

DEMAND GROWING SALES

THE QUEST GUIDE



WELCOME TO THE **QUEST FOR MORE SALES**

The Quest is on – a dedicated campaign designed to put focus on Grundfos' submersible pumps (SP) and in turn grow sales – yours as well as ours. We hope you will join us in promoting the new 4" SP pump.

Naturally, we are going to support you all the way – with relevant knowledge, in-store materials and follow-up activities – to make sure you too benefit from the campaign. This guide offers a brief introduction to the upcoming activities and focus areas. Should you have any questions please do not hesitate to contact your local Grundfos sales representative.

Kind regards
The Grundfos SP team

DEMAND AN UPGRADED SP RANGE **NEW 4" SP PUMPS**

With the launch of the new 4" SP pumps we upgrade the SP range, enabling you to offer your customers submersible superiority regardless of their requirements.

- Exceeds Ecodesign requirements by 5%
- Sand-resistant bearings are standard
- Available in three grades of stainless steel



THINK **SYSTEM.** THINK **OPTIMISATION.**

Energy efficiency can be improved by up to 50% with a complete Grundfos submersible system. It is good news for your customers – and for you as well because a system consists of more components, which means you can increase sales.

SP SYSTEM BENEFITS AT A GLANCE

- High energy efficiency
- Reliable performance
- All components developed to work perfectly together

SP PUMP

High-grade stainless steel

SUBMERSIBLE MOTOR

M5 and MMS motors match pump performance

CONTROL

Add functionalities and increase reliability by means of variable frequency drive (CUE) or MP204 motor protection

MONITORING

24-hour remote monitoring of the motor and system



DEMAND TO BE UPDATED

INCREASE YOUR SP KNOWLEDGE

A crucial part of successful sales is making sure that you are prepared to answer questions and advise about the SP products. To that end we are offering you different ways to upgrade your knowledge about the SP range and the system approach:

- Seminar – sign up for a seminar in your region at grundfos.com
- Meeting – contact your local Grundfos representative and book a meeting
- Online – find in-depth information about the SP range at grundfos.com/quest-for-sales.html

Once you have participated in any of the above initiatives you will be given a **Quest code** – it is personal and your access to enter an online distributor competition with great prizes.

Learn about the SP range and win

DEMAND VALUABLE SUPPORT

CAMPAIGN MATERIAL

The point of sale material below will be available to support your SP sales efforts. The material will be distributed to you shortly.



Floorgraphic



Roll-ups



THE SP SYSTEM

A complete Grundfos submersible system consists of an SP pump, a dedicated motor, a frequency drive and monitoring. Every component is designed to work perfectly together to ensure reliable performance and high energy efficiency.

Grundfos offers decades of submersible experience and comprehensive application know how within water supply, irrigation and mining.

For more information on the benefits of a complete SP system please visit grundfos.com