day we don't want to stand still" says Stefan Dörr. ■

Four new hands for the management of the personnel and finance departments: Stefan Dörr and Sylvia Schmitt.
Photo: SPECK Pumpen



In focus: Industry and fire protection

In June SPECK Pumpen were represented at the Interschutz in Hannover and the Achema in Frankfurt/Main and were the leaders in the safety separation system sector. SPECK Pumpen score big with industrial applications above all through the variety of the products and their flexibility.

Achema Frankfurt: The leading trade fair in process industry
Photo: SPECK Pumpen



Interschutz Hannover: Fire prevention
Photo: Irma Lehmann



With around 160,000 visitors each, both trade fairs were very well attended. While the discussions in Hannover focussed more overtly on booster units for wall hydrant supply, in Frankfurt it was all about the endless application possibilities of pumps in the chemical, pharmaceutical and food industry.

Interschutz, Hannover – There for the first time as an exhibitor, SPECK Pumpen was able to welcome many fire prevention specialists, plumbers and property managers to the trade fair stand. Around 50 % of whom were new customers. Discussions with existing customers provided valuable impulses for future product developments.

With the units from the Feuerzell II and Multicell II ranges SPECK Pumpen has a strong position within fire extinguishing technology. When installed subsequently in existing old buildings, these units can be particularly well adjusted to the circumstances on site. Of course the units use state of the art technology: the reliable separation of drinking water and fire extinguishing

water is an essential quality criterion and is carried out according to DIN 14462.

Dieter Schäfczuk, sales assistant for domestic technology, is already looking forward to the next Interschutz. "We gave it a try and we were successful. As an exhibitor you learn a lot of inside information about the industry that you would otherwise miss out on."

Achema, Frankfurt – "For pump manufacturers in the industrial sector the Achema is simply a must," according to the head of sales for domestic and industrial technology, Andreas Politaj. Along with his trade fair team he welcomed many good acquaintances in Frankfurt with new contacts coming mainly from overseas. A consistently positive mood was perceived throughout the industrial sector.

Thermal oil pumps from the TOE range for flow temperatures of up to 400 °C were very much in demand. SPECK Pumpen offer additional monitoring systems which inform the user of vibrations, temperatures, leakages and the condition of the unit and pump. Other trade fair highlights were high pressure pumps for CO₂ delivery, vertical, staged centrifugal pumps and vacuum pumps.

Energy efficiency has taken on a leading role even in industrial technology. With the BluSystems range SPECK Pumpen has an efficient solution for energy-saving vacuum generation. One other thing clearly characterises SPECK Pumpen: New technologies such as permanent magnet motors, reluctance-synchronous motors and water-cooled motors allow completely new application possibilities for the relevant pumps!

State prize for Thomas Hummel

"You can be proud - from now on you belong to the elite." These are the words of the county commissioner to the 36 best graduates of the state vocational school in Lauf. They completed their apprenticeships with an average grade of less than 1,5. Their achievements were acknowledged with prizes during a ceremony.

AUTUMN TRADE FAIRS 2015

We're looking forward to seeing you. If you don't yet have an entry ticket please request your free entry voucher from SPECK Pumpen!

Piscina, Barcelona, Spain

13.10.-16.10.2015

International aquatic exhibition

GRAN VIA, hall P2, level 0, street B, stand 268

Aquanale, Cologne, Germany

27.10.-30.10.2015

International trade fair for sauna.pool.ambience.

Hall 6.1, stand no. 20/21 C/D

Aquatech, Amsterdam, The Netherlands

03.11.-06.11.2015

International trade exhibition for process, drinking and waste water technology

Hall 1, stand 01.206

IAB congress, Basel, Switzerland

09.11.-10.11.2015

The international academy for bathing, sport and leisure facilities' bathing congress

International Pool | Spa | Patio Expo, Las Vegas, USA

10.11.-12.11.2015

International trade fair for swimming pool technology, garden equipment and leisure
Stand 2561

Request trade fair entry tickets:

inside@speck-pumps.com

Thomas Hummel:
Our freshly qualified
industrial mechanic,
with distinction
Photo: SPECK Pumpen



Thomas Hummel, freshly qualified industrial mechanic at SPECK Pumpen, is one of the five state prize winners in the Nuremberg region. His average grade of 1,0 leaves no room for doubt.

Lauf a. d. Pegnitz - The state vocational school in Lauf honoured the best of their 460 graduates. They were each called out individually by county commissioner Armin Kroder and headmaster Reinhard Knörl and awarded with a total of 20 book prizes, 11 special prizes and five state prizes. Thomas Hummel from SPECK Pumpen also accepted a state prize. With an average grade of 1,0 this was well-earned, without a doubt!

The headmaster advised the 36 prize winners that a future awaited them in which they could expect "more freedom, but also more responsibility". His personal piece of advice for the young people was to lead an active lifestyle and to have the courage to try new things. He encouraged the

representatives of the training companies to support the apprentices constructively and critically.

It's not the first time that we at SPECK Pumpen are congratulating someone on this special award. Despite this we are very much aware of Thomas Hummel's excellent achievement. We are very proud to take the industrial mechanic on permanently. As a junior employee we wish him good luck and long-standing success with the company.

Alongside Thomas Hummel five other apprentices successfully completed their training at SPECK Pumpen this summer. Alexandra Fürst, Philipp Gradi, Sabrina Gubitz, Vanessa Högler and Nadja Zehentbauer are starting their careers as industrial businessmen and we wish them all the best!

Our logos in your media

Do you use our logos on your website or in your print media? That's great! Please change to the new SPECK and BADU logos at your convenience. Simply send us an e-mail and we will provide you with the data free of charge.



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Saxony, Thuringia and Saxony-Anhalt. The industrial specialist has many years' experience in both technical trade and outer office sales. At SPECK Pumpen he appreciates the new daily challenges more than anything: "Every unit and every premise is different. Consultations onsite and over the phone to find the best solutions involve new tasks and experiences."

For a strong and competent sales team:
Frank Schimann (left) and Christian Prosch (below)
Photos: SPECK Pumpen

INVOICES VIA E-MAIL

Upon request SPECK Pumpen will send your invoices via e-mail as a PDF, without restriction and with many benefits.

- > Meets all tax requirements according to §14 UStG.
- > No legal problems due to "qualified electronic signature".
- > Simple electronic archiving saves space and time.
- > Access to your invoices regardless of location (construction site, overseas, etc.).
- > Environmentally friendly: save paper and transport.
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Convenient and punctual: the SEPA direct debit mandate from SPECK Pumpen.

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Online form for SEPA direct debit mandate.

New to the team

Expanded sales team - more manpower for customer care

SPECK Pumpen welcomes two more or less new faces. Christian Prosch in sales in the branch office for Northern and Eastern Bavaria. Frank Schimann in sales for private swimming pool technology at the company's headquarters.

Neunkirchen am Sand - As Christoph Ott and Andreas Politaj transferred to managerial roles, the sales teams were stocked up: an additional colleague was recruited for customer care in both the sales department at the headquarters and the branch office for Northern and Eastern Bavaria respectively.

Frank Schimann was an apprentice at SPECK Pumpen from 2011 to 2014. In the third year of his apprenticeship he had already mastered the duties of the sales department and is now there for our customers as a competent sales assistant for private swimming pool technology. In September he began a part-time training programme to become an industrial specialist and gain an extra portion of expertise, all of his own free will. Of course he has the full support of his colleagues!

Christian Prosch is new to the team in the branch office for Northern and Eastern Bavaria,



TEAM EVENT



Dragon boat race: Triumph for team SPECK

The 6th outdoor day at the Happurg reservoir lured many people to the countryside and water with its attractions. It was very well attended thanks to "temperatures similar to those at Lake Garda". The team from SPECK Pumpen was also there and was a big success in the dragon boat race!



Our team with a tailwind
Photos: SPECK Pumpen

Although dragon boat racing isn't common practice for them, the 19 colleagues proved, rather impressively, how a well-established team can achieve great things, even when it comes to unfamiliar tasks. They had great fun too!

Happurg - We managed to get a team together for this new challenge very quickly. The invitation to the Happurg outdoor day was accepted by 18 employees as rowers and one colleague as a drummer on the 12 meter long dragon boat.

For the participants the Sunday began with an introduction to the unfamiliar vehicle and the first training session in the morning. Following a hearty meal the competition started. In a total of four races with 100 paddle strokes each, the teams battled it out for victory on the reservoir. They didn't miss out on any fun either!

The method of travel originating in China sees the rowers paired up and kept in rhythm by the drummer sat in the bow. The helmsman - provided by the organisers for this race -

sits at the stern and ensures that the boat stays on course.

The SPECK Pumpen team were able to secure clear wins in every race and returned to the shore as well-deserved champions at the end of the session. They were motivated and supported from the bank of the reservoir where family and colleagues of the SPECK team made up the largest fan block by far.

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DIALOGUE ...

SPECK INSIDE needs active readers - we look forward to hearing your comments.

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