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New aquatic sustainability website

The Queensland branch of the Australian Leisure Facilities Association (ALFAQ), in partnership with the Queensland Department of Environment and Resource Management's Climate Smart Program, is implementing an environmental sustainability program for Queensland aquatic facilities. The Queensland Aquatic Sustainability Program (QASP) will provide a range of resources to assist the industry reduce the costs associated with energy, water and waste management. The outcomes of the various case studies will be highlighted through a newly launched web site – www.myfacility.com.au

Currently the site outlines the program and details of the QASP Steering Committee. Copies of the committee Terms of Reference, the Charter and the Association Commitment Statement are available for viewing. As the program continues, the associated benchmarks, procedures and policies, and other operational resources will be made available.

The next phase of the program is the recruitment of the various types of facilities needed for the trials and case studies. These will include both indoor and outdoor pools, swim schools and facilities with recreational aquatic areas. ALFAQ is also keen to talk with industry suppliers who believe their product or service could provide more efficient and eco-friendly operational outcomes for the industry.

For more information, visit the website, contact ALFAQ Executive Officer Stephen Butler on 0438 876 554 or email alfaq@alfaleisure.org.au

Retrofit skimmer a finalist in SWM awards

Smart WaterMark has announced the finalists in the national Product of the Year Awards recognising innovation in water conservation.

An Independent Expert Panel selected the finalists from products certified by Smart

WaterMark over the last year. Judging by expert panel members involved scoring each of the shortlisted products against four criteria:

1. Innovation – is the product an innovative solution to water conservation, and is it the first to market in its category?
2. Design – is the product easy to use, install and well designed?
3. Marketability – what is the price point, affordability and packaging of the product?
4. Sustainability – what is the carbon footprint of the product?

The 2011 Finalists are:

- Ecoskim from Eco Skim. A self-levelling pool skimmer which can be retrofitted to the majority of existing pools. Ecoskim can function within a larger operational window than an average skimmer, significantly reducing the need to top-up the pool.
- ezyGrow from ezyGrow Pty Ltd. A raised garden planter pot which recycles water from overflow to be used again. Transportable with half a metre square of

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SAVE THE ENVIRONMENT

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Pool Blankets

Sunlover offers a complete pool blanket package, with tough blankets available in the latest colours and a range of thicknesses.

Rollers

Care & handling of your solar blanket is easy with a Sunlover Heating roller. Our rollers are easy to use, tough and durable saving you time and space.

Heat Pumps

Sunlover has a huge range of Oasis heat pumps, design to deliver the 'swim when you want' life style. Low operating costs means you to keep your pool warm and ready to swim in!

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The retrofitted Ecoskim self-levelling pool skimmer

growing space, the ezyGrow has a double skinned wall, providing insulation and reducing evaporation.

CEO of Smart Approved WaterMark, Julian


Gray says that Australia is leading the way in developing technologies and services to be more water efficient, helping us to be more resilient in the face of climate change and growing water demand. There are now more than 240 products and services certified to use the Smart WaterMark label for their water saving properties.

The winners will be announced in the near future.

Crematorium-heated pool wins award

The Abbey Stadium in Redditch, UK, mentioned in the February issue SPLASH!, has won a Green Apple Award for environmental innovation. The Crematorium Energy Recovery Project is being completed to connect the crematorium to the nearby swimming pool via insulated pipe and heat exchangers. The energy from the burning corpses is then transferred to heat the pool. The local community had been in serious disagreement about the merits of the project but it seems the scientific and business communities have agreed that insult to the departed or not, it is smart thinking.

Melbourne water restrictions may go

With the water storage levels at decade long highs, the new Victorian government has suggested that water restrictions may be lifted this year. The heavy rains and even flooding has filled the dams to nearly 55 per cent capacity, with more water expected to flow in as the catchment is well-soaked and run-off is expected to be high. 

iSaveH2O

The Smart Approved WaterMark has developed an iPhone app to calculate the correct rain tank for a particular project. The app is called iSaveH2O and allows user to access an online rain tank calculator as well as the full approved product and service database, straight from an iPhone. Go to www.smartwatermark.info to download the app, or go to www.splashmagazine.com.au for a QuickLink.

NEW! Evo2 LED Underwater Pool Lighting System



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New! – Quick connect plug fitting allows cable to be wound inside housing during pool construction.

New!

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Industry moves

INDUSTRY VETERAN MOVES TO NATIONAL TEACHING ROLE

WELL-KNOWN pool and spa industry member Bernie Skelton has taken on a new role as National Training Manager for Lo-Chlor.

He was rumoured to be retiring, but Lo-Chlor persuaded him to remain on the books by offering him this exciting newly created position.

Skelton has a wealth of experience in the pool industry and an extensive knowledge of its many facets from the ground upwards. He has been in the industry for more than 30 years – 20 of which were spent as Lo-Chlor's Queensland Sales Manager. Additionally, his experience of pool shops has given him an insight into what is expected from both sides of the counter.

He will also be one of the valuable resources used by the National Swimming Pool Institute of Australia (NSPI) in their industry training accreditation program.

NSPI's David Close says the institute has formed relationships with industry suppliers who run training courses in the aim of bringing the standard of industry training up to a consistent national level, which can then count towards NSPI accreditation.

Lo-Chlor is one of the businesses that the NSPI has developed a relationship with, and the institute is seeking the co-operation of any supplier who is running industry training courses.

NEW ZEALAND GETS FIRST GRADUATE IN POOL TECHNOLOGY

KIWI pool builder Paul Fuller has become the first person to successfully complete the New Zealand Diploma of Pool Technology Course. He received an honours pass, scoring 95 per cent and earning himself an A+.

In accordance with the newly adopted Licensing Committee's rulings, Fuller has been issued with the New Zealand Master Pool Builders Guild's first Certified Builder's Licence. The scheme provides trade qualifications based on experience in building swimming pools for at least five years.

Builders who enrol in the Diploma Course 2010, pass with at least a B qualification and are a Pool Builder



Larry Ogden, President of the New Zealand Master Pool Builders Guild, presents Paul Fuller with his diploma

Members of the New Zealand Master Pool Builders Guild, will receive a Certified Builder's Licence. This will be renewable every three years following an updated assessment to assure the Guild that the builder is keeping up-to-date with their industry skills.

For more information, go to www.poolguild.org.nz or go to www.splashmagazine.com.au for a QuickLink.

FOCUS PRODUCTS ENTERS THE NEW ZEALAND MARKET

FOCUS Products has crossed the ditch to set up operations in New Zealand.

Focus was formed in 1991 to provide a full service and product solution to the Australian pool market. Since then they have enjoyed growth and expansion throughout Australia and now New Zealand. Focus Products director Lauren Humphris says the company's consistent growth has been due to dealer loyalty and their ongoing commitment to developing new and exciting products.

"This move has been in the planning for several years after we were approached by numerous New Zealand dealers looking for an alternative in the NZ market," she says.

Vanessa Bradley, who has five years experience in the New Zealand pool and spa industry, has been appointed Business Development Manager in New Zealand.

"It's great to be back in the industry and to be able to catch up with some old friends," says Bradley. "Focus is a great company with fantastic people and ex-

cellent products. I'm really excited about our future in New Zealand"

Focus will be running dealer seminars around the country to introduce themselves and their products. For more information call Focus Products New Zealand on 09 281-4361.

PENTAIR FOUNDER DIES

MURRAY J. Harpole, retired chairman, chief executive officer and co-founder of Pentair, died suddenly on May 16. He was 89.

Harpole, one of Pentair's five founding partners, started the company in 1966 to manufacture research balloons. Harpole was named Pentair's first chairman and CEO that year and remained in this position for 15 years and served another five years as chairman, ultimately retiring from the board in 1991. By that time, the company was a diversified manufacturer with annual sales of \$1.2 billion and more than 8000 employees. Harpole was integral to building the foundation of Pentair's current global presence.

Randall J. Hogan, Pentair's current chairman and chief executive officer says that Harpole built Pentair from the ground up.

"Among his many significant contributions, his passion for conducting business with the highest ethical standards remains a cornerstone value at Pentair. Although times have changed since Murray first wrote our company's code of ethics, the business principles he put in place have not. He leaves a lasting

legacy at our company; the legacy that we live by in 'Winning Right'."

POOL SMITHS RAISE THE STANDARD

THE Pool Smith is a family-owned pool shop and mobile pool service that prides itself on doing the right thing by their customers. And that means getting all the right licensing and training for key staff.

Not only does Geoff Smith have his BSA licence, he is also an NSPI Accredited Specialist in Domestic and Commercial Pool Water Service. This means that he is also appropriately qualified to undertake commercial pool water service, as required by Brisbane City Council and the Queensland Health Department.

Smith was one of the first service technicians to get a Swimming Pool and Spa Construction, Installation and Maintenance and Accessories licence in South East Queensland. In order to gain this licence he first had to undertake assessment with NSPI Australia to acquire the appropriate technical qualifications.



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SPLASH! Asia builds regional ties

The first SPLASH! trade show held in Asia has been hailed a great success by visitors, delegates and exhibitors. The Singapore event has helped establish critical industry ties between numerous Asian countries and Australasia, as well as with the United States and Europe.



The event has been dubbed Asia's first truly international trade show for the pool and spa industry.

Held at Singapore's Raffles Convention Centre over two days in May, the event attracted 45 exhibitors from Australia, Singapore, Canada, New Zealand, France, USA, Malaysia, UK, Germany and China, and was considered the first exhibition to address the opportunities and challenges facing the Asian pool and spa sector.

Visitors and delegates expressed their enthusiasm about the quality of exhibits, and were particularly impressed by the seminar speakers. Exhibitors commented that while visitor numbers were excellent, it was the quality of the visitors that made the event stand out – they had come to do business, not “kick tyres”.

Simon Cooper, Managing Director of Interpoint Events, says that while the award-winning SPLASH! Trade Shows had been

previously held successfully in Australia and New Zealand, this was their first event in Asia.

“We recognised the market here was different, and has a greater emphasis on the commercial sector,” he says. “The seminar program reflected this with the most popular seminars being on Water Chemistry and Commercial Filtration.”

SPLASH! Asia was sponsored by Pentair. Hugh Smith, Director of Pentair Pool Group (APAC) says that the show was definitely what he had expected.

“We had visitors from all over the region,” he says. “There is a real thirst for knowledge and specialty training. All in all – fantastic! And we will certainly be included in the future.”

The Welcome Reception Sponsor was NSPI's David Close. He says that SPLASH! Asia worked well, describing the event as an amazing hub for all of Asia.

“We fielded questions from Singapore, Malaysia, Indonesia, Arab Emirates and even India,” he says. “There was a good steady flow of prospects. Our Professional Development Workshop was well received, and the topics generated a series of separate meetings with Singapore Government officials. Follow-up emails were back in Brisbane before we were!”

The show attracted more than 650 attendees from 21 countries. More than 60 per cent of attendees came from outside Singapore making SPLASH! Asia a truly international event. Talks were held with a number of government and sporting organisations to further develop the event for 2013.

Additional to the business on the exhibition floor, there were several other opportunities for networking. These included a very atmospheric night trip to Singapore's jungle zoo, the exhibitors' reception drinks night, a breakfast with Austrade's Irene Tay and a golf day across the Singapore Straits in Indonesia.



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- 1. 650 attendees came from 21 countries
- 2. Exhibitors and visitors were keen on doing business
- 3. The beauty of a tropical golf course on Bintan Island
- 4. Propulsion Pools had a professional swimmer to demonstrate their swimming machine
- 5. Fluidra put a lot of creative effort into their stand
- 6. Exhibitors came from four continents
- 7. The colourful Beadcrete stand
- 8. Skypebble received a lot of attention
- 9. Albatross Pools came to promote their easily transportable swimming pool system
- 10. MagnaPool's local agent, Richard Ng from Kuang Hui
- 11. Marcus Ng of Innovez Sports Technology gave one of the most popular presentations
- 12. Wonder Light's UV systems
- 13. Crystal Fountains' display garnered a lot of interest for their water features
- 14. Sunwe ionisation systems
- 15. Vlocker's change room and locker equipment
- 16. Proact Chemicals' DS Naidu with a customer
- 17. NSPI sponsored the very well received exhibitor drinks



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Vox pops



1. Gurcharan Kaur from Crystal Pool Services in Kuala Lumpur, Malaysia says she read about the show in SPLASH! magazine, and attended because it was so close. "We were looking for pool robotic systems," she says. "We saw a lot of goods that interested us and we actually bought the robot systems here. It made it easy for us. This show really solved my problem."

2. Prasad Jothirathna from Waterways Engineering in Sri Lanka also attended because of the proximity to his homeland. "It's very close for me to get to Singapore from Sri Lanka," he says. "The show was very interesting – I met a lot of good suppliers and I was very impressed with that. The water chemistry seminar was very good – Tom Lachocki is very knowledgeable. I liked seeing so many suppliers of pool equipment and pool finishes and pumps."

3. Chris Adams from Flolux says that he was pleased with the quality of enquiry. "We were very happy with everyone who's come through," he says. "It's been brilliant. We made a lot of contacts in Singapore, Taiwan, Philippines and a few Australians as well. It's been worth its weight in gold, really."

4. Peter Moore, pool builder and President of SPASA NSW seen here at the Fluvo stand, says he enjoyed the show. "It's great to find out about products that you might not have time to view at home. The international influence is good, there are things from overseas that you may not use a lot, but are a bit different."

5. Djaka Tjanjakartana and Hendry Se from Water Decor are pool contractors who came to the exhibition to find out more about disinfection and using UV in swimming pools. "We do mainly water features and ponds for hotels and now we are trying to expand to swimming pools. We found the show very interesting. We came because it is close for us. It's good to see some of our principal suppliers here – like AstralPool and Crystal Pools."

6. Peter Hogg from Magnum Filters, with son Rhys, says he had a number of enquiries, but one in particular made the trip especially fruitful. "This guy came along at 2:30," he says. "All he does in Indonesia is filters – spa filters, swimming pool filters, oil filters – just filters. And he said, can I be your distributor? And I said yes, that's what we're looking for. He said we start in Indonesia, then maybe we go to Singapore, maybe we go to the Philippines. That's exactly what we were looking for!"



ROSS Weight from Australian consulting engineering firm, Hydrautech Designs, came to see if there were any products coming through the Asian market they weren't aware of. "Some of the water feature products were very good. And the seminars were very good – the advanced water chemistry one in particular."



7. Terence Leow from Waterland Services received a lot of interest in his innovative stainless steel filter which can be installed in Olympic sized pools using only a fraction of the usual pump room space. You'd need about eight tanks for an Olympic pool which you could fit in a space 6x6 metres. "The cost is expensive, but when you compare it to the land cost that goes into the plant room, and the savings and the logistic handling of the big filters, it works out to be even cheaper. It would be very economical in urban areas – built up cities like Singapore and the large cities of Australia."

8. Guo Yaxue of Tianjin Wanguan Technology says at the moment his market is Europe and the US, and now their target is to get into the Australian market. "So this was a good opportunity for us. We met some customers from Australia yesterday and it looks good. I think it's been successful. We met people from Malaysia, Indonesia and Singapore. The Singapore market is not so big, but it's important, considering its location." They received a lot of interest in their automatic surface skimmer, which had been designed after requests from European clients.

9. Hugh Smith, Director of Pentair Pool Group (APAC), seen here with the whole Pentair team, says the show did very well for the first time in Asia. "It's been quite busy and the seminars have been very well attended. The last seminar I did there had to be 60 people or more in there. I think the interest from this region for education is very high. Before, since there was no show in this region, there was really no venue for training. We had customers from Singapore, Taiwan, Dubai, Thailand, Indonesia, Malaysia and Australia. It was really easy for people – it's one hour from Jakarta, two hours from Hong Kong and Bangkok, KL is forty minutes. And you've got great food, great accommodation and the Singapore government was great I hear. It's hard to get all those customers all in one place if you don't do something like this. It's a great for us. I'm pretty happy."

Karl Frykman President of Pentair's Pool and Spa Global Business Unit says this is one of their top strategic areas. "For me it was a great place to meet all our best customers without having to run around. Most of them were from the local market and Indonesia. I went out and saw some local pools. I saw a lot of Pentair equipment. Quality of construction was outstanding. So that fits well with our equipment. There's the demand for quality here."



10. Victorian pool builder Colin Sloggett, with Chris Jackson and Steve Lord. They travelled to the show to catch up on new innovations while enjoying the Singapore experience. "It was well worth the time spent, I reckon," says Sloggett. "Absolutely enjoyed coming, it was very interesting. The good thing about it is that it's all centralised, you've got a number of the major suppliers that we deal with, and you've got a bit of time to spend talking to them that you might not have at home when you're running your business. We thoroughly enjoyed it and we'll enjoy a few beers and meals outside of this as well, which will add to the experience – once we've got the work out of the way!"

11. Hermann Speck from Speck Pumpen is the fourth generation of the famous Speck family, with its 102 year history in pumps. His father brought the pool pump range to Australia and it was very successful in the 1980s, but due to management issues the brand dropped out of the antipodean pool pump market. He's looking to come back into Australia in a big way, and SPLASH! Asia was an early step in that direction. "We can get more out of the Australian market – and even though we don't sell a lot of products, the swimming pool industry in Australia still knows the name Speck Pumps and they associate it with very good quality and high price. The quality has stayed the same, but the price will be much better these days. Coming to SPLASH! Asia was a good decision. With our Eco Touch pump we will fit into Australia, as that market is leading with environment friendly advances."

12. Andrew Anderson from Ausperl came to tell people about the ability of perlite to act as a drop-in replacement for diatomaceous earth in DE filters. "Where-ever DE's used now, perlite can be used as an alternative," he says. "It has the benefit of being completely inert and safe and it's thirty percent lighter, so you use thirty percent less, and it's about thirty percent cheaper. We're here looking to find distributors and we've made very good contacts with people in Thailand, Malaysia, Singapore and China."

13. Peter Wallace, with Xavier Pavon and Callum Ross, Fluidra (AstralPool) believes that one day SPLASH! Asia will be bigger than the Gold Coast show. "I think as the news gets around it's going to be a very big and very successful show. It's a central point, it's easy for everyone to get to, and with enough time will provide an opportunity for suppliers to bring their clients over – a bit like a destination. Certainly there were some good opportunities for us out of it: from Thailand, Malaysia, India, China, all over the place."

14. Linda Carroll, with Esteban Rico from Horner Xpress Worldwide, says the show was very good and saw people from India, South Korea, Thailand, the Philippines and even Hungary, mostly interested in the salt chlorination systems, Autopilot and Aquaqual. "So for us that was fantastic – a great central meeting place for them all. Good location, Singapore was the right choice – no doubt about it. When we visit customers often they haven't got time to sit around, but this time they're coming to us, so it makes a difference – they actually have a bit more time. I have to say, there were some great exhibitors here, it was all professionally done and even the reception was very nice. We'd like to see it happen again in two years."



GARY Stutt from Watertech Services says he received plenty of interest. "And the people who are showing interest, in short, are the really big players from Indonesia, Malaysia, China and Singapore, both domestic and commercial, distributors and direct re-sellers," he says. "We're very bullish about the people we've spoken with already. It's not like being at a consumer show when you make one sale for one person; here, one person could become your entire business."





Tom Lachocki delivering his popular Advanced Water Chemistry session

Delegates pack seminars in quest for knowledge

THE seminars were well attended by an audience keen on industry knowledge in key areas of the swimming pool and spa business. Particularly popular were Tom Lachocki's Advanced Water Chemistry session, Marcus Ng's session on stainless steel pools and the Marina Bay Sands SkyPark pool, Hugh Smith's talk on environmental practices in the pool industry, and Sam Schuckert's seminar on Commercial Filtration.

The sessions included:

Professional Development Workshop run by The National Swimming Pool Institute of Australia (NSPI).

Fundamentals of Pool Management by Paul Simons of Lo-Chlor, discussing the key areas of pool and spa chemical safety and effectiveness.

World Aquatic Health Conference session moderated by Tom Lachocki, CEO of the US National Swimming Pool Foundation (NSPF). Lachocki also presented Water Chemistry and Advanced Water Chemistry.

Chia Siew Kwan from the Singapore Sports Council presented a seminar on Water Safety Management, which is a major issue for Singapore.

Green Equipment for the Green Consumer for Maximum Profits; and Hydraulics and Pump Selection by Hugh Smith of Pentair Water.

How Safe Is Your Aquatic Facility? Best Practices in Enhancing Aquatic Facility Safety and Management through Validation Process – The Western Australia Experience, the Localised Perspective, by Ian Brown, Managing Director (Operations), Royal Life Saving Western Australia; Director, Sports and Recreation Management (Singapore) Pte Ltd.

Solar Pool Heating by Tom Giannoulis, Solar and Pool Heating Manager, Zane Solar pool heating.

Taking Advantage of the New Energy Efficient Pumps by Mark Portbury from Zodiac Group Australia.

The Dynamism and Possibilities of Stainless Steel Pools by Marcus Ng, Innovez Sports Technologies.

Commercial Filtration by Sam Schuckert of Waterco.

Turning Green Technologies to Gold by Bill Kent from Team Horner, discussing how the future of the pool market depends on the adoption of a strong sustainability strategy.

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15. ROHAN Beasley from Pool Water Products came to the exhibition to dip his toe in and see what happens. "We came in with an open mind, we weren't too sure what direction to head in as far as a targeted market, whether it's specifiers, architects or builders. So far we've had some good enquiries from Malaysia and Indonesia, from cooling tower manufacturers – that's a bit left field but could be something good – to specifiers and distributors."

15. Mario Mati, with Nicole Mati and Mick Paterson from PoolRx, says the show was as busy as he expected, or maybe a little more. "But what I was impressed with was the quality of the leads," he says. "The people who've come to the show were serious about doing business. They haven't just come here kicking tyres, which you get at a lot of trade shows. I believe the quality has been very, very good. There's been some large distributors here from Singapore, Malaysia and the Philippines. Most people coming by are serious."

16. Mark Portbury from Zodiac, with Shane Healy, says they came to Singapore to seek new distribution channels in the Asian markets and educate the developing market about water chemistry, proper treatment of pools, proper filtration and new products. "We developed better rapport with some of our existing business, and also picked up some new interesting leads. Very worthwhile."

17. Bob De Martini from Hayward, seen here with Tony Sharpe of ClevaQuip, says he was pleasantly surprised at the attendance. "I've met customers from Indonesia – the big boys; Thailand – the big boys; a guy from China – a big boy. I was surprised to see such an international presence in the fair – it worked out fine for me because I had time to say hi to these guys."

18. Ken Pang from Emaux was showcasing his new HDPE filter which has a maximum pressure of 2.5bar, the same as for a fibreglass filter, but is more durable. "We bought the blowing machine for \$10m which is one of the biggest in Asia. It can produce around two containers of filters per day. We had a lot of interest from local people, Malaysia, local dealers from Indonesia, Thailand and Myanmar. For the first time this show was pretty successful."



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19. Steve Nichols from Magnor was very happy and says it was enjoyable meeting all the people at the show. "I got some fantastic leads from Philippines, Singapore and Malaysia. Mainly dealers and pool shops after a range of products. Our newest product was popular – the vacuum head with brushes."

20. Michael Inserra from Supreme Heating says the show was fantastic. "Really good quality leads, pool builders from the Philippines and quite a few from India. To be honest, I didn't expect the level of enquiry to be quite so good. Really happy."

21. Nitin Bhoria from Smartpools International wanted to be involved as part of the first SPLASH! venture into Asia, especially because it's so close to their headquarters in KL. "We've had lots of good solid leads," he says. "From everywhere: Indonesia, a lot from Malaysia, even from Korea, some from Singapore and the Philippines and also Australia."

22. Peter Haddon says the show was good for Heliocol. "I'm very encouraged from what I've heard and seen here. I've spoken to a lot of people and I now know more about the market and how our product can fit into it. I also have some really good contacts which I'm very pleased about. I'm very happy and will definitely be back in two years time."

MALCOLM Knight from Hexagone says the show was fantastic. "Some people from Malaysia bought everything on the stand, and there was a lot of other interest as well from Taiwan, South Korea, Kuching and Singapore."



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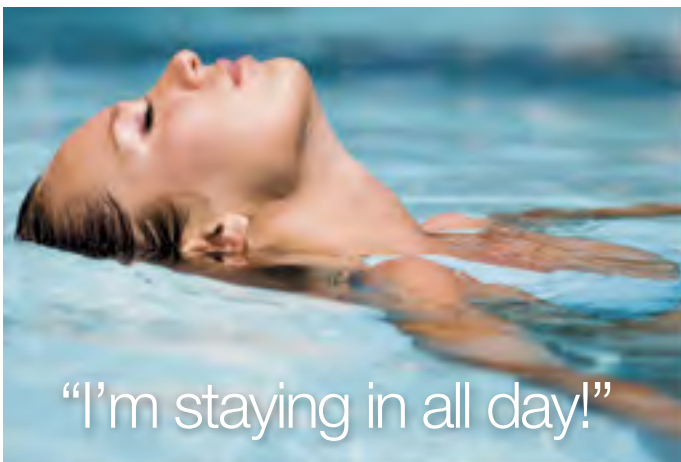
23. Jeremy Rawle from the Water Consultant says they made strong contacts in the business. "We want to broaden our distribution and get some exposure for our technology products, especially for our natural water system which controls the electron bonding so you don't create any compounds, so you don't get any chloramines."

24. Peter Zukowski from Quality Pool Interior Products says they had quite a bit interest at the show. "We're trying to expand the business, and this market will be quite large in the future. We had enquiry from Singapore, Malaysia, even Dar es Salaam."

25. Bryan Goh from Waterco says he was very happy with the quality of the leads. "There weren't as many people as on the Gold Coast, but I think it's going to be a better show for us. Some of the customers are new, some are current, and we were introducing them to new products for the first time. And instead of talking about pallets they're talking about containers. You're talking to south east Asian distributors here as well. We've had customers from all parts of south east Asia. It's been good for us, we're happy with it. And we'll definitely come again." Here we see Tom Gianoulis with the Micron Eco S602 – a radically redesigned environment-friendly 600mm sand filter. It has 50mm plumbing and patent-pending laterals, and can work with a ¼ hp pump to run a pool up to 70,000 litres. Running the filter at a lower flow improves clarity, uses less energy and saves water. It will be one of the cornerstones of their environmental range this season.



PETER Rabbidge from Zeolite thinks the show went particularly well, especially as it's the very first one in Singapore. "It was great to have an opportunity to catch up face to face with people I've only known via email before. Ian's business here in Singapore is certainly going to grow. I am a very happy exhibitor and all I can say to those how didn't go to Singapore – you missed out big time."



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26



27

26. Michael Chapman from Classic Pools and Spas came to get a bit more knowledge about the local market, and found the show very promising. "When I came here I didn't know the local market and if it was suitable for our pools, but most of the enquiries I got were from outside Singapore; from Thailand, India was very strong and also Malaysia. Today I saw many, many people."

27. Stephen Luckman from Meddings Thermolect sells UK-made electric heaters and UV systems. He thinks Singapore is a good place for a hub in Asia. "I've seen people from a few countries so that's good for me. I'm looking for world markets. Generally we found a good level of enquiry – the people are knowledgeable and that's always nice."

STUART Rowe from Fluvo says the show went much better than he expected. "We had no expectations after our experience in Phuket. But here it was good. We picked up a couple of companies who I hadn't been able to get in the door for six years – key players. We would come again. We're happy, the organisation's been excellent, and the after-show drinks were perfect."

The pool in the sky

ONE of the most popular seminars was Innovez Sports Technology's Marcus Ng talking about the challenges and successes of building the Marina Bay Sands SkyPark pool using stainless steel. Not only was it very well attended, but the delegates were keen to ask many questions and find out more about one of the most amazing swimming pools in the world.



The cover of the April-May 2011 edition of SPLASH!, featuring Innovez Sports Technology's photo of the Marina Bay Sands SkyPark pool. SPLASH! thanks Innovez for the use of the image, and other SkyPark pool images which appeared in that edition.



Fulltime SPLASH! Sales Manager and "part time model", Karen Jaques, takes a dip in the SkyPark pool

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Making everything old new again

Christina DiMartino asks some builders and suppliers about renovating swimming pools, and discovers the economic downturn – particularly in the US – has led to an increased popularity for renovation over new builds.

Homeowners rarely say, “Let’s fill that hole in with dirt and plant a garden.” Most maintain their pools by resurfacing or relining when needed, and dressing up the rest of the landscape in an effort to keep their backyards looking fresh and modern.

As with all design and décor trends, more recent poolscapes come in vast variety of shapes and sizes, and they have outstanding water features, LED coloured lighting and other details that set them far apart from the more conventional designs of yesteryear. And many homeowners today want their pools not just maintained, but also renovated to look like a modern design.

We asked several pool builders who engage in renovations to respond to some key questions about the peculiarities of renovating pools as opposed to complete rebuilds.

We asked about the cost savings involved when using an existing shell, what dangers and challenges builders need to be aware of and when is it best to just give up and start from scratch.

Scott McKenna is President of Gardner Pool Plastering, a Southern California firm specialising in renovation. The family-owned firm has been operating for 40 years. The company has plastered more than 30,000 pools. McKenna works closely with Pentair Water Pool and Spa, supporting the after-market side of the pool industry.

“There really is a world of difference between pool builders and pool renovators, just like the difference between a new home construction and a home renovation,” says McKenna.

“You have to look at the project from a

different point of view since you’re working with an existing structure and all the potential positives and negatives that come with it.”

He adds that it’s difficult to quantify the cost savings because, for the most part, you’re working with a blank slate when you’re building from the ground-up.

“When you’re renovating, you’re dealing with what you can see,” he says. “Both have their positives and drawbacks, however. With new construction you have to worry about buried power lines, water pipes and other issues. With a renovation project you could have structural issues that you can’t see until you get the pool taken apart. From that standpoint it’s difficult to compare the two.”

McKenna says it’s the things that you can’t see that can cause the most problems.



A pool renovation designed by Peter Glass and Associates and built by BNS Landscapes in Sydney. It was an outdated, older style pool that was bland and too small for the clients' needs. The pool was substantially increased in length and a family-size spa was also incorporated

You have to watch for the normal things like buried piping, power lines and the like, but you have to keep in mind the elevation of the yard. For example, if you're leaving the decking but replacing the coping, sometimes the deck isn't perfectly level and you'll have to deal with re-grading part of the landscape to make sure everything fits together. It's these types of issues, the ones that you really can't see until you get into the project, that tend to slow things down."

In 99-percent of their renovation projects, Gardner Pool uses the existing shell. The real challenge is not always knowing what you're getting into until after the project has begun and what problems you might run into from a structural standpoint.

"Homeowners often start completely new only when they're looking to change the shape of the pool, want the pool in a different part of the yard or the pool has structural issues that just can't be overcome by a renovation," McKenna says.



Steve Zorn is regional sales manager for California, Pentair Water Pool and Spa. He says pool renovations have always been a part of the company's core business.

"Many people initially just want to dress up their pools with new equipment so it's a better match to the look and feel of their home," he says. "What homeowners have to understand is that it goes beyond the look and feel of the pool and offers numerous opportunities to create a significant cost saving and energy reduction.

"From the equipment side, it's important to take the numerous new energy efficient pool products into consideration that were not available a few years ago," he says. "Variable speed pump technology simply didn't exist. And modern colour changing LED lights save energy and last longer."

He says that most homeowners opt for a renovation rather than a new build today, and the economic downturn affecting the housing industry during the past few years has a lot to do with their choice. In the US, people are also more apt to invest in upgrading their current homes rather than purchasing a new one, and this has a direct impact on the investments people are making on their pools.

For more than a decade, Les Schiff, president and contractor, USA Pools,

This Total Concept designed renovation transformed a tired old outdoor space and dated swimming pool. The new swimming pool would not have been approved at the same height so it was decided to substantially renovate the existing pool adding a black basalt wet edge, a river pebbled balance tank and a hardwood deck to provide a stylish entertainment space. Construction by Pride Pools





Another Total Concept design which turned a 70s pebblecrete pool with dated waterline tiles into a multi award winning pool and garden. The sides were realigned and a spa was added, while the existing lining was replaced with cobalt blue Italian glass mosaic interior tiles, and the pebblecrete paving with white sandstone, while a walled water feature was added into the rear garden wall. Construction by Pride Pools

Inc., South Florida, has engaged in pool renovations in addition to new pool design and construction.

“Eight out of ten of our jobs are new construction, and the balance are renovations,” he says. “The majority of the basic renovations we do are new finishes, like switching to Diamond Brite, or changing the coping or tile with updated materials,” he says. “Many people are tired of their old decking, and they want a facelift.”

New pumps and filters are more efficient than those of the past, so Schiff says his customers typically want their equipment updated, as well as their overall plumbing. Chlorine generators are also in demand in renovation projects.

Today’s lighting options are so much more dynamic than they were a decade ago, and electronic controls offer more convenience, so Schiff says people typically want to add these features in a renovation.

“The majority of renovation projects include going from white lights to prod-

ucts like Jandy’s lighting shows,” he says. “Waterfalls are also popular today, but they don’t usually involve ripping out a pool. Aesthetics are what most people are looking for today. They want to add accessories that will make the pool look better, like tiki huts and outdoor kitchens.”

Schiff concurs that the past few years have been difficult in the pool industry because of the depressed economy, and it has also affected the renovation part of business.

“Five years ago I had twenty pools going at one time, and we’re now averaging about two,” he said. “Things are starting to turn around just in the past couple of months, however.

“The biggest problem for homeowners is that banks aren’t loaning money. Home appraisals are low so home owners have less equity in their homes and can’t afford to make improvements.”

Schiff says that in the US, a renovation can run in the range of \$6000 to \$7000, while building new runs to around \$40,000. With money tight today, people are more inclined



to renovate their existing pool.

But when it’s done right, it’s like getting a brand new pool. When a pool is in good shape—no cracks in the shell for example—a new finish can make it look like a newly built pool. But about one out of ten of USA Pools’ customers want to add a spa to the pool, and that does involve major changes.

“Even if a shell is cracked, there are procedures that can be done like putting staples in it and drilling it back together, and then resurfacing it,” he says. “In my

experience, at least 90 percent of pools are in repairable shape and can be renovated. Changing the shape or adding a spa is major, however. Both can be more of a hassle than building new.”

Pool building in Florida means dealing with water tables. If a shell is completely sealed, rising water tables cause pressure to build beneath it causing a condition called hydrostatic uplift. This can cause a pool to pop out of the ground.

“In these cases, homeowners need to deal with someone who really knows about this issue,” he says. “The pool either has to be completely ripped out or the beam line needs cut, and both are major jobs. The best thing to do in this case is to tear out the pool and rebuild from scratch.”

Michael Manley, president, Champagne Pools & Spas, Orlando and Central Florida, is a second-generation pool builder, learning the business from his father. Manley has served on the boards of the US National Swimming Pool Association (NSPI), the Association of Pool and Spa Professionals (APSP) and the Florida Swimming Pool Association (FSPA). Manley also spent three years as the National Vice President of the

amount of maintenance required for a swimming pool. Manley says while changing the look of their pool, homeowners also have these options, which include chlorine-free systems, energy efficient heat pumps, solar heaters, filters and plumbing. Ozonators reduce chlorine use and mineral systems stabilise the water. Added to the mix of options are salt based chlorine generators, computerised automation systems, built-in automatic pool covers and robotic cleaners.

On the aesthetic side, Manley says the number of options is nearly limitless.

“Some of the more popular things today are long-life aggregate based interior finishes, waterfalls, water curtains, rain walls, weeping walls, water arches, fountains, bubblers and aerators,” he says. “Natural stone or custom acrylic decking, built-in tables, underwater seating, tanning ledges and beach entries are other popular options. Mosaics and tile finishes are in style today, as are fibre-optic and LED lighting, raised gardens, grottos, fire woks and fire pits. You can even add a built-in spa, a vanishing edge or a perimeter overflow feature to an existing pool.”

It’s not out of the ordinary for homeowners who set out to have a \$5000 plaster

solely as a pool renovation company since 2002. Brett Kochanowicz, Premier’s customer relations manager says that the company has remodelled more than 1400 pools.

“In many ways renovating a pool is much more complex than building new,” says Kochanowicz. “You are not starting from scratch in most cases because you have to retrofit and reconfigure many items. The ability to go into an established landscape and remodel the pool without affecting the items you are not remodelling is a challenge.”

He adds that as a result of the economic challenges we are facing, and the subsequent difficulty in getting financing, there is no question that new construction has felt the brunt of the downturn.

“Refurbishing an existing pool is much more feasible for many people as the dollars are considerably less than with new construction,” he says. “A new pool that is modestly equipped involves the cost of the pool and other components that need to be done simultaneously such as lighting, decking, fencing and landscaping. A remodel may involve replacing only the pool interior, tile and coping. So remodelling a new pool may be only twenty-five per cent to forty per cent of the cost of constructing a new pool that would look the same.”

The pool shell, Kochanowicz says, is the key element in the pool renovation. If it has maintained its structural integrity then the rest of the remodel is simply add-ons. Modifications to the shell are very costly and greatly change the value proposition of the typical remodel.

He adds that pool builders and service companies that don’t have specific expertise in remodelling often do not realise the intricacies of renovations.

“The concrete is already cured so replacing tile and coping and plaster needs additives in the mortar mixes to help with adhesion,” he says. “Steps need to be taken to properly prepare the surfaces and substrates to allow for the marriage of new finishes. Failing to do will result in the remodelled pool not lasting as long as it should. Also, it is very easy to damage existing decking, fittings and other elements not involved in the planned work. Taking precautions to protect these items not involved in the renovation is important.

There are many preparation steps involved that are not a part of new construction.

“In a new installation you have a fresh canvas. You have the ability to do everything right. You do not have to go off existing elements that are not done correctly or



US NSPI. Renovations have been a dominant part of the mix of jobs the company has done in its 33 years in business.

“People are spending more money than ever on renovation projects,” says Manley. “Sometimes they spend two to three times the cost of the original swimming pool. Much of that kind of budget goes into not just the pool, but also an outdoor living area, a sport court, new fencing and more.”

The industry has made tremendous strides in the last 10 years in minimising the

job to end up spending 10 or 20 times that amount when they are presented with the possibilities. In some cases the decision is driven less by budget and more by converting an existing pool into the dream pool that the customer really wants. But if the existing pool is a free-form lagoon, and the homeowner really wants a classic, formal Grecian style pool, then there may be no choice but to demolish and start over.”

Premier Pool Renovations, Plymouth Meeting, Pennsylvania has been in business



This pool renovation by Southernwind Pools in McKinney, Texas, transformed not just the pool but the entire space into a modern, highly usable entertainment area



were not thought out. The job site alone in new construction allows for much easier access as everything is a 'construction site.' In most cases in a renovation, everything around the pool is not to be touched. And landscaping, walls, sprinklers, fences all make access difficult."

When the overall layout of the pool and the size or depth is not to the customer's satisfaction, the cost associated with modifying these elements renders the project financially unfeasible.

"In these cases, it's time to remove the pool and rebuild," he says. "Pools that are very old and were built before the use of steel reinforcement, and those that have structural issues like large cracks in the shell are not good candidates for remodelling."

Chris Hitchins, director of Hitchins Technologies in Ashmore, Queensland, has been

involved with pool waterproofing and protective coatings in the Australasian region since the 1970s. He says about half of the pools in Australia are more than 15 years old, and many are showing their maturity.

"It's not a pretty sight, but all is not lost," he says. "These pools can be bought back to life with some TLC."

Hitchins Technologies began in business in 2005. The company does not do pool renovations, but it supplies the epoxy coatings for pools. It also offers comprehensive technical information and support.

"It's important to understand and deal with an existing pool's history, from the date of design and building, through the many years of use and abuse, to the day that it comes up for renovation," says Hitchins. "This may include poor design, poor concrete placement and compaction. Some

have had little or no pool water management during its lifetime due to the lack of owner knowledge."


He adds that a high water table, osmosis and incomplete pool plumbing sometimes results in unrealistic outcomes.

"It is not possible to make a silk purse out of a sow's ear," he says. "With some thought and care, however, a great result can be had without a huge investment. In some cases pools have had their original owner maintaining them religiously for their entire lives, and now need only a minor refreshing to look updated again. Each pool has its own unique history."

Hitchins agrees that during economic downturns, pool upgrades are more popular than new pool construction. For 25 per cent to 40 per cent of the cost of a new construction, a pool with a good shell can be upgraded to provide another decade of use.

Because each pool has its own history, he advises contractors to be ready for surprises like an underground water course, concrete cancer, osmosis, high water tables, tree roots and poor surface condition due to inadequate pool water chemistry. Often a new home owner will want his pool upgraded, but he knows little of its history.

"A new pool should be considered if it is structurally compromised, or when the existing surface is badly damaged and needs large areas to be removed before renovation can be done," says Hitchins.

"Significant concrete cancer may also require a major rebuild. Of course if someone wants to create an entirely new pool concept, then a rebuild may be much cheaper than trying to update." 

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Dynamic Education Sessions Confirmed

Pre Show Workshop Sessions Tuesday 16th August 2011

Importance of water balance

Exploring the need for water balance and the impact it has on, swimmer comfort, chlorine efficiency, water clarity and protection of pool equipment.

A must for those attendees wishing to understand water balance and effectively communicate the technical aspects to the pool owner in a practical manner.

- Need for water balance?
- Managing water balance.
- Problem solving water balance.

Importance of healthy water to the overall swimming experience

Exploring the need for sanitisers, reviewing industry options and discussing the questioning process that provides the pool owner with the best sanitiser option.

A must for those attendees wishing to know more about sanitiser options, how they work and how best to communicate their benefits to the consumer.

- Need for sanitisers?
- Reviewing sanitiser options.
- Choosing the best sanitiser option based on consumer needs not wants.

More regular oxidation - why?

Exploring the need for oxidation, viable oxidiser options and understanding the overall impact oxidation has on sanitiser efficiency.

A must for those attendees wishing to provide pool and spa owners with an effective oxidation program that delivers continual sparkling clear inviting water.

- Need for oxidation?
- Oxidation process.
- Oxidation options.
- How best to communicate oxidation benefits to consumer.

Problem solving Algae and Scale / Metal Staining

Exploring the causes, types and methods to prevent or remove these problems.

A must for those attendees wishing to understand why problems occur and the options available to either prevent or rectify them.

- What causes these problems?
- Options or methods for fixing the problems.
- Prevention versus cure.

Wednesday 17th August 2011

Making the most of water chemistry in times of climatic and environmental change

Considering the impact on pool water management given today's climatic and environmental challenges.

A must for those attendees wishing to provide pool and spa owners with effective chemical solutions to better climate proof their pool or spa for maximum enjoyment.

- What impact does our current climate have on managing pools and spas?
- What is required to manage the effect?
- What opportunities exist? And how can we benefit?



Getting Green (\$): Green equipment for the green consumer for maximum profits

Hugh Smith, Pentair Water Pool & Spa
Learn how to maximise your sales by tapping into the growing demand for green, eco-friendly, efficient and reliable products. Attendees of this seminar will develop an understanding of technical principles and attributes behind energy conserving and eco-friendly technology. Learn to intelligently converse with and educate consumers on eco-friendly technologies, their benefits and the anticipated savings and payback through their implementation. Additionally, attendees will learn how to augment their sales approach to increase closure rates and maximise profits through up-sale opportunities. Attend this course to meet the growing demand for environmentally friendly consumer products.

Thursday 18th August 2011 What makes Treating Spa water different to pool water:

Looking at the challenges of effectively managing spa water chemistry in an environment where the water is usually aerated, heated, and considerable less volume than a pool.

A must for those attendees wishing to understand the chemical process required to deliver healthy, bacteriological free spa water, that looks good, feels great and protects the life of the spa equipment.

- Importance of Chemically cleaning spa surfaces, filter media and piping.
- Managing water balance
- Sanitiser alternatives (primary and secondary options)
- Oxidation options
- Problem solving, cloudy water.
- Continued maintenance program.

Hydraulics and Pump Selection

Hugh Smith, Pentair Water Pool & Spa
Learn how to set flow rates, calculate total dynamic head and select a pump for existing equipment. Understand the limits of existing equipment, how to create a system head curve and how to identify and avoid hydraulic problem areas.

Paul Jacobson
has had 27 years
experience in
the pool and
spa industry
with Chemtura/
BioLab a world
leading specialty



water treatment company. In that time he has developed a strong understanding of pool and spa water chemistry and now spends most of his time developing and training others to better communicate the technical aspects of water chemistry, in a more practical and user friendly format. After all pool and spa owners purchase healthy, sparkling clear, algae free water, not chemicals.

Just Add Water Seminar

The Just Add Water Seminar (JAWS) is New Zealand's annual Aquatics Conference and one of the events most looked forward to on the NZRA professional development calendar.



This year JAWS will be held at Te Papa in Wellington on 18-19 August 2011. Each year JAWS attracts over 150 delegates all areas of the Aquatics Industry, including facility owners, operators, managers and coordinators, industry consultants and local government personnel.

JAWS attendees invited to visit SPLASH! New Zealand are welcome to join the Welcome Reception on the SPLASH! Show floor from 4pm on the 17th August. To book for JAWS please visit www.nzrecreation.org.nz



SPLASH! Golf Day 2010

SPLASH! NZ Golf Day

19th August 2011, Miramar Wellington

Miramar Golf Club has been at the present site on the Miramar Peninsula since August 1908 and has become a championship golf course close to Wellington City. The course was re-designed by the renowned Australian Graham Marsh and offers a tough test of golf with a New Zealand slope rating of 124. A Par 70 with 105 pot bunkers rewards the straight hitter while still having to maintain considerable length.

Miramar Golf Club over the years has held the New Zealand Open and Amateur events in both Men and Ladies and recently held the North Island Under 19 tournament. Miramar Golf Club is next to Wellington airport and is a great stopping place to finish a busy SPLASH! week.

What people said about SPLASH! 2009 – DON'T MISS IT!

"It's been superb, absolutely superb. Mainly because we've got people coming from down country we don't normally get down to see." **Clive Pigden, SSL**

"Had an amazing day. Been a great show, a lot of people coming steadily through to see the Zodiac Tri-Pro – everyone seems to want it yesterday!" **John Poole, Austral**

"I travelled 30,000 kilometres to be at the show, from just under the Arctic circle. Came through seven airports – you should see the duty free! It's a great show, has a nice feel to it, much friendlier than the big European shows. Some of those shows you can get lost, but one like this you've got time for people." **Brian Collins, Teksun**



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3. Ride the historic Wellington Cable Car to the Botanic Garden.
4. Get an inside peek into Wellywood at The Weta Cave in Miramar.
5. A city tour is the best way to get acquainted quickly with Wellington. Enjoy the experience with one of many local companies offering Wellington sights tours.
6. Four Wellington restaurants have won NZ's Best Restaurant in the last five years. It's safe to say you'll be eating very well while in Wellington!
7. Go stargazing and check out the amazing planetarium show at Carter Observatory.
8. Hear the birdsong and spot a tuatara as you walk through ZEALANDIA: The Karori Sanctuary Experience.
9. Seeking hidden treasures? Many of Wellington's best night spots are tucked away for your finding, such as Motel, Library or Duke Carvell's Swan Lane Emporium.
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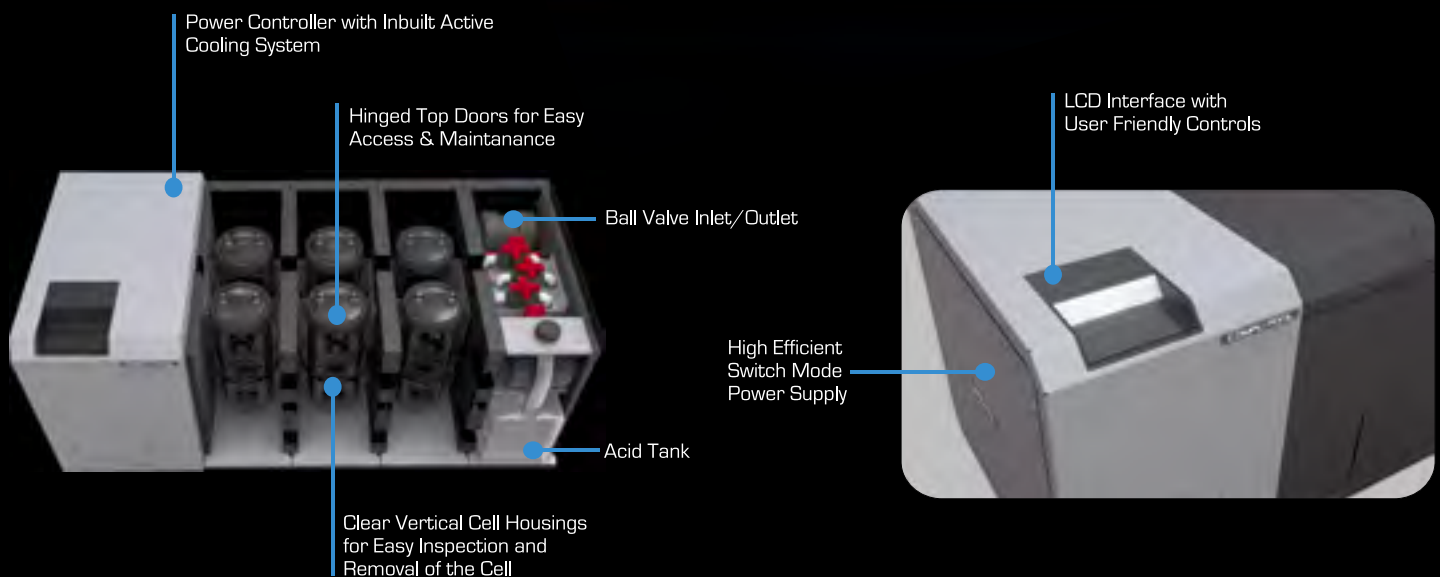
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'Technology in Harmony with Nature'

rinator systems since 1979

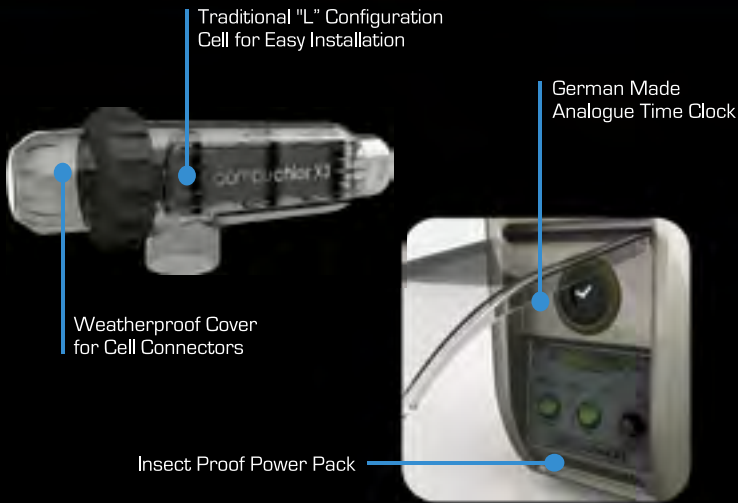


Compu Chlor X3 Series



CPSC Series

domestic



Traditional "L" Configuration Cell for Easy Installation

German Made Analogue Time Clock

Weatherproof Cover for Cell Connectors

Insect Proof Power Pack



New Super Strength High Impact Resistant Cell Housing

New High Amperage Individual Cell Connectors with Ergonomic Grip

LCD Digital Display

New Double Seal on Cell Barrel Unions

The Compu Chlor X3 series is the soon to be released next generation of the well know and trusted Compu Chlor series chlorinators. The X3 series boasts improvements in performance, usability and aesthetics whilst still maintaining reliable and durable analogue technology.

- Optimal salt level 4000PPM
- Fully variable LED chlorine output control
- Analogue durability and robustness
- Modern aesthetic
- UV stable Power Pack and Cell housing
- LED diagnostics
- Warranty: 3yrs on Power Pack and Cell

The CPSC Series has been Compu Pool's best selling domestic system for the past 4 years. Now with a suite of upgrades and improvements for the 2011/2012 season, this chlorine power house is now even better. With advanced digital technology the CPSC series provides the home owner with complete control with features such as Superchlor and Winter Mode.

- Optimal salt level 3500PPM
- New External resettable circuit breaker
- Self regulating if salt is too high
- Digital time clock with battery back up
- Warranty: 2yrs on Power Pack and 5 yrs pro-rata on Cell

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REDUCE YOUR

SPA RUNNING COSTS

WITH

HYBRID SPA Technology



‘Superior Performance Delivered Economically’

With Hybrid Spa Technology there is no need to keep your spa hot all the time. The Hybrid system will heat your spa from 20 degrees to 36 degrees in just under one hour. Our new Hybrid System consisting of the Intelligent Bridge Control, Multi-Speed Eco Filtration System, Hybrid Heat Cell and Hybrid Intelligent Control System, work together in harmony to reduce the running cost of your spa.

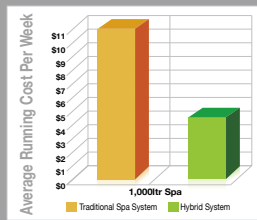
With our NEW patented Intelligent Bridge Control, it is now possible to run the Eco Filtration Pump on your spa at a lower level of power consumption when you do not need the spa to heat, and to increase the pump speed when heating is required.

When the Hybrid Intelligent Control System calls for heat, the Variable-Speed Eco Filtration Pump will instantly increase speed, to enable enough flow for the Hybrid Gas Heat Cell to heat your spa to the desired temperature. Once the temperature has been reached, the pump will automatically reduce the speed to power save mode. The new Hybrid Spa System will reduce the running cost of your spa to as little as \$3.60 per week*.

* Based on Filtering your spa for 8 hours per day, 7 days a week and using your spa once per week.

Benefits:

- Save on heating costs
- Quick heat up times
- Reduces carbon footprint
- Reduces chemical usage
- Saves you money
- Cleaner water (filters 38,000ltrs per day)



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