

SPECK INSIDE



Pump technologies and solutions ...

COMPANY

Out into the world -
Dispatch and export of
SPECK pumps

Page 2



TECHNOLOGY

New products for
domestic and industrial
technology

Page 4



TRADE FAIRS

Interesting news from
the swimming pool
technology autumn
trade fairs

Page 8



EDITORIAL



Photo: Tanja Bolte

Dear customers and partners,

Many of you had the opportunity to meet with us over the last few weeks. The autumn trade fairs in Barcelona, Orlando/USA and Cologne offered the perfect platform.

We were able to show you many new products and exchange a few words in person. The contact to our customers is very important to us as we put a lot of value on being able to offer you the right service and products for an ever changing market.

The turn of the year not only a time to summarise and analyse, but also to sincerely thank you, our valued partners, customers and friends:

- > Thank you for the good cooperation.
- > Thank you for your valued orders.
- > Thank you for your loyalty to SPECK.

We would like to continue supplying you to your utmost satisfaction in 2018. We are making the necessary preparations.

We would like to wish you and your loved ones a fulfilled and healthy New Year.

Your Armin Herger

Managing Director
SPECK Pumpen Verkaufsgesellschaft GmbH

Promising new products

BADU PREMIUM
Swimming pool
technology

Page 10



They know what is important to ensure everything reaches you reliably:
Sabrina Gubitz,
Viola Haumberger,
Stephanie Roßberg,
Hans-Jürgen Setschödi,
apprentice Leonie Zach,
Julia Heiß, Erika Stötzer,
Marina Plan, Marlene Walther
and Jan Ludwig (l-r).



Out into the world

Pumps from SPECK are used globally. Our colleagues in the dispatch and export departments ensure that the pumps arrive where they're needed.

We all know what it's like waiting for an order to be delivered. We only consider what happens elsewhere in the meantime when the delivery takes longer than expected. At SPECK Pumpen, 10 employees as well as two rotating apprentices ensure that the products arrive reliably, safely, punctually and as economically as possible. They also ensure that our customers never have to ask what is happening with their order.

Viola Haumberger, Stephanie Roßberg, Hans-Jürgen Setschödi and Christine Volk, under the leadership of Jan Ludwig, make up a well-tuned team that is responsible for deliveries within Germany. Alongside standard deliveries via parcel services and haulage firms, this also includes transport in our factory's lorry and self-collection services.

Products that are exported overseas pass through the hands of Marina Plan, Head of Export, Sabrina Gubitz, Julia Heiß, Erika Stötzer and Marlene Walther. The export quota at SPECK Pumpen has risen steadily over the last few years and is currently around 40 %.

The delivery times for consignments within the Federal Republic of Germany are posted in the merchandise management system by the sales staff. The dispatch team checks the delivery time and initiates preparations for delivery. A suitable parcel service or haulage firm is selected depending on the product criteria e.g. type and weight, and is linked as a contractual partner via various interfaces. In high season up to 200 parcels and 50 to 60 haulage shipments leave the factory daily. In addition our lorry calls at our branch offices, representations and wholesalers on a weekly basis.

Express and scheduled deliveries are part of the service that we are pleased to offer our customers in case of an emergency. "If a hotel pool is out of use, we don't need to argue over long delivery times," explains Jan Ludwig, Head of Dispatch. "If pumps are delivered directly to the building site, a telephone number must be provided and sometimes a lifting platform or crane must also be organised." Jan Ludwig and his team pull out all the stops to do the best that they can for their customers. "In exceptional cases we help out too."

Export orders are received directly from our customers, delivery dates are cleared with the production team and order confirmations are issued. Attention must be paid to the relevant import regulations for the country of destination. Within the EU these are standardised, but outside of the EU they are very individual. Plastic pallets must be used in Australia, or wooden pallets must be specially treated in order to avoid importing germs. The freight costs that Marina Plan's team passes on to their customers vary accordingly. It would be much easier to introduce a flatrate charge, however this would have a negative effect for most customers.

Groupage shipments within Europe are routinely processed. If the colleagues in France order pumps for their customers in former colonies, the process is more challenging: "First we have to look up exactly where Guadeloupe or the French Antilles are and flick through the consular and sample regulations - our export bible," Marina Plan explains the process and admits that for some of the more exotic destinations she'd most like to deliver the goods in person. It's not always

DISPATCH AND EXPORT



possible to find suitable transport straightaway - above all smaller islands are often not on large transport companies' routes.

With regard to language, daily business is often carried out in English. Additional language skills are beneficial for individual consultations with lorry drivers. Colleagues from other departments often help out in their native tongue.

From here SPECK pumps go out into the world: A glimpse into the dispatch (left) and export (right) offices.

As an authorised exporter, SPECK Pumpen issues all customs papers independently. Therefore our pumps reach their overseas destinations very quickly, flexibly and reliably. In order to do this we have to provide evidence of the origins of primary materials including supplier declarations. As the pumps' statistical commodity codes are sensitive, we are obliged to examine the export list and dual-use regulation annually. The latter

refers to the possible misuse of the products, which are regulated by the Federal Office of Economics and Export Control (BAFA).

For the export team this means that they always have to be up to date. Regular training sessions are mandatory - the company is responsible for the accuracy of the specifications on the paperwork! Currently the Russian sanctions and the opening of Iran are especially noticeable. Export to the USA has also become more complicated, thanks to Donald Trump. In order to prevent terrorism, all transactions have to be checked with a compliance list and authorised. Anyone suspected of terrorist activity will not be supplied. If in doubt, the Federal Office for Export Control will be consulted.

In both teams everybody does everything, so to say. Thus, they are more flexible, the tasks remain varied and holiday cover is simple to manage. The team leaders have additional responsibilities: For Marina Plan the focus is on a smooth cooperation with the authorities and administrative bodies. Jan Ludwig regularly negotiates transport conditions and services. In addition he is responsible for the selection of packaging materials, the concept and planning of product packaging and their labelling. A job that pays off for our customers. ■



NEW PRODUCTS

IN-VB-CL vertical staged centrifugal pumps (left) and SUPS 4-14 borehole pumps (right).



New products for industrial and domestic technology

A special range of vertical pumps with reduced risk of cavitation. New borehole pumps close the performance gap in the proven range.

The pump developments for our domestic and industrial technology sector are orientated on the concrete performance requirements and on the optimisation of physical factors. As always, special solutions are our standard.

SUPS 4-14: New borehole pump

With a flow rate of max. 18 m³/h and a total dynamic head of max. 18.5 bar, the SUPS 4-14 cov-

ers the performance range between the SUPS 4 and the SUPS 6 perfectly. Borehole pumps in the SUPS range are designed for irrigation, water supply and rainwater utilisation as well as for well units.

Made completely from corrosion-resistant stainless steel, they demonstrate a long service life and high efficiency. SUPS pumps are mainte-

nance free, thus overhauls are unnecessary. A wide range of accessories for fully automatic operation are available on request.

IN-VB-CL: New low NPSH range

The tried and tested IN-VB vertical, staged centrifugal pump range has been extended to include IN-VB-CL pumps. A newly designed low NPSH impeller significantly reduces the risk of cavitation. The occurrence of vapour bubbles in liquids is reduced due to an increase in the size of the impeller's suction nozzle in the newly designed stage housing. Thus IN-VB-CL pumps achieve an NPSH value of less than 0.3 m.

The main fields of application for these pumps are boiler feed water pumps and hot water feeds with low or unfavourable suction heads. IN-VB-CL 2 to IN-VB-CL 15 are currently available. They cover flow rates from 1 to 22 m³/h and are suitable for system pressures up to PN 25 and temperatures of up to 120 °C. Individual designs for higher temperatures and system pressures are available on request. Due to the modular construction, special designs are standard! ■

2018 TRADE FAIRS

Please consider the following dates when making plans for the coming year. We look forward to seeing you and chatting in person! Dates subject to change.

Aqua-Therm . Moscow, Russian Federation
06.02.-09.02.2018

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

IFAT . Munich
14.05.-18.05.2018 . Hall B1, stand 135

Achema . Frankfurt
11.06.-15.06.2018

Interbad . Stuttgart
23.10.-26.10.2018

Piscine Global Europe 2018 . Lyon, France
13.11.-16.11.2018

Further informationen at speck-pumps.com
Latest news | Trade fairs

Our newcomers

In September seven young people started their careers with an apprenticeship in three different occupations and big hopes and desires for their future.



The new apprentices at SPECK Pumpen:
Aron Endres,
Daniel Simpson,
Jonas Reisberger,
Romina Becher,
Elias Fink,
Maximilian Krauß and
Daniel Ixmeier (l-r).

They are aged between 16 and 18 years old. With their application they were already able to register their first career success: an apprenticeship as an Industrial Mechanic, Warehouse Clerk or Industrial Administrator. Beforehand they had to decide which profession most suited their interests, skills and characters. SPECK Pumpen will accompany them on the journey to their successful graduation.

Daniel Ixmeier (16) chose an apprenticeship as an Industrial Mechanic. At SPECK Pumpen he will learn the trade in the repairs workshop, with the mobile customer service team and in the plant engineering department. He describes his curiosity, "I have always enjoyed tinkering around and building things." He became aware of us during an apprenticeship fair and found out more about the company. "I applied to SPECK Pumpen the very same day!"

Daniel Simpson (17) is taking on an apprenticeship as a Warehouse Clerk. Precision is above all important in goods inwards and outwards, when checking goods, documentation and packaging and with the procedures in the high-bay warehouse. He already dealt with these aspects dur-

ing his work placement with us: "I like this job because forward planning and orderliness are important to me." Daniel Simpson appreciates the motivational interaction with apprentices in the company: "Right from the beginning I was shown all the pump ranges."

During their apprenticeships Romina Becher (18), Aron Endres (17), Elias Fink (16) and Jonas Reisberger (18) will acquire the skills of industrial administrators. In order to do justice to the varied scope of functions, they will work their way through all of the departments at SPECK Pumpen in three-monthly cycles and will get to know the commercial and economic roles. They will be important partners for our customers, suppliers and employees.

Aron Endres, Elias Fink and Jonas Reisberger got to know the company before they applied by completing work placements here. Above all they appreciated the working environment, the atmosphere among the staff and the varied scope of tasks. Maximilian Krauß heard a lot of positive feedback regarding the company SPECK Pumpen and their apprenticeship scheme among his group of friends. Many of them know

of us from participating in apprenticeship fairs or the apprenticeship weekend. All four budding industrial administrators are looking forward to the varied input during their three year tour of the departments. "I chose this profession because I really enjoyed economics at school," this is pretty much how they all explained their interest in the commercial sector. In addition there is the desire to come into contact with customers and to train in an international company. The hope of being taken on permanently following the apprenticeship as well as having good development possibilities also played a role in the selection of the training organisation. Romina Becher was impressed by the company's social commitment with the SPECK Pumpen children's fund.

All seven newcomers are very pleased with their apprenticeship placements and are going into their future careers with great motivation. We wish them an interesting and varied time at SPECK Pumpen. We will prepare the youngsters as best we can for the challenges of working life. At the end of the day, there is a very high potential for optimum junior employees in our apprentices! ■

New employees

SPECK Pumpen welcomes nine new colleagues in eight departments.

We have been hiring again. This is necessary in order to do the growing tasks justice, to be able to offer our customers an excellent service, to satisfy our own quality requirements and of course to be able to continue to grow. Welcome to SPECK Pumpen!

Jakob Ries and Györfi Zoltan . BADU assembly

Both pump engineers are a great support in the swimming pool pump production lines 10, 11 and 12. In the last few months they have got to know all BADU pump types. During assembly they examine the individual components and the finished product. Thus they deal with BADU quality on a daily basis. As a manufacturing assistant Györfi Zoltan already has experience of pump assembly. Jakob Ries is a qualified car mechanic and most recently worked in plant engineering building test stands for the automobile industry. Both have come to appreciate the friendly and collegial approach within the team.

Benjamin Sommer . BADUJET production

Benjamin Sommer is responsible for the assembly and repair of backwash units in the BADU production department and also assembles filter units. As a metalworker and technical product designer, he has a rich background. He is motivated by the quality of the products and the working environment, he likes to be flexible and appreciates the well-organised production procedures.

Welcome to the team: Benjamin Sommer, Eva Watolla, Jakob Ries, Maximilian Klein, Sebastian Kros, Sonja Knodel-Sarraf, Maik Richter and Györfi Zoltan (l-r).

Sebastian Kros . Workshop

In his previous job, the qualified mechatronics engineer was tasked with the assembly and disassembly of industrial units and production lines. At SPECK Pumpen he is now mainly responsible for the repair of frequency controlled pumps and software updates. He is the contact person in our workshop for all questions regarding motors and electronics. He feels he has been well integrated in his team.

Maximilian Klein . Production planning

Following the successful completion of advanced training to become a mechanical engineer, the qualified industrial engineer returned to his apprenticeship company. His experiences from the BADU assembly department now help Maximilian Klein with the organisation and structuring of working procedures in the workshop and in the plant engineering and electronics departments. Here he plans and controls the production and maintains the parts list database and working plans. He likes to solve problems directly rather than putting them off.

Maik Richter . Goods inwards

We welcome Maik Richter as a new employee in goods inwards and logistics. He is responsible for the production materials in the BADU assembly department. In order to ensure seamless production, these must be examined in goods inwards, professionally stored and made available promptly,



Radu Crimu.

ly, when necessary. Maik Richter has experience as a painter, courier driver and warehouse clerk. He really appreciates the good cooperation with his colleagues.

Radu Crimu . Warehouse/packaging

The painter and forklift truck driver Radu Crimu is a great support in dispatch and in the warehouse. He takes the products from the warehouse, checks them and packs them according to the guidelines from the export department. He accompanies the shipment up until it is loaded onto the lorry. For Radu Crimu his colleagues are like a second family, among which there is a great deal of helpfulness and respect.

Sonja Knodel-Sarraf . BADU sales

The expert for global markets has a degree in foreign languages and has experience in customer care, export and technical product sales. She supports our BADU sales team with a special focus on the French market. She prepares offers, translations and spare parts lists. The comprehensive and well-organised induction phase as well as a healthy age structure within the company particularly stand out to her.

Eva Watolla . Data/controlling

Data and controlling are Eva Watolla's new duties. The qualified office administrator and technician for construction binding materials most recently worked in industrial technology and the paper industry. Now she is partly responsible for the accuracy, integrity and validity of our data. She is team-orientated, reliable and precise in ensuring the quality of our data.





Our anniversary employees and those congratulated by the Managing Directors at the 2017 anniversary party.
Photo: Frank Boxler

Anniversary party

SPECK Pumpen honoured its long-serving employees: two 40 years, three 25 years as well as eight 10 years service. The 50th and 60th birthdays were also celebrated.

In 2017 there was a total of 235 years service as well as four 50th and three 60th birthdays to celebrate. Both Managing Directors, Hermann Speck and Armin Herger, were above all impressed and grateful for the high level of identification with the company and the colleagues' loyalty. Their long standing reliability and experience are crucial for SPECK Pumpen's high quality and excellent market position.

The anniversary party at the restaurant "Waldgasthof am Letten" offered a pleasant setting for acknowledging the commitment and know-how of the guests and for reliving past experiences and memories.

Erika Stötzer - export and Heinz Kreuz - BADUJET production were honoured for their 40 years service. They started at SPECK Pumpen in 1977 when Germany was experiencing the climax of RAF terrorism, the American space probes Voyager 1 and 2 were launched into space, the film "Rocky" received an oscar and the Apple II was released. However, computers as a fixed part of

the work station were a distant reality, not only at SPECK Pumpen.

Stefan Dörr - head of finance and HR, Ingrid Hofmann - BADU sales and Peter Zeh - BADU assembly celebrated 25 years service. Their SPECK careers started in 1992 when the mobile phone network D-Netz went into operation in Germany and Munich airport was opened. The current Windows operating system at the time was Windows 3.1 - internet existed, however the world had to wait another year for the first web browser with graphics capability.

Claudius Szilagyi - BADU assembly, Jurij Keidasch - packing, Renate Stiebel - switchboard, Bruno

Novosel - head of production for cast iron pumps, Volker Starr - cast iron pump production, Christian Ruder - workshop/spare parts warehouse, Thomas Kraus - technology and Andreas Hirschmann - BADU sales celebrated 10 years service in 2017. 10 years ago Germany increased the VAT from 16 % to 19 % and the retirement age went from 65 to 67 years. Angela Merkel had been chancellor for two years. Steve Jobs presented the iPhone and Microsoft released Windows Vista.

Jurij Keidasch, Andreas Fuchs, Adrian Muntean and Heimo Stadler accepted best wishes on their 50th birthdays. The Managing Directors also congratulated Bruno Schösser, Christine Volk and Christian Callian on their 60th birthdays. ■

BADU[®] INSIDE

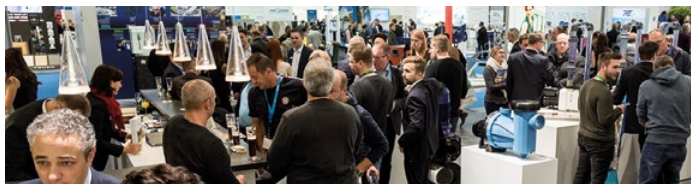


Pool technologies and solutions... > swimming pool private

TRADE FAIRS

Interesting news from the swimming pool technology autumn trade fairs

Page 8



TECHNOLOGY

Promising new products for private swimming pool technology

Page 10



2017 autumn trade fairs

SPECK Pumpen was represented at all the swimming pool technology international trade events.



SPECK Pumpen trade fair stand in Barcelona 2017.

From the small but top-class bathing congress close to Offenbach, to the swimming pool trade fairs in Barcelona and the USA and the large-scale Aquanale in Cologne - as always we were at the centre of it all!

International bathing congress, Offenburg

In September around 100 participants from the sector made the bathing congress to a top-class industry event. The international academy for bathing, sport and leisure facilities offered an interesting programme, framed with exhibitions from various companies including SPECK Pumpen.

The trade event was opened with a tour of the new Stegermatt leisure facility in Offenburg. The architecture and technical features of the modern pool are especially convincing. Frank Kramer from

SPECK Pumpen praised the generously designed technology rooms in which all components are easy to access. Booster pumps, metering water pumps and chlorine booster pumps from SPECK are in operation in the unit.

Overall it was a successful event, that was worthwhile for all participants.

Piscina & Wellness, Barcelona

The specialist trade fair in Barcelona took place during the unrest surrounding the Catalan independency movement. Nevertheless the European visitors still managed to attend the event. However there were fewer Spanish visitors present. The timely proximity to the Aquanale in Cologne also seemed to entice many people to the Aquanale three weeks later, instead of Barcelona.

Nevertheless we were able to hold some good discussions and make a few new contacts at our

stand. The mood at the trade fair was dampened by the Catalan fight for independence and the rainy weather. In summary, it wasn't great but it was OK. Spain will have to prepare for a tough ride over the next few years.

International Pool | Spa | Patio Expo, Orlando

With pleasant temperatures and bright sunshine, the visitor figures matched those from the previous year. The increased quality of the professional visitors was certainly noticeable.

We were able to hold constructive and above all very promising discussions at a large trade fair stand. Moreover we were able to make a strong impression on the US swimming pool market with the quality of SPECK Pumpen's products. Above all the large attraction pumps made from plastic won a lot of fans. Our pumps enjoy great popularity in the USA and we're already looking forward to this event this year!

SPECK at the US-swimming pool trade fair in Orlando.





New BADU products in focus at the Aquanale.



2018 CALENDAR WITH STELLA ROUGE

Order your copy via e-mail:
info@badu.de
Subject to availability!

Aquanale, Cologne

One day before the official opening of the trade fair, we welcomed a number of customers - above all wholesalers and "BADU Experts" - to an exclusive pre-opening in Cologne.

From the very first day our trade fair stand, sprinkled with new products, was the port of call for guests from near and far. During the course of an excellent trade fair, the Aquanale recorded around 26,600 visitors, among whom we sensed a further increase in internationality. We were able to welcome guests from the USA to Australia and as well as caring for our regular customers, we also made many very interesting new contacts. Our stand was well-visited throughout and even the final day was a great success.

Stella Rouge - the model from our new calendar - provided superb entertainment for our guests and signed 300 calendars for our customers. It wasn't surprising for us or our guests that the SPECK trade fair party was an absolute highlight! Many SPECK friends accepted our invitation on

the evening of the second day and celebrated well into the early hours.

Managing Director Armin Herger ended the Aquanale 2017 with a more than positive summary: "We were really impressed with the reception at our trade fair stand! The positive feedback makes us hopeful for a super 2018 season."

Aquanale: The best entertainment with Stella Rouge.



BADU ONLINE

New products

All information regarding our new swimming pool technology products can be found online: badu.de | **BADU Private**

Catalogue pages without prices

As of now you will find the relevant catalogue pages as PDFs in the download section of the BADU products - without prices.

New catalogues

All catalogues for the new season will be available to download as PDFs from the beginning of 2018: badu.de | **Latest news** | **Catalogue**

New marketing campaign

You will be impressed by our marketing campaign with Stella Rouge. The production was great fun. Further information and a making-of video can be found on our website: badu.de | **Latest news** | **News & Press** | **BADU. The pump...**

The SPECK trade fair party - a highlight at the Aquanale in Cologne.



New – promising – impressive

Efficient characteristics, spectacular detail, timeless quality, unique design. BADU makes it possible. The BADU Premium developments are the ace up your sleeve for the coming summer and superior hosts for your customers' pool parties...

At the autumn trade fairs **SPECK Pumpen** presented three new swimming pool pump ranges with low power consumption, optimum grades of efficiency and extremely smooth running; two remodelled counter swim units with piezo buttons for ultra simple touch control; and an automatic backwash unit that flexibly replaces all existing devices.



BADU Alpha Eco Soft.

BADU Alpha and BADU Alpha Eco Soft

The new standard for small pools from 10 to 60 m³ rounds off the BADU Premium range at the lower end. An optimum hydraulic provides reduced frictional loss, low operating noise and high grades of efficiency. Identical installation dimensions to the BADU Magic II allow simple replacement of the pump. Performance stages can be programmed via the motor display. The BADU Alpha Eco Soft is the most efficient pump in this performance range!



BADU Gamma.

BADU Gamma and BADU Gamma Eco VS

Hydraulically optimised, the BADU Gamma range's high quality and extremely smooth running are particularly convincing. It completely covers the BADU Prime's performance range and supplements it. For pool sizes from 30 to 90/150 m³. The

BADU Gamma Eco VS offers additional, efficient energy saving due to a permanent magnet motor which can be controlled easily via a motor display.



BADU Delta Eco VS.

BADU Delta and BADU Delta Eco VS

This smaller version of the BADU Profi was designed for sophisticated private pools and offers specialist retailers an exclusive range in the high-class segment. It is characterised by low power consumption, high grades of efficiency, smooth running and a special design as well as a transparent lid with LED lighting. The energy efficient variation, the BADU Delta Eco VS, with a permanent magnet motor can be controlled intuitively via the motor display.



New piezo button - series standard.

BADUJET Vogue Deluxe and BADUJET Primavera Deluxe

Both submerged counter swim units in the premium range are now delivered with piezo buttons as standard. The small but effective components complete the look of the units made from high quality stainless steel. Due to the completely closed surface, a light touch of the button is sufficient for operation.



BADU Omnitronic.

BADU Omnitronic

The BADU Omnitronic automatic backwash unit flexibly replaces all existing backwash devices and is simple to use. Reliable and time saving, the BADU Omnitronic automatically controls the backwash procedure and the filter times. Backwash and rinsing times can be set simply and individually using the control with plain text display and multilingual menu.

FULL SPEED AHEAD INTO THE NEW POOL SEASON

A 12-page PDF brochure for the new BADU products can be downloaded under:
badu.de | Latest news | News & press | Swimming pool update 2017

IMPRINT

SPECK INSIDE > Edition 04.2017 . December 2017

Article No. 766.2901.052

Editing and content

Armin Herger, Kerstin Rüll, Norbert Weber

Graphics and composition

bisping & bisping GmbH & Co. KG
Oskar-Sembach-Ring 10 . 91207 Lauf an der Pegnitz,
Germany
Phone +49 9123 9740-30
info@bisping.de . bisping.de

Publisher

SPECK Pumpen Verkaufsgesellschaft GmbH
Hauptstraße 3 . 91233 Neunkirchen am Sand, Germany
Phone +49 9123 949-0
info@speck-pumps.com . speck-pumps.com

BADU® is a trademark of
SPECK Pumpen Verkaufsgesellschaft GmbH

SPECK X
pumpen

DIALOGUE...

SPECK INSIDE needs active readers - we look forward to hearing your comments.
You no longer wish to receive SPECK INSIDE? Send us your cancellation and we'll unsubscribe you.

Send us an e-mail at
inside@speck-pumps.com