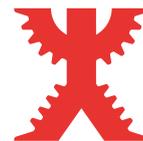


SPECK INSIDE



Pump technologies and solutions...



BADU SALES

Fast, flexible and uncomplicated.

Pages 2 and 3



NEW DOMESTIC TECHNOLOGY PRODUCTS

Demand-oriented, standard-compliant.

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BADU INSIDE

Pool technologies and solutions for private swimming pools

Page 6

EDITORIAL

Dear customers, partners and friends of SPECK Pumpen,

It is with great pleasure that we present you our latest newsletter. As always, it is full of information and news from SPECK Pumpen.

The first signs of spring have already announced the 2020 swimming pool season. The number of incoming orders gives us a positive start to the year.

Even though the press releases on the spread of the Covid-19 virus are hogging our minds and daily horror reports flicker across the screen, we have prepared ourselves well.

We cannot and will not stop life! For four weeks, we have been producing at top efficiency. We have replenished our stocks to the maximum in view of possible shortages from suppliers. We will be a reliable partner for you even in these difficult times and

will provide our products in the usual quality and sufficient quantity.

In these times marked by the dark sides of globalisation, it pays that SPECK Pumpen has increasingly relied on suppliers from Germany and other European countries in recent years. This ensures both the quality and the availability of the components of our products.

I would like to take the opportunity to wish you, also on behalf of the entire staff at SPECK,

all the best. Stay healthy, act calmly and with common sense! Together we will survive this time, which is characterised by fear and uncertainty.

Yours
Armin Herger

Managing Director
SPECK Pumpen Verkaufsgesellschaft GmbH



Photo: Tanja Bolte

BADU Sales team in completely redesigned office.



BADU Sales

Fast, flexible, uncomplicated. The demands on the sales team for swimming pool technology are high. However, their aspiration to meet these demands is even higher!

Three years ago, we reported about the merger of the commercial and technical departments within the BADU sales team. The focus of the then eight-man team is now, as always, to offer our customers a fast, personal and professional service. With an ever-increasing product range in the background, the now 12 employees stand for uncomplicated and competent advice for our customers every day! With a growing team, focus on content and investment in occupational health, we are ensuring that this remains.

A few weeks ago, the BADU sales team moved into a completely redesigned office. The growing team made this necessary. The opportunity was taken to adapt the furniture to the work processes in the best possible way and to promote occupational health.

Despite the increasing product variety and consultation intensity, the use of paper in particular has noticeably decreased in recent years. For the

remaining paper capacity, a fax and printer zone is sufficient for everyone. Located away from the new workspaces, not only have sources of noise been eliminated, but there is now also a good reason to move around occasionally.

The new height-adjustable desks offer everyone the opportunity to adjust them individually according to their height. Moreover, posture can be varied at will throughout the day. There is even

Ingrid Hofmann.



room in the office for a team zone and for more new colleagues.

While the team and equipment zone can be a little noisy, the work zone, with room for a total of ten people, is especially quiet thanks to various acoustic elements.

The two product specialists Andreas Hirschmann and Sven Lingansch are the first point of contact for all questions concerning our swimming pool technology in the private and public sectors. As experts for our wide range of products, they competently find the right solution for every challenge.

Three further specialists also operate across all product ranges, but have focused on the special features of different export markets: Maxim Satanowskij advises and supports our Eastern European customers. Frank Schimann is mainly active in the Nordic countries and some smaller markets. Yuan He, our newest member of the team, is concentrating on developing the Chinese market. She is currently helping with a Chinese website speckpumps.com.cn and our first Chinese catalogue has just been completed.

Sonja Knodel-Sarraf assists in data management and preparing quotations. She also creates and updates spare parts lists and prepares statistics. In addition, she is the contact person for all French-speaking enquiries and takes care of many translations.

In the field of public swimming pools, Frank Kramer advises and supports plant manufacturers and planning offices in the D-A-CH countries. As BADU Technical Coach, he holds technical lectures and training sessions for specialist swimming pool companies.

Apprentice Alexander Pflaum.



SWIMMING POOL TECHNOLOGY SALES TEAM



Andreas Hirschmann and Sven Lingansch (standing l.-r.) as well as Frank Kramer and Sorja Knodel-Sarraf (sitting l.-r.).



Maxim Satanowskij and Frank Schimann (standing l.-r.) as well as Yuan He (sitting).

As soon as an offer becomes an order, Özlem Degirmenci, Ingrid Hofmann and Leonie Zach take over the commercial processing up to invoicing stage and the internal coordination with the production or service departments up to dispatch/export stage.

Head of Sales BADU, Christoph Ott, coordinates the sales team, looks after the branch offices and representatives, plans trade fairs and events and is a constant observer of the swimming pool market. Together with the regional sales teams, he is also responsible for the support of major customers. The planning and management of OEM projects also falls within his area of responsibility. The latter are customisations of BADU products, which are mass-produced on behalf of the client. The customisation requests can concern both technical and optical parameters. "Our customers' wishes are very varied in this area. However, it is seldom the case that we are unable to implement them in an economically viable way," says Christoph Ott, summarising the high flexibility of the sales team and product developers.

With the BADU products in focus, the sales manager is in permanent cooperation with the technical department. The experience gained in sales practice provides valuable impulses for product development. Christoph Ott sees "smart connected products" as a clear trend for the future - intelligent swimming pool technology that is networked via the internet and can be accessed and controlled from any location.

With the constantly growing product range, the demands on the sales team are not diminishing. Irrespective of this, a significant increase in the intensity of consulting is noticeable. More and more frequently, private end customers are also coming to specialist dealers wanting to obtain information directly from the manufacturer. At the same time, the expectation of a prompt reaction is increasing. "Today, it is often no longer the biggest or cheapest that wins, but the fastest." Christoph Ott sees his BADU sales team as perfectly positioned for this: "We are fast and we are uncomplicated", as the feedback from many customers confirms over and again.

The most important thing, however, is probably the noticeable motivation within the team itself to deliver a really good and efficient service for all enquiries as well as the willingness to continually adapt to the changing challenges and to grow with them. ■

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> For technicians on site
e.g. for sending photos.

Leonie Zach.



Özlem Degirmenci.



Head of Sales BADU Christoph Ott.



Branch Manager Northern and Eastern Bavaria

Daniel Pfister takes over as head of our branch office in Neunkirchen.



Daniel Pfister (above) and Frank Kramer (below).



The former branch manager Frank Kramer took on new responsibilities at the turn of the year as BADU Key Account Manager for public swimming pool technology and BADU Technical Coach. Daniel Pfister, who has been with the company for many years, is his successor.

Since the beginning of January, Daniel Pfister has been the new branch manager for the Northern and Eastern Bavaria branch, for which he has already been working for 18 years, both in the office and on the road. "More than half of my life has already revolved around pumps," he aptly sums up his suitability for the job. With many years of experience and a young team, he will continue to maintain a high technical level in order to support our customers, particularly with solutions for special applications.

Frank Kramer, Branch Manager in Neunkirchen from autumn 2003 until the end of 2019, is responsible as BADU Key Account Manager for the technical consultation and support of plant engineers and planning offices in the field of public swimming pool technology. In addition, as BADU Technical Coach he will hold training sessions for swimming pool builders as well as technical lectures. "I will miss the contact with customers from the branch office from which friendships have often developed. I wish my successor Daniel Pfister a successful start." ■

SPECK ONLINE

At the turn of the year, all prices and catalogues on our website speck-pumps.com as well as the corresponding documents in the download area of our products were updated. In addition, you will find further new offers from SPECK on the internet:

SPECK SELECT 2.7

The latest version of our pump selection programme SPECK SELECT is available to download free of charge. You will find it on our website under Latest news | SPECK SELECT pump configuration. The pumps BADU Block Multi 125/250, Normblock Multi 125/250, BADU Delta-MK, BCM Delta, BCM Profi and MTX have been added.



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New domestic technology products

Demand-oriented and standard-compliant product developments



Cistern pump
Zismatic 40/08 WE

Zismatic 40/08 WE Efficient underwater pump for smaller garden water supplies

The Zismatic 40/08 WE complements the SPECK product range of powerful cistern pumps with an efficient variant for the problem-free rainwater supply of smaller gardens with a power consumption of 0.55 kW and a delivery rate of 2 m³/h at a pressure of 3 bar.

The cistern pump has an integrated, automatic on/off switch meaning it can be easily installed. It is supplied with a spring-loaded diaphragm pressure vessel to prevent flutter switching of the pump and to buffer small off-takes.

The Zismatic 40/08 WE is optionally available with a floating rainwater extraction system. This reduces the amount of dirt being sucked in.



Grid disconnection system
NTA A

NTA grid disconnection systems Connection-safe operation on the drinking water network

In accordance with DIN EN 1717 "Protection of drinking water against contamination in drinking water installations" together with DIN 1988-600 "Drinking water installations in connection with fire extinguishing and fire protection systems", the new systems of the NTA A and NTA SFE series were developed for drinking water separation and sprinkler systems for underground hydrants.

The NTA grid disconnection systems are available for drinking water systems and sprinkler systems including frequency control up to a max. delivery head of 50 m³/h. With a storage tank tested by DEKRA and certified by DVGW, the systems with all built-in components are considered safe for connection to the drinking water grid.

Compact and light, the storage tank with a max. diameter of 80 cm fits through any doorframe. A motor ball valve protects the suction line from pressure shocks. With 100 % inspection of the system, SPECK offers a real carefree package! ■

SPECK DOMESTIC TECHNOLOGY TRAINING

In the domestic technology sector, we offer three training sessions with different focal points for our partners and customers. If you're interested, please contact Charleen Freißler at c.freissler@speck-pumps.com. We will contact you when we are planning the next sessions and send you all relevant information.

Pumps and their applications

- > SPECK Pumpen, company focus
- > Overview of the basics of pump technology, pump and impeller designs, functional principles
- > Areas of application for pumps
- > Product presentation
- > Theory and practice

The basics of pump technology

- > Physics in pump technology

- > Correct configuration of pipelines, pumps and accessories
- > Pump and unit controls
- > Theory and practice

Fire extinguishing units

- > Physics in pump technology
- > Correct configuration of fire extinguishing units and accessories
- > Standards and regulations
- > Theory and practice

BADU[®] INSIDE



Pool technologies and solutions... > swimming pool private

Moscow & Bologna

BADU swimming pool technology at trade fairs in Russia and Italy.

ForumPiscine . Bologna . 19-21 February 2020

BADU swimming pool technology was presented on the Italian market to more than 7,500 visitors by our South Tyrolean representative GERIT. With 150 exhibitors and 70 international conference events, the professional BADUJET Turbo Pro quickly proved to be an elegant and innovative eye-catcher in Bologna too.



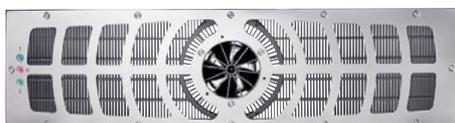
Aquatherm in Moscow and ForumPiscine in Bologna (left).

Aquatherm . Moscow . 11-14 February 2020

At the, as always well attended, trade fair in Moscow some very interesting major projects could be discussed. The new BADUJET Turbo Pro counter swim unit was received with great interest. Once again we were present on the Russian swimming pool market and convinced the professional audience of the quality of our products!

BADUJET Turbo Pro

New premium counter swim unit
Available from w/c 13 April!



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DIALOGUE...

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