



THE SP PUMP CANNOT BE WORN OUT!

In Denmark, a well driller recently pulled a 36-year-old Grundfos SP pump out of its borehole. Not due to malfunction but simply because the customer needed a bigger irrigation system.

Since Danish well driller Svend Aage Nielsen started his business in 1970 he has installed hundreds of Grundfos SP pumps. And the longevity of the pump he has just sent on retirement is no exception.

“It is virtually impossible to wear out an SP pump”, says Svend Aage Nielsen. “The pump in question has been running impeccably since 1978 – and I have at least another 10 SP pumps in my shop with two or three decades of water subtraction behind them. Common to all of them is that they would still be in operation if the need for bigger irrigation systems had not called for replacement”.

Svend Aage Nielsen has been a loyal Grundfos-customer for years due to the quality and so far no SP pump has let him down: “Wells may sand up which no pumps can resist but I have never once experienced that a Grundfos SP pump has ceased to work under normal conditions”.

Svend Aage Nielsen has been in the well driller business long enough to remember the old submersible pumps in cast iron and he does so with some nostalgia. There is however no doubt in his mind that the new stainless steel SP pumps add significant value to both his and his customers' business.

“The new pumps are extremely energy-efficient. Annual operating costs of 100.000 DKK can be cut to something like 75.000 DKK – and that’s a sales argument that goes down well with the farmers”, Svend Aage Nielsen says in closing.

