

SPECK INSIDE



Pump technologies and solutions ...



WARM UP

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Pool technologies and solutions for private swimming pools

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EDITORIAL



Photo: Tanja Bolte

Dear customers,
partners
and friends of
SPECK Pumpen,

An insane summer, a great season and many satisfied customers are reasons enough to be satisfied at the end of the year. Above all, however, this is an opportunity to thank you, dear customers and partners, very much! Thank you for your orders, your confidence and a very big thank you for the support and the assistance, if the delivery times didn't quite work out for us ...

Our summary for 2018 is certainly positive. We can be grateful, but also a little bit proud. We are proud of what we have achieved and above all proud of our great employees, who have given their all throughout the whole season!

The conditions weren't always great. Things were really heated in our production this year. Not only the many orders, but also the long lasting summer caused the temperatures in the production halls to rise for weeks. A neighboring fitness studio's motto "sweating for our success", was just as fitting for SPECK Pumpen's production halls.

We were able to present ourselves successfully at the autumn trade fairs. We brought the good mood and positive impressions home with us. If the weather plays along, we can look forward to a good 2019 season.

Thank you for being our customers and partners and for realising great projects with our products!

I hope that you can look back on the previous year with satisfaction and look forward to the new year with joy. We will continue to provide you with reliable support in 2019.

Yours Armin Herger

Managing Director
SPECK Pumpen Verkaufsgesellschaft GmbH



Supplies

Everything SPECK Pumpen Verkaufsgesellschaft needs, is organised here: the purchasing department.

Organising supplies does not simply mean “shopping” for the purchasing employees. There is much more at stake here: keeping production and administration running, weighing up the capital commitment through stock keeping, keeping an eye on the value for money and, above all, the effects of purchases on the selling prices of one’s own products. Knowledge of many business processes, good negotiating skills, knowledge of the seasonal market fluctuations and human contact with key suppliers are required in order to optimally manage these complex links.

Bianka Reinhardt, Fatih Afat, Alexander Wirth and an apprentice who rotates departments every three months are SPECK Pumpen Verkaufsgesellschaft’s purchasers. They provide everything that our company needs to be able to work. This includes simple everyday items such as office supplies and protective clothing, as well as products that we do not manufacture ourselves and the essential components for our production: motors, injection moulded plastic parts and injection moulds, tools, cardboard boxes, pallets, mechanical seals, etc.



Good purchasing decisions depend on many factors.
Photo: istockphoto | nd3000

she will celebrate her 40th anniversary with the company. She is not only familiar with the large number of pump types and their components, but also has a very good feeling for the production and delivery times from the other factories. Every year she is assigned the responsible task of organising the inventory. Then, everything that concerns the most different articles really comes together with her.

Fatih Afat has been at SPECK for almost ten years. He is responsible for merchandise and packaging materials. The monitoring and controlling of the kanban system is also his responsibility.

Alexander Wirth has worked for our company for over 13 years and has been Head of Purchasing since 2014. He works closely with the development department purchasing components for the company's own production. Motors, pump plastic parts and the corresponding injection moulds are his speciality. In addition, there is the global import procedure.

None of the operating processes may come to a standstill because a required article is not in house. On the other hand, unnecessarily large stocks should also be avoided. This costs space and ties up capital. The purchasers are well organised in order to keep the balance and never lose sight of the big picture. If the stock level of any article approaches the individually stored minimum quantity, the merchandise management programme sends a demand message to the responsible material planner. This colleague, who uses the article in question directly, checks the requirements on the basis of the actual workload and passes the order on to the purchasing department accordingly. Parameters such as minimum order quantities, delivery times and seasonal fluctuations in demand are taken into account. If necessary, different offers are obtained and then an order is placed. The agreed delivery date is confirmed to the material

planner via the merchandise management programme. In this way, he knows when the articles will be available.

The supplier's order confirmation is checked in detail in purchasing. "For orders with very high order values, of course we prefer to look at it five times before releasing the order," says Alexander Wirth. New tools for the production of plastic parts can easily enter the six-figure range. If a mistake in the order were overlooked here, the financial and temporal consequences would be huge.

Regular price controls with various suppliers on the market as well as annual price negotiations with fixed suppliers are part of the job. The conditions agreed by the purchasing department have a one-to-one impact on the selling prices and competitiveness of our products. However, the product quality and supplier's delivery conditions also have great influence.

Partnerships, some of which have lasted decades, have developed primarily with production-relevant suppliers. In exceptional cases, familiar personal contact and the willingness to approach one another make many things possible that anonymous trade relations do not offer. "Where you would most likely hear a decided "impossible" from external suppliers, a real partner ensures that the goods required are on the doorstep the next morning", the department head knows the benefits of having regular suppliers. "When the going gets tough, we can rely on our suppliers and we show them that this is not a matter of course for us, even after many years!"

In purchasing, the price is very decisive but it doesn't have the final say. If you want to sell high quality, you have to ensure that you buy high quality! This is what Alexander Wirth, Bianka Reinhardt and Fatih Afat stand for when organising supplies for the sales company ... ■

This list could be continued almost indefinitely. Around 15,000 orders to approx. 1,000 different suppliers leave the department each year. In order to maintain an overview, an appropriate division is necessary. The assignment of different article groups to individual employees enables colleagues to acquire background knowledge and experience for their articles and to establish personal contact with suppliers.

Bianka Reinhardt is the purchaser for pumps from the SPECK factories in Roth, Geretsried and Bielefeld as well as all accessories. In 2019

During a two-day training course, our sales team got fit, in theory and in practice, for the new products.



Warm up: Fit for the fairs

Trade fair and product training for our sales team.



Among other things, the sales team developed common team rules to ensure a uniform appearance. The expectations of different visitor groups were analysed and questions were collected from personal experience, that are asked time and again at trade fairs. Essential topics were presented in order to be able to face the visitors competently.

On Saturday, the focus was on new products. The responsible project technicians from the development department presented their new developments. However, it did not stop at the tech-

nical backgrounds and practical benefits. Each innovation was put into operation, tried out and tested in small groups. To ensure that no questions remained unanswered among our trade fair visitors, the trade fair teams then dismantled the products and took a close look at their structure and inner workings.

We wouldn't be SPECK pumps - and you might not be our partner - if we weren't constantly working to improve. We hope that we have succeeded and that your visit to the fair will remain in good memory.

Our sales staff prepared themselves for the autumn trade fairs with an intensive two-day training course. For a competent, professional and friendly appearance for you, our customers, guests and visitors ...

On 15 and 16 September, 34 colleagues from the sales team were once again "off to school". However, sitting quietly was not required. Friday was designed as an intensive trade fair training session. Under the guidance of a trainer, various approaches were worked on in groups. What makes a successful trade fair appearance? How can we achieve this together?



PRESSURE BOOSTING UNITS



Pressure boosting units from SPECK Pumpen are mainly used in drinking water supply when the supply pressure is not sufficient. They ensure a reliable water supply on all stories. Energy consumption has always been the same, regardless of actual water requirements. The Aquacell AE-M variable speed units are now making a sustainable change and saving around 50 % of the energy required by a conventional pressure boosting unit. It is easy to operate and can be monitored remotely via an app.

The new Aquacell AE-M pressure boosting units ensure simple water supply in private households with up to 6 stories at an inlet pressure of at least 0.5 bar. Available in three different sizes,

Aquacell AE-M

Variable speed pressure boosting units for simple and energy-efficient water supply to households.

they are optimally designed for one to six-family households with gardens.

The units are supplied ready to plug in, for a power supply via a 230 V socket, for easy installation and commissioning. The Aquacell AE-M adapts to all needs. Parameterisation is not necessary. It can be easily operated and the target pressure adjusted via an LED display with keypad. It is

also possible to monitor the unit via bluetooth using an app on the smartphone. Running time, energy consumption, operating mode and error messages can be called up at any time and from any location.

The Aquacell AE-M can be switched on and off automatically by a pressure transmitter located in the end pressure side. The control tank is an 8 l diaphragm pressure vessel mounted in the pressure line. The speed is controlled by a frequency converter mounted on the motor. The pressure boosting units are equipped with a dry run protection which automatically switches the unit off in the event of water shortage.

PUMP SELECTION PROGRAMME



SPECK SELECT 2.7

New extended version

SPECK Pumpen presents a new version of SPECK SELECT, the pump selection programme. With this tool, planners can select and configure the optimum pump for their project, conveniently and simply, in just a few steps.

SPECK SELECT 2.7 is divided into the following areas of application: BADU private swimming pools, BADU public swimming pools and domestic and industrial technology. The CD also contains detailed product descriptions, dimensional drawings and tender specifications for the individual pumps.

The programme can be installed on the computer or started directly from the CD. If you are interested, please order your copy of SPECK SELECT 2.7 free of charge via e-mail: info@speck-pumps.com or download it: speck-pumps.com | Latest news | SPECK SELECT pump configuration



Anniversary party 2018: Our anniversary employees with the Managing Directors.
Photo: Frank Boxler

Company anniversaries

SPECK Pumpen pays tribute to the company's anniversary employees every year with an anniversary party that has already become a tradition. In 2018, the pump manufacturer celebrated four employees with ten years' service, four 50th and seven 60th birthdays.

A stylish celebration in the "Altes Rathaus" in Lauf an der Pegnitz provided an appealing setting to honour the commitment and know-how of the anniversary celebrants. The many different experiences and memories of the past years also came to life again.

The managing directors Hermann Speck and Armin Herger as well as the personnel manager Stefan Dörr emphasized above all the high loyalty behind the colleagues' anniversaries. The many years of experience within the company, the reliability and the great identification with the company are decisive for the success of SPECK Pumpen.

Melanie Branstner (industrial technology sales), Michael Graf (electrical plant engineering), Nicolas Hoffmann (customer service engineer) and Melanie Schinkel (IT department) were honoured for their ten years' service. They joined the company in 2008. This year, Barack Obama was elected 44th President of the United States. While his term of office ended after eight years, the four colleagues will hopefully remain loyal to SPECK Pumpen for many years to come.

At a festive event, company anniversaries were honoured and the 50th and 60th birthdays toasted.

Sonja Knodel-Sarraf (BADU sales), Thomas Kraus (construction and development), Tanja Krejci (branch office Stuttgart) and Stefan Ponath (after sales service) celebrated their 50th birthdays last year. The year in which they were born, 1968, became a worldwide synonym for the student and civil rights movements. At SPECK Pumpen it made history with the market launch of the world's first functional and corrosion-resistant BADU 19 pump made completely from plastic.

The 60th birthdays of Alexander Achatz (warehouse), Günther Baumer (BADU pump production), Johann Kreuz (BADUJET production), Ernst Roth (workshop), Richard Struller (BADU pump production), Reinhard Waldau (BADU pump production) and Pawel Werner (facility management) were also celebrated. They were born in 1958, when the traffic offender register was established in Flensburg and Elvis Presley was stationed in Germany as a military conscript in the US Army. In the same year, the German Equal Opportunities Act came into force, allowing women to pursue a profession without their husband's consent.



BRANCH OFFICE RODGAU
André Klinger is the new
Head of the Branch Office

On 1 November 2018, André Klinger took over the management of our branch office for Hesse, Rhineland-Palatinate South and Saarland.

YOUR CONTACT
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Fax +49 6106 2857829
rodgau@speck-pumps.com

RETURNING A PUMP

Fast assistance

Our team in the workshop works competently and efficiently so that a faulty pump can be working again as soon as possible. Valuable tips from customers save a lot of time when searching for the problem and allow us to help quickly!

Transport damage, warranty cases, replacing wear parts, damage from long service or due to incorrect installation - there are many reasons why a pump may have to be sent to SPECK for repairs. Even if it can only be described as broken or faulty, our colleagues will find the problem. There's no question about it. However, searching for the problem can take time and this is what the customer generally doesn't have. The overhauled pump should be back at the installation site as soon as possible. A few simple tips for pumps in need of repair help to minimise the waiting time!

Repairs often require wear or spare parts. The pump or device type and the serial number can be used to determine these clearly for the respective pump. These specifications can be found on the pump's name plate. This information can be used in our system to call up all the article numbers of all the individual parts used. If this information is difficult for you to determine, the order number of the invoice or delivery note or the source and date of supply will also help us. Ideally, we can use this information to prepare for the repair while the pump is still on its way to us.

When determining the fault, we can save you valuable waiting time if we know about some of the symptoms of the pump when it is installed. Does the pump develop a different operating noise? Does liquid leak, if so where from? Has the performance of the pump noticeably changed due to changes in pressure or reduced quantity of water? Does the motor become hot or is the circuit breaker triggered? Such information immediately helps us to assess whether it is a hydraulic problem, electrical damage or a faulty seal.

Especially with controlled pump models from the BADU GREEN series, it is good to know whether external contacts are used on site and whether the pump is operated with a controller - if so, which one. Does the display show anything and

can settings still be made? Is it possible to save programme settings or is an error code or warning displayed? If so, please quote it. Is the error permanent, temporary or does it only occur under certain circumstances?

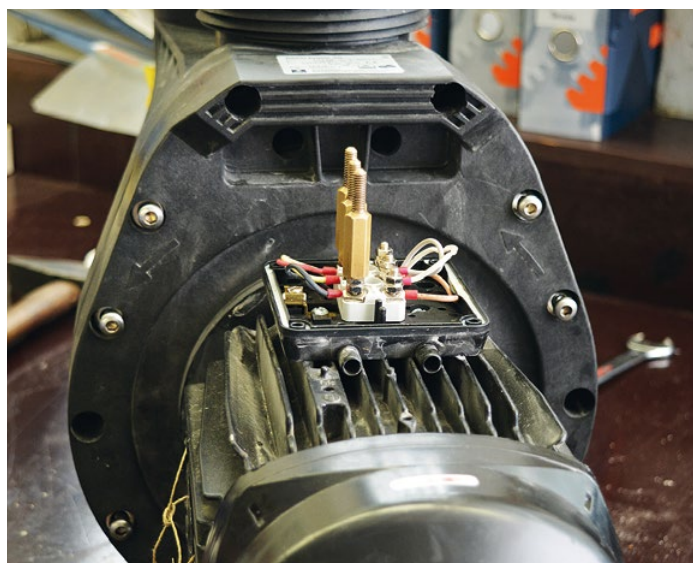
In many cases, the conditions on site are also important for a quick and effective repair. Has the pump been submerged in water or operated in high humidity conditions? Has the pump been used to pump unusual media or have changes been made to the pump connections? The causes for defects in the device can also be linked to these special circumstances. However, they are difficult to reproduce in the workshop. By providing this information you support us in helping you quickly and permanently!

In order to make it as easy as possible for you to send in a pump, all essential information is requested on a returns form. This can be downloaded from our website speck-pumps.com under Service/help. If you are unsure about the error description, the colleagues in the service department will be happy to support you by telephone. ■

Your contact

Customer, repair and spare parts service
Phone +49 9123 949-700
Fax +49 9123 949-245
service@speck-pumps.com

A pump in the workshop.



TRADE FAIRS 2019

Please consider our trade fair appearances in your planning for the coming year.

We are looking forward to your visit, a personal conversation and of course to your interest in our products! You don't have any tickets? Then request your free trade fair admission voucher from us via e-mail: info@speck-pumps.com

ForumPiscine . Bologna, Italy
13-15.02.2019

bsw-Infotage . Düsseldorf
29-30.03.2019

IFAT Eurasia . Istanbul, Turkey
28-30.03.2019

Asia Pool & Spa Expo 2019
Guangzhou, China . 09-11.05.2019

Aqua Nor . Trondheim, Norway
20-23.08.2019

Piscina & Wellness . Barcelona, Spain
15-18.10.2019

Aquanale . Cologne, Germany
05-08.11.2019

International Pool | Spa | Patio Expo,
New Orleans, USA . 05-7.11.2019

Dates subject to change.

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

BADU[®] INSIDE



Pool technologies and solutions... > swimming pool private



BADU ALPHA

The new standard
for small pools
from 10 to 60 m³

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BADU OMNITRONIC AND BADU OMNI

Automatic backwash
system and actuator

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LET DREAMS COME BADU

A magical calendar
for 2019

Page 10



interbad
Stuttgart.
Photo: Martin
Stollberg

The autumn trade fairs were a huge success for SPECK Pumpen. The good atmosphere and positive expectations for the coming season were clearly felt on a national, European and international level.

The 25-man team was blown away by the visitor turnout at the interbad in Stuttgart. The share of international guests from all four corners of the world was surprisingly high for a German trade fair. Many conversations regarding new products

and product developments were held over Flammkuchen (Tarte flambée) and Franconian beer.

A variety of new products for the US swimming pool market were presented at the International Pool | Spa | Patio Expo in Las Vegas. As well as the innovations, the quality and service from SPECK Pumpen were the focus for prospective customers. The event was rounded off with a lively trip to the German Hofbräuhaus with customers, friends and staff.

A positive atmosphere!

The mood was consistently good at the trade fairs in Stuttgart, Las Vegas and Lyon.

The Piscine Global Europe in Lyon was a fantastic conclusion of the trade fair season. The unwavering high visitor turnout started on day one and impressed and motivated the whole SPECK Pumpen trade fair team. Prospective customers from Japan, Thailand, Israel, Jordan, the Seychelles, the UAE and the Eastern Block as well as Europe left a more than promising impression. SPECK Pumpen is now ready to start the new year full of energy! ■

BSW-INFOTAGE 2019 THE HOTSPOT FOR GERMAN SWIMMING POOL CONSTRUCTION

29-30 March 2019 .
Maritim Hotel Düsseldorf Flughafen

Visit us at the bsw-Infotagen in Düsseldorf and benefit from the unique advantages of the event!

We will be presenting ourselves with 51 other top suppliers in the industry. You will find us at a glance on the first floor. The familiar atmosphere offers plenty of time for intensive discussions without the hustle and bustle of

a trade fair. A series of specialist lectures will round off the high quality of the trade fair.

The convenient location of the Maritim Hotel and its short distances, free admission, free hospitality and of course the legendary industry party "Pools night" create the perfect setting for the bsw-Infotage - the hotspot for German swimming pool construction!

Further infos
bsw-web.de | bsw-Infotage 2019

Piscine Global Europe in Lyon.



SELF-PRIMING CIRCULATION PUMP

The smallest swimming pool pump in the premium range, the BADU Alpha, is the specialist trade version of the BADU Magic II. Hydraulically optimised, it has low-noise operation and all of the premium advantages.

The BADU Alpha Eco Soft and BADU Alpha circulation pumps cover the lower performance field in the premium range for smaller pools from 10 m³ to 60 m³. As a technical development extension of the BADU Magic II from the allround range, the BADU Alpha can easily replace this model thanks to identical connection dimensions and a compact size - upgrading existing equipment to specialist retail level.

The main focus of the new hydraulic design was the energy optimisation of the pump. Thanks to a newly developed impeller and an eccentric design, the BADU Alpha achieves the performance range of the BADU Magic II with lower power consumption. Measured at the optimum operating point, the efficiency could be improved by almost 20 %. At the same time, a continuous optimisation of the sound values was achieved. Four rubber feet uncouple the pump and additionally reduce the transmission of sound and vibrations.

In order to conserve our resources, the use of raw materials has also been reduced. As a result, the BADU Alpha is lighter and more compact than the BADU Magic II. When the housing was redesigned, the strainer tank volume was doubled for better flow rates with higher dirt absorption. The threaded ring on the strainer tank's transparent lid can be loosened easily with the universal opening aid.

The BADU Alpha is also a genuine premium pump in terms of material selection and work-

BADU Alpha

The new standard for small pools.



BADU Alpha



BADU Magic II

manship. Fibreglass-reinforced plastic ensures higher overall strength for the housing cover and optimum dimensional accuracy and concentricity for the impeller. The BADU Alpha achieves the best corrosion resistance inside and outside through completely painted motor housings and welded impellers.

Just like the BADU Magic II, the BADU Alpha is also available in four proven sizes from 180 to 450 watts with standard asynchronous motors. In addition, the BADU GREEN version, BADU Alpha Eco Soft, is available with a power output of 500 watts. It's permanent magnet motor is particularly energy efficient thanks to constant power control and variable power levels!

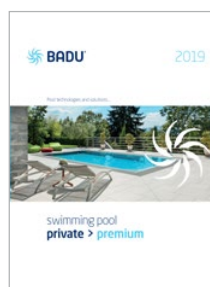
The BADU Alpha Eco Soft is currently the most powerful pump of its size on the swimming pool market and the first in the lower performance field that can be conveniently controlled externally - real premium quality from BADU.

In the BADU premium range you will find products that represent the highest quality, reliability and longevity for special challenges and high demands around the pool; for swimming pool owners who know what they want; and for professional installers, who know how to do it. BADU premium products are intended for specialist retailers and cannot be directly compared via other sales channels. ■

CLEARLY INFORMED NEW PRODUCTS . CATALOGUES AND BROCHURES

The latest editions of our catalogues are now available:

- > BADU allround, German . English
- > BADU premium, German . English
- > BADU swimming pool technology, French
- > SPECK Pumpen domestic and industrial technology, German . English

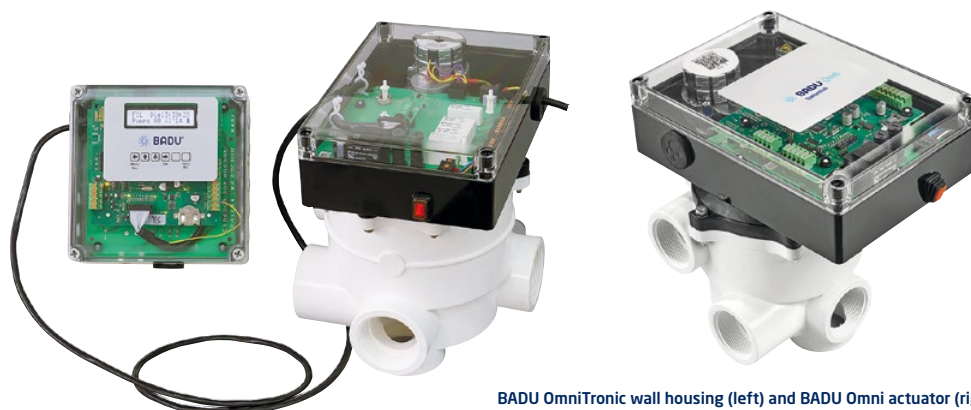


You can request a printed copy free of charge via e-mail: info@badu.de

Alternatively you can download the PDF from our website.

BADU OmniTronic and BADU Omni actuator

Automatic backwash system and actuator for simple and flexible operation. With added value.



BADU OmniTronic wall housing (left) and BADU Omni actuator (right).

Depending on the size and usage of the pool, backwashing the filter unit can be carried out manually. Alternatively, you can leave this necessity to the reliable and time-saving BADU OmniTronic. The BADU Omni actuator was adapted for the remote control via smart home control, as with the BADU Genio.

For the factory-set operating mode "interval automatic", the first backwash must be triggered by pressing the button. This will then be repeated automatically every seven days. Regular filter operation is started daily at the same time. The alternative operating mode "time controlled automatic" offers the possibility of setting individual times for all operating conditions.

Input is carried out by self-explanatory buttons and a full text display in the backlit display. 11 languages are available for the menu guide. Safeguarding against wrong entries avoids time

overlaps being saved for the filter times. All saved parameter remains unchanged following a power cut.

The BADU Omni actuator doesn't have input tools on the device. It was developed especially for convenient operation via external controls. Various settings can be made regardless of time and location, for example using the BADU Genio app on the smartphone, tablet or PC.

Compared with other backwash valves, the 6-way valve from BADU offers two additional positions with "circulate" and "off". Thus, the valve can be sealed when the pipework is released. For pools with an overflow gutter, the automatic system ensures that the floor drain is opened during backwashing and rinsing (additional circuit board).

Variable speed pumps and single-phase pumps up to 4 amps can be connected directly to the

backwash valves. The electronics can be upgraded for the operation of larger single-phase pumps.

Further functions such as filter controls and level controls can be integrated via free inputs and outputs or an enabling contact can be integrated for a metering device. A pressure switch can also be integrated. A backwash is spontaneously triggered if the filter is especially dirty. From 2019, the BADU OmniTronic also offers the possibility of mapping controls for heating, solar units, frost protection and refrigeration.

The automatic backwash system's terminal box offers room for all additional necessary components. If the 6-way valve is to be built into a difficult to reach space, the control's circuit board can be removed and assembled in an optional wall housing at a suitable location.

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SPECK X
pumpen

DIALOGUE ...

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2019
LET DREAMS COME BADU

SPECK X