

SCALA2

PERFECT WATER PRESSURE

AGENDA

- **Intro**
- SCALA2 – changing the game
- One pump for all your boosting needs
- Features and highlights
- Quality is key
- Technical info
- Boosting your sales

Low water pressure

Low comfort

- Low water pressure at the taps leads to frustrations and reduced comfort
- 80% are affected: Great business opportunity
- Today's boosters struggle to keep up with the needs of the consumers



Perfect Water Pressure

Your business opportunity

- Grow your booster category sales
- Reduce your stock level
- Satisfied customers (installers and home owners)



*We want to grow
your booster business*

Introducing SCALA2

**PERFECT WATER
PRESSURE**

LOW NOISE

**COMPACT AND
EASY TO INSTALL**



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Perfect water pressure

In all taps - at all times

- Provides perfect water pressure regardless of inlet pressure and multiple open taps
- Prevents drastic temperature changes caused by varying water pressure



Perfect water pressure *with intelligent pump control*



Compact and easy to install

Designed for homeowners

Small enough to fit inside
a kitchen cupboard

No more space-consuming
industrial design in the home



Compact and easy to install

Designed for installers

All-in-one:

Fully integrated booster solution

Compact:

Will fit in any installation

Plug-and-pump:

No commissioning



Low noise

For increased comfort



47 dB
SCALA2



48 dB
Modern
dishwasher



57 dB
Conversation



80 dB
Heavy traffic



90 dB
Lawn mower

Value for money

Premium quality. Affordable price level



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Sizing in seconds

Application:

Residential buildings

Floors:

Max. 3

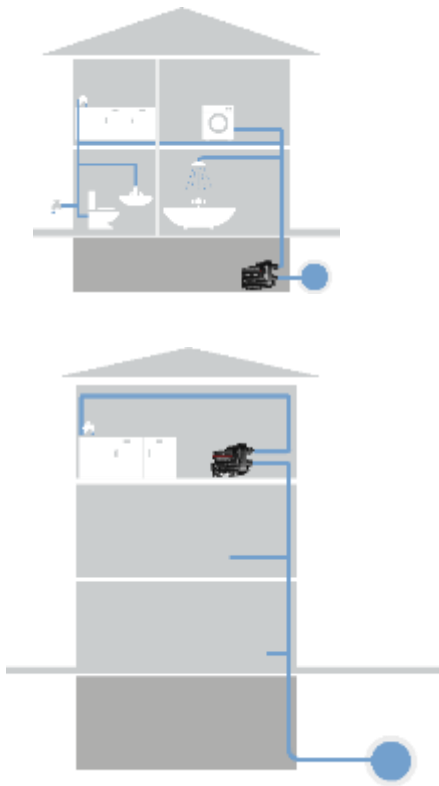
Taps:

Max. 8

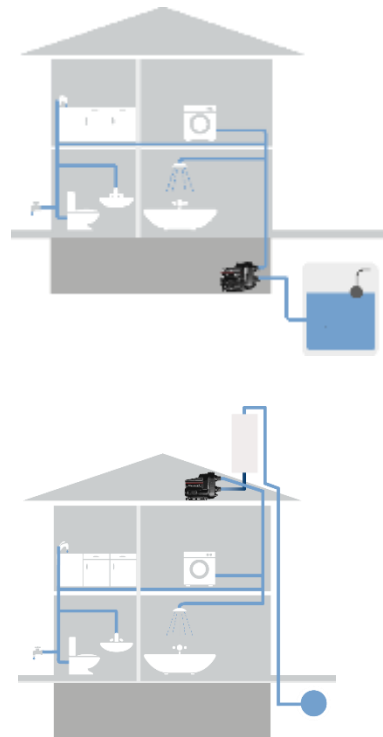


One pump for all boosting needs

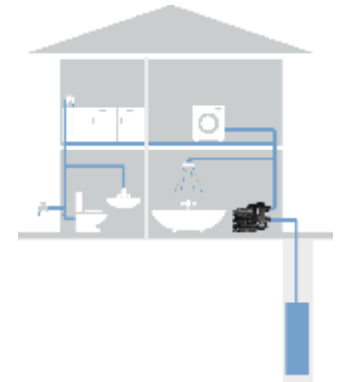
BOOST FROM MAINS



BOOST FROM TANK

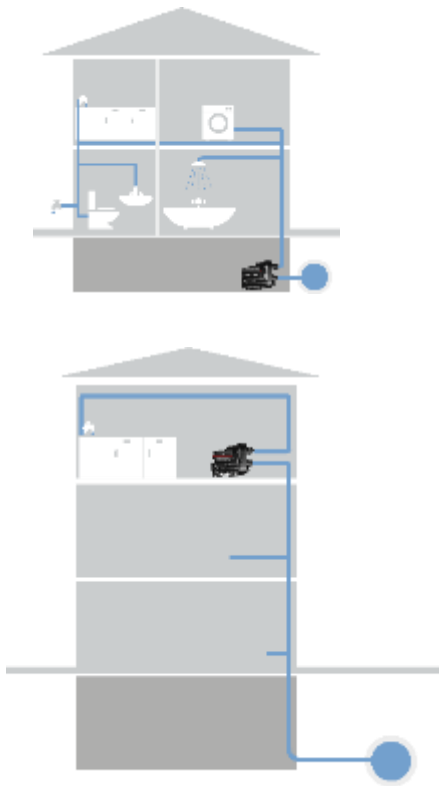


WELL SUCTION



One pump for all boosting needs

BOOST FROM MAINS

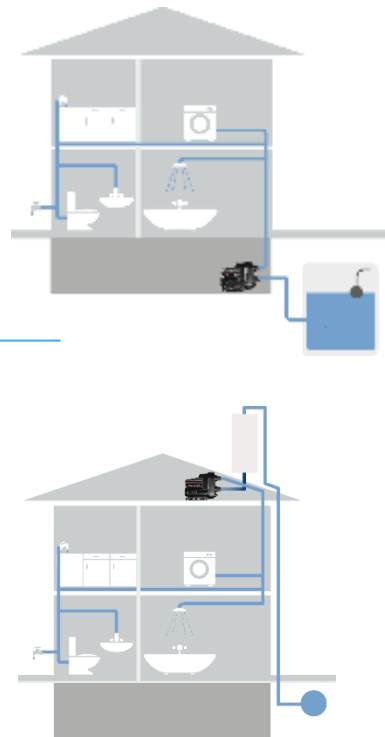


- Low city mains pressure
- Houses placed on high grounds
- Buildings at the end of the water supply line

One pump for all boosting needs

BOOST FROM TANK

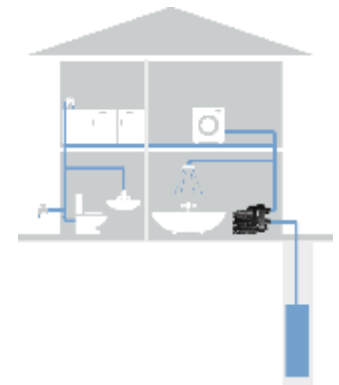
- Roof tanks
- Break tanks
- Underground tanks incl. rainwater tanks



One pump for all boosting needs

WELL SUCTION

- Will lift water from shallow wells
- Max. depth: 8 m



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Features and highlights



Self-priming

- Easy installation:
No need to fill and refill the suction pipe
- Reliable operation:
Able to remove air from the suction pipe

Features and highlights



Increased reliability

- Dry-running protection
- Anti-cycling
- Auto-reset max run time 30 min

Features and highlights



Outdoor-ready

- Full flexibility of installation
- X4D and enclosure type 3 (US)

Features and highlights



User-friendly
control panel

Features and highlights



Monitor operation

Perfect pressure at
the push of a button

Turn on or off

Protection indicators

Features and highlights



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Tested to perfection

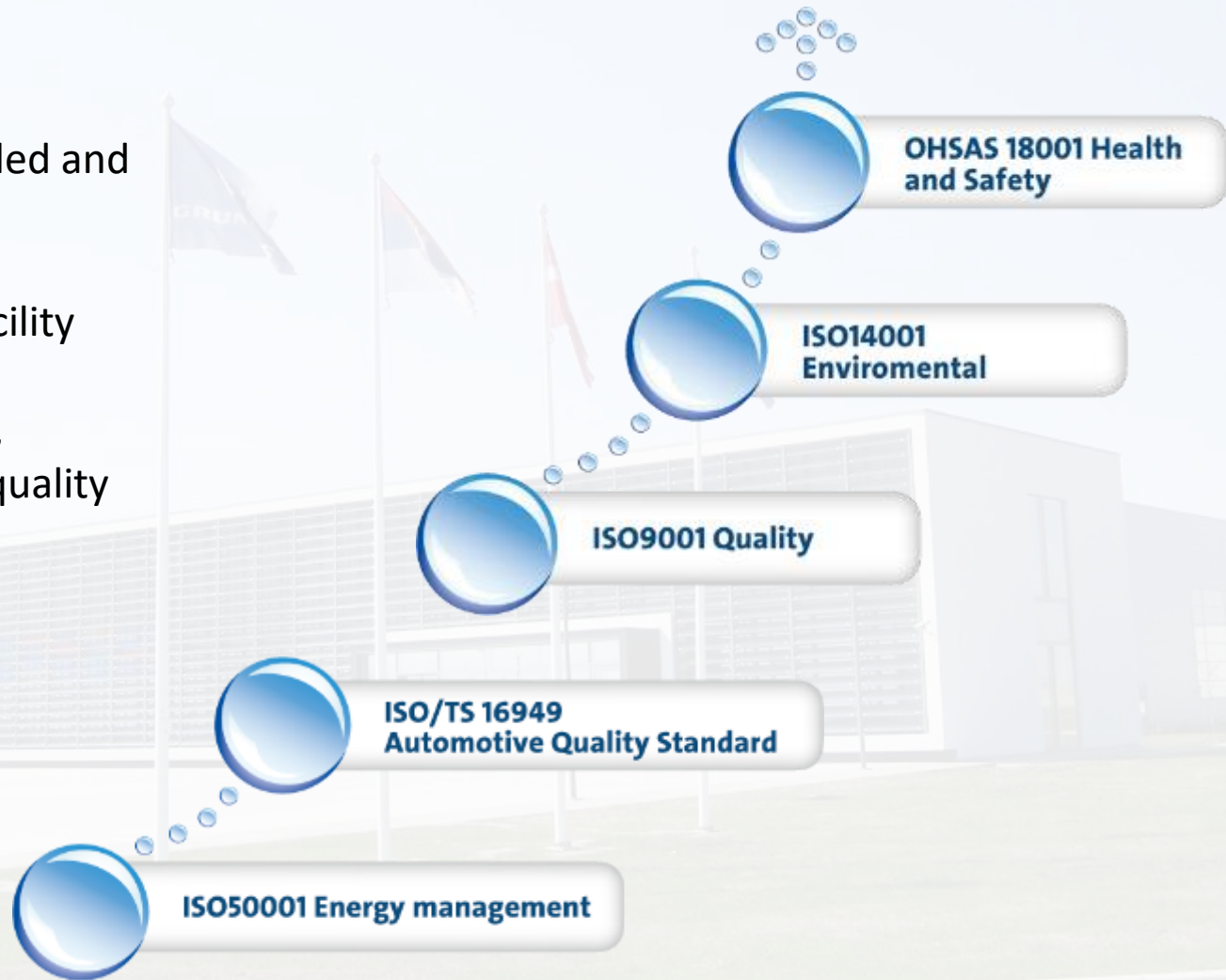
- 150 individual tests
- Software, hardware and drinking water approval tests
- Field tests under the toughest operating conditions



Made in Europe

Photo from production plant in Serbia

- Produced, assembled and packaged in Serbia
- State-of-the-art facility
- All relevant health, environment and quality certifications



Globally approved



Markings and approvals



Want to know more?

Visit us online or let us know what you need

- Brochures
- Press releases
- I/O instructions
- Product data booklets
- Service kit catalogue
- Service videos
- Service instructions
- Installation drawings

[Grundfos product center \(link to relevant SCALA2 page\)](#)

[Grundfos.com \(link to relevant SCALA2 page\)](#)

[Grundfos Ecademy](#)



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SCALA2

Product overview



Technical Features	SCALA2
Constant pressure module	Yes
Self-priming	Yes
Outdoor ready	Yes (IP class:X4D and enclosure type 3 (US))
Noise level	47 dB(A) in typical use
Compactness LxWxH	Index 60 403mmx193mmx302mm
Power input max (P1)	550 W
Performance	3 m3/h@27 m/45 max
No. of hydraulic variants	1 1.5-5.5 bar constant pressure

Features

Internal

Permanent magnet,
water-cooled motor

Pressure tank, 0.65 L

Self-priming

Non-return valve

User friendly control panel

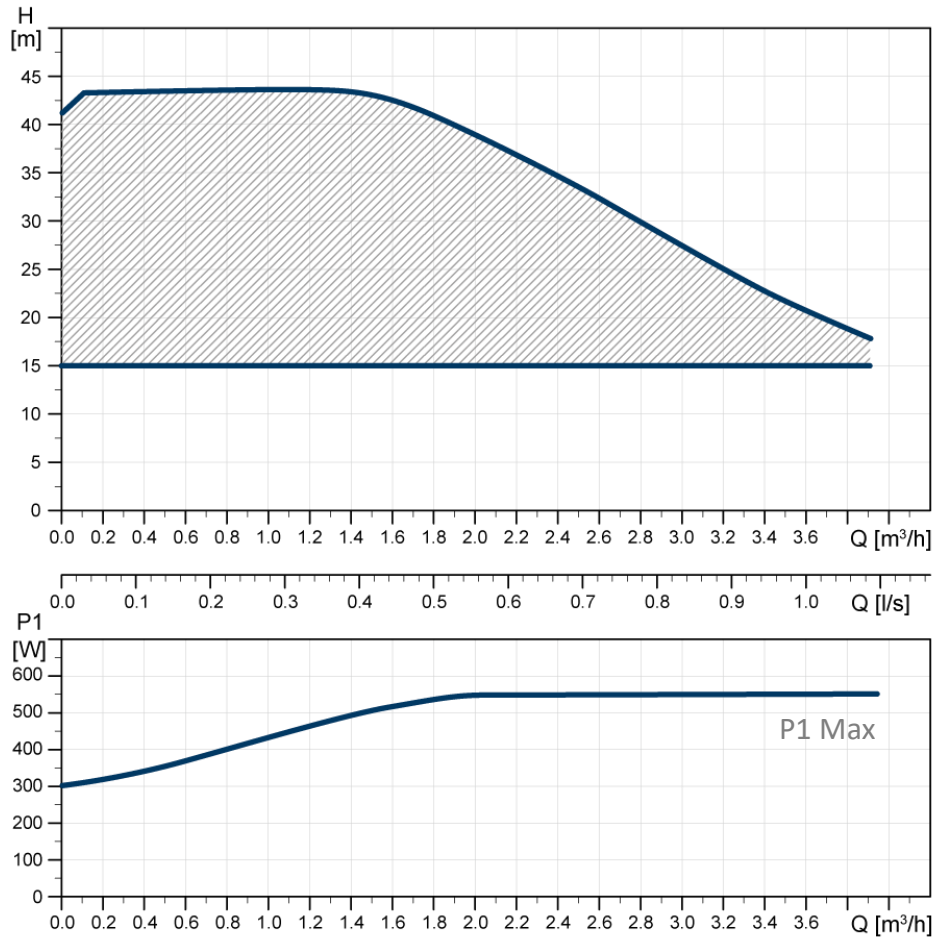
Speed control

Pressure sensor

Sturdy aluminium housing



Pump Performance



The SCALA2 range

Type	Voltage [V] and Frequency [Hz]	I _{max.} [A] and P1 [W]	Thread	Plug	Product number
SCALA2	1 x 200-240 50/60	2.3 - 2.8 550	R 1"	IEC type E & F, CEE7/7	98562862
				none (CN)	98562863
				none (ZAF)	98562865
				IEC type I, AS/NZS3112	98562866
				IEC type G, BS1363	98562870
				IEC type I, IRAM 2073	98562872
SCALA2	1 x 208-230 60	2.3 - 2.8 550	NPT 1"	NEMA 6-15P	98562817
SCALA2	1 x 115 60	5 - 5.7 560		IEC type B, NEMA 5-15P	98562818

SCALA2

Packaging



SCALA2

Service and spare parts

- 1x kit, fitting R1 + union composite
 - 1x kit, fitting NPT1 + union composite
 - 1x kit, O-rings
 - 1x kit shaft seal
 - 1x kit pressure tank
 - 1x kit plugs and valves
 - 1x kit cover + HMI SCALA2
 - 1x kit chamber stack
-
- 1x spare cover for hydraulic
 - 1x spare connection module
-
- 1x bulk drain plug - 10 pcs
 - 1x bulk O-rings for drain plug 10 pcs



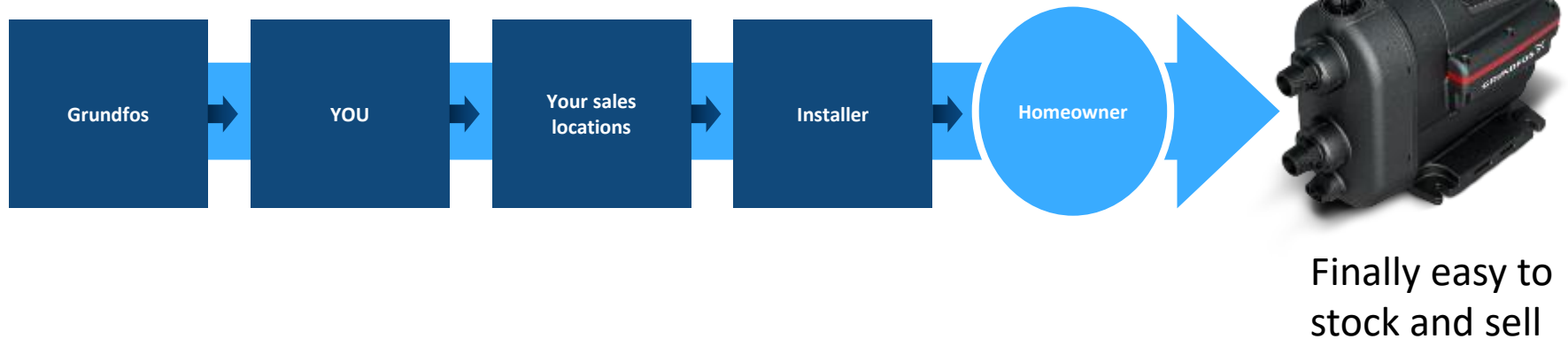
Please see product center for details

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Supporting the launch all the way to the homeowner

An extensive marketing package supports the launch of SCALA2 and will drive customers to your sales locations – and drive sales in the store.



SECURING DEMAND FOR OUR PRODUCTS THROUGH *ALL* TOUCH POINTS

WE CREATE AWARENESS/PULL TO YOUR STORES

WE KEEP INSTALLERS ENGAGED

WE PUSH THROUGH YOUR CHANNELS



WE WANT TO DRIVE CUSTOMERS TO YOUR STORE!



IN-STORE PACKAGE



USP cards



Display House



Front board



Floor column

IN-STORE PACKAGE



Promotion tag



Floor sticker

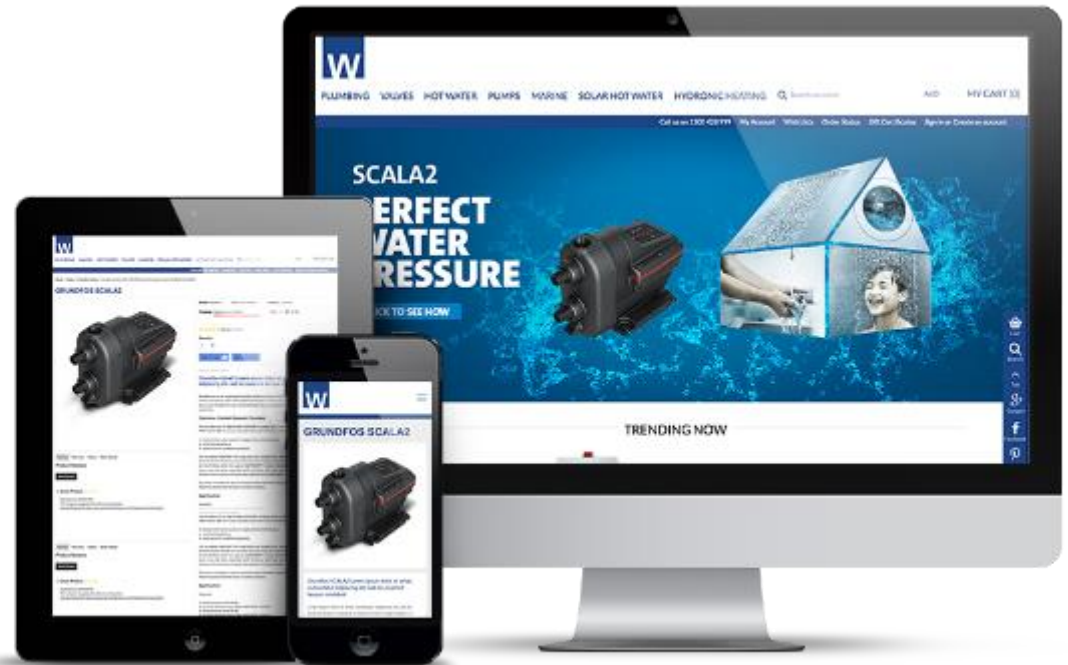


Wobbler and shelf pop out



ONLINE PACKAGE

- Product images
- Campaign images
- Web banners
- Film and animations
 - Product video
 - Concept video
 - Installation video
 - Video banners
- Link to technical information in Grundfos Product Centre



LOCAL EVENTS

The SCALA2 working demo is a great way to showcase the product and should play a key role at installer training events.

Use the exhibition house at larger events and expos to grab the attention of the guests and showcase the pump in an impressive setting.

We can help you plan and carry out events – or you can include in your own marketing plan.



ACTIVITIES 2016

	M1	M2	M3	M4	M5	M6	M7	M8
ACTIVITIES FOR DISTRIBUTORS								
IN-STORE PACKAGE								
STAFF TRAINING								
ONLINE PACKAGE								
LOCAL EVENT								
LOCAL EVENT								
ACTIVITIES FOR INSTALLERS								
SEO/SEM								
eDMs								
PRINT ADS								
ONLINE ADVERTISING								
SOCIAL MEDIA ACTIVITIES								
TRADE FAIRS								
LOCAL EVENT								
LOCAL EVENT								

Insert local activities & events here

EXAMPLE

Thank you for your time