

SPLASH!

The voice of the Wet Industry

www.splashmagazine.com.au
December 2010/January 2011

SAFER PUBLIC POOL WATER

World Aquatic Health
Conference review

SWIM GYMS

Stress-free
exercise in water

SERENE SWIMMING

In Bali's hillside pools

SPLASH! WINS

Best Show
in Australia



MORE THAN JUST A BODY OF WATER
Inspiration from Genesis 3



puresilk
water quality management



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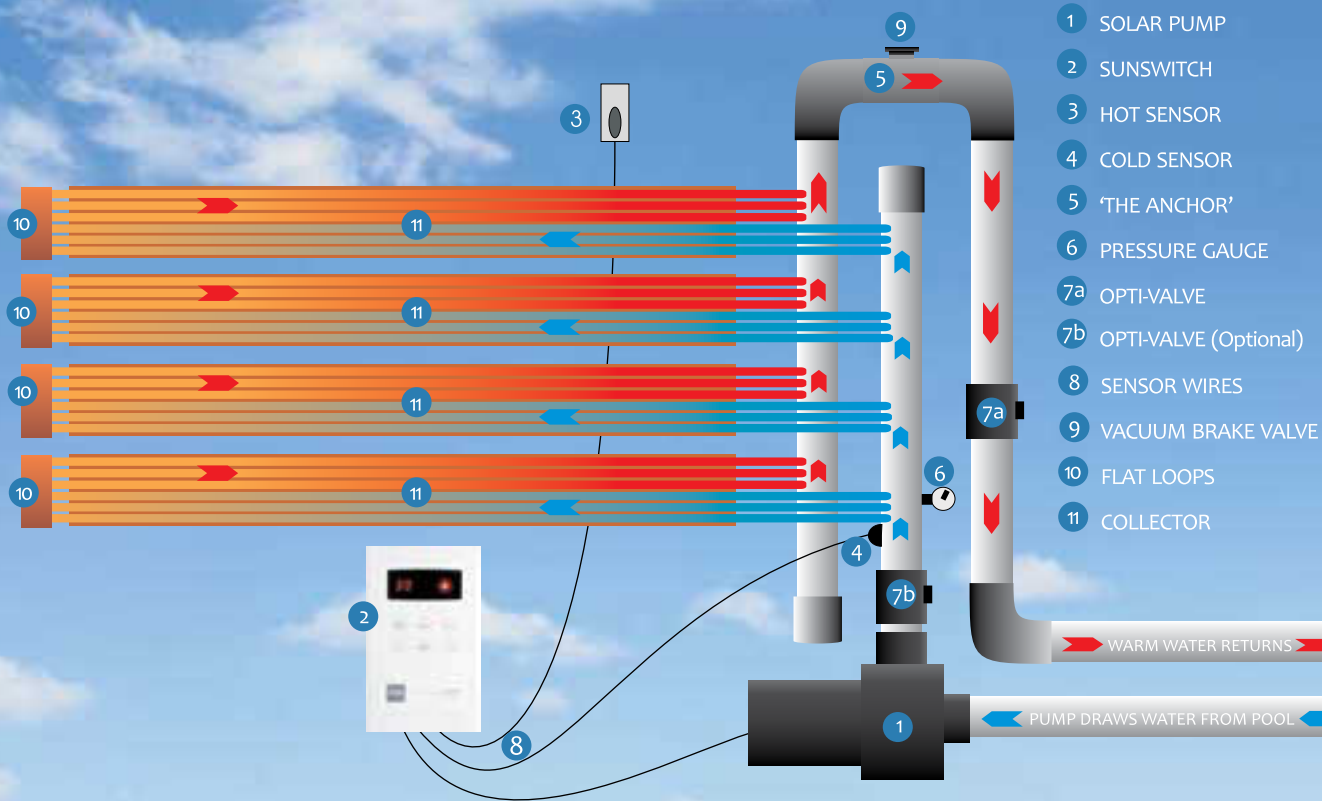


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- 2 SUNSWITCH
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- 7a OPTI-VALVE
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Sunbather



Bottom line? For solar, it all adds up to.....

For more information on Sunbather solar technology visit www.sunbather.com.au or ring

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Swimming Pool Lifestyle And Spa Hi-tech

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Welcome to SPLASH!



This issue there's some good news with the swimming pool development application numbers, which are showing a continued climb out of that trough they had been in. In fact, the figures show eight continual months of improvement.

But not all the news is good, unfortunately. The Bureau of Meteorology is predicting a wet summer, and already some anecdotal evidence indicates the weather may have dampened short term demand and hampered building. It never rains but it pours. Even so, if the underlying demand remains, then things

should be looking brighter once the sun comes out.

One thing that's made everyone at SPLASH! feel a little sunnier is winning the Best Show in Australia at the Exhibition & Event Association of Australia Awards. (You can read more on p11.)

In more SPLASH!-related news - we've moved offices. Intermedia has moved down the road to Glebe - less than a kilometre away from the previous location in Pyrmont.

If you've ever driven down Bridge Road, you'll probably remember the beautiful handmade tables that used to be displayed at the front of the old stone Dattner building. No more! Now the building is full of hardworking journalists, sales staff, designers, IT boffins, event organisers and admin workers. The new street address is 41 Bridge Road, Glebe NSW, 2037. The postal address and phones remain the same.

And finally, all the staff at SPLASH! would like to wish our readers a wonderful Christmas and a happy and prosperous New Year.

Chris Maher
 Editor
 chrismaher@intermedia.com.au



This issue's cover

The cover shows two of the 38 individual infinity plunge pools at the Ubud Hanging Gardens Resort. There is more on this project on page 66.

The inset shot shows a David Tisherman-designed negative edge pool on Catalina Island. There is more on this pool and Genesis 3 on page 28.

FOR THE NEXT 12 MONTHS YOU'LL BE SEEING DOUBLE!



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Single national consumer law

THE ACL WILL COME INTO FORCE FROM JANUARY 1

FROM January 1, 2011, all Australian businesses trading in Australia will operate under a single, national consumer law: the Australian Consumer Law (ACL).

The ACL will replace different national, State and Territory laws that set out consumer rights and business obligations when selling goods and services with a single, national set of rules.

The ACL is a national consumer law which is to apply to all business sectors. It covers general standards of business conduct, prohibits harmful practices, regulates specific types of business-to-consumer transactions, provides basic consumer rights for goods and services and regulates the safety of consumer products and product-related services.

The ACL will be administered and enforced jointly by the Australian Consumer and Competition Commission (ACCC) and the State and Territory consumer protection agencies, with the involvement of ASIC on relevant matters.

The ACCC says the benefits to business will vary depending on the size of the business and whether they trade locally, nationally or internationally but may include:

- Reduced compliance costs;
- Reduced regulation burden and complexity for business;
- Certainty for business operating under a single national consumer law.

Australia's consumer protection agencies have a wider range of enforcement powers under the ACL and new pecuniary penalties can apply. The maximum is \$220,000 for an individual and \$1.1mil-

lion for a body corporate. Criminal penalties for the same amount may apply.

The consumer guarantees in the ACL are similar to the existing conditions and warranties implied in agreements for goods and services by national, State and Territory consumer laws. They do not create vastly different rights and obligations, but set out the rights and obligations in a clearer way.

Under the ACL, both supplier and manufacturer guarantee the acceptability of the goods sold; and the supplier guarantees the acceptability of the services.

There is more information on the ACL at the websites of the ACCC and the relevant State consumer protection agencies. Go to www.splashmagazine.com.au for a Quick Link.

SPASA simplifies national membership

NOW IT WILL BE EASIER TO BE A NATIONAL MEMBER

AT a recent SPASAC conference held in Melbourne, all SPASA State associations agreed on a landmark decision to simplify the National Member program. This will alleviate confusion regarding rights and benefits available to National Members.

The decision will see all States make available common identification branding benefits, annual fees, member discounts and member rights for "nationally recognised" suppliers.

All National Members will – after submission of their 2011 calendar fees – be permitted full member rights in every State. These member rights include the ability to participate in each States' promotions and exhibitions at the local State Member rate, to attend any meeting in any State, and have input into the industry across all Australian sectors – all for the one "flat fee".

It also enables those businesses that trade nationally, but may not have an office in another State, to be acknowledged, informed and widely recognised.

1. Any Member providing products and/or services to the pool and spa industry, in more than one State of Australia,

can apply for National Membership.

2. National Membership must be obtained through the local SPASA Office where the member is located.
3. All National Members will be permitted to use, at their discretion, all State-based logos (that will be modified) to have the words "Australian Member" added – this new branding can be used both within Australia and internationally.
4. A National Member must comply with each of the SPASA Association's Rules & Regulations, in each State of operation.
5. A National Member will have all the rights and privileges of a State Member, this includes voting rights, all member discounts, meeting access and advertising rights – with full member discounts – Australia-wide.

The annual fee for National Membership is \$7000 (+GST). This fee, as invoiced by the SPASA Office where the member head office is located, is then shared (by arrangement) across all State SPASA offices. For more information contact your local SPASA office.

Neil Browne passes away WATERWAY GOES INTO LIQUIDATION

OCTOBER saw the sad passing of Waterway Australia principal Neil Browne, who had been battling cancer for the previous six months. He had been a long term and well respected member of the industry including involvement with Waterway for more than ten years. He was taken before his time. He left behind wife Jo and children Simone, Kurt, Nick, James and Mitch.

In light of his deteriorating health and his eventual passing, Waterway went into liquidation.

The liquidation was complicated because there were 2500 pallets of stock. The warehousing company had what is known as a "warehouseman's lien". The liquidator discharged the company's interest in the stock, because they didn't believe the monies received through any auction would cover the cost of the warehousing.

Following an announcement in SPLASH! eNews, most of the items have been bought – and at the time of writing, it looks as if the rest will go to one of the dozen or more interested parties.

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SPLASH! wins Best Australian Show



Simon Cooper with Nic Mumford from Exhibit Systems (back), and Karen Jaques, Melanie Robertson and Madoka Morimoto (front)

“We were delighted to win the Best Trade Show Under 10,000sqm with our first and only submission,” says Simon Cooper, Managing Director of Interpoint Events and Publisher of SPLASH! Magazine.

“But to win Best Australian Show was unbelievable!

“Finalists included giant international players such as Reed Exhibitions and Diversified, as well as AEC – very tough competition for a small team and a privately owned Australian company.

“Of course, we couldn’t have done this without the support of sponsors,

INTERPOINT staff already knew the swimming pool, spa and aquatics industry thought SPLASH! was the best show around.

Now, the Exhibition & Event Association of Australia (EEAA) has confirmed that opinion – and even gone further – giving the SPLASH! Pool & Spa Trade Show 2010 the award for the Best Australian Show (trade or consumer).

SPLASH! was up for an award in the Best Trade Show Under 10,000sqm category, and staff were quietly hopeful that the show might pick up an award or a place against the much bigger opposition. But not only did SPLASH! win its category, it went on to win the award for the best show in the whole of Australia, which includes giant shows across several big industries and covers both consumer and trade events.

exhibitors, attendees and all the suppliers. SPLASH! is a truly enjoyable event and one the team and I look forward to greatly – so much so, we are holding two SPLASH! events next year – in Singapore and in Wellington, New Zealand.”

The judging panel of 20 industry and media experts looked at everything from floor space sold, number and diversity of exhibitors, number of attendees and also innovation in marketing and promotion. (For more information go to www.splash-magazine.com.au for a Quick Link to the criteria and judges’ comments.)

SPLASH! 2010 achieved record exhibitor and attendance numbers and is recognised as an invaluable contribution to the pool and spa market. It was an overwhelming success for Interpoint and the pool and spa industry at large.

New rules for home building industry employers

AUSTRALIA now has a national workplace relations system. This means that there is only one set of rules when it comes to wages, leave, entitlements and conditions of employment for the private sector. These changes impact on workplace rights and responsibilities and all employers need to be aware of how this affects them and their workers.

Two important changes have been made to create a safety net to protect workers. The first is the ten National Employment Standards (NES). The NES outline the

minimum employment conditions which must be met by all employers. The second change is that under the Fair Work system, there is a national set of modern awards, which will cover all employees. Employees currently covered by the State award system will move to the modern award system on January 1, 2011.

To help businesses move to the national system, many of the modern awards have transitional arrangements in place.

You can find out more at www.fairwork.gov.au.

Queensland women unite



LANDSCAPE Queensland and SPASA Queensland joined forces in October to host a PoolScapers Luncheon for business women in their respective associations. The event was held at the Sofitel Brisbane.

It is often the case that women involved in the business side of pool building, landscaping and retailing end up with the tricky jobs of debt collection, phone sales, account keeping and customer communications, and could do with some specific advice.

More than 50 women turned up for the lunch date, and a large number of attendees made new connections to help their businesses.

Based on the success of this luncheon, the next one is already being planned for March 2011.

Safe disposal of chemicals

ChemClear provides a service to chemical users to safely dispose of their old and unwanted chemicals which they may be holding and are no longer useable.

Nationally the program has collected 232 tonnes of obsolete agricultural, veterinary and other chemicals and has a further 109 tonnes registered awaiting collection. You can register by calling 1800 008 182.

Spa Electrics Pty Ltd Product Updates



Available November



SE804

T-Jet now supplied with 25mm coupling and updated to a 40mm outlet.



SE804F

T-Jet now supplied with faucet coupling.



SE814

T-Jet now supplied with 25mm coupling and updated to a 40mm outlet, also includes 40mm SE701 Eyeball Return. (Available in all colours)



SE814F

T-Jet now supplied with faucet coupling, also includes SE801 threaded 40mm eyeball. (Available in all colours)



Are swimmers smarter?

A NEW UNIVERSITY STUDY IS TESTING THE HYPOTHESIS THAT SWIMMING MAKES YOU MORE INTELLIGENT

A Griffith University research project will survey more than 10,000 swimming students in the world's most comprehensive study into early-years swimming.

The joint project between Griffith University, Kids Alive Swim Program and Swim Australia aims to determine whether regular swimming contributes to the physical, social, cognitive and linguistic development of pre-school learners.

Project leader Professor Robyn Jorgensen from the Griffith Institute for Educational Research said anecdotal evidence found swimmers tended to be more confident with greater physical development than their same-age non-swimming peers.

"But this is the first detailed study to determine how much more advanced that development might be and why," she says.

"The only large-scale study was in Germany in 1982, while more recent studies have been predominantly with learners with physical disabilities. Our study will monitor 10,000 students throughout

Australia annually over four years."

The study will identify key factors in swimming programs that enhance development, such as the number of lessons per week, age of child when commencing lessons and access to a home pool.

"Drowning is the highest cause of death in the under five age group, whether in pools, baths or water sources on properties, so we want to increase awareness of the importance of learning how to swim from an early age," Jorgensen says.

The study will also analyse at least one swimming program with observations of students in lessons and interviews with students, parents, and teachers.

"It will highlight the critical features of swimming programs that aid learning, as well as provide data regarding effective programs, which will then be given to our industry partners."

More than 50 swim schools throughout Australia and overseas have already pledged more than \$80,000 per year over the four-year project.

Lo-Chlor celebrates three decades of algaecide

WHILE Lo-Chlor Chemicals started trading in 1983, the algaecide that made the name famous started a few years earlier.

Andrew Simons was a young pharmacist who came upon the idea of using low dose organo copper complex known as Lo-Chlor Pool Conditioner that was designed to kill and control algae and fungal infestations for an extended period of time.

Simons manufactured the algaecide from his garage in Sydney's east and sold box after box at his pharmacy in Castlecrag. In 1979, he sold his pharmacies and rented a small factory in Marrickville where he started producing the algaecide and what would ultimately become the largest range of specialised pool and spa chemicals in the world.

Today the company is still owned by the Simons family and run by Andrew's son, Paul. It boasts more than 35 employees, has more than 60 specialty chemicals in its range and is recognised as a market leader around the globe.

Still located in Marrickville, Lo-Chlor has a purpose built 2500 square metre facility where it manufactures and produces almost its entire range of specialised chemicals.

The Lo-Chlor Pool Algaecide on the shelves today is still made from exactly the same concentrated formula as the first bottle sold 30 years ago. In fact the only thing about the product that has changed in all this time is the design of the label.

Pool wizard promo

DAVEY is offering a \$50 Wish Gift Card consumer promotion for the rest of December. With the any purchase of either of the PoolWIZARDs or a ChloroMatic, EcoSalt or SC Series salt water chlorinator, pool owners qualify for a \$50 Wish Gift Card.

The Pool Party Promotion, which applies to all purchases of these participating products made up to 31 December through a Davey dealer, includes substantial support material, a national radio advertising campaign and point-of-sale material, as well as a special campaign specific website (www.daveypoolparty.com.au).

Poolrite selling spares through distributors

Poolrite is now supplying spare parts through distributors, rather than directly to customers. Niagara, one of the companies chosen as a key distributor, says it has begun stocking up on Poolrite spares to enable a quick response to any orders.

Australia's leading Pool Builders choose Paramount In-Floor Cleaning Systems



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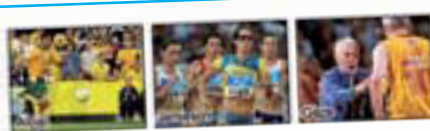

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The SPLASH! Bookshelf

PARENTING FREAK ABILITY



PARENTING FREAK ABILITY

An incredible collection of ideas and strategies from parents who brought out the best in their kids

FOREWORD BY AUSTRALIAN OLYMPIC SWIMMING COACH IAN POPE



BY PERFORMANCE COACH
MARK DOBSON

MARK Dobson is a performance adviser to elite athletes and coaches, and in *Parenting Freak Ability*, he looks at how parents and coaches have handled the amazing natural talent of some top athletes.

It provides amazing behind-the-scenes insights and anecdotes about the development of talented young athletes. For example, it delves into how swimming sensation Grant Hackett got his start, including how

he used to swim 20 laps of an Olympic pool at age six.

Prior to the Beijing Olympics, Dobson spent one year as a direct resource for the Australian Olympic Swimming Coach Ian Pope. He now coaches USA pipe and slope skier Colby West at the Winter X Games and was a founding member of New York City's first University for exceptionally talented teenagers, which was recently acknowledged by Barack Obama for its educational innovation.

In this book he taps into the wisdom of some of Australia's great parents and explains the strategies he also uses to unleash ability.

Some of the parents and coaches he covers includes Lindsey Gaze, parent of Andrew Gaze, five-time Olympian; Allison Siddle, parent of Peter Siddle, Australian Test Bowler; Ray and Karen Buckley, parents of Nathan Buckley, AFL Brownlow Medallist; David Carney, parent of Emma Carney, three-time World Triathlon Champion, Denis Ginn, parent of Drew Ginn, triple Olympic Gold Medallist; Dot and Alec McGory, parents of Scott McGory, Olympic Gold and Bronze Medallist; Susan Davis, parent of Anna Segal, Winter Games Gold Medallist, Meredith and Manfred Guehrer, parents of Marieke Guehrer, World Champion Gold Medallist; and Esther Thompson, parent of Archie Thompson, Socceroo.

Win a copy of Parenting Freak Ability

SPLASH! has a copy of *Parenting Freak Ability* to give away. Details will be in the next eNews. To be in with a chance, make sure you are subscribing to the free newsletter. Simply go to www.splashmagazine.com.au and click on the Subscribe to Free eNews button.

Industry calendar

FUTURE INDUSTRY DATES TO KEEP IN MIND

2010

- Dec 7-9 Canadian Pool and Spa Experience, Toronto
 Dec 15-19 FINA Shortcourse World Swimming Championships, Dubai, UAE

2011

- Feb 5-7 Spatex, Brighton, UK
 Feb 24-26 Forum Piscine, Bologna, Italy
 Mar 3-5 Pool & Spa & Sauna China 2011, Guangzhou
 Mar 12-13 Pool, Spa and Outdoor Living Expo, Perth
 Mar 22 WA Golf Classic
 Apr 14-15 Landscape Expo, Brisbane
 May 4-5 **SPLASH! Asia, Raffles City Convention Centre, Singapore**
 May 11-13 DesignBUILD, Sydney
 May 21-22 Brisbane Consumer Spa & Outdoor Living Expo, RNA Showgrounds
 July 23 WA Awards of Excellence Gala Dinner
 Aug 17-18 **SPLASH! New Zealand, Wellington Town Hall**
 Sep 27-29 Euro Attractions Show (EAS), London
 Oct 12-14 World Aquatic Health Conference
 Oct 18-21 Piscina International Swimming Pool Show, Barcelona
 Oct 22-23 Perth Summer Pool Spa and Outdoor Living Expo
 Oct 26-29 Aquanale, Cologne, Germany
 Nov 18 WA Sundowner

More details and dates are available at www.splashmagazine.com.au.

These dates are subject to change and should be checked with the relevant organisation. Please send calendar submissions to chrismaher@intermedia.com.au

You mean I can find every pool product I need just by clicking here?



Go to

 www.splashmagazine.com.au

and click on Directory

(plus news, events, industry links and much more)

Pool numbers keep going up

BUT WET WEATHER MAY DAMPEN SHORT TERM DEMAND

THE good news on DA numbers has continued, with all states showing a marked increase. Pool DA numbers for the Year-to-September show an increase except for Queensland which held steady.

Comparing August and September with the same period last year showed an impressive increase of nearly 250 per cent.

These very good figures should be tempered by anecdotal evidence that prolonged wet weather is affecting building and short term demand. However, the good numbers indicate a strong underlying demand.

Figures for Year-to-September comparisons are: New South Wales (+ 81 per cent), Victoria (+45 per cent), South Aus-

tralia (+35 per cent), Western Australia (+5 per cent) and Queensland (-2 per cent).

Taking the two months only into consideration, there was a massive 248 per cent increase over the same period last year. The biggest increase was for New South Wales (400 per cent), while South Australia had a 200 per cent increase, Victoria had a 135 per cent increase, Western Australia had a 93 per cent increase and Queensland had a 70 per cent increase.

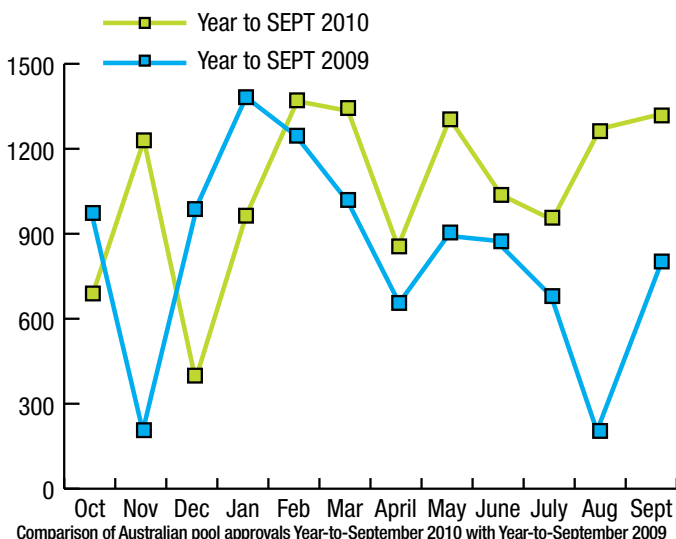
It should be taken into consideration that comparisons of DA numbers against insurance scheme numbers indicate that some figures could be considerably higher – though they would not necessarily

ffect the comparison percentages.

Additionally, these figures would exclude most renovations, pool projects that are included as part of a new home, or smaller projects under the cost threshold – these projects are estimated to be an additional 30 per cent, meaning total pools actually built could be considerably higher than the quoted DA figures.

However, while these quoted figures may miss some swimming pools, spas and renovations, they do give an indication of how the market is trending.

For further information and more complete reports, contact Magdalene Miller from Cordell Information on 1800 80 60 60.



Housing prices falter

HOUSE and unit prices have fallen in most capital cities in the September quarter, signalling an end to property price growth until 2011, according to Australian Property Monitors' Quarterly Housing Report.

National median house prices remain effectively unchanged at 0.1 per cent for the quarter, with units (excluding Hobart) falling slightly by just under one per cent.

Moderate house price

growth in both Melbourne (1.2 per cent) and Sydney (0.7 per cent) were able to offset the declines in all other capital cities.

Annual growth in the housing market is robust at 11.5 per cent but is down from the 15.2 per cent achieved in the June quarter.

This trend is also mirrored for units, with annual price growth declining significantly to 6.5 per cent from 12.1 per cent last quarter.

Following a moderate fall in prices in the quarter, Adelaide is currently the most afford-

able mainland capital city to purchase either a house or unit, with the median price for houses at \$448,950 and units at \$290,264.

Brisbane median house prices fell by 1.7 per cent, the biggest decline amongst the major capitals, and unit prices fell by 2.8 per cent, which was the largest fall since 2001.

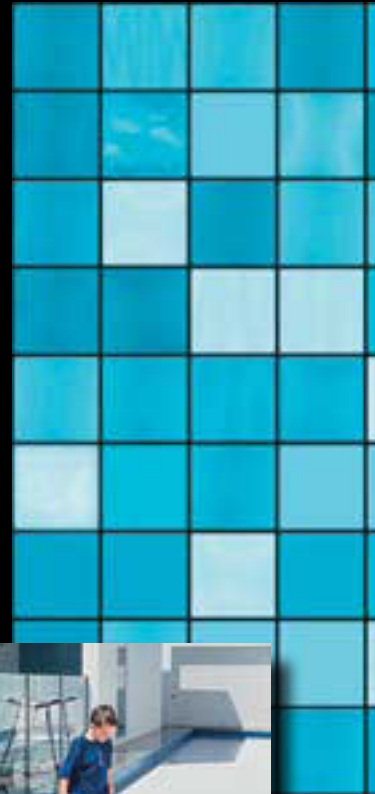
Darwin prices have had the sharpest decline of all cities in the quarter, with house prices falling by 1.9 per cent and units by 5.6 per cent.

"This quarter's results show the effect on prices of

increased borrowing costs following the normalising of interest rates, together with falling auction clearance rates and lower levels of housing finance," says Yvonne Chan, Head of Research for Australia Property Monitors.

"In the short-term, with national growth at 6.1 per cent for the nine months to September, and with expectations of rising interest rates, APM anticipates that prices will remain flat or fall slightly for the remainder of this year with this trend to continue into 2011."

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Remco resellers are currently enjoying exceptional recognition and sales success from our extensive marketing and product support. To find out more about about becoming a Remco reseller, call us today!



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Industry moves

SPLASH! BACK TO GLEBE

Intermedia, publisher of SPLASH!, has moved to new offices in Glebe – less than a kilometre away from the previous location in Pyrmont.

The company's new, larger offices are located in a well-known heritage building – the old Dattner building right at the Glebe light rail station. Intermedia had been previously headquartered in Glebe/Ultimo prior to the move to Pyrmont three years ago.

The new street address is 41 Bridge Road, Glebe NSW, 2037. The postal address and phones remain the same: PO Box 55, Glebe, NSW, 2037; switchboard (61_2) 9660 2113; fax (61_2) 9660 4419.

NEW SALES MANAGER FOR COOKE

Brad Deacon has recently been appointed sales and marketing manager for Cooke Industries, with his office located in Melbourne. He will be responsible for the ongoing national development of the range of products that include the QuikClean in-floor cleaning system and the Water Witch automatic water leveller, amongst others.

Deacon has more than 17 years experience in the pool/landscape industry. A qualified landscape gardener, he ran his own landscape business for 10 years and was actively involved in the construction phase of many swimming pools throughout Victoria. Later he held various management positions with C&M Brick, Boral and Landstruct. This varied career path has given him both great hands-on skills and solid management experience.

For more information contact him on 0458 593 071 or at b.deaconcookes.com.au.



IQ MOVES DOWN THE ROAD

Due to expansion of the business, International Quadratics (IQ) is moving to larger premises.

"Towards the end of last season we really struggled to find sufficient space for our stock," says managing director David Lloyd. "The further expansion of our commercial pool division also placed enormous pressure on our current facility. Fortunately a recent development at the end of our street has just been completed and we have secured a free-standing property which is about double our current storage space. It will also give us room to expand our assembly and service division."

"As this is a new development we are able to plan both the warehouse and office space to incorporate a workshop and a training room. Recent IQ technical training schools held around the country have proven to be extremely popular and many shops have requested us to provide further training for both experienced and new staff. The new facility will enable us to offer this training in a comfortable and suitable environment."

Even though IQ only moved a couple of hundred metres down the road, they crossed to a different telephone exchange, so need a new landline number.

The new address is 12 Gatwood Close, Padstow, NSW, 2211; phone (02) 9774 5552.

IQ'S NEW NSW MANAGER

IQ has also appointed a new manager for the NSW domestic division, Chris Smith. He has been with IQ for four years, and has extensive experience in the pool industry both in chemicals and equipment.



NEW NATIONAL SALES MANAGER FOR RAYPAK

Greg Op de Coul has recently been appointed to the position of National Sales & Marketing Manager at Raypak Australia for their pool and spa gas heating business. Op de Coul has been with the Rheem organisation for more than six years and is an active member of the industry, serving on the SPASA board for the Victorian chapter for more than three years.



RELTECH APPOINTS NEW DISTRIBUTORS

Melbourne-based manufacturing company Reltech is establishing a distribution network with the appointment of Evolution Water and Lighting Solutions in Queensland, Pool Controls in Western Australia and KK Products in South Australia.

Reltech's parent company, Rella Plastics Pty Ltd, has been manufacturing pump wet-ends and various other products for the pool and spa industry for more than 15 years. The company also designs and manufactures pool and spa filters, solar heating and booster pumps. It is now looking to develop the brand through reputable distributors and resellers interstate, while supplying the trade directly in Victoria.

With a full scale toolroom and plastic injection mould facility employing more than 50 people, the company hopes to manufacture more products locally in the future. For more information contact Reltech on (03) 9459 3838, email office@reltech.com.au or visit www.reltech.com.au.



WATERCO INTERNATIONAL EXPANDS SALES TEAM

Waterco's International division has appointed a new Middle East sales executive, Jose Angel Gonzalez. Based in Singapore, Waterco International is responsible for the growth of the group's export market outside Europe. Gonzalez will be responsible for the promotion and sales expansion of the Waterco product range throughout the Middle East and French-speaking African regions.

"I am delighted to join the Waterco International team and look forward to the many challenges ahead," says Gonzalez. "Although Waterco has been active within this region for a number of years there are plenty of new opportunities and I look forward to achieving the goals we have set."

Gonzalez has more than 20 years experience and a strong

track record in the swimming pool and spa industry. His details are jose.gonzalez@waterco.com.sg or mobile +33 626 405 610.

SAD PASSINGS

Sadly, a number of industry members have passed away recently.

Rob Szakal, director of Calais Pools in South Australia was tragically killed in a workplace accident in October. SPLASH! understands the accident involved his tip truck on the street outside a pool job. This was a very sad and

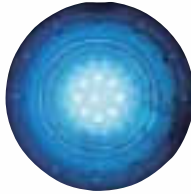
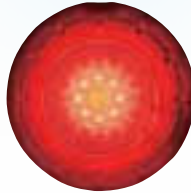
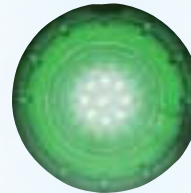
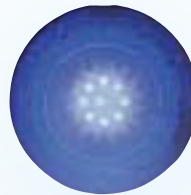
distressing accident, which has left a severe impact on those who worked with and knew Rob. Workcover and Safe Work SA are putting together a report on the incident. SPASA SA is handling the project management of the unfinished pools.

Also in South Australia, Terry Scott of Scott Pools passed away. Terry had been in the industry for a very long time, forming TG and MI Constructions in 1966 and was a fibreglass pioneer from 1968. He had served SPASA for many years, including as president.

Jan Thomas passed away in November. With her husband, Tony, she ran Western Sydney Pool Service at Emu Plains for many years.

Neil Browne from Waterway also passed away after a six-month battle with cancer. Please see page 9 for more on this sad passing.

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Placid wins another award

Placid Pools, who won a SPLASH! Environmental Encouragement Award earlier this year, has now taken out another award for the Eco Splash System: the Tropical Innovation of the Year Award.

The Tropical Innovation Awards were held in November at the Cairns Convention

Centre, and are aimed at highlighting the wealth of outstanding local talent with innovative ideas designed to stimulate and diversify the future economy of tropical North Queensland.

Placid Pools was one of 46 tropical innovators to enter the competition.

With overwhelming support from the judges, its patented Eco Splash System was recognised as the Tropical Innovation of the Year.

The Eco Splash System is a tropical water purification system, developed specifically for tropical swimming pools, ponds and potentially for the rejuvenation of tropical wet lands. It relies on natural biofilm cultivation, natural media (specialised layered beds of stones), specific flow rates and aquatic plants to produce crystal clean pure water which essentially replicates nature with today's most advanced technologies

Owner Joe Spelta and his team have passionately researched and developed the now patented Eco Splash System for more than five years specifically to successfully work in challenging tropical conditions.

The judges said the invention has the potential to revolutionise not just the pool industry, but also has possible applications in the rejuvenation of wetlands, remote monitoring of water quality on outback stations and the like. Placid Pools is currently sourcing partners for these future applications and stages of commercialisation of their invention.

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F: 03 9720 3266

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Seven Hills, NSW 2147
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F: 02 9882 6622

Queensland

Factory 6, 7-9 Activity Crescent
Molendinar QLD 4214
T: 07 5597 7360
F: 07 5597 7361

BCA confirms heat pumps okay

There had been some questions around the confusing wording in the Building Code of Australia (BCA 2010) and its acceptance of heat pumps. However, that has now been clarified by the Australian Building Codes Board – with the confirmation that heat pumps are indeed acceptable for heating swimming pools.

Industry representatives had contacted SPLASH! regarding the wording of the latest BCA, which could be interpreted as prescribing that the only acceptable type of swimming pool heating is solar.

The confusion stemmed from two seemingly contradictory statements in the BCA (3.12.5.7). One statement says: "Swimming pools must be heated by a solar heater without boosting from electric resistance heating."

But later is the statement: "The BCA further requires swimming pools and spas that use gas or heat pump heaters to have a cover to reduce evaporation and subsequent heat loss and must also have a push button

and time switch to control the operation of the heater."

The board has now clarified that this means that IF a swimming pool is heated by solar, it cannot be with an electrical resistance booster, but pools CAN be heated by gas or heat pump in accordance with the conditions outlined above.

NFT research agreement in the offing

New Fluid Technology, developer of the Stealth pool/spa pump, has been successful in applying for the 2011 round of Australian Research Council Linkage Projects. The projects are run by NewSouth Innovations Pty Limited (NSi), an entity which commercialises intellectual property developed by researchers at the University of New South Wales.

On the basis of their acceptance, New Fluid Technology is expected to enter into a collaborative research agreement with NSi.

Getting the lead out of vinyl

The Vinyl Council of Australia has reported success in moving away from lead-based stabilisers in the manufacture of vinyl in Australia.

According to the industry's latest Product Stewardship Progress Report, leading Australian vinyl product manufacturers and suppliers have reduced the use of lead-based stabilisers by 95 percent between 2005 and 2009, and are well on track to complete the voluntary phase out by the end of 2010.

This is one of six key commitments the PVC industry made eight years ago, all of which have driven the major part of the industry here towards significant environmental improvement in the life cycle of their products.

The Green Star building rating tool now accepts the use of PVC and encourages the use of best practice PVC products.

You can download a full copy of the report via a hotlink at www.splashmagazine.com.au.

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Around the Globe

AUSSIES MOVING INTO INDIA

AUSTRALIA'S largest readymade pool company, Classic Pools, is looking to set up operations in India. The 35-year-old company specialises in prefabricated vinyl-liner swimming pools. It has completed extensive market research on Indian pool sector and will be moving forward with its infrastructure phase shortly, according to India's Waves magazine. The infrastructure phase could include strategically located showrooms with working models spread across the entire country, allowing potential customers to fully evaluate their pools before they purchase. Waves also reports that Remco, the Australian swimming pool cover manufacturer, is investigating moving into the Indian market.

DROWNING KID SAVES LIFEGUARD

THIS wasn't the way it was supposed to work. A "lifeguard" jumped into a Mumbai swimming pool to save an 11-year-old school student at a swimming carnival, who had got into difficulties. However, the rescuer was not a lifeguard, but a young man on the domestic staff, who didn't know how to swim properly.

The boy managed to recover enough to save himself, and seeing the "lifeguard" in difficulties, went back and saved him as well. The assumption was made that because the young man was sitting in the lifeguard's chair, he was in fact a life-

guard. This resulted in no-one else going into the pool to rescue either the student or the young man himself – a dangerous error that nearly cost two lives.

CPSC JOINS APSP IN SAFETY CAMPAIGN

THE US Consumer Product Safety Commission (CPSC) announced a strategic partnership with the Association of Pool and Spa Professionals (APSP) for the agency's Pool Safely: Simple Steps Save Lives public safety campaign. Announced at the International Pool, Spa, & Patio Expo in Las Vegas, the partnership includes APSP working with CPSC to promote the Pool Safely campaign to the pool and spa industry. As the newest Campaign Safety Partner, APSP will play an important role in helping to reduce the number of drowning, near-drowning, and entrapment incidents each year by working with its members and customers to prioritise education and compliance with the Virginia Graeme Baker Pool & Spa Safety Act. This Pool Safety campaign is part of CPSC's national information and education program associated with the Act.

CHEMTURA IN THE US EMERGES FROM CHAPTER 11

LAST year, SPLASH! reported that Chemtura Corporation, parent company of BioLab, had filed for relief under the US Chapter 11 bankruptcy provision.

This filing did not affect overseas operations such as those in Australia and New Zealand, as non-US operations were not affected by the liquidity problems experienced in the United States.

Now, Chemtura Corporation has announced that it has successfully completed its financial restructuring and emerged from protection under Chapter 11 of the United States Bankruptcy Code.

The company also announced that Chemtura Canada Co./Cie has concluded its Companies' Creditors Arrangement Act proceedings and has emerged from Chapter 11 at the same time as the Company's US operations. Chemtura was listed on the New York Stock Exchange on November 11, 2010 to trade under the ticker CHMT.

President and CEO, Craig A Rogerson, said that with the successful completion of their financial restructuring, they had significantly reduced their debt, improved their cost structure and resolved a considerable amount of environmental and other liabilities.

He said the company planned to remain focused on the longer term corporate objective of growing a global portfolio of leading specialty chemical businesses, committed to innovation and the creation of stakeholder value.

Under the Plan, the Company will satisfy creditors' claims in cash and/or stock in the reorganised Company and also provide value to equity holders.

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Additional information with respect to distributions under the Plan is available free of charge in the investors section at www.chemtura.com.



FLUIDRA'S NEW CFO

SPANISH multi-national Fluidra has appointed Xavier Tintore as the head of the group's corporate and financial affairs. Tintore will replace Antonio Rubio, who is leaving the company after three years in the post to pursue a new stage in his career.

Tintore has a Degree in Business Studies from the ESADE, he passed the General Management Program (PDG) run by the IESE, and he holds a masters degree from the Ecole des Hautes Etudes Commerciales (HEC, Paris). Fluidra's new senior manager has long-standing experience in finance and international affairs.

VIKING BUYS BLUE HAWAIIAN

VIKING Pools (a division of Latham International) acquired Blue Hawaiian Pools, a leading US manufacturer of fibreglass pools. Blue Hawaiian operates manufacturing plants in Florida and North Carolina. Latham International operates in 15 locations throughout North America.

LIMBLESS FRENCHMAN SWIMS CHANNEL

PHILIPPE Croizon, a 42-year old quadruple-amputee, completed an amazing feat in September – he swam

the English Channel. Croizon swam for more than 13 hours from Folkestone in England to arrive on the French coast near Calais. He used specially designed flipper-styled prosthetic legs to complete his amazing journey, and steadied himself with the stumps of his arms. During long stretches of the journey he was accompanied by dolphins.

ENDURANCE SWIMMER DROWNS DURING RACE

AMERICAN endurance swimmer, Francis "Fran" Crippen died in October during a FINA 10km open water race in Fujairah, UAE. He had reportedly told his coach after eight kilometres that he was feeling thirsty but continued with the swim. He couldn't be located when the other swimmers had finished, and after a 90-minute search, his body was found underwater by divers 500 metres from shore. The water was reported to be more than 30 degrees Celsius, and three other swimmers were hospitalised with heat-related symptoms.

Meanwhile, a Russian contestant died during the World Sauna Competition in Finland. Vladimir Ladyzhenskiy, an amateur wrestler in his 60s, died after he collapsed next to reigning champion 40-year-old Timo Kaukonen of Finland about six minutes into the competition's final round. The winner would have been the contestant who withstood the 110-degree Celsius heat the longest. But the last two men in the knockout competition were pulled from the sauna

disoriented and bleeding from what appeared to be severe burns. Organisers have reportedly said the World Sauna Competition will not be held again.

LAS VEGAS POOL PLAGUED BY HEAT RAY

ACCORDING to the US ABC News, guests lounging at a hotel pool in Las Vegas have been getting burned by concentrated solar radiation strong enough to melt plastic drink cups.

The Vdara Hotel's new energy efficient windows are designed to reflected heat to save on air-conditioning costs, but the south-facing curve of the building concentrates the rays for about two hours each day, directing them onto the pool area – and potentially onto guests.

ABC reported the hotel had been advised on how to fix the problem of converging reflections but went for a cheaper option which involved placing a protective film over the windows.

Amid reports guests have been burned by the ray, the management says their hotel is not the only one to be affected by the issue of converging reflection, and that it is only a mild inconvenience for guests.

US LANDSCAPE AWARDS

THE US Association of Professional Landscape Designers (APLD) recently presented their Annual International Landscape Design Awards Program Winners. Image shows the Woodland Spa winner from Barry Block Landscape Design & Contracting, New York.



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One in five Year 6s can't swim 50m

Royal Life Saving (RLS) issued warnings that Australian schools need to do more to teach swimming, after latest figures show 20 per cent of final year primary school children can't swim the length of an Olympic pool RLS CEO Rob Bradley says the issue is of grave concern as potentially thousands of Australian school children are leaving primary school with virtually no ability to swim, and being unable to demonstrate the basic survival and water safety techniques that could save their lives in an emergency.

Latest figures show that five percent of all drowning deaths were children aged 5 to 14. Parents must be aware that rates of drowning rise rapidly once children gain independence and venture further from supervised swimming locations such as the local pool.

RLS estimates that more than 50,000 children aged 11-12 will leave primary school this year not even having the skills to swim 50 metres. Bradley says this is a "ticking time bomb" that will impact families and communities across the country in years to come, as well as putting further pressure on drowning rates.

He says this is enough children to fill a major regional city.

"Thousands of Australian school children are now going through primary schools learning little no or basic water safety skills," he says. "Parents make a false assumption that secondary schools will fill this gap – but many children are falling between the cracks, because many secondary schools now don't teach swimming, water safety and lifesaving as a skill."

RLS warns that children without basic swimming and water safety skills at primary school age then become self conscious and find ways of avoiding water as they grow older. This makes these children as teenagers highly vulnerable to peer pressure from friends, encouraging them to take life threatening risks on, in or near water.

In response to this issue, RLS is calling for a greater focus on swimming and water safety skills. It says that almost 15 million Australian children have completed its highly successful "Swim and Survive" program since 1980, and it believes it will need to increase this to one million children

a year in response to the problem.

The Swim and Survive program is supported by Uncle Tobys and is available through schools, at pools and is often used by government supported vacation water safety schemes. Uncle Tobys has committed more than \$500,000 to the Swim and Survive initiative and more is being generated through fundraising events.

2010 NATIONAL DROWNING REPORT


The Royal Life Saving 2010 National Drowning Report reveals the number of drowning deaths is the highest number at any time in the past seven years with 314 drowning deaths. There's been an overall increase of 20 per cent in two years.

The report shows 56 children aged under 17 years drowned in Australia in 2009/2010, 80 per cent of them male. Rob Bradley says the increase in drowning in school aged children is a huge wake up call to all Australians about the critical need for water safety education.

In the 5 to 14 year old category, 15 children drowned, accounting for 5 per cent of all drowning deaths. In the 10 to 14 year old category most swimming deaths happened in lakes, dams and lagoons (43 per cent) or rivers, creeks or streams (43 per cent). 86 per cent of the deaths occurred during summer.

Bradley says: "The number of child drowning deaths is unacceptably high, and it is a sign of worse to come if we don't act quickly. Parents, schools and government need to make swimming and water safety education a priority. We have made tremendous progress since programs such as Royal Life Saving's Swim and Survive were developed, but it is time that we focused on the children at risk of missing out."

He says it's vital all young children and teenagers have foundation swimming, water safety and lifesaving skills. He says children need more than just swimming skills – skills in survival techniques, water safety and an ability to carry out a basic rescue that includes CPR is essential given the Australian lifestyle.

For a full copy of the report go to www.splashmagazine.com.au. 

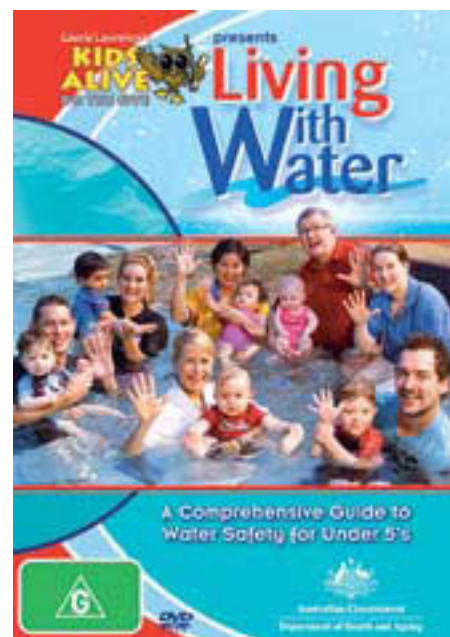
Swimmer gets sucked out of beach pool drain

An award winning Australian children's author, Alan Baillie, was lucky to survive after being sucked out of a drain at Bilgola rock pool on Sydney's northern beaches.

The 67 year old was swimming laps in the rock pool when Pittwater Council workers opened the valve to drain the pool prior to cleaning it. One of the workers started waving to Baillie, so he swam closer and was drawn feet first into the outlet pipe.

He was sucked through the pipe which was filled with crabs, barnacles and other sealife, and was dumped on the beach after being "popped out like a cork". He was very lucky to survive. He was covered in cuts and bruises and suffered shock.

He was tended to by Pittwater Council beach lifeguards. One of the lifeguards reportedly said that you would normally expect such an incident to result in death.



Get a free Water Safety DVD

With the help of water safety experts Australia wide, Laurie Lawrence, in conjunction with the Australian Government, has put together this comprehensive water safety resource for parents and caregivers of children under 5. For a Quick Link to the site where you can download, stream or order the DVD, go to www.splashmagazine.com.au

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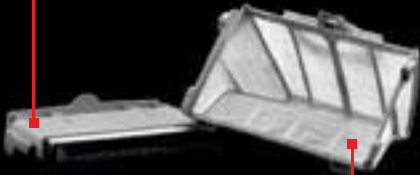


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More than just a vessel

The famous “Three Pigs” came to the Gold Coast and treated delegates to an enthralling series of seminars.

At SPLASH! on the Gold Coast earlier this year, we were treated to the world renowned speakers from Genesis 3.

David Tisherman presented a full day Introduction to Basic Perspective Drawing and a seminar on Understanding the Elements of Renovation that were both extremely well received.

Skip Phillips and Brian Van Bower presented The Beauty of the Edge to more than 200 very receptive attendees. At the outset, they explained why they are called the Three Pigs.

“They used to settle for the lowering of the standard in the US,” said Skip Phillips. “Our trade association wanted to reduce the requirements for the awards and so forth, and dumb everything down to the lowest level.

“When we refused, they told us we were elitist pigs. And we decided we were in fact, arrogant elitist pigs, and the name stuck.

But don’t hold that against us!”

Phillips then told a story about being interviewed by a home journalist in the middle of winter. “How often do you use your pool?” she asked. “Every day,” he said. She was shocked.

“Even now,” she wondered. “In the middle of winter? You go swimming in 10-degree water?”

“No,” he said. “I don’t go swimming. You asked if I use the pool. That’s what we’re doing now, sitting beside it, looking at the view. If the only reason I put the pool in is to swim in it, I’ve wasted the 90 per cent of the time that I’m not actually in the vessel itself.”

Not only did that accurately sum up his attitude, it also irrevocably changed the way the journalist reported on pools and spas in the future. No longer were they simply a utilitarian device for getting wet.

A noted Australian pool builder – Cal Stanley – piped up at this stage and said he

had built a number of pools where the owners never swam in them. They just wanted to look at it, live by it, enjoy being around it.

As Phillips said, who’s going to spend five or six hundred thousand dollars for just a swimming pool? It has to be much more than that.

All the seminars conducted by Genesis 3 had a common theme – that pools should be beautiful, should be somewhere people congregate and enjoy each other’s company, should take the surrounding environment and

Above:

This negative edge pool is cantilevered off the second storey of an extremely contemporary residence on Catalina Island off the coast of California, overlooking the Pacific Ocean. It was important to the client that the ocean view not to be obstructed, but neither did they want to see the area below the pool and the other residences. This was achieved using the theory of “foreshortening” and verification with a topographical map and line-of-sight calculations. Designer David Tisherman also used the interior floor plans and anthropomorphic studies to understand the visual sight lines – even from the bath-tub.



Left & Below:

This perimeter overflow, grated gutter pool was designed and used for exercise. However, its location serves as a directional beacon to the front door of the residence. The pool is 25 metres long and has a bull-nosed coping detail (not commonly used for perimeter overflow construction) which still allows the water to flow evenly over the edge. The fabricated stone was imported from Greece and is called Kapandritti – a perfect complement for the Malibu stone used for the wall veneers. Designer David Tisherman says that the custom colour amplifies the reflection, so the pool does not take centre stage, but is a supporting element for the colour palette, texture and architecture of the residence and surrounding environment.

make it something special. And pool builders and designers should get paid properly for providing that. Here is a small selection of some photos from the seminars that show just how beautiful a swimming pool can be.

It's impossible on these pages to go through all the advice and ideas and inspiration the "Three Pigs" gave to the delegates. However, everyone is very hopeful they will be coming back to Australia very soon. Genesis 3's participation at the SPLASH! Pool and Spa Trade Show on the Gold Coast was made possible though the kind support of Pentair.



Left:

The iconic Beverley Hills home designed by John Lautner, who was an apprentice to Frank Lloyd Wright early in his career. The home has been featured in Charlie's Angels and The Big Lebowski, amongst other Hollywood films. The pool renovation by David Tisherman is an amazing story to be recounted at greater length in a future issue of SPLASH!

Power from the sun

We caught up with Mati Bavli, CEO of Magen Eco-Energy at the recent SPLASH! Trade Show on the Gold Coast.



Itzik Amar, VP of Marketing, and Mati Bavli, CEO of Magen Eco-Energy

Magen Eco-Energy has been manufacturing solar for nearly 30 years, and is the largest manufacturer of solar collection systems in the world. The company supplies products in every continent and has a whopping share of the giant US market. It is best known in Australia though its Heliocol brand.

Guesstimates suggest the company controls about 35 per cent of the US market – perhaps more – and perhaps as much as 15 percent of the Australian market.

Mati Bavli, CEO of Magen Eco-Energy and Itzik Amar, VP of Marketing, came to Australia recently to attend the SPLASH! Trade Show on the Gold Coast. We caught up with them, as well as Heliocol's Kelly Dancer and Peter Haddon, and asked few questions about the world solar market and Heliocol in particular.

Despite the GFC, 2010 has been a good year for Magen both globally and via the Heliocol brand here in Australia.

"The environmental consciousness of the consumers has been a good driver in sales," says Mati Bavli. "We've seen great positivity in Australia and also somewhat positive effect in the US. It looks like the US is coming out

of the global downturn. 2010 has been good, and we're hoping 2011 will be even better.

"And compared to other parts of the world, the growth in Australia is amazing. In Australia, we really feel the potential."

As well as residential solar pool heating, the company has been growing sales through the commercial pool market, pre-heating and other non-pool markets.

Itzik Amar says that they use the same collector for the industrial markets as for swimming pools. "We use it as a pre-heating system for a hotel for example. They can save a lot of money, and the return on investment will be faster than if they use some other product – like a glazed collector – for domestic hotwater. Maybe it will not reach the same temperature, but still it will bring a lot of benefits.

"I think we can see the potential here in Australia in the field of pre-heating systems and also in commercial pools."

Dancer says that Magen products have a market advantage for pre-heating, as they're the only medium temperature collector that can take mains pressure.

"That enables us to be able to do joint functions. A lot of places in Mexico and South

America are heating pools in the swimming pool heating season, and then when it's hot in the summer they switch over and do other heating such as showers with them. So it's enabled us to sell a project that can do both, and the economics work out very well."

Bavli says Magen spends millions of dollars on R&D, to ensure they keep their place at the head of the market. "We have a big R&D department with 15 engineers. It's a lot of money to invest, but we feel that every two or three years we have to go to the market with new product or improved products. I think we are number one in quality and in sales because we invest in the R&D all the time. We are not going to sleep."

The growth in the commercial sector has been a big part of the sales growth in the US, and it is also starting to have an impact in Australia.

"In Australia we've put hundreds of commercial systems in the past couple of years," says Peter Haddon. That started with smaller jobs such as caravan parks and holiday parks, but has since started to move to much larger jobs.

"We've just completed a job in Caboolture which is one of the biggest solar pool heating



jobs in the country – a straight solar pool heating system heating the Caboolture Aquatic Centre which has just had a big refurb done,” says Haddon. “The installation is 460-odd panels which is 2000 square metres of product.”

Haddon also says they’re starting to do more and more combined systems.

“A lot of commercial pools already have gas or heat pump systems in place,

and with the rising costs of gas and electricity, solar’s playing a bigger and bigger role in reducing those energy costs, both from the dollar savings but also because councils are becoming more green, and are looking at their carbon footprint. They are getting energy auditors in so the ratepayers will be better off but also so they can be environmentally responsible themselves.”

Bavli says that heat pumps are potentially complementary with solar and there has been a great deal of success combining them in the sunbelt of Europe, which is basically south of Lyon to the Mediterranean coast.

As well as Australia, South America and the USA, two other markets that show great potential are South Africa and India.

Amar says that what is unique in South Africa is that until now, a lot of swimming pools had been heated by heat pumps. “But what they have now is a huge problem with electricity. So the government gives incentives for people who use any solar system. It’s making it easy for our distributors over there, and in the last two years our sales to South Africa have grown almost 40 per cent.”

The problem with India, however, had been a lack of market knowledge about solar.

“We established distributors over there a year ago,” says Amar. “Two young Indian nationals from the US. They knew Heliocol and used the same methodology and thought it should be easy. But once they got there, they discovered no-one knew about solar collectors for

swimming pools. So they needed to build the market. They published a few articles and went to

some shows, and after a year we saw the results and now from the belief they get from over there, in a few years this will be one of our major countries.”

Amar says they potential in both the residential and commercial segments in India, and their R&D department is working closely with the Indian distributors.

Bavli says that they don’t see in China what they see in India. Kelly Dancer agrees: “With a middle class of 300 million, and six million multi-millionaires – that’s a lot of swimming pools!”

Dancer also says there are new markets opening up in other parts of Asia that had

previously been put in the too hard basket, such as Burma.

Bavli make a point of saying that the people at Heliocol in Australia are doing an excellent job and investing a lot of time and effort. And as a manufacturer, he is not taking that for granted. He sees a great future for the Australian business.

Haddon agrees that the Australian business has a great future, and credits the continued favourable outlook to lifestyle change.

“Long gone are the days of putting a pool in and tolerating cold water,” he says. ☺

“Compared to other parts of the world, the growth in Australia is amazing.”

“In Australia we’ve put hundreds of commercial systems in the past couple of years.”



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Vincent and Frederick Munyeza



A FAMILY Affair

The life of an Aussie pool builder might be tough, but spare a thought for builders in Zimbabwe. Former SPLASH! editor Carol Benger interviewed Vincent Munyeza of Jackson-Munyeza Pools and found determination, perseverance and hard work are crucial to survive the world's most testing market.

CB: How did you get started in the pool business? VM:

I am a second generation pool builder. My father, Fredrick Godfrey Munyeza, started constructing pools in 1966 as a supervisor in a company called Jackson Pools owned by the late great pool builder Mr Joe Jackson.

My father is a qualified builder. This partnership between Mr Jackson and my father was so successful that it paved the way for what I can call a true example of indigenisation. As my father had served the company faithfully since in 1966, Mr Jackson felt it honourable to invite my father to become a director, after rising through the ranks from supervisor to general manager in 1991. At that time, the company changed its name to Jackson-Munyeza Pools.

I am yet to beat my father's record of building five new pools and three pool renovations in one month. If you can calculate it that means he did one pool a week with a crew of seven men – and back then excavation of pools was done manually! How he did it is a classic example of the saying "Everything rises and falls on a leadership lever".

He had a rare combination of vision, leadership, hard work and submission.

Mr Jackson sadly passed away in 1994, and for two years the company had to find a new managing director, as my father was sidelined on the basis of having a minority share.

After several experiments with different managing directors – and the company rap-

idly losing its market share – the board of directors finally decided to sell the company to my father in June 1996. As if planned, I was finishing my management training with a locally listed company. What a great joy to be invited into Jackson-Munyeza Pools – now my father's company – and work under his mentorship and guidance for the next five years.

After that he opted to work behind the scenes (obviously "kicking my back") from 2001 as our country was starting to go through what is now the worst hyper-inflation recorded in history. Even now I still rely heavily on his wisdom and experience as I face new challenges in the pool industry.

CB: What challenges have you faced when building domestic and commercial pools? VM:

Allow me to highlight the hyper-inflation period our country faced from 2000 to 2008. If it had not been for the sheer determination and wisdom I got from my father, the company could have collapsed – virtually all the pool companies in Zimbabwe closed except for us and one other.

The challenges I faced ranged from worker apathy, shortage of materials and at times the availability of sub-standard raw materials, shortage of cash to buy raw materials and to pay the workers and to cap it all, dwindling business volumes as our potential clients started focusing on bread



The St Martin's Primary School pool

and butter issues. A pool was the last thing on anyone's mind. This equates to being told you are the new driver in a bus going down the slope with no brakes and the steering wheel on lock. How I survived is a whole book on its own – which I am still putting together as a survival kit for any company.

CB: Where is the most interesting or unusual location you have built a pool?

VM: Building a pool is always a challenging, yet rewarding task. When I go into a property with properly manicure gardens, I sometimes laugh with my clients as I warn them to watch out for a meteor about to land into their yard – or worst still, a bomb about to explode from their gardens!

I met my most challenging construction in Malawi. During the hyper-inflation era I had to start looking for business outside the country as our local currency had depreciated to nothing. I got a contract to build a pool at a lodge – literally 20 metres away from Lake Malawi, which is Africa's largest fresh water lake. As expected, the soils are sandy and to give this project its number one position of the most challenging location, the place had a very high water table. You only have to dig 20 centimetres into the ground and you encounter water. Let me say, I did built a wonderful pool there and it is still in good working order and in super condition, even when the mosquitoes did not give our workers a rest from start to finish! They all had to take anti-malaria tablets.

The second most challenging job was a cliff-side pool in Kariba – the hottest place in our country. It was the only time I had to allow our workers to sleep during the day and work during the night, under flood lights. The heat was constantly between 37-degrees and 39-degrees and the place was rocky. And yes – it was an infinity edged pool!

CB: How have you overcome the many challenges in building in Zimbabwe?

VM: One of my favourite sayings is "It takes new levels of thinking to take you out of the challenges you are currently going through". Understandably, these new levels of thinking must be higher than the ones you had when you encountered the challenges.

I believe that life is made up of principles not methods. If you get the principles right, then it goes without saying your life becomes successful because methods differs from time to time but principles are constant.

I decided to stick to the principles I had been taught by my father. One of them was to consult widely and learn from people and companies doing better than myself. Hence I used to sacrifice so I could afford to fly to Australia for the SPLASH! trade week. Lastly, I have learnt not to put my eggs in one basket. We now have operations in three countries.

CB: How difficult is it to obtain equipment, chemicals etc in Africa? VM: Africa has become an active partner in the global

village. Two weeks ago I was in China busily buying stock for our summer season. Yes, in the past a lot of the equipment and chemicals were extremely difficult to secure and even then the prices were very high. But now you can almost find anything you want, with the added advantage of using the internet. The only challenges are issues of transportation and to a lesser extent importation laws in our country. We overcame the transportation challenge by buying in bulk, as it enables us spread our costs and ensure we have sufficient stock at any given time.

CB: What measures do you take to conserve water when you build swimming pools in Africa? VM: Water levels in Africa

are going down and water conservation has become the single most important consideration in the construction industry. Three ways we have embarked on in conserving water are: One, we now insist on the fitting of plastic cover on each and every pool to prevent evaporation; two, the storage of rainwater into tanks to be used in filling your pool after backwashing; and three, the use of backwash water after treatment in watering the garden.

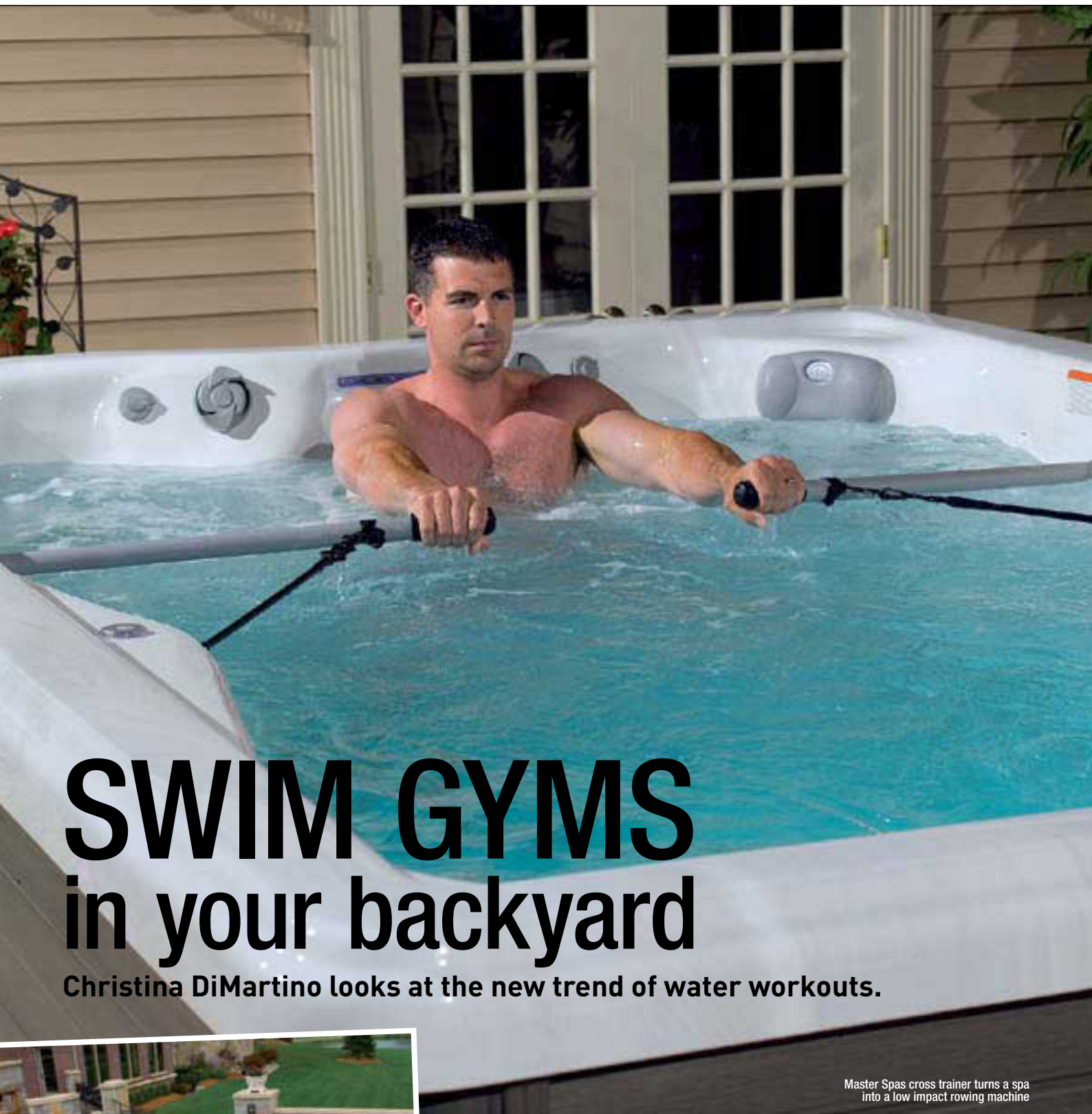
CB: How do you assist your clients to choose the best swimming pool for them? VM: As I answer this question allow me to quote verbatim from my father. "When locating a pool, look at the following items in assisting your client in choosing the best pool for them:

First, the position it is occupying in the garden in relationship to the entertainment area; second, the size of the garden; third, the terrain for those in love with the infinity edged pool; and lastly, allow your clients to express themselves in their new pool."

A pool must be unique to each family because each family is unique. ☺



Many hands make light work



SWIM GYMS in your backyard

Christina DiMartino looks at the new trend of water workouts.

Master Spas cross trainer turns a spa into a low impact rowing machine



Adding exercise to lifestyle.
From Master Spas

Aquatic exercise is extending its appeal. Once thought to be primarily an option for people with mobility problems, such as arthritis, or those recovering from injury, today exercising in the water is widely accepted by enthusiasts who just want to stay fit.

Health experts routinely report that regular aquatic exercise restores and preserves flexibility and strength while protecting joints from damage. It can also

improve coordination, endurance and the ability to perform daily tasks, while preventing the body from overheating.

Specialised equipment helps to extend the normal range of exercise, and as a result, it has the potential to appeal to a wider range of people than ever before.

Consumers are listening to this good advice. For pool and spa professionals, the growing trend can also mean a better bottom line.

Swim-spas

Manufacturers in the US introduced swim-spas more than two decades ago, marketing them as propulsion-driven systems that create enough resistance to enable users to swim against a current. Since then, swim-spa advances have evolved to where the name “swim-spa” is no longer an adequate description.

Inspired by the growing popularity of water as an ideal medium for exercise, rehabilitation, entertainment and relaxation, today’s swim-spas facilitate a multitude of uses including swimming, rowing, water walking, jogging, aquatic aerobics, stretching and weight training.

When swim-spa owners are not taking advantage of the exercise or rehabilitation features, they are enjoying their systems for relaxing, de-stressing and entertaining.

Despite the many differences in manufacturers’ designs and options today, all swim-spas share some commonalities. Most come with heaters as either standard or optional equipment. Chemical treatment is as easy as in a swimming pool, with some treatment variations due to size. Regardless of the shell material, propulsion system or added features, all swim-spas are built to withstand weather and temperature changes, chemical treatments and years of use—and still look great.

Jets, propellers and paddlewheels represent the three types of propulsion systems used in most swim-spas today.

Models using jet propulsion force water through jets, causing resistance against walkers or joggers. These are generally adjustable in speed as well as in direction.

Propeller-powered systems also force water against users, but in a centred direction, leaving the sides of the swim-spa calm enough for others to stand or exercise at the same time.

Paddlewheel-powered swim-spas operate by a wheel that draws water through the unit. These systems circulate the water to create a current.

Regardless of the type of system, it is important that it be adjustable to a wide-enough water pressure range to satisfy the differing types of activities consumers want. Depth also varies between models, and should be able to accommodate the intended uses.

Swim-spas require less space than swimming pools, making them a perfect option for homeowners who are restricted to small backyard areas—or those who want to install one indoors—even in a garage or a basement.



A compact SwimEx swim spa



One of the beauties of swim spas is they can take up only a small amount of space

SwimEx

Suzanne Marchetti, vice president of sales for SwimEx, headquartered in Fall River, Massachusetts, says the typical consumer of a swim-spa is someone whose kids are grown and gone off to college or have embarked on careers.

“This category of people want a way to exercise without putting wear and tear on their joints,” says Marchetti. “We are also seeing a growing trend of consumers who are buying them to take some weight off. Triathletes are another group that is showing increased interest. These very competitive athletes report that of all of the activities they must engage in during competitions, they find

swimming is the hardest. Swim-spas offer them a way to train in a unit that takes up minimal space, is heated so they can train throughout the year, and convenient in that they don’t have to travel to train.”

SwimEx has years of experience under its belt. Founded in 1986 by fiberglass pioneer Everett Pearson, whose creations range from hybrid buses to the Disney Tree of Life, the company was among the first to introduce swimming-in-place to consumers.

One of the company’s most recently released models is the 1000S Multi-Tasker swim-spa. It is the largest SwimEx pool with a water surface area of 3m by 4.2m. The 76cm-deep current flows on one side of the

pool. Still water on the opposite side allows for other activities. The water depth can be customised, and seats and benches are optional, as is an integrated motorised treadmill to further enhance workout options.

All SwimEx pools feature a paddlewheel propulsion system for what the company claims is the strongest, deepest, widest and most adjustable water flow on the market. All systems also feature an ozonator water purification system, a floating thermal blanket, stainless steel front handrails, 5hp or 7.5hp drive systems, recessed steps with stainless steel handrails and an electric heater, pump and filter.

Marchetti says that on average, most SwimEx swim-spas go out the door for around \$US43,000. The company also offers a wide range of in-spa exercise equipment, which can increase the final price.

Among the accessories SwimEx offers is the Aqua Cyclette. It can be used in pools with a depth from 1.2 to 1.34m and can produce a resistance that goes from 0.3hp to 0.4hp.

In Australia, SwimEx swim-spas are distributed by Endless Spas, Lynbrook, VIC.

ThermoSpas

Andy Tournas, president of ThermoSpas in Bethany, Connecticut, says the company recently compiled a laundry list of medical studies on the benefits of warm water therapy.

"About a dozen studies have recently been done, and we are promoting them very effectively," he says. "People today want to improve their lives by being healthier and fitter. We're finding that even in this economic climate, people will buy a less expensive car or other high-ticket item in order to own a swim-spa. They know a swim-spa will enable them to not only survive, but to flourish."

Tournas identifies two consumer groups that represent primary swim-spa buyers. The first are people who set out to buy a normal hot tub and in the process learn about swim-spas.

"They generally decide upon a swim-spa because of its larger size that enables them to entertain in it," he says.

The second group is compiled of those who want to use it as an exercise unit. He adds that some people are opting for a

swim-spa instead of a swimming pool.

"An in-ground swimming pool, with landscaping, decking and other details can cost more than \$US100,000," he says. "A swim-spa is a self-contained system that doesn't require excavation. It can be used within hours of delivery, and certifications aren't required in most places because they are portable—and people are moving them with them when they relocate. Those considering a swimming pool are asking themselves, 'How many times am I going to use a swimming pool in the winter?' Even in southernmost places like Florida and California,

people don't swim in the winter because the water is too cold."

Swim-spa target consumers, Tournas

says, are people in their late 40s to 60s.

They have the financial ability to spend the money for a swim-spa, which range from \$US19,000 to \$US40,000 at ThermoSpas.

Tournas says the key to a good swim-spa is the power of the current. If you sell a swim-spa that you claim people can swim against the current in, you'd better provide that ability.

"People today want to improve their lives by being healthier and fitter."



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"It's not the 'type' of system that's important, it's the current provided," he says. "The amount of water pressure – how many gallons of water are being moved per minute – is the important detail. Some people have a preference between a current that runs throughout the entire spa and one that has a tunnel current."

ThermoSpas offers a full range of accessories for its swim-spas, including a rowing machine, treadmill and bicycle. Tournas says despite the added benefits these accessories offer to users, a swim-spa customer is mostly interested in the water current for swimming.

Endless Pools

Endless Pools Australia in Queensland is the exclusive distributor for Endless Pools products manufactured in the US. Endless Pools are leaders in counter-current technology.

The Endless Pool propulsion unit can move a huge amount of water – up to 19,000 litres per minute – through two grilles that straighten and smooth the water flow. The result is a river-like current with an adjustable speed from a gentle flow to a racing pace. Adjustments can be made by wireless remote.

According to Endless Pools, their system



The Endless Pool propulsion unit can move up to 19,000 litres per minute

is remarkably smooth and is superior to the current produced by jet or a pump system.

The swim current is generated by a 40cm propeller inside a protective housing that is driven by a 5hp hydraulic motor, creating a smooth, quiet current.

The Endless Pools swim system produces an ideal, broad, deep, non-turbulent swim current that is wider than a swimmer's body and deeper than their stroke. It is remarkably free of waves and bubbles, making it ideal for swimming, exercising and physical therapy.

Master Spas

Master Spas in Fort Wayne, Indiana entered the swim-spa category in 2006, and since then has added several new models to its line. Its latest swim-spa, the Momentum, is almost 6m long. The dual temperature unit offers spa seating for five people, and a huge swim area.

Kevin Richards, national sales manager, says the company is enjoying strong exposure for its swim-spa line from the cable ads that it runs across the US. The company also exports its products.

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"Our H2X and Momentum model swim-spa units are equipped with our patented Exerswim propulsion system," says Richards. "It is manufactured in-house, and is exclusive to our products. It produces a wide, deep current of water flow that results in a true swim experience. The jets in the Exerswim are more focused and turbulent than other systems, and they are air-injected, which creates even more turbulence."

The Exerswim also utilises a low amp motor, so Master Spas' swim-spas can operate on same amps as regular hot tubs, resulting in energy savings.

The system operates on a variable speed motor, rather than a spa or pool pump. Swimmers can ramp the current up or down through multiple settings, based on their skill level, while they're swimming.

"A control panel has two setting buttons: speed up and speed down," adds Richards. "Users can press the buttons, or hold them down to adjust the current faster."

Master Spas also has two jetted swim-spa models: the Cross Trainer SJ and Cross Trainer 2.

"These are jetted units," Richards adds.

"They are typical of the swim-spa models on the market today. Although they are great systems, they don't perform nearly as well as our Exerswim, but they are less expensive."

Richards says the starting retail price point of a basic jetted unit is around \$US22,000. At the high end, such as the Momentum, consumers can expect to spend around \$US48,000.

Besides those wanting an aquatic workout, he defines the typical swim-spa consumer to include those who cannot have an aboveground pool due to code restrictions and those who don't want to spend the money on an in-ground pool.

"Of course, swim-spas are attractive to people wanting to exercise in the water, and those who want them for warm water therapeutic purposes, but people looking for a family fun system are also turning to swim-spas today," says Richards.

Master Spas has developed the H2Xercise book that is included with its swim-spa units when sold. It offers three levels of exercise—beginning, intermediate and advanced—that were created specifically for use in its units.

"Swim-spas are a growing segment for

sure," Richards adds. "One of the issues the industry is dealing with is that even though the demand is strong, there is scepticism among dealers regarding if they can sell them in this downed economy. But, if you don't display a swim-spa, you won't have much of an opportunity to sell it. Satisfied consumers are the best advertising a dealer can have. Word spreads wide and far about the great benefits these systems offer."

Accessories for water workouts

Consumers today don't have to own a swim-spa to get a good aquatic workout. In recent years, numerous products have been developed that provide consumers with the ability to exercise or rehabilitate in their own pools or spas. These products provide pool spa retailers with products that can add substantially to sales.

The wide range of exercise equipment comes in many shapes and sizes, and has a wide price spread, enabling nearly everyone who wants a good water workout to have one, regardless of income or financial status.



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The Monaco Pool Bike model is made for swimming pools that may have inclined bottoms

The Pool Bike can also be used out of the water



Pool Bike Monte-Carlo

Manufactured by PBMC Monaco, LLC, in Monte Carlo, Monaco, the Pool Bike is making waves around the world. It is distributed in the US by several companies, including Cornerstone Brands, Inc., headquartered in West Chester, Ohio.

In Australia, the Pool Bike is distributed by The Roundbath Company in NSW.

Tyler Thompson, promotions and partnerships manager for Cornerstone Brands, says the Pool Bike comes in a couple of models.

"The Monaco model is made for swimming pools that may have inclined bottoms," he says. "The five feet of the support are like suction cups and swivel to adjust easily for the sloping bottom of a pool.

"The Dolphin model Pool Bike is lower and even more stable," Thompson says. "With the support in the form of the head of a Dolphin, it is a very beautiful machine."

Pool Bikes include a special four-function marine meter to track exercise. If the pool water is too cool, the units can be used on land, where a weight limit of 113kg is recommended.

For consumers who don't have a pool or a spa large enough to accommodate the Pool

Bike, PBMC Monaco recently introduced an inflatable portable swimming pool that can be installed on any flat surface, indoors or out.

Pool Bike Monte Carlo pool bikes are constructed using injection moulded nylon and ABS and can be produced in any colour. They are tested in salt water and guaranteed to never rust. The unique four paddle transmission allows for adjustment of resistance.

"The suggested retail for a Pool Bike is \$US895," says Thompson. "It's the closest thing to a perfect workout. Users burn calories, tone muscles and improve cardiovascular and respiratory health all in one sitting – in the pool or out."

Swim Jet Systems

Espa-Bombas Eléctricas is headquartered in Banyoles, Spain, and is recognised around the world for its design, production and distribution of pumps and water systems for domestic, agricultural and industrial use.

Espa says its Hurricane Turbo Swim Jet Systems can transform a swimming pool or spa into a functional sports facility.

The Espa system provides a controlled water stream to swim against. The adjust-

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able flow makes it ideal for swimmers of all ages and skill levels, and the system can be installed into an existing pool or spa. The flow control on the face of the flow valve enables users to adjust the flow easily during their swim.

The Espa Swim Jet system is distributed by Filtermaster in Mairangi Bay, New Zealand. The Hurricane Turbo Pump & Swim-Jet System has the power to turn a swimming pool or spa pool into a practical sport and leisure zone, with a counter-current swim system that maximises the value and enjoyment of the investment.

Swim/exercise buoyancy aids

Aquajogging started in America more than a decade ago as an exercise method for pre- and post-surgery patients. It has since proven a very good form of exercise for elderly and overweight people because of its low impact on muscles and its effectiveness due to water resistance. This combination avoids muscle soreness, stress fractures and aching joints. Its use for rehabilitation, for people with physical limitations and for general exercise is also well documented.



Giving the abs a workout

Today, the Aquajogging World Championships, organised in Finland in 2004, are an annual event with categories in marathon, relay and individual competitions.

The only thing that's needed to aquajog is

an aquajogging belt, which helps the body maintain the proper upright position and supports the user in the water. Special gloves and shoes can also benefit the workout.

AquaJogger, headquartered in Springfield,



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Aqua jogging is good for men and women

Oregon, introduced its first aquajogging belt in 1987. Since then, the company has expanded its line considerably. Today it offers belts for virtually all body sizes.

Steve Bergstrom, vice president of sales

and marketing for AquaJogger, says the company's AJ Shape model for wider waisted women, and AJ Shape Pro model for wider waisted men are making a virtual splash.

"The emphasis on weight loss and control

today has more people getting into the pool to exercise," says Bergstrom. "These models were designed and developed for heavier people. But AquaJogger has also expanded its line to fit other body types. There is a belt for shorter-waisted women and one for men, a child model and even a travel model."

The company recently introduced a new product, the ExerSandal.

"The sandals protect feet and add a new dimension to water workouts," says Bergstrom. "They are comfortable, and are designed to be worn to, from and in the pool, while adding flotation and resistance to deep and shallow water routines. They also save feet from abrasive pool bottoms during shallow water activity."

The Aquabilt Treadmill can be used in-pool or on dry land. The maintenance free treadmill is made of polyethylene, ABS, PVC and stainless steel, meaning it can stay in the pool year-round.

AquaJogger also offers hand-gear in numerous weights and other accessories like exercise noodles.

Alphasport, in Underwood, Queensland, is the Australian distributor for AquaJogger water fitness products.

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Setting up the Waterplay gym at a facility

Waterplay's new range for public pools

Waterplay Solutions Corp, better known for their spray park equipment, have introduced a range of water fitness equipment designed primarily for use in public pools – although they can be used in any pool 1.1m deep.

The range consists of eight portable, compact units: AquaAbs, AquaClimber, AquaCycle, AquaPullDip, AquaRower, AquaStepper, AquaStrider and AquaTwister. Each can be easily installed, interchanged and removed to suit existing pool needs.

The equipment is designed to allow existing pool facilities to expand their programming through instructor led classes. This can relieve the burden in other facility areas and provide greater choice for new and existing members alike. The result is often increased pool usage, greater client diversity, improved client retention and revenue growth.

With AquaAbs, the added support of water makes exercise less stressful, providing a stable platform for one or two-legged controlled knee lifts, straight leg lifts, scissor movements and stomach exercises. Fixed handgrips and back support ensures optimum position.



Everyone gets a good workout



The AquaStepper & The Pull Dip



The AquaClimber is an excellent cardio and muscle endurance cross trainer that works the upper and lower body equally. Varying load to the leg, buttock, arm and torso is as easy as changing handgrip position.

The AquaCycle works the legs and trunk, and conditions the entire body for a complete cardiovascular workout.


In the AquaPullDip, a set of assisted dip bars works the back, chest and triceps, and a shoulder press machine also works the major shoulder muscles.

The AquaRower tones and tightens the upper body including the biceps, pectorals, and abdominals while providing a whole body aerobic workout. The user's buoyancy provides resistance, and helps to maintain constant load through a full range of motion.

The AquaStepper eliminates

the stress on joints of typical repetitive step activities, while providing a good aerobic workout. Water support maintains a constant exercise load while working all the leg muscles, especially the quadriceps and gluteus maximus.

Featuring a double leg motion forward and backward, the AquaStrider works a full range of motion for the legs, buttocks, hip flexors, and lower back. Positioning the user's body at a right angle to the machine also engages the inside and outside of the leg for complete leg conditioning.

The AquaTwister works the major muscles of the torso including the abdominals and obliques, along with some gluteus maximus, quadriceps, and hamstrings. Water provides support and adds resistance in low intensity toning of these muscle groups. 

Water exercise can bring different patrons into a facility



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Water Yoga allows you to enjoy your pool in a totally different way. Photo by Kathleen Wilke

Something new from the East *Water Yoga*

Waves magazine in India alerted us to a new aquatic exercise trend – yoga in the pool.

By Meher Rehman

Maybe you've heard of mantra yoga or power yoga but now there is another form that is catching on quickly in India. Water Yoga allows you to explore a new environment for practicing yoga – which will assist, resist and support your own muscle movements. The unique properties of the pool water make it safe for people of all fitness levels.

Some conditions such as arthritis, MS or obesity can make traditional yoga hard to

After illness or injury, Water Yoga makes achieving asanas much easier. Photo by Kathleen Wilke



perform on land. For individuals just beginning physical activity after an injury or illness, practicing the standing poses (or asanas) underwater is a much easier task. The buoyancy of the water supports the body in all directions and boosts strength and flexibility.

For people who want to know how to do this amazing form of aquatic exercise, but don't know where to start, perhaps some video instruction will help.

Leanne Hall is a yoga instructor from Dallas in the United States. She has been practicing these movements since she was a child. They have helped her stay fit and flexible throughout the years.

She is in the process of releasing a Water Yoga video to capitalise on this trend, called "Yoga in H2O: Flow Motion". It will be available online at www.trueyogainc.com shortly. Leanne's video will demonstrate some special techniques to help users grow stronger and more flexible in their yoga and other exercise.

These are simple stretches and a powerful strength activating exercises which can be practiced at home with or without a swimming pool or in a hot tub. Stretching in the water is a wonderful way to keep the body youthful, rejuvenated and flexible.

Until her new video comes out, you can still order her currently released "True Yoga DVD: Awaken to Your True Potential" featuring three classes ranging from Beginner to Advanced. It is available at the same website. The DVD includes music by gifted Kirtan musician, Krishna Das. Over time, practising these poses in the water will lead to increased stability and energy. In many cases, people move on to broaden their yoga practice on land after water training. This article first appeared in Waves magazine (www.wavesmagazine.in).[©]



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Our partners in this strategic region have been clamouring for an event of this kind in

their backyard, I am certain that we would draw from as far north as Japan, west as far as India, east as far as the Philippines and possibly further – and Malaysia and Indonesia would of course participate out of convenience. We are looking forward to participating and welcome the event.

Hugh Smith, Director Pool Group Asia Pacific, Pentair Water Pool & Spa Platinum Sponsor



Located in the heart of Asia, Singapore thrives as an international trading hub. With an excellent infrastructure, highly skilled workforce and strong international communications – Singapore is a compelling destination for SPLASH! Asia.

The first exhibition of SPLASH! Asia will take place from 4-5 May 2011 at the Raffles City Convention Centre in Singapore. The exhibition is modeled on the highly successful biennial SPLASH! Trade Show held on the Gold Coast, Australia.

Exhibitors Confirmed

- Albatross Pools
- AstralPool
- Classic Above Ground Pools
- Clevaquip
- Designer Concrete Coatings
- Emaux Water Technology PL
- Heliocol Solar
- Hornerxpress Worldwide
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A word from our Welcome Reception Sponsor

When it comes to attending SPLASH! Asia, the real question is, can you afford not to?

Are your competitors attending, networking, sealing deals, selling or buying products and services?

For operators in our Industry, often it's not who you know – but who knows you, and SPLASH! Asia will provide and foster new business relationships.

If you would like to generate new leads, build relationships with attendees and exhibitors, conduct market research, de-position a competitor – then you need to exhibit

If you would like to see what new products and services are available to reduce your bottom line (or, simply make your job easier), build valuable business connections, up skill your professional development – then you need to attend

Building on the success of Queensland, and New Zealand, SPLASH! Asia will pave the way for this event to become the "Must Attend Event" for the wet industry in the Asian Pacific region, and NSPI Australia is delighted to welcome you to Singapore, and Sponsor the Welcome Reception as the opportunity for local, national and international delegates and exhibitors to meet and network.



See you there

David Close

Director – NSPI Australia



Confirmed International Keynote speaker NSPF's Tom Lachocki



Tom earned his Ph.D. in Chemistry from Louisiana State University and his B.S. from Lock Haven University. He has held positions in research and product development with leading recreational water consumer product company for nine years. He has chaired the Recreational Water Quality Committee of the National Spa and Pool Institute (NSPI), and for five years has been active with the NSPI Technical Committee and National Fire Protection Association - Hazardous Chemical Committee. Tom has two sons who require him to enjoy cooking. He stays active with skiing, mountain biking, tae kwon do, hiking and swimming.

TOPICS DISCUSSED BY TOM

Pool & Spa Water Chemistry (Basic) -

The most important line of defense to prevent the spread of recreational water illness and to protect the facility from damaging effects of water is to maintain proper water chemistry. This presentation will review the options to maintain water in a sanitary state with descriptions of the many disinfectant options available. In addition, the principles behind water balance will be presented to better prevent corrosion of surfaces or equipment or the formation of scale.

Pool & Spa Water Chemistry (Advanced)

Although proper sanitizer/disinfectant levels, pH and water balance prevents most water chemistry issues, there remain many other specialty products to solve problems and prevent pool/spa water problems. This presentation will review many problem solving options including algaecides, stain and scale prevention, metal complexing agents, sunlight stabilizers. In addition, there will be a brief review of the many other technologies entering the market including ozone, UV, chlorine dioxide, ultraviolet light, etc

Register at splashasiaexpo.com to be informed of the complete educational program.

Confirmed Presenter



"Turning Green Technologies to Gold" - Bill Kent, Team Horner

The future of the Pool Market will depend on the adoption of a strong sustainability strategy. Pool professionals must commit to "greening" their businesses and embrace not only the newer energy efficient technologies but

also pledge to change their attitude toward reduction of waste and implementation of an energy conservation plan. Developing a green strategy based on getting lean, smart, creative and engaged is not only good for the environment but great for the bottom line. Objectives:

- Focus on execution of a green strategy.
- Cope with environmental pressures and responsibilities.
- Spark innovation that will drive long-term growth.
- Anticipate and manage serious business risks.
- Be good stewards of the Earth while increasing profits!



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- 9:10am** Ferry depart for Bintan (passengers needs to be at ferry terminal 01 hour prior to departure)
- 9:10am** Arrive Bintan Lagoon Resort and transfer to club house for registration (Bintan is 1hour behind SIN)
- 10:00am** Tee Off (tournament format to be advised pending confirm group size)
- PM** Late buffet lunch at Haskell's Café, located at club house and prize presentation
- 4:30pm** Transfer to ferry terminal
- 5:35pm** Ferry depart for Singapore
- 7:35pm** Arrive Singapore

SPLASH! Asia Post Show Golf Day

6 May 2011

Jack Nicklaus Sea View Course Bintan Lagoon Resort

Join SPLASH! at the Bintan Lagoon Golf Resort, world renowned for its exceptionally designed championship 18-hole golf courses. The Jack Nicklaus Sea View Golf course and Ian Baker-Finch Woodlands Golf course both offer spectacular signature holes, fast greens, undulating fairways and scenic water hazards. The pristine courses are set amongst lush landscapes and breathtaking environs. The SPLASH! 2011 Golf Day will be played at Jack Nicklaus Sea View Golf course and promises to be a day to remember.

Cost: AUS \$160.00 includes:

- Return Ferry, Singapore-Bintan-Singapore
- Return land transfer, Ferry Terminal-Resort-Ferry Terminal
- 1 x 18 hole at Jack Nicklaus inclusive twin share buggy and caddy (golfer's only)
- 1 buffet lunch & refreshments at Haskell's Café (club house)

Hole Sponsorship available - Please email melanie@intermedia.com.au or call +61 2 8586 6115. Due to ferry transfers a minimum of 20 players are required.



Singapore Must-Do's

Singapore Night Safari

Through the use of special lighting techniques, the highly lauded open-concept night zoo allows you to observe what 900 nocturnal animals get up to after dusk, in naturalistic habitats – and, seemingly, not behind barriers. The 45-minute narrated tram ride is the best way to see the animals – which include tigers, lions, giraffes and rhinos – from the safety of your seat. After the trip, brave the dark walking trails to get a closer look at smaller animals such as flying squirrels and dangling bats. 80 Mandai Lake Rd. (+65 6269 3411 www.nightsafari.com.sg).



Singapore River Cruise

See the city from the water on a no-frills 30-minute journey aboard a bumboat. You can buy tickets and board or alight at any of the nine jetties along the Singapore River, including the Esplanade, the Fullerton, Riverside Point, Boat Quay and Grand Copthorne Waterfront Hotel. Boats run daily (9.30am–10.30pm); it's quite a sight at night when the skyscrapers are lit up. The bizarrely accented recorded commentary is uniquely irritating. (+65 6336 6111/19 www.rivercruise.com.sg).

Getting a fish pedicure at Underwater World

Don't inflict your stinky feet on some poor pedicurist. Instead, let the fish take care of them. A shoal of industrious little Turkish fish wait in a pool to nibble away dead skin and leave your toes fresh and exfoliated. Fish reflexology \$35 for 20 minutes in the pool and 20 minutes foot reflexology. Underwater World, 80 Siloso Rd, Sentosa. (www.underwaterworld.com.sg).

Walking over the Helix Bridge

The weird, DNA-like, wiggly steel pedestrian bridge at Marina Bay supports some 16,000 people at a time and stretches 280 metres across the water. Marina Bay. (www.ura.gov.sg).

Boarding the Swarovski Cable Car

Ride the brand new seven-star Swarovski Crystal Jewel Cable Car Ride from Mount Faber to Sentosa. (www.mountfaber.com.sg).



Singapore Tourism Board

This information is thanks to

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Taking a bumboat ride and Cookery Magic's Kampong class on Pulau Ubin

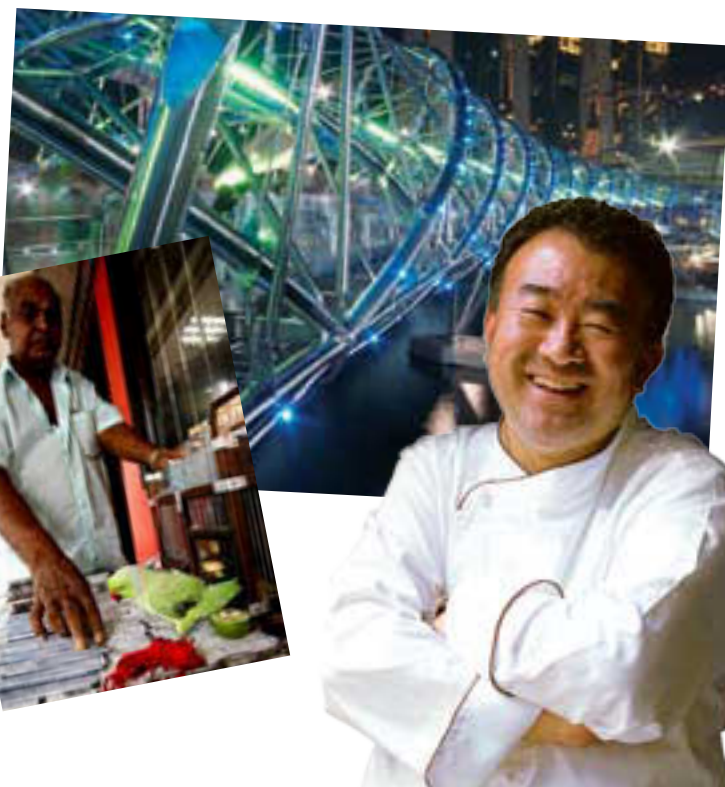
All cooking lessons are held in a colonial black-and-white home by Ruqxana, resident chef. Buy ingredients from the local wet market and learn to make chapati and nonya laksa from scratch. Classes from \$65 to \$85. 58 Jalan Tembusu. (+65 6348 9667 www.cookerymagic.com).

Getting a tarot card reading by a parrot in Little India

Walk around Tekka Market in Little India, and more likely than not you'll come across a weathered Indian woman with her faithful parrot, Money Money, both ready to tell the fortune of any passerby, for \$5 per reading. Near the Tekka Market steps, Serangoon Rd.

Playing musical chairs with Tetsuya

Tetsuya Wakuda's first Singapore restaurant is multi-faceted dining at its quirkiest. Move from room to room as you work your way down the degustation menu. Waku Ghin, 10 Bayfront Ave #L2-02, Casino Lvl 2, Marina Bay Sands. (+65 6688 8507).





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The 2010 Awards of Excellence is the industry event of the year for SPASA Victoria, offering substantial benefits to members and exposure and promotional advantages for our valued sponsors. Sponsor companies are promoted at various levels, culminating with the presentation of awards at the Gala Dinner.

Olympian and SPASA ambassador, Nicole Livingstone, continues to MC the industry night-of-nights.

Over 340 industry members and their guests attended another fantastic Awards Night at Zinc, Federation Square on the 28th of August.

The Awards of Excellence were hotly contested again this year, the array of entries was simply amazing and the expertise demonstrated by members impressive.

Support from our sponsors enables the Swimming Pool & Spa Association of Victoria to continue its work promoting the industry and pool and spa use in Victoria.

SPASA wishes to express our gratitude to the following leading industry players:

Major Sponsors:



We also acknowledge the Awards of Excellence Event Media Sponsorship by POOLSIDE magazine.



This Gala Event is also supported by our category sponsors:



Yarra Valley Water



And Event Sponsor:



Well done to all 2010 Awards of Excellence entrants and winners.

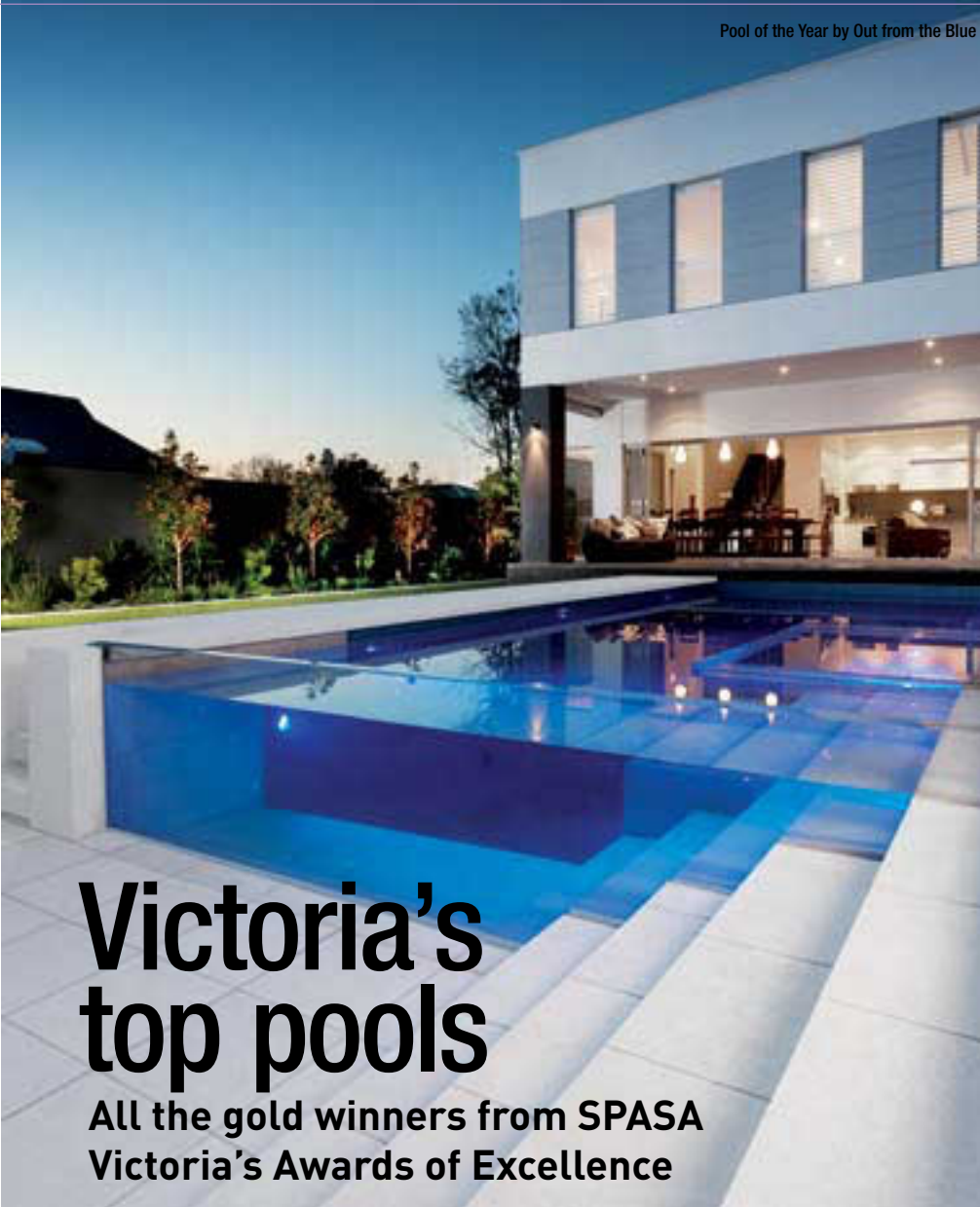
The Association would also like to thank judges:

- Gary Kilworth
- Helen Strangos
- Neil Wray
- Rohan London
- Lindsay Hartshorn
- David Luck
- Brad Weir
- Stephen Mordsley
- David Hallett

For their skill and professionalism in determining the 2010 Awards of Excellence winners.



Pool of the Year by Out from the Blue



Victoria's top pools

All the gold winners from SPASA Victoria's Awards of Excellence



Gordon Avenue Pool & Spa Centre, Best Display Centre

- **2010 Pool Of The Year:** Out from the Blue
- **2010 Product Innovation Award:** Gold: Spa Industries for AquaTemp, Highly Commended: AstralPool Australia for their Chemical Management System
- **Best Residential Concrete Pool under \$50,000** Gold and Highly Commended: Seaspray Pools

- **Best Residential Concrete Pool under \$100,000:** Gold: Neptune Swimming Pools, Highly Commended: Out from the Blue
- **Best Residential Concrete Pool over \$100,000:** Gold: Out from the Blue, Highly Commended: Aloha Pools
- **Best Residential Fibreglass Pool under \$35,000:** Gold: Naughtons Pools & Spas
- **Best Residential Fibreglass Pool over \$35,000:** Gold: Compass Pools Victoria, Highly Commended: Bluewave Pools & Spas, Wangaratta
- **Best Residential Traditional Styled Pool:** Gold: Aloha Pools, Highly Commended: Aloha Pools
- **Best Residential Courtyard Pool:** Gold: Compass Pools Victoria, Highly Commended: Aloha Pools
- **Best Residential Spa:** Gold: Aloha Pools, Highly Commended: Goldfish Pools & Landscapes
- **Best Residential Pre-engineered, Vinyl-Lined In-Ground Pool:** Gold and Highly Commended: Albatross Swimming Pools
- **Best Residential Lap Pool:** Gold and Highly Commended: Aloha Pools
- **Best Residential Pool and Spa Combination:** Gold: Natural Pools, Highly Commended: Aloha Pools
- **Best Renovation:** Gold: Aloha Pools
- **Best Innovative Pool or Spa:** Gold: Aloha Pools, Highly Commended: Neptune Swimming Pools
- **Best Water Feature:** Gold: H2O Designs, Highly Commended: Out from the Blue
- **Best Fibreglass, Acrylic or Vinyl-lined Pool by a Country Member:** Gold: Bluewave Pools & Spas, Wangaratta, Highly Commended: Narellan Pools, Geelong
- **Best Residential Concrete Pool by a Country Member:** Gold: Countrywide Pools & Spas, Highly Commended: Cookes Pools & Spas
- **Best Pool Display:** Gold: Gordon Avenue Pool & Spa Centre, Highly Commended: Supreme Inground Pools
- **Best Pool Shop:** Gold: Poolside Frankston
- **Best Spa Retailer:** Gold: Endless Spa Company
- **Salesperson of the Year – Retail:** Max Collins from Compass Pools Victoria
- **Salesperson of the Year – Wholesale:** Richard Duncan from Sunlover Heating
- **Best Control, Water Quality or Convenience Product:** AstralPool Australia
- **Water Neutral Pool Award:** Rainwise Coburg
- **2010 Sustainability Award:** Gold: Spa Industries for AquaTemp, Highly Commended: Pentair for Intelliflo, Highly Commended: Davey for Xcelrior



NSW Gold Winners

Polar Pools, Gold Winner of the freeform or natural pool over \$100,000 category

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- **Freeform or Natural up to \$50,000:** Jade Pools
- **Freeform or Natural \$50,000 to \$100,000:** Premier Pools
- **Freeform or Natural over \$100,000:** Polar Pools
- **Fibreglass Pools up to \$30,000:** Pollard Pools & Spas
- **Fibreglass Pools over \$30,000:** Narellan Pools Central West & Blue Mountains
- **Spas and Hot Tubs:** Platinum Poolscapes
- **Display Pools:** Award Pools & Landscapes
- **Commercial Pools or Spas below \$250,000:** Pollard Pools & Spas
- **Commercial Pools or Spas over \$250,000:** Wright Pools
- **Renovations under \$20,000:** Aquastone Pools & Landscapes
- **Renovations over \$20,000:** Sunset Pools
- **Innovative:** Premier Pools
- **Water Features:** Polar Pools
- **Lap Pools:** Sunset Pools
- **Sustainable Pools:** Capital Country Pools
- **Technician of the Year:** Winston Woods, Narellan Pools Riverina
- **Pool Shop of the Year:** Poolside Albion Park
- **Retail Rep of the Year:** John Stroud, Local Pools & Spas
- **Wholesale Rep of the Year:** Janet Drummond, Spa Electrics
- **Innovative New Product:** Unicel Cabinet System by Spa Industries
- **Sustainability Award New Product:** Aqua Temp by Spa Industries

WA Gold Winners

- **Pool of the Year:** Exclusive Pools
- **Traditional & Geometric under \$50,000:** Future Pools
- **Traditional & Geometric \$50,000 - \$100,000:** Exclusive Pools
- **Traditional & Geometric over \$100,000:** Exclusive Pools
- **Freeform & Natural under \$50,000:** Quality Dolphin Pools
- **Freeform & Natural \$50,000 - \$100,000:** Quality Dolphin Pools
- **Freeform & Natural over \$100,000:** Quality Dolphin Pools
- **Fibreglass Pools under \$30,000:** Barrier Reef Pools
- **Fibreglass Pools over \$30,000:** Barrier Reef Pools
- **Fibreglass Pools – Secondhand Pools:** Palm City Pools
- **Commercial Fibreglass Pools:** Barrier Reef Pools
- **Vinyl Lined In-Ground Pools:** Add A Splash
- **Vinyl Lined Above Ground Pools:** Classic Pools
- **Enclosed/Indoor Pools:** Bay Pools
- **Plunge/Courtyard Pools:** Exclusive Pools
- **Pool & Spa Combo:** Buccaneer Pools
- **Spas – Concrete:** Future Pools
- **Spas – Pre-Engineered/Portable:** Jadan Spas
- **Display Pools/Centres:** Neo Pools
- **Lap Pool – Concrete:** Exclusive Pools
- **Lap Pool – Vinyl Lined:** Add A Splash
- **Lap Pool – Fibreglass:** Freedom Pools & Spas
- **Commercial Pools under \$250,000:** Roebuck Pools
- **Commercial Pools over \$250,000:** AVP Commercial Pools
- **Renovations – Domestic Pools:** Quality Dolphin Pools
- **Renovations – Commercial Pools:** AVP Commercial Pools
- **Innovative:** Exclusive Pools
- **New Product – Sustainability:** Waterco
- **Water Feature:** Water Features by Design
- **Pool Shop:** Mindarie Pool & Spa
- **WA Supplier of the Year:** Austral Pool Solutions
- **WA Technician of the Year:** Kevin Scott, Poolwerx Mandurah

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Aussie pick up three awards at GAVA

GAVA Gold winner, Polar Pools

Three Australian pool builders picked up Gold at the Global AquaTecture Visionary Awards (GAVA) held in Las Vegas in November. The winners from Australia were: ■ **Gold GAVA (Green Applications):** Stuart Bevan Pools, Brisbane, Queensland ■ **Gold GAVA (Special Applications – Acrylic):** Aquatonic, Brisbane, Queensland ■ **Gold GAVA (Special Applications – Structure Studios, Pool Studio 3D):** Cameron Leth, Polar Pools, New South Wales. For a list of all winners, go to www.gavaawards.com

South Australian Gold winners

- **Traditional or Geometric up to \$50,000:** Elite Pool Constructions
- **Traditional or Geometric from \$50,000 to \$100,000:** Elite Pool Constructions
- **Traditional or Geometric over \$100,000:** Mermaid Pools
- **Spas (combined):** Urban Oasis
- **Freeform or Natural up to \$50,000:** Peressin Pools
- **Fibreglass Pools up to \$50,000:** Summertime Pools
- **Fibreglass Pools over \$50,000:** FreeForm Pools
- **Commercial Fibreglass Pools:** Freedom Pools
- **Vinyl-Lined In-Ground Pools:** Pleasure Pools
- **Pre-Engineered Above Ground Vinyl Lined Pools:** Classic Pools
- **Enclosed/Indoor Pools:** Urban Oasis
- **Spas & Hot Tubs Pre-Engineered/Portable:** The Pool & Spa Shop
- **Display Pools:** Peressin Pools
- **Lap Pools:** Freedom Pools
- **Commercial Pools or Spas below \$250,000:** Freedom Pools
- **Renovations over \$20,000:** Urban Oasis
- **Innovation in Pools or Spas:** Calais Pools and Alpha Pools (Equal Gold)
- **Innovation in Pool Equipment:** Poolpower
- **Best Water Feature:** Urban Oasis
- **Best Pool Shop:** Poolside Gawler
- **Best Spa Shop:** The Pool & Spa Shop
- **Service Technician Award:** Poolside Lifestyle

New Zealand Gold winners

- **Residential Pools under \$50,000:** Premier Pools, Hamilton; Cascade Pools, Hamilton (Equal First)
- **Residential Pools over \$50,000:** Cascade Pools, Tauranga
- **Commercial Pools up to \$150,000:** Premier Pools, Hamilton
- **Unusual Design or Shape:** Cascade Pools, Tauranga
- **Fibreglass Installation:** Northland Spa & Pool, Whangerei
- **Environmental Setting:** Acqua Pools & Spas, North Shore City
- **Refurbishment:** PoolCo, Tauranga; Cascade Pools/Refurbishments; Acqua Pools & Spas, North Shore City (Equal First)



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National Award Winners

And the national accolades go to:

Gold winner in the Freeform or Natural \$50,000 to \$100,000 category, Premier Pools, NSW

■ **Traditional or Geometric up to \$50,000:**

Gold, Seaspray Pools, VIC; Silver, Premier Pools, NSW; Bronze, Burleigh Pools, QLD

■ **Traditional or Geometric \$50,000 to \$100,000:**

Gold, Exclusive Pools, WA; Silver, Neptune Swimming Pools, VIC; Bronze, Premier Pools, NSW

■ **Traditional or Geometric over \$100,000:**

Gold, Out From The Blue, VIC; Silver, Exclusive Pools, WA; Bronze, Mermaid Pools, SA

■ **Freeform or Natural up to \$50,000:**

Gold, Quality Dolphin Pools, WA; Silver, Jade Pools, NSW; Bronze, Burleigh Pools, QLD

■ **Freeform or Natural \$50,000 to \$100,000:**

Gold, Premier Pools, NSW; Silver, Pool Fab Swimming Pools, QLD; Bronze, Quality Dolphin Pools, WA

■ **Freeform or Natural over \$100,000:**

Gold, Quality Dolphin Pools, WA; Silver, Polar Pools, NSW; Bronze, Majestic Pools & Landscapes, QLD

■ **Residential Fibreglass Pools up to \$30,000:**

Gold, Pollard Pools & Spas, NSW; Silver, Summertime Pools, SA; Bronze, Barrier Reef Pools, WA

■ **Residential Fibreglass Pools over \$30,000:**

Gold, Compass Pools, VIC; Silver, Barrier Reef Pools, WA; Bronze, Pool World, QLD

■ **Commercial Fibreglass Pools:**

Gold, Freedom Pools & Spas, SA; Silver, Barrier Reef Pools, WA

■ **Vinyl Lined In-Ground Pools:**

Gold, Add A Splash Pools, WA; Silver, Albatross Pools, VIC; Bronze, Pleasure Pools, SA

■ **Pre-Engineered Above Ground Vinyl Lined Pools:**

Gold, Classic Pools, WA; Silver, Classic Pools, QLD; Bronze, Classic Pools & Spas, SA

■ **Residential Enclosed/Indoor Pools:**

Gold, Urban-Oasis, SA; Silver, Bay Pools, WA; Bronze, Sundollar Pools, QLD

■ **Spas Concrete:**

Gold, Aloha Pools, VIC; Silver, Platinum Pools, NSW; Bronze, Calais Pools, SA

■ **Hot Tubs:**

Gold, Jadan Spas, WA; Silver, Freedom Pools & Spas, QLD

■ **Display Pools:**

Gold, Award Pools & Landscapes, NSW; Silver, Peressin Pools, SA; Bronze, Gordon Ave Pools & Spas, VIC

■ **Commercial Pools or Spas up to \$250,000:**

Gold, Majestic Pools & Landscapes, QLD; Silver, Freedom Pools & Spas, SA; Bronze, Pollard Pools & Spas, NSW

■ **Commercial Pools or Spas over**

\$250,000: Gold, Wright Pools, NSW; Silver, AVP Commercial Pools, WA; Bronze, L & V Project Pools, QLD

■ **Renovations under \$20,000:** Gold, Aquastone Pools & Landscapes, NSW

■ **Renovations over \$20,000:** Gold, Aloha Pools, VIC; Silver, Urban-Oasis, SA; Bronze, Quality Dolphin Pools, WA

■ **Innovative:** Gold (Equal), Out From The Blue, VIC; Gold (Equal), Premier Pools, NSW; Bronze, Norfolk Pools, QLD

■ **Water Feature:** Gold, Water Features By Design, WA; Silver, Norfolk Pools, QLD; Bronze, H2O Designs, VIC

■ **Lap Pools:** Gold, Aloha Pools, VIC; Silver, Precision Pools, QLD; Bronze, Add A Splash Pools, WA

■ **Sustainable Pools:** Gold, L & V Project Pools, QLD



Gold winner in the Traditional or Geometric up to \$50,000 category, Seaspray Pools, VIC

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