

SPLASH!

The voice of the Wet Industry

splashmagazine.com.au

February/March 2012



INVASION OF THE ROBOTS
Robotic cleaners migrating
to Aussie backyards

**The sweetest
tea in Texas**

Stylish water collection
in a dry state

**CRUISING FOR A
SPLASHING**
Amazing cruise liner
swimming pools



ENTRY FORMS INSIDE



HAYWARD®

Hayward Energy Solutions save pool owners up to 90% on their pool's energy costs. Our Energy Solutions can also lower a pool's carbon footprint, while taking the work out of owning a pool and spa. Here we showcase our new Energy Solutions products that will help you conserve energy, water, time and money.



TigerShark QC®

Features & Benefits

- Patented QuickClean technology cleans any shape or size of pool in 60 minutes.
- Saves up to 94% on energy costs compared to most pressure cleaners.
- TigerShark can pay for itself in as little as 6 months.
- Uses less energy, requires no hoses or additional set up.
- Standard 3-year unconditional warranty, unmatched in its category.



SharkVac®

Features & Benefits

- Patented QuickClean technology cleans most shape and size of pools in 60 minutes or less.
- Saves you money. Runs separately from the pool's pump and filter system.
- Top-access filter allows quick debris removal and easy cleanup.
- Calculates the size of the pool and programs itself for the most time and energy efficient cleaning path.



Leading the way in Energy Efficiency



TriStar®



Features & Benefits

- The new 3 Speed model 8 star Energy Efficiency.
- Super-sized basket means more capacity and less time cleaning.
- Save up to 70% on your energy costs.
- Lexan see-thru strainer cover lets you see when the basket needs cleaning.
- Mounting base provides stable, stress-free support.



Super II®



Features & Benefits

- Super II 3 speed provides excellent performance as well as a startling 7 Star Energy Rating.
- Self-priming with suction lift to 8ft above water level.
- PermaGlass XL housing for extra durability and long life.
- Lexan see-through strainer lid not PVC.
- 180 cubic inch basket.



OnCommand®

Features & Benefits

- Manages pool, spa and other backyard features automatically or with the push of a button.
- Remote and timed operation of pool and spa lighting.
- Intuitive programming, easy-to-read display.
- Automates up to four features, three valves, heater and solar controls.
- Automated schedules for off-peak electrical rates.

For more information on the amazing range of Hayward cleaners contact the Cleva Pool Group. Visit www.cleva.com.au or email sales@cleva.com.au. Phone your nearest ClevaQuip branch for the cost of a local call on **1300 POOLS1** or fax **1300POOLS2**.





This is the world's most powerful pool heater!

Need to recommend a pool heater?

Here are two important facts you might like to consider.

1. THE SUN IS THE WORLD'S MOST POWERFUL POOL HEATER.

On a typical swimming day, a Sunbather solar system will produce up to **four times** the output of a gas heater or heat pump. And all that energy is FREE!!

2. CONSUMERS ARE PASSIONATE ABOUT CONSERVING OUR PLANET'S FOSSIL FUELS.

To most people, burning fossil fuels just to heat a private swimming pool is simply not appropriate.

Sunbather is an Australian solar pioneer and remains totally dedicated to solar energy.

It's also Australia's most awarded supplier of pool products.

That's why the right choice for pool heating is SOLAR.

And why Sunbather is the most trusted name in solar.



Sunbather

SOLAR
POOL HEATING

For more information on the only complete solar package,
visit the website at www.sunbather.com.au

or ring **1800 228 437**



Contents

INDUSTRY NEWS	9	CONSULTING EXPERTS	42
What's happening in the pool and spa industry		Expert opinion in dispute resolution	
THE POOL LIBRARY	14	LTS FOR OLDER BABIES	44
Video review		Laurie Lawrence's lessons, part III	
INDUSTRY CALENDAR	15	SWEETEST TEA IN TEXAS	48
Key dates to keep in mind		Making a feature of water collection	
INDUSTRY DATA	16	THREE LITTLE WORDS	51
The latest DA numbers		Discovering the "new normal"	
GET YOUR ENTRIES IN	22	BUSINESS TRENDS FOR 2012	54
The 2012 SPLASH! Environmental Awards		How to focus on profit	
AROUND THE GLOBE	24	SPLASH! COMMERCIAL	61
What's happening overseas		News and features from the commercial world	
INDUSTRY MOVES	26	COMMERCIAL TENDER DATA	66
Pool industry comings and goings		Including Tenders of the Month	
SAFETY UPDATE	28	CRUISING FOR A SPLASHING GOOD TIME	68
NSW pool register up for discussion		Pools and water features on cruise liners	
INVASION OF THE ROBOTS	30	NEW PRODUCTS	78
The residential cleaner revolution		The latest equipment, materials and technology	
		ADVERTISERS' INDEX	90



It takes a dedicated team
to stay in the lead.

What makes BioGuard® the best? Perhaps it's our unashamed commitment to constant technological improvements, extensive research and innovation. And of course it's the superior customer service provided by BioGuard Approved Retailers – all backed by the world's leading pool chemical company.

You too can look this good. Join our team.

Freecall AUS 1800 635 743 or NZ 0800 441 662 for more information. www.bioguard.com



SPLASH!

Swimming Pool Lifestyle And Spa Hi-tech

Published by

The Intermedia Group Pty Ltd
 ABN 940 025 83 682
 41 Bridge Road, Glebe, NSW, 2037 Australia
 Ph: (02) 9660 2113 Fax: (02) 9660 4419

Managing Director: Simon Grover

Managing Director Interpoint Events: Simon Cooper

Editor: Chris Maher

Phone: 0412 048 639
 Email: chrismaher@intermedia.com.au

Contributor: Christina DiMartino

Advertising Manager: Karen Jaques

Phone: (02) 8586 6135
 Email: kjaques@intermedia.com.au

Production Manager: Heidi Glasson

Graphic Designer: Leanne Hogbin

Head of Circulation: Chris Blacklock

For Subscriptions Call: 1800 651 422

Copyright

All material in this publication is copyright to the publisher and/ or its contributors. No material may be reproduced without the express permission of the publishers.



Disclaimer: This publication is published by The Intermedia Group Pty Ltd (the "Publisher"). Materials in this publication have been created by a variety of different entities and, to the extent permitted by law, the Publisher accepts no liability for materials created by others. All materials should be considered protected by Australian and international intellectual property laws. Unless you are authorised by law or the copyright owner to do so, you may not copy any of the materials. The mention of a product or service, person or company in this publication does not indicate the Publisher's endorsement. The views expressed in this publication do not necessarily represent the opinion of the Publisher, its agents, company officers or employees. Any use of the information contained in this publication is at the sole risk of the person using that information. The user should make independent enquiries as to the accuracy of the information before relying on that information. All express or implied terms, conditions, warranties, statements, assurances and representations in relation to the Publisher, its publications and its services are expressly excluded save for those conditions and warranties which must be implied under the laws of any State of Australia or the provisions of Division 2 of Part V of the Trade Practices Act 1974 and any statutory modification or re-enactment thereof. To the extent permitted by law, the Publisher will not be liable for any damages including special, exemplary, punitive or consequential damages (including but not limited to economic loss or loss of profit or revenue or loss of opportunity) or indirect loss or damage of any kind arising in contract, tort or otherwise, even if advised of the possibility of such loss of profits or damages. While we use our best endeavours to ensure accuracy of the materials we create, to the extent permitted by law, the Publisher excludes all liability for loss resulting from any inaccuracies or false or misleading statements that may appear in this publication.

This issue of SPLASH! magazine published by The Intermedia Group Pty Ltd (Intermedia) may contain magazine or subscription; offers, competitions, forms and surveys (Reader Offers) which require you to provide information about yourself, if you choose to enter or take part in them. If you provide information about yourself to Intermedia, Intermedia will use this information to provide you with the products of services you have requested and may supply your information to contractors that help Intermedia to do this. Intermedia will also use your information to inform you of other Intermedia publications, products, services and events. Intermedia may give your information to organisations that are providing special prizes or offers that are clearly associated with the Reader Offer. Unless you tell us not to, we may give your information to other organisations that may use it to inform you about other products, services or events or to give it to other organisations that may use it for this purpose. If you would like to gain access to the information Intermedia holds about you, please contact Intermedia's Privacy Officer at The Intermedia Group Pty Ltd, PO Box 55, Glebe, NSW 2037. Copyright © 2012 - The Intermedia Group Pty Ltd.

Proudly supported by:



The views expressed in this magazine do not necessarily represent those of the above supporters, nor should any product advertised in SPLASH! magazine be seen to be endorsed by the above.

cab CIRCULATIONS AUDIT BOARD
 Audited Circulation
 Average Net Distribution Per Issue 4,766
 CAB Yearly Audit
 Period ending 30th September 2011

Welcome to SPLASH!



Some parts of Australia have experienced the wettest, least conducive for swimming summer in many years. Sydney, for example, has had the coolest season in 15 years with 60 sub-30 degree summer days straight. And Queensland and northern New South Wales were once again battered by flooding rain.

It can be hard to stay positive when times are tough. But what we do know is we are in the wet La Nina part of the climate cycle (the Little Girl). But what goes around, comes around. At some stage – hopefully soon – we'll move towards the warmer, drier El Nino cycle (the Little

Boy). We need both, of course – without rain everyone would be in trouble, including the pool industry with its need to fill pools. And El Nino brings its own problems, but hopefully we can stay in the moderate "middle stage" for an extended period – that is, warm weather but no drought. Most in the industry are looking forward to a return to the hot summers that get homeowners thinking about buying a pool.

One thing that can make some homeowners hesitate when considering the purchase of a swimming pool is the environmental impact – both real and perceived. That is why in 2007 we started the concept of the SPLASH! Environmental Awards. The idea was to encourage and acknowledge environmental advances in the industry. This helps the individual organisations that win the awards, but also helps the industry as a whole, as we can showcase the advances in equipment and techniques that are making swimming pools and spas more eco-friendly.

Entry is free to encourage as many people as possible to put their best environmental foot forward. I strongly urge you to enter if you have any relevant project, product or outlet.

The 2012 entry forms are inserted in this issue and more can be downloaded from splashmagazine.com.au.

Good luck!

Chris Maher
 Editor
 chrismaher@intermedia.com.au



This issue's cover

The cover shot shows a Bercy Chen designed property in Texas that turns water collection for the home and pool into a feature in itself. There is more on this project on page 48. The inset shot shows Carnival Cruise's Champagne Bowl ride.

There is more on swimming pools and water features on cruise ships on page 68.



Save \$1,000 + on utility bills... now that'll put a smile on your face.



After HVAC, the biggest household energy guzzler is your pool pump. But now, you can do something about it. IntelliFlo® and IntelliPro® variable speed

pumps use the same motor technology as hybrid cars, delivering massive energy savings, year after year. In fact, they can often pay for themselves in just 1 to 2 years.

Download our **FREE White Paper Report**. In the *Insider's Guide to Reducing Pool Energy Consumption*, you'll see the huge difference the right equipment can make.

*Savings based on comparison pump running 6-12 hrs/day at a national average of \$0.15/kWh in a 76,000 litre pool. Savings may vary based on plumbing size and length, pump model, service factor, flow rates and other hydraulic factors.

Go to www.pentairwater.com.au. Or visit your nearest Pentair Water Pool and Spa® dealer to start saving today.

IntelliPro® VS-3050
Variable Speed Pump



IntelliFlo® VS-3050
Variable Speed Pump



Pentair Water
Pool and Spa®

www.pentairwater.com.au

We're talking pools at innovationlab.pentairpool.com

Clarifying the HWI

SPASA NSW CEO Spiros Dassakis has raised concerns over the NSW Home Warranty Insurance scheme with Jon East, General Manager of the controlling body, the Home Warranty Insurance Fund (HWIF).

Following their meeting, he has confirmed some of the details.

ELIGIBILITY

As at July 20, 2011, no pool builder has been required to participate in the Managed Builder Program (MBP) or had an application declined or had eligibility suspended.

TURNOVER LIMITS

There has been much confusion of late from brokers and insurance agents regarding turnover limits and the way the limit is calculated.

Eligibility turnover limits are measured on a revolving 12 months basis. That is, the builder could have policies issued which the contract aggregate does not exceed the builders approved turnover limit in any 12 month period. Once a project has been issued for over 365 days it is no longer included in the utilised turnover.

RENOVATIONS – SWIMMING POOLS

The HWIF has confirmed that advice has been given to the insurance agents to treat swimming pool renovations in the same way as other building renovations. That is, pool builders will now have access to the “Non Structural” discount when undertaking renovation work.

DEEDS OF INDEMNITY

The HWIF has advised that the maximum limit for a general Deed of Indemnity is the deficiency to meet the three per cent of turnover limit as prescribed under the Assessed Net Tangible Assets (ANTA) criteria within the HWI Guidelines.

The HWIF has also decided that in fine tuning the Builder Eligibility Assessment Model, that the personal directors equity will be accepted without a deed where the track record and time in business indicates that there is a low risk. This practice will be on a case-by-case basis as everyone’s circumstances are different.

For Eligibility assessment purposes, as a function of the short-fall of the builder’s ANTA against the minimum of 3 per cent of turnover as assessed by the insurance

agent at the time of application assessment. Deeds should be assessed as being worth 80 per cent of their calculated value, to account for recovery potential due to inherent strength of the nature of such a security.

Thus, for example:

1. Assume that the turnover you require is \$5 million.
2. Now assume that that your ANTA is \$50,000.
3. This would mean that your ANTA short-fall is \$100,000 (to bring ANTA to 3 per cent of turnover or \$150,000)
4. The Deed of Indemnity required by you is: \$125,000 (The shortfall \$100,000 divided by 80 per cent = \$125,000)

For more information contact Spiros Dassakis at SPASA on (02) 9747 6644.

Pool builders targeted for safety audits

WORKPLACE Health and Safety Queensland is carrying out safety audits on pool builders.

The National Swimming Pool Institute Australia (NSPI) says that if a builder answers “no” to any of these questions below, then they are in a serious situation.

- Do you have a safe work method statement and/or safety management system?
- Do you have a reporting system in place for accidents or near misses?
- Do you have consultation processes in place for identifying and rectifying dangerous work practices?
- Do you know if all your trade contractors and plant operators have the appropriate licences?
- Do your employees, trade contractors and plant operators have their Blue/White Card?
- Do you undertake regular safety toolbox talks, and conduct safety induction for new employees?

For more information call the Workplace Health and Safety Infoline on 1300 369 915 or Grant Rangi on (07) 3252 6702.

What is the terrorist risk of pool chemicals?

IN 2011, we saw the devastating effects of precursor chemicals when a home-made explosive device was detonated in Oslo, Norway, killing eight people and injuring 90.

That bomb was created using chemical materials that are readily available in Australia, including fertiliser, nitromethane and aluminium.

So far, Australia has been fortunate in not having experienced a direct terrorist attack on its own soil. However, it has still been impacted significantly through terrorism incidents worldwide, many of which involved chemical explosives.

The Attorney-General’s Department (AGD) has called for public and business submissions on a Consultation Regulation Impact Statement (RIS) that analyses four options for reducing the security risks posed by a number of chemicals that can be used to make homemade explosives.

AGD is particularly interested in feedback from businesses that import, manufacture, distribute, transport, handle or

use products containing the chemicals.

The RIS is available for comment until March 30, 2012.

For further information on the RIS, including the list of precursor chemicals and details on how to make a submission, please refer to the AGD Chemical Security program website: www.chemicalsecurity.gov.au or go to splashmagazine.com.au for a Quick-Link.

You can also call AGD on (02) 6141 2925 or (02) 6141 3012.

The AGD is particularly interested in the following chemicals:

- Hydrogen peroxide (H₂O₂)
- Ammonium perchlorate (NH₄ClO₄)
- Sodium chlorate (NaClO₃)
- Sodium nitrate (NaNO₃)
- Nitric acid (HNO₃)
- Potassium nitrate (KNO₃)
- Potassium chlorate (KClO₃)
- Nitromethane (CH₃NO₂)
- Sodium perchlorate (NaClO₄)
- Sodium azide (NaN₃)
- Potassium perchlorate (KClO₄)

ADMIRAL

ROBOTIC POOL CLEANERS



SCRUBBER



CLIMBER

Admiral Ultra



Admiral



ENERGY SAVING



DIRECT DRIVE
MOTOR



WIDE CLEANING
PATH



INTELLIGENT
NAVIGATION



QUICK-DRAIN
SYSTEM



LIGHTWEIGHT



LARGE FILTER
BAG



KINK RESISTANT
POWER CORD

Admiral cleaners are the next generation of pool cleaners - engineered with ease of use plus water, energy and chemical conservation top of mind.

Operating independently to a pool's pump and filter system, Admiral cleaners are self-driven by direct drive motors and vacuum the pool via a powerful internal pump motor.

Admiral cleaners micro filter and circulate the pool water, reducing filter maintenance and saving water and pool chemicals. No installation, hoses or additional equipment is required, just turn it on and it will clean the pool within 2 to 3 hours*.

Equipped with large in-take ports and a large filter bag, Admiral cleaners are more than capable of vacuuming of large leaves, twigs and debris. They also feature a kink resistant cord, a quick drainage system and intelligent navigation.

Not only that, Admiral cleaners represents the latest in green technology, as they operate on only 80 to 120 watts of power*.

Admiral cleaners are gentle enough for vinyl liners, yet rugged enough to clean the dirtiest concrete and fibreglass pools.

* depending on model

WATERCO
water, the liquid of life

enviropro
SAVE TIME. WATER AND ENERGY

NSW - Sydney
OLD - Brisbane
NSW - Sydney

Tel: +61 2 9898 8600
Tel: +61 7 3299 9900
Tel: +61 3 9764 1211

WA - Perth
SA/NT - Adelaide
NSW - Sydney

Tel: +61 8 9273 1900
Tel: +61 8 8244 6000
Tel: +61 2 6280 6476

New Laticrete website

LATICRETE has launched a new informative website, filled with valuable tile and stone installation materials information as well as extensive product usage facts and figures. There are how-to-use videos, project references, specifications and architectural details, as well as quick access to Laticrete distributors in Australia, New Zealand and the region.

Go to www.laticrete.com.au for more information.



Retail Council on the way

THE Federal Government has announced the establishment of the Retail Council of Australia to advise it on the future of the sector.

The Council will work closely with the Council of Australian Governments and provide an opportunity for industry to collectively raise their concerns with the Government. The Council will be chaired by Assistant Treasurer Bill Shorten and will include business, industry associations, unions and consumer representatives.

Foundation members of the Retail Council include Margy Osmond (ANRA), Russell Zimmerman (ARA), Peter Strong (COSBOA), Christopher Zinn (CHOICE).

Shorten says he will announce additional members in 2012, including thought leaders from the retail sector.

The Retail Council is one of a number of announcements following the release of the Productivity Commission's final report into the Economic Structure and Performance of the Australian Retail Industry. The full Government response to the report is available on the Treasury website www.treasury.gov.au or go to splashmagazine.com.au for a QuickLink.

The retail industry is one of Australia's largest employers, with 1.2 million people working in the sector, or 10.9 per cent of the total working population in 2010-11. The retail industry makes a significant contribution to economic output, contributing \$60 billion or over four per cent of GDP in 2010-11.

GST AND IMPORTS

The Commission's report says that the low value threshold for GST and duty on imported goods is not the main factor affecting the international competitiveness of Australian retailers. The Commission found there are in-principle grounds to reduce the low value threshold, but that it is currently not cost-effective to do so.

It calculated that lowering the threshold to \$100, for example, could collect around \$500 million in revenue, but at a cost of \$1.2 billion in administration and compliance costs.

However, if significant improvements were made to the cost of processing international parcels, the Government would be in a position to reassess the threshold.

The Government will establish of a Taskforce to investigate options to improve the efficiency of processing low value imported parcels. The Taskforce will provide an interim report in early 2012 and a final report no later than July 2012.

The Commission's report also highlights that the changing nature of retailing in Australia is part of a global structural adjustment. This offers new opportunities for traditional bricks and mortar retailers to also expand and innovate through online retailing. It also suggests that traditional business models may need to evolve in response to these challenges.

The inquiry generated considerable public interest, with 240 and close to 30 participants in public hearings.

Swimming pools and power lines

FOLLOWING a couple of recent incidents in Queensland, Energex & Ergon Energy and SPASA Queensland have reminded industry members that it can be unsafe to locate a swimming pool under any powerline.

However, for new pool construction (where a power line is already across the property), the Exclusion Zone above a swimming pool is:

1. Not permitted – for bare live conductors,
2. *3 metres – for insulated and unsheathed live conductors, and
3. *3 metres – for neutral screened cable.

*to the bottom of the sag or sway after allowing for normal conditions.

For new power lines (where a pool is already on the property), it is not permitted – until approval is applied for and given by the power provider (AS/NZS 3000:2007, Workplace Health & Safety, Electrical Safety Act Qld).

Queenslanders should also be aware of the required location of the electrical meter box and the points of attachment, when considering construction/installation, or even servicing.

IQ.

MORE THAN CHEMICALS.



**NEW
CATALOGUE
OUT NOW.**



Contact your local IQ distributor NOW and place your order.

NSW - Head Office

International Quadratics Pty Ltd
T: (02) 9774 5550 F: (02) 9774 5552
E: sales@interquad.com.au

QLD

Aquatic Elements Pty Ltd
T: (07) 3806 3437 F: (07) 3259 8519
E: sales@aquaticelements.com.au

VIC

Aquachem Pty Ltd
T: (03) 9792 0088 F: (03) 9792 9442
E: admin@aquachem.com.au

WA

Austral Pool Solutions Pty Ltd
T: (08) 9240 5600 F: (08) 9240 4333
E: sales@australpool.com.au

SA

Aquatune
T: (08) 8224 0344 F: (08) 6234 5508
E: aquatune@ace.net.au

the**smart**choice

www.interquad.com.au

International Quadratics, 12 Gatwood Close Padstow, NSW 2211

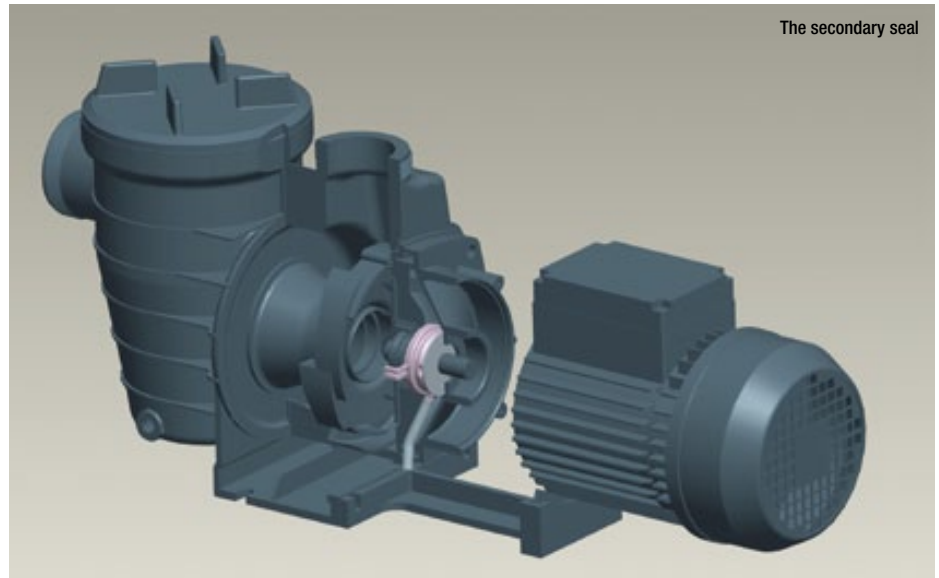
Waterco gets two new patents

AUSTRALIAN-BASED international swimming pool and water treatment specialist Waterco has achieved a European patent for its MultiCyclone, and an Australian patent for a new pool pump secondary seal.

Group marketing director of Waterco, Bryan Goh, says the granting of both patents is a significant milestone.

“We’re committed to innovating, and these patents protect our innovations – which is important in such a competitive environment,” he says. “The granting of the European patent for the MultiCyclone is a major achievement. Nothing has been more revolutionary in the swimming pool filtration market since the MultiCyclone was introduced,” he says.

“Since its launch four years ago, the MultiCyclone has continued to grow in popularity – and the types of industries that are using the system have continued to diversify. It is now being used in both the domestic and commercial markets,



The secondary seal

and by swimming pool, water treatment and aquaculture industries.

“And with hotel and leisure chains being put under pressure by local government authorities to install environmentally-friendly products which help reduce running costs and conserve water, the commercial use of the MultiCyclone continues to grow.”

Also, an Australian patent was granted

for Waterco’s innovative secondary seal, which had already been patented in the US and Europe.

“The pump’s motor is the most expensive component, which is why the secondary seal is so important. It prevents the small cost of replacing a mechanical seal escalating to the major expense of replacing the motor,” Goh says.

NSW Home Building Act reforms

ON February 1, 2012, the second phase of changes to the Home Building Act came into effect in New South Wales. These changes affect builders and home owners doing residential building work in NSW.

By law, tradespeople must give consumers a copy of the Consumer Building Guide, issued by Fair Trading, before they enter into a contract for residential building work worth more than \$5000.

The Consumer Building Guide has been revised to reflect the changes and will now be available as a pdf file on Fair Trading’s Consumer building guide web page or via a QuickLink at splashmagazine.com.au.

NSW Fair Trading is no longer printing copies of the Guide. In the future, builders and tradespeople will have to print the Guide from the internet to give to consumers before they sign a residential building work contract.

Some building industry associations also provide the Guide as part of their sample contracts.

Copies of the Guide dated before January 2012 are no longer accurate. Traders should use the updated guide and updat-

ed contracts as soon as possible. However, traders will not be subject to enforcement action by Fair Trading if they continue to use older versions of the guide, or contracts that include older versions of the guide, during the first half of 2012.

Other key changes which came into effect on 1 February 2012:

- Simpler written home building contracts are required for small jobs worth between \$1001 and \$5000;
- All residential building work worth more than \$20,000 must be covered by mandatory home warranty insurance. The previous threshold was \$12,000;
- Aligning the time periods for statutory warranties on home building work with those for home warranty insurance (ie. 6 years for structural defects; 2 years for non-structural defects). The previous statutory time limit was 7 years for both structural and non-structural defects;
- The minimum level of home warranty insurance cover is increased from \$300,000 to \$340,000;
- Home owners only pay \$250 to make a home warranty insurance claim, rather than the current \$500 cost;

- Strengthening the definition of parties ‘related to’ a builder or developer to prevent abuse of the home warranty insurance scheme.

Low loses out

FOLLOWING a stoush with Mornington Peninsula Shire Council, billionaire Solomon Lew and his daughter Jacqueline have had to back down and agree to demolish their swimming pool.

At issue was the fact that they built the pool illegally over public land adjacent to their Mt Eliza property. The dispute has been ongoing since early 2011 and Lew had reportedly offered to buy the land after the construction of the pool.

However, the settlement requires the pool to be demolished and the Lews to pay for its removal and the remediation of the public land back to its original condition. They are also expected to play substantial legal costs.



Make your Life Simpler with a Dolphin Pool Cleaner



ProX - Pools up to 25 metres



ProExpert - Pools from 25-45 metres



Wave - Pools 40 metres and up

Why a Dolphin is right for you?

• Trust the Brand

The Dolphin brand is recognised internationally as the Number 1 choice for pool cleaners

• Trust the Company

The pioneers of robotic pool cleaning with over 25 years experience

• Trust the Support

Maytronics training and service centres in major centres around Australia

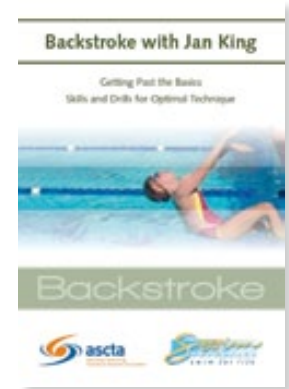
Please Contact Us for more Information & Demonstration of Cleaners

maytronics
Exceptional Pool Experience



1300 My Dolphin or www.maytronics.com.au

DVD library



New stroke development DVDs

SWIM AUSTRALIA HAS LAUNCHED TWO NEW DVDS TO HELP DEVELOP CORRECT SWIMMING STOKES IN YOUNGSTERS.

THE wealth of knowledge and experience of Jan King is now available on DVD. The first two DVDs in this new series are Freestyle and Backstroke. Breaststroke and Butterfly have been shot and are currently being edited for release.

The DVDs cover:

- Body Position
- Stroke Development Drills
- Kicking Drills
- Breath Timing
- Pull and Kick Timing
- Arm Recovery Drills
- Turns and Finishes

King says that as a swimming teacher and coach she searched for ways to develop effective stroke technique. Laurie Lawrence, Bill Sweetenham, John Trembley (University of Tennessee) and Bill Boomer (USA) were important influences in the development of her skills.

She studied major meets such as Commonwealth, World and Olympic swimming over the years to examine how swimmers start, turn and finish and analysed the many different ways the strokes are swum. Other sources of inspiration were numerous swimming magazines, including ASCTA's Swimming in Australia.

She has developed this freestyle program for young swimmers with a view to providing them with a life skill. Her second goal was to develop a swimmer who could move into the competitive area of swimming with ease.

The DVDs are available from Swim Australia. Go to www.swimaustralia.org.au to purchase them or call (07) 3376 0933.

Win a copy of the DVDs

SPLASH! has copies of the DVDs to give away. Details will be in an upcoming eNews. To be in with a chance, make sure you are subscribing to the free newsletter. Simply go to splashmagazine.com.au and click on the eNews Registration button.

Industry calendar

FUTURE INDUSTRY DATES TO KEEP IN MIND

2012

Mar 4-5	European Spa Convention, ExCel London
Mar 7-9	National Drowning Prevention Symposium, San Diego
Mar 10-11	WA Pool, Spa & Outdoor Living Expo, Claremont Showgrounds
Mar 16	SPASA Vic Golf Day, Kingston Links, Rowville
Mar 21	SPASA Qld AGM
Mar 22	SPASA SA AGM
Mar 27	SPASA WA Golf Classic
Apr 22-23	Piscine Middle East, Abu Dhabi, UAE
Apr 24-May 1	ASCTA Convention, Gold Coast
Apr 30	Swim Australia Dinner
Apr 30-May 1	Swim Australia Conference, Gold Coast
May 24-25	Landscape Expo, Perth
May 9-11	Building & Design Queensland, Brisbane
May 14	designEX 2012, Sydney Convention & Exhibition Centre
May 16-17	Civenex, Sydney Dragway, Eastern Creek
May 30-Jun 1	NSPF (US) Instructor Training School, Singapore
Jun 5-8	IAAPA Asian Attractions Expo, Hong Kong
Jun 15	SPASA NSW Trade Day, Rosehill Gardens
Jun 16	SPASA NSW Awards Night, Le Montage, Leichhardt
Jun 30-Jul 1	SPASA SA Pool and Spa Show, Adelaide
Jul 21	SPASA WA Awards Night
July 25-26	SPLASH! Pool and Spa Trade Show, Jupiters Gold Coast
July 26	SPLASH! Environmental Awards Gala Dinner, Gold Coast
July 28	SPASA Qld Awards Night
Aug 11-12	Melbourne Spa & Pool Show at MCEC (Winter Show)
Aug 25	SPASA Victoria Awards of Excellence Gala Dinner

2013

May TBC	SPLASH! Asia Pool and Spa Trade Show, Singapore
---------	---

More details, dates and links 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



“Protection today with tomorrow in mind”



Why Sancell Pool Covers?

- Complete **CONTROL** of the manufacturing process from extrusion to dispatch
- ISO 9001 certified for **QUALITY** management systems
- Full 3 year replacement warranty on pool covers*
- ISO 14001 certified for **ENVIRONMENTAL** management systems
- Up to 15% **POST** industrial recycled content
- Unequalled **QUALITY** in customer service and sale support
- A high quality range of **SALES** aids and tools
- Generation of quality **LEADS** and customer **REFERRALS**.

* Terms and conditions apply.

Check out our website at:

www.sancellpoolcovers.com.au
or call us today on 1800 624 900



Call us today to see how becoming a Sancell distributor can add value to your business.

Development Application trends

CONTINUED WET WEATHER COMBINED WITH GLOBAL ECONOMIC UNCERTAINTY HAS SEEN WEAK DA NUMBERS CONTINUE.

EACH issue, SPLASH! publishes Development Application (DA) numbers. These numbers tend to be on the low end of the scale of estimates, but provide a valuable indication of the way the market trended during the reported period.

The swimming pool DA numbers show a 25 per cent decline comparing year-to-December 2011 with 2010 figures, and a 24 per cent decline comparing the past two reported months with the same two months last year (November and December).

Comparisons by State show Queensland down by a huge 68 per cent comparing the year-to-December figures. Although the figures are weak, there may be a positive sign in the fact two month comparison – while low at a drop of 52 per cent – is less the year-to-year decline.

The only States to stay reasonably steady over the 12-month period were New South Wales, with a 2 per cent decline, and Western Australia (-9 per cent). Other States were substantially down: South Australia (-30 per cent) and Victoria (-26 per cent). The Tasmanian numbers have now been absorbed into the Victorian figures.

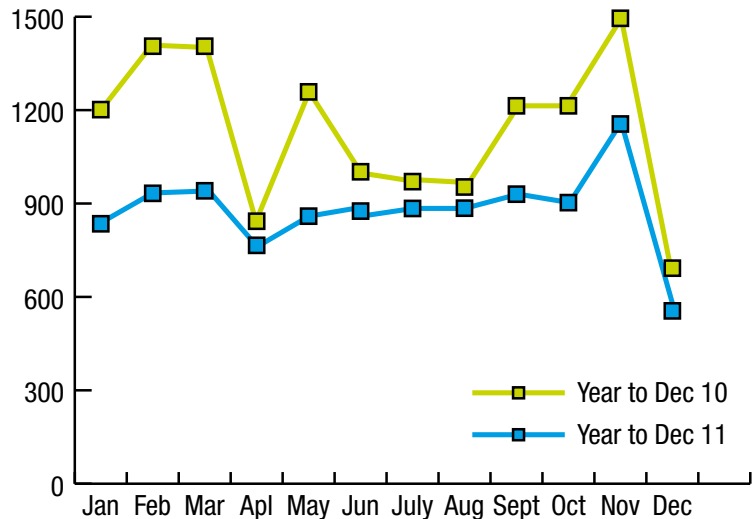
It should be taken into consideration that comparisons of DA numbers against other data indicate that some figures could be considerably higher – though they would not necessarily affect the comparison percentages.

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 numbers could be considerably higher than the quoted DA figures – by some estimates, they could be double.

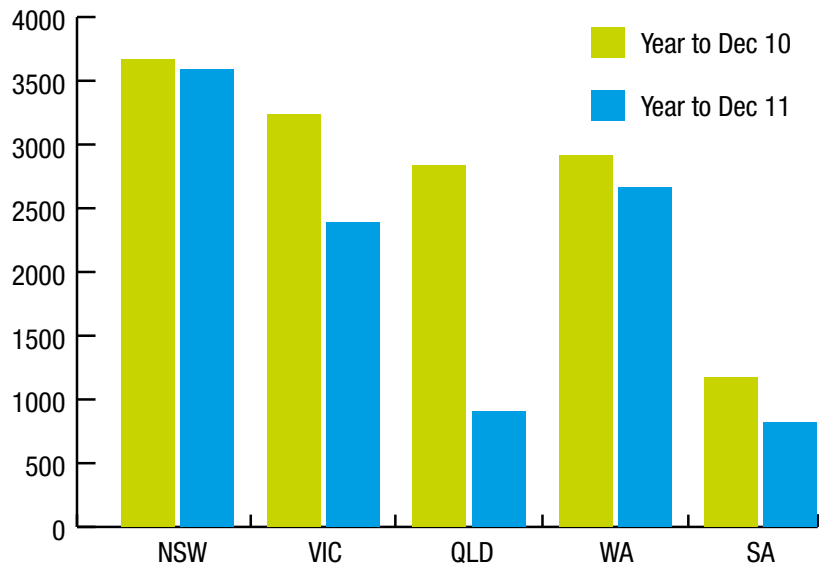
However, while these quoted figures may miss some swimming pools, spas and renovations, they do give an indication of how the market is trending.

For further information and more complete reports, call Cordell Information on 1800 80 60 60.

Comparison of Australian pool approvals Year-to-December 2011 with Year-to-December 2010
Green: Year-to-December 2010 Blue: Year-to-December 2011



Pool Approvals by State
Green: Year-to-December 2010 Blue: Year-to-December 2011



Electronic DAs for NSW

THE Electronic Housing Code (EHC) is a NSW Government project focused on the development of an online system for the electronic lodgement of complying development applications under the NSW Housing Code for lots 200m2 and above. This system will also allow the user to determine if they are able to proceed with their development without further approvals, as an exempt development.

The EHC has been built primarily for building industry professionals including planners and architects. However it is also able to be used by the local community within the eleven local government areas.

This system is currently operational in 10 local government areas – Bankstown, Blacktown, Lake Macquarie, Port Macquarie-Hastings, Rockdale, Shellharbour, Sutherland, Tamworth, The Hills and Tweed Shire Councils, with Liverpool City Council due to come online soon. For more info go to splashmagazine.com.au.

Pool Rover 'ST'

The Ultimate in Simplicity and Economy in Automatic Vacuum Pool Cleaning



- *Rugged construction with solid body and wheel deflector with only one moving part*
- *Wear and tear kept to a minimum*
- *Works off the pool's existing pump*
- *Cleans all pool surfaces: Tile, Pebblecrete, Fibreglass & Vinyl*
- *Supplied with long life, UV stabilised sectional hoses designed specifically for use with the Pool Rover 'ST'*
- *Covers the whole pool in a random manner, sweeping up leaves and other debris*
- *2 Year Warranty*

For information on these products, please contact your State Distributor.

QLD *Gold Coast/South East/Nth NSW
Brisbane & Nth*

**SA/NT
WA
VIC
NSW**



International Pool Products	(07) 5564 7757	1-3 Expansion Street, Molindinar QLD 4214
Newline Pool Products	(07) 3712 0931	11 Sudbury Street, Darra QLD 4076
Pool Power	(08) 8362 6325	46 King William Street, Kent Town SA 5067
Shenton Enterprises	(08) 9457 5033	19 Whyalla Street, Willetton WA 6155
Rivendale International	(03) 9390 0700	27 Westwood Ave, Deer Park VIC 3023
Pool Ranger Pty Ltd	(02) 9979 3490	4/1 Prosperity Parade, Warriewood NSW 2102

NEW ZEALAND

Filtermaster Ltd	+64 (09) 475 6270	44 Apollo Drive, Albany. Email: filtermaster@xtra.co.nz
Pool Quip Ltd	+64 (09) 634 9097	Email: info@poolquip.co.nz

Fountain builder on murder charge after death of rival

A prominent fountain builder is facing a Sydney jury, charged with murdering his business rival.

The Crown alleges that the death of Water Features Australia owner Richard Carruthers was organised by Sydney Fountains Water Forms owner, Dirk Marten Slotboom. They allege the actual murder was committed by Fadi “Ricky” Shamoun at Slotboom’s instigation.

Carruthers had worked for Slotboom until 1996 when he left commercial and residential fountain and swimming pool manufacturer Sydney Fountains Water Forms and started his own successful water feature company, Water Features Australia.

Clients followed Carruthers to the new business, including the City of Sydney with its lucrative contract to manage the maintenance of many high profile fountains.

Crown prosecutor, Chris Maxwell QC, told the NSW Supreme Court that Slotboom was angry at the “theft” of clients and alleged that a series of heated letters were sent warning Carruthers.

Early in the morning of June 24, 2007, Carruthers was murdered in his Castle Hill home, repeatedly stabbed as he lay in bed next to his wife.

It is alleged that Shamoun committed the murder after Slotboom paid him \$30,000 to “bash” his rival. The man who was the get-away driver from the scene of the murder is a key protected witness, and is giving evidence against the two men.

Both defendants have denied the charges and pleaded not guilty. At the time of writing, the case was continuing.

Pool sales help Pentair Water up 21 per cent

PENTAIR Inc has announced full year 2011 sales of \$US3.5 billion, an increase of 14 percent over the previous year, with a strong performance from its Water division.

During the year, Pentair generated \$248 million in free cash flow, which represented another year of greater than 100 percent conversion of net income. The company paid approximately \$80 million in dividends in 2011, or \$0.80 per share. The new quarterly dividend effective in the first quarter of 2012 equates to an annual cash dividend of \$0.88 cents per share, up 10 percent.

Water division sales grew 21 percent year-over-year to \$608 million in the

fourth quarter. Within the five Water global businesses, the fourth quarter sales performances as compared to the same quarter last year were as follows:

- Pool sales were up 18 percent, driven by continued dealer expansion, new product introductions and demand for the energy-efficient Eco-Select product line;
- Residential Flow sales were up 7 percent;
- Residential Filtration sales were up 5 percent;
- Engineered Flow sales were down 25 percent;
- Filtration Solutions sales were up 136 percent.

Tan ban

COMMERCIAL tanning beds will be banned in New South Wales from December 31, 2014.

NSW Environment Minister, Robyn Parker, announced the decision on World Cancer Day, saying that the International Agency for Research on Cancer has rated ultraviolet solariums or sun beds as equally dangerous as asbestos.

Parker says the ban is long overdue as Australia has the highest risk of skin cancer in the world. Ian Olver CEO of the Cancer Council Australia, says he hopes other states will follow.

Asking for the ban to be brought forward, Opposition environment spokesman Luke Foley says that solarium use by people aged under-35 increases their risk of developing melanoma by 98 per cent.

The Greens party had lobbied hard for the ban, and also wants the sale of solariums for private use heavily regulated.

New testing lab for pool equipment

AUSTEST Laboratories in Castle Hill, NSW, has expanded its business and is now capable of testing swimming pool and spa equipment, including for the new MEPS standard.

Austest is accredited under A2LA (the American Association for Laboratory Accreditation), which provides Australian regulator and globally accepted testing.

NATA (National Association of Testing Authorities) and A2LA are both signatories to the ILAC and APLAC MRA’s for mutual acceptance of test data and reports. Newly accredited safety standards include:

AS/NZS3136 covering spas and swim-

ming pools (electrical equipment)

AS/NZS60335.2.40 for electrical heat pumps

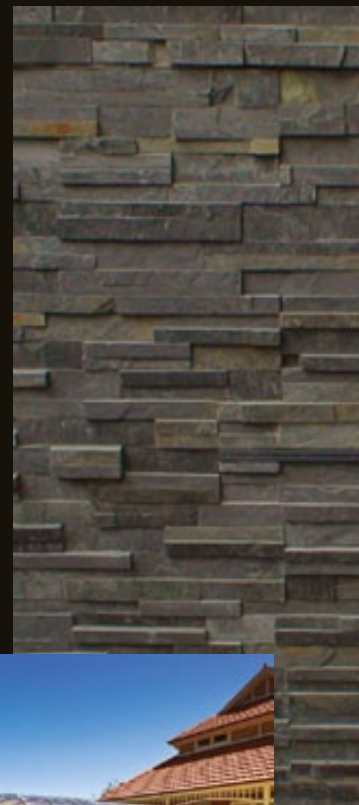
AS/NZS61347.2.3 for AC supplied electronic ballasts for fluorescent lamps

AS/NZS61347.2.13 electronic ballasts/drivers for LED lighting

Additionally, Austest now provides testing to AS5102.1:2009 covering energy efficiency (MEPS) testing of swimming pool pumps. The lab also provides VEET Testing to Victorian State Government requirements for power boards and EPODS.

For more information email austest@austest.com.au.

Become a Remco reseller!



Remco is Australia's best-known quality manufacturer of automated, and multifunctional pool cover systems and enclosures. Our stylish products keep Australian pools safe, clean and beautifully warm all year round. Environmentally friendly, they're designed to stop evaporation and save our precious water while minimising chemical usage. Pool owners Australia wide are appreciating these Remco benefits.



With over 20 years experience Remco has a history of supplying the highest quality products, manufactured to the strictest international standards. Our range of safety covers, vinyl covers, automatic and manual rollers and pool enclosures are available and serviced Australia wide and are now enjoying substantially increased recognition from extensive marketing support.



Contact Remco today to find out more about standard and customised designs to suit new or existing pools. If you would like to know more about becoming a Remco reseller please use the Freecall number below.

FREECALL 1800 652 962
or visit **www.remco.com.au**



Excavation machinery on display

TECHNOLOGY has changed the way people get their information, but nothing can match showing real equipment, and talking face to face with real people.

Civenex manager, Frank Sticka, says that when contractors are in the market for new excavation gear, they talk to the people who operate the machines. It's even better if they can see how the equipment performs in real conditions.

"At this year's Civenex, a new demonstration area is located in the main exhibition area," he says. "This will make it more convenient for visitors to review



'live' the latest equipment for all types of construction site challenges."

Civenex is the largest expo of its type in the southern hemisphere and visitors can see the latest machinery associated with civil works, infrastructure and open space management.

The expo will be held at the Sydney Dragway, Eastern Creek on Wednesday 16th and Thursday 17th May. Entry and parking is free.

National qualifications getting closer

NATIONAL qualifications for pool technicians are a step closer following completion of a series of industry workshops run across the country by the Construction and Property Services Industry Skills Council (CPSISC).

The workshops were held at the end of last year and were attended by more than 120 industry members. Participants included pool store owners, single operator technicians, representatives of major supply companies and representatives of SPRAA and SPASA.

SPRAA Chief Executive Officer Lindsay McGrath said the workshops broke new ground by bringing the industry together including service, retail, suppliers, government representatives, competitors and the two peak industry bodies to achieve a common goal.

"The workshops were designed to inform participants on how national qualifications are developed and canvas the views of the industry on the role, responsibilities and competencies required of a pool technician," says McGrath.

He says that the qualifications aren't for any particular niche within the industry, but will need to reflect the expertise and competencies required of a professional pool technician, whether they work

behind the counter in a store or are on the road working from their van.

"Currently the Pool Technician isn't identified as an occupation by the Australian Standard Classification of Occupations (ASCO) and the closest reference is a 'Swimming Pool Service Person' which is categorised under Labourers and Related workers," he says.

Development of national qualifications requires the establishment of agreed units of competency.

CPSISC has established a draft competency framework which outlines 10 key areas or domains of a pool technician's work.

They are:

1. Water quality
2. Routine pool and spa servicing
3. Service, repair and replace spa and pool components
4. Technical drawings, plans, manuals and specifications
5. Features, benefits and cost of pool and spa components, products and accessories
6. Management of own work, professional development and ethical behaviour
7. Communication, sales and customer service
8. Risk, safety and security
9. Business administration

Specialised industry training

RICHARD Hargrave from Melbourne's Parker Brent says that while most pool building principals hold a building practitioner's licence, there are many instances where their operational staff members are in need of specialised training.

Their recent research has highlighted the need to "up skill" pool industry employees in operational areas such as estimating, procurement, project management and professional selling.

Hargrave says he has anecdotal evidence that some contractors and principals have been deviating from Australian Standards through incorrect shell placements, improper material usage and placement, poor project planning, contractual variation discrepancies, cost and time overruns and poor surface finishes.

For more information on the training Parker Brent offers, call (03) 8605 4802 or 0415 682 747.

10. Information, business and communications technology.

McGrath says the national qualifications will have a number of benefits to the industry and consumer including:

- Helping the industry attract and retain young people by giving them a recognised qualification, career path and mobility within the industry.
- Raising standards to a minimum national benchmark across the industry.
- Giving pool and spa owners the confidence that their water and family's health is being looked after by a qualified technician.
- Providing formal recognition of the skills and knowledge required by current industry members.
- The opportunity for industry members to become Registered Training Organisations (RTOs).
- The ability for RTOs to offer this training to the industry.
- The opportunity for government to consider offering subsidies to industry members for the training.

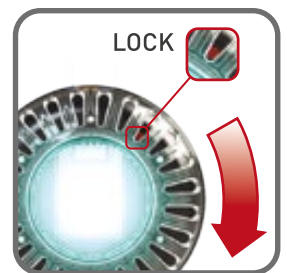
YOU SPEAK, WE LISTEN...

You told us you wanted a compact, high-performance and easy-to-install niche light for **CONCRETE POOLS**. As of **June 2012**, it's yours!



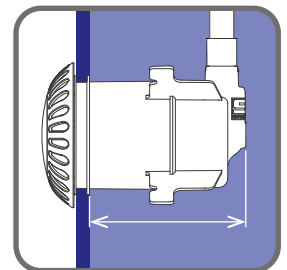
NEW PLUG SYSTEM ✓

For improved electrical connection & reliability



CLICK-FIT MOUNTING ✓

Patented mount system with no visible fasteners



ADAPTABLE NICHE ✓

Adjusts to suit thin & thick exterior or internal walls



LIGHT DIFFICULT AREAS ✓

You can now easily illuminate steps, swim-outs, & ledges



ATOM (EM-series) lights incorporate patented **PULSEWAVE®** & **DUOSINK®** technologies for superior reliability.

Contact **SPA ELECTRICS** today to find out how ATOM (EM-series) lights can improve your Concrete, Fibreglass or Vinyl pool project



phone +61 (0)3 9793 2299

fax +61 (0)3 9799 9300

web www.spaelectrics.com.au

atom
emSERIES

2012 SPLASH! Environmental Awards now open for entries



The third edition of the world's only dedicated environmental awards for the swimming pool and spa industry is coming around again. Get your entries in before April 30, 2012.

Once again, members of the Australasian swimming pool, spa and aquatics industries are invited to enter the SPLASH! Environmental Awards.

This is the third time the Awards have been held, following their inception in 2008. They are awarded every two years at a gala evening on the Gold Coast, to coincide with the final day of the SPLASH! Pool and Spa Trade Show.

"The issues at play have certainly developed over the past five years," says Simon Cooper, publisher of SPLASH!. "There is an even greater interest in environmental issues from the general public, and of course there is a much greater regulatory and legislative impetus to make pools and spas as efficient as possible.

"When the awards were first conceived in 2007, the big issue of the day was the water shortage. Since then, some governments have made efforts to shore up water supply, and the move to a wetter part of the climate cycle has cooled down that part of the debate in some locations. However, we all know once the weather moves into the drier pattern, the issue will come back with a vengeance."

A recent survey commissioned by Smart WaterMark shows water saving is still top of mind in some Australian centres such as Perth, where 86 per cent of residents are highly concerned about water.

Back in 2007, swimming pools were being targeted as perceived big users of water. Now, they are being targeted as amongst

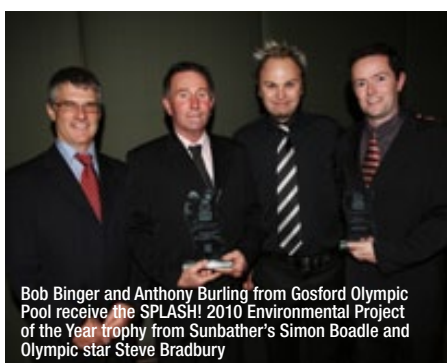
the biggest household users of energy.

"The big issue today is energy efficiency," says Cooper. "This is very topical. The increased consumer demand on ageing electrical generation infrastructure is creating a lot of debate, as did the introduction of the clean energy bills through the Federal Parliament.

"It's important that the industry addresses this issue – and is seen to be addressing it. There have been a large number of advances in technology and methods brought about directly by the need to reduce energy consumption in our industry.

"The SPLASH! Environmental Awards is one way to highlight these advances, and to congratulate the people and companies with the vision to pursue them."

"The SPLASH! Environmental Awards is one way to highlight these advances, and to congratulate the people and companies with the vision to pursue them."



Bob Binger and Anthony Burling from Gosford Olympic Pool receive the SPLASH! 2010 Environmental Project of the Year trophy from Sunbather's Simon Boadle and Olympic star Steve Bradbury



The 2010 winning Residential Pool by A Total Concept



The 2010 winning Commercial (Indoor) Pool, Ryde Aquatic Centre



The Pentair Intelliflo, co-winner of the 2010 Energy Saving Product



Poolside Frankston, 2010 winner of the Pool Shop Award



Fasco's imPower, co-winner of the 2010 Energy Saving Product

“There is an even greater interest in environmental issues from the general public...”

“Once again, we’d like to thank Sunbather who have supported these awards since their inception.”

Sunbather are again Foundation Sponsors of the SPLASH! Environmental Awards, as they were in both previous awards in 2008 and 2010.

Judges

The judges include respected experts in the fields of water efficiency, swimming pool equipment efficiency, residential design and commercial water treatment.

- Julian Gray, CEO, Smart Approved WaterMark
- David Hallet, General Manager, Archicentre
- Peter Seebacher, Consultant to the Department of Climate Change & Energy Efficiency
- Alan Lewis, Consultant, Aquazure
- Facilitated by Chris Maher, Editor, SPLASH!

The Award Categories

The 2012 SPLASH! Environmental Awards entry forms are inserted in this issue of SPLASH! If you need extra entry forms, go to splashmagazine.com.au and click on the Environmental Awards tab.

There are two major awards:

- The SPLASH! Environmental Project of the Year
- The SPLASH! Environmental Product of the Year

The winners of these two major awards will be chosen from the winners of the category awards.

Project Awards:

- Residential Pool Award (Outdoor)
- Residential Pool Award (Indoor)
- Commercial Pool Award (Outdoor)
- Commercial Pool Award (Indoor)

Retail:

- Pool Shop Award

Product Awards:

- Energy Saving Award
- Water Saving Award
- Mechanical Product Award
- Sanitisation Award
- Spa Award

The deadline for entries is April 30, 2012. Please see the entry form for conditions of entry.



AIS's Ecoline, 2010 winner of the Sanitisation Product Award

The MultiCyclone pre-filter, winner of the 2010 Product of the Year Award



Davey's water cooled Silensor pump, winner of the 2010 Mechanical Product Award



Sunlover/Spa Industries won the 2010 Spa Award for AquaTemp

Sponsorships

Attractive sponsorship packages are available. For more details contact Karen Jaques at SPLASH! on (02) 8586 6135 or email kjaques@intermedia.com.au.

Around the globe

TISHERMAN PARTS WITH GENESIS 3

DAVID Tisherman, one of the three co-founders of world renowned Genesis 3 Design Group, has been voted out of the organisation.

He will sell his stock to the other two principals Skip Phillips and Brian Van Bower, and begin a separate educational organisation for swimming pool builders called Artistic Resources and Training.

Genesis 3 was set up by the three principals in 1998 in an attempt to raise the industry in the US and internationally to higher standards of design and construction.

At the time they were referred to by some other industry leaders as the Three Pigs, because of their arrogance in insisting upon high standards. However, this became a moniker they wore with pride.

Since its inception, Genesis 3 has conducted seminars and workshops around the world with more than 400 industry people graduating from their classes.

They are well known to attendees of the SPLASH! Pool and Spa Trade Show on the Gold Coast, where all three conducted seminars and workshops in 2010, as well at an earlier SPLASH! event in Bali.

Tisherman has achieved considerable exposure not only in the trade media, but also in the design and home media, particularly in the US.

The split is believed to be due to a personality clash between the principals, with Van Bower and Phillips wanting to move forward with a more inclusive approach. Tisherman, meanwhile, was quoted in the US trade publication, Pool and Spa News, as saying "I have based everything I've done on love of this industry. I don't believe in patting people on the back, I believe in telling the truth. Beautiful is beautiful, and there's a reason things are beautiful."

Phillips and Van Bower are planning to broaden the reach of Genesis 3 by collaborating with a greater number of industry groups, becoming accessible to a larger variety of professionals, and incorporating more input from members, sponsors and instructors.

Van Bower says they are embracing a wider spectrum so everybody can improve from whatever their current level is, to wherever they want to go.

David Tisherman seen here helping Australian pool builders get a handle on basic perspective drawing at SPLASH! on the Gold Coast in 2010



Part of the new direction is also intended to promote a succession plan, whereby the organisation can continue after the founders retire. This will require the elevation of some instructors and senior members.

Phillips says it's about moving an entire group ahead and that eventually the momentum will help fundamentally change the entire industry.

WATKINS BUYS AHS

US spa manufacturer Watkins Manufacturing has acquired the assets of American Hydrotherapy Systems (AHS), manufacturer of Freeflow Spas and a leader in the rotationally moulded spa and business category.

With the purchase of Ontario, California-based AHS, Watkins adds rotomoulded Freeflow Spas to its portfolio of premium Watkins spa brands that includes Caldera Spas and HotSpring Spas, the world's number one selling brand.

THERMOSPAS FOR SALE

US spa manufacturer ThermoSpas is on the market. The 29-year old company is well known in the US for its 1995 switch from a dealer model to a direct-to-consumer model. The owner Andy Tourmas is also the President of the International Hot Tub Association. The company is now looking for a partner to look after

their creditors and suppliers while continuing the ThermoSpas brand.

COURT BATTLES IN THE US

AQUASTAR Pool Products is suing Hayward Industries, accusing them of engaging in anticompetitive practices. Hayward denies the allegations, which relate to the way the company dealt with distributors who also handled AquaStar's suction pool cleaner in 2009.

In another case, giant US distributor PoolCorp has settled with the Federal Trade Commission (FTC) over issues of anti-competitive behaviour in which the FTC alleged PoolCorp was stymieing new competitors by blocking them from buying pool products directly from manufacturers.

NEPTUNE-BENSON ACQUIRES LAWSON AQUATICS

MANUFACTURER of commercial pool filtration systems, Neptune-Benson, has acquired the business of Lawson Aquatics, manufacturer of main drain and rim-flow system components. The acquisition is part of a strategic growth plan announced last year. While Lawson Aquatics will be managed out of Neptune-Benson's world headquarters in Coventry, Rhode Island, the company will retain its key personnel and will continue to operate under the Lawson Aquatics name for the foreseeable future.

INDIAN SHOW TO GROW

THE Waves Pool Spa Bath International Exhibition & Conference is expected to grow in 2012 after it co-locates with the Business of Spa, Beauty & Fitness Expo. The combined show will be held on September 6-8, 2012 at the new India Expo Centre of Greater Noida in Delhi.

“WHITES ONLY” POOL STARTS CONTROVERSY

A Cincinnati landlord who posted a “Whites Only” sign outside her duplex apartment swimming pool has been ordered to take down the sign by a civil rights commission.

The landlord, Jamie Hein, said she posted the sign after seeing one of the tenants’ children use the pool. The girl was black, and the landlord said she used chemicals in her hair that can make the pool cloudy. The girl’s parents filed a suit and moved out of the apartment to avoid subjecting their family to further humiliating treatment.

The commission concluded that the sign restricts the social interaction between Caucasians and African-Americans and reinforces discriminatory actions aimed at oppressing people of colour. Hein’s argument that the iron sign should remain because it is an antique did not hold water, despite it being from 1930s Alabama.

BIRMINGHAM GETS FIRST NEW POOL IN 20 YEARS

BIRMINGHAM in the West Midlands, UK has a new £12.2m swimming pool and fitness centre in Harbone on the site of the city’s former Harborne Baths. The facility is the first new public swimming pool built in Birmingham for more than 20 years. Wates Construction delivered the new venue and architects Saunders Boston were behind the design. The Harborne Pool and Fitness Centre boasts a 25m, six-lane swimming pool and an LTS pool. It will also have a 70-station adult fitness suite and a smaller gym for young people aged between eight- and 16-years old.



ALOHA Pools won a recent international GAVA Gold award for this stunning pool, to add to their Victorian Gold and two National Golds for the same project.

13-16 November 2012
Eurexpo Lyon - France



It is time to join the most important expo dedicated to the Swimming Pool and Hot tub industry

For any query:
Simon COOPER / +61 02 9660 2113
scooper@intermedia.com.au

so innovative!



Non-contradictory document - RCS 380 552 976 - Photo: Getty Images



www.piscine-expo.com

twitter @PiscineExpo

Industry Moves

SAC SENDS CANDETTI BROKE

SOUTH Australia's largest wholly-owned construction company, Candetti Constructions, has been placed in voluntary administration at the request of Chairman Alex Candetti.

Candetti's creditors, mainly sub-contractors, are owed in the vicinity of \$7 million and a substantial part of that relates to the State Aquatic Centre at Marion, of which a large amount is still owned to Candetti.

Candetti has appointed KordaMentha partners, Stephen Duncan and Chris Powell, as administrators over the company's operations in South Australia and Queensland.

"Our initial observation is that this company is owed considerably more than it owes, and a priority of the joint administrators is therefore to work with Candetti in securing these substantial unpaid amounts for work already completed," Duncan says.

"Of some \$30 million due to the company for completed work, a large component appears to be in respect of one project – the new State Aquatic Centre at Marion. The focus of this Administration will therefore be on pursuing these claims to provide an opportunity for the company to reclaim its position in the industry."

Alex Candetti said that while his decision to appoint the administrators was very disappointing, it was the best option for the company to move forward with its drawn-out efforts to recoup funds owed on completed work.

"We are a very proud and successful South Australian company which has been placed in an untenable position by delayed payments of money owed to us and prolonged and unfair disputes," he says.

"Significantly, the large percentage of our sub-contractors have been supportive of Candetti during this difficult period and we are most grateful for their continued support and understanding.

"My priority has been to work with these people towards having them paid

and I will continue to do so in partnership with the administrators."


Candetti and the SA Government had reportedly had disputes over variations on the Marion project.

RHEEM LAUNCHES RPH

Rheem has announced the entry of Rheem Pool Heating (RPH) to the Australian pool heating market. This step sees more than 60 years of combined experience come together with the amalgamation of the Rheem-owned companies Raypak Australia Pty Ltd and Accent Air Pty Ltd to form the new market entity of Rheem Pool Heating.

The RPH product range covers Raypak's gas pool heating units and Accent Air's electric hot water and pool water heating heat pumps. Both are experienced Australian manufacturers supported by Rheem service expertise nationwide.

Rheem says the pool heating products have been designed for Australia, made strictly for the Australian market and to the local industry codes, have readily



Because the filtration performance
in your pool is critical



The performance of your pool filtration system is critical to maintain a healthy environment for your family and friends. When Emaux Pumps and Filters are specified, you can be assured of a filtration system that is of the highest quality. Emaux meets or exceeds Australian and International quality and performance standards at a cost which reflects our international competitive strength. For further information call us or visit our website. www.emaux.com.au.



The clear choice in water technology

1300 293 633

available spare parts, direct factory and engineering support and a sales team dedicated to finding the optimal heating solution without bias.

GLADSTONE POOL CARE BUSINESS FOR SALE

Hosking Pools and Pool Care is a successful business that has been specialising in pool and spa products and servicing for more than 30 years.

Situated in Gladstone, a city currently undergoing enormous residential expansion and infrastructure development, Hosking Pools and Pool Care has a consistently increasing turnover that is currently close to \$1.2 million, predicted to reach almost \$1.4 million this financial year.

Marg Hosking says the company has an experienced and reliable staff, an extensive and loyal customer base, a number of sign-written service vehicles and all the equipment necessary to the functioning of the business.

After 30 years in the industry the owners have a wealth of expertise, and are willing to assist in the handover, ensuring a

smooth transition for the new owner/s.

While the business is well established, there is also room for growth including possible expansion into swimming pool construction.

Hosking says that with its pleasant climate and close proximity to the Great Barrier Reef, Gladstone not only presents a huge opportunity for financial prosperity, but also offers a great lifestyle.

The asking price is \$690,000 plus stock at valuation. Call Marg Hosking for more information on (07) 4978 5462 or 0403 066 989, or email mhosking@aanet.com.au.

POOLQUIP TO DISTRIBUTE ROVER IN NZ

Poolquip Ltd was founded in 1993 as a manufacturer of above-ground pools, filters, pumps, hand-over equipment and a repackager of pool chemicals, with all products made in New Zealand except the chemicals.

Poolquip is now distributing the Pool Rover ST automatic pool cleaner in New Zealand. The company distributes throughout

New Zealand and has outlets in Auckland, the North Shore and Christchurch.

NFT SETS UP IN CHINA

Australian company New Fluid Technologies (NFT) has set up an office in Nanjing Technology Park. Brian Bambach of NFT says the office has been beautifully fitted out by the Chinese Government and the Nanjing City Government.

LATICRETE OPENS NEW WAREHOUSE

Laticrete has opened a modern new warehouse and training facility in NSW. Laticrete has had a presence in the Australia since the 1960s and currently has production and research facilities in Australia, Singapore and China, as well as many other areas around the world. Laticrete technical services provide reviews of job specifications and plans, project detail planning and review, and provides answers to questions concerning the installation of ceramic tile, pavers, brick, marble and stone. For more information call toll free in Australia on 1800 331 012.

Harness the power of the sun

Leaders in Pool Heating Solutions...

- ✓ The Ultimate **Solar Pool Heating System**
- ✓ Award Winning **High Performance Solar Heating**
- ✓ Innovative **Diamond Pool Blankets & Rollers**

Rebates now available*

*Conditions apply

www.supremeheating.com.au
1300 787 978



Supreme Heating

Specialists in heating for homes & pools



Pool register on cards for NSW

New South Wales will likely soon join Queensland and Western Australia by having a pool register established.

IN January, the NSW Local Government Minister Don Page released a number of options to modify the Swimming Pool Act with the aim of reducing the prevalence of children drowning in swimming pools.

He issued a Discussion Paper which sought comment on a number of potential new safety measures including the creation of a state-wide swimming pool register, mandatory inspection of pool barriers at any property with a pool at the point of lease or sale, and a pool inspection regime run by councils, including for tourist and visitor accommodation, and other multi-occupancy developments.

The deadline for submissions was February 24. An alert was sent out in a recent SPLASH! eNews. If you want to receive the eNews go to splashmagazine.com.au and click on the register for eNews button.

PROPOSED AMENDMENTS REGARDING THE SWIMMING POOL REGISTER

The Government is considering amendments to the Swimming Pools Act that:

1. Require the NSW Government to develop and maintain an online, State-wide register of swimming pools, through the Division of Local Government, Department of Premier and Cabinet, containing certain prescribed information about the pool including (but not limited to) address, type of pool, date of construction/installation as well as date of any inspection and result.
2. Require that each swimming pool owner register their swimming pool via the online, State-based register at no cost using a standard form approved under the Swimming Pools Regulation 2008 (the Regulation). This includes swimming pools that form part of a tourist and visitor accommodation complex, and other multi-occupancy developments such as strata and company titles including town house and unit complexes. This would be a once-only registration process. Pool owners would be provided with the alternative

of requesting that their local council complete the online registration process on their behalf using a standard form completed by the pool owner, at a cost of no more than \$10.

3. Require that, as part of the registration process, pool owners undertake a 'self certification' process of their pool by completing a safety checklist and a statement that, to the best of their knowledge, the barrier complies with the standard required by the Act at the time the pool was built. Pool owners would be provided with the option of requesting that their local council or a private certifier undertake the certification process on their behalf for a prescribed, maximum fee for local councils and at market cost for private certifiers.
4. Establish a new offence for failing to register a swimming pool attracting a penalty notice amount of \$220, with a maximum penalty of \$2,200, with a transitional period of twelve months so that there is sufficient time for pool owners to be notified of the requirement to register the pool.

SWIMMING POOL BARRIER INSPECTION PROGRAM

The Government is also considering amendments to the Swimming Pools Act that:

5. Require that councils, in consultation with their communities, develop and publish on their websites a swimming pool barrier inspection policy and program that is acceptable and affordable to their community.
6. Require mandatory inspection by councils of pools associated with tourist and visitor accommodation and other multi-occupancy developments at a period of no greater than three years for the same inspection fees outlined in 8 below.
7. Require that any property with a swimming pool must be inspected, and have a valid compliance certificate issued under the Swimming Pools Regulation 2008, before the property

is leased or sold (parallel amendments to conveyancing, residential tenancy and land use planning legislation may also be required). The compliance certificate would be valid for a period of two years, even if the property is sold or leased again in the interim.

8. Provide that councils may charge an inspection fee for each inspection undertaken to reflect the actual cost of the inspection to a maximum of \$150 for the initial inspection and to a maximum of \$100 for one additional re-inspection, should it be necessary as a result of the initial inspection. It is further proposed that no additional inspection fees could be charged for any subsequent re-inspections.
9. Require councils to report annually on the number of swimming pool inspections undertaken and the level of compliance with the requirements of the Act.

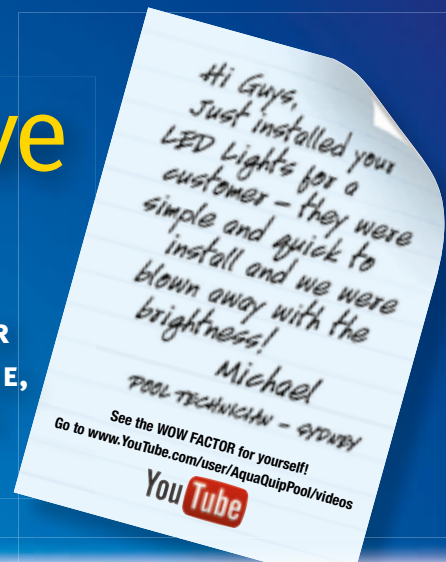
OTHER PROPOSED ACT AMENDMENTS

The Government is also considering amendments to the Swimming Pools Act that:

10. Include a provision to clarify that, where an existing swimming pool that is exempt from the Act's fencing requirements is fenced voluntarily, such fencing must meet the Act's requirements for a compliant, four-sided barrier. This would effectively 'disapply' or remove the exemption.
11. Clarify and make consistent with the Local Government Act 1993 council powers of entry under the Swimming Pools Act to inspect private swimming pool barriers.
12. Amend the definition of 'swimming pool' in section 3 of the Act by replacing the words '300 mm or more' with 'greater than 300 mm' to increase national uniformity.
13. Replace the term 'hotel or a motel' with 'tourist and visitor accommodation' wherever occurring in the Act to increase consistency with other legislation.

Aqua-Quip's Innovative Lighting Solutions

ALL AQUA-QUIP LED LIGHTS ARE AUSTRALIAN-MADE, OFFER THE LATEST TECHNOLOGY AND ARE AVAILABLE IN WHITE, BLUE, GREEN AND MULTI-COLOUR INCORPORATING AQUA-QUIP'S EXCLUSIVE COLOUR SELECTION PALETTE.



QC LED RETRO-FIT SURFACE MOUNTED

- **Variable Voltage 12v AC ~ 32v AC.**
Use the existing 12v, 24v or 32v transformer.
- **Quick Connect Plug Kit included.**
Simple and quick to install.
- **Includes Universal Mounting Bracket.**
Suits all brands of concrete pool lights.



Step 1. Fit the plug kit to the existing cable.



Step 2. Push into rear of light and tighten screws.

Evo2 – LED FLUSH MOUNTED FOR NEW POOLS

- **Stylish, compact and modern design.**
Recessed light fits flush with pool wall.
- **Detachable Cable for easy installation.**
- **Suitable for Concrete, Vinyl and Fibreglass Pools.**
Simple and quick to install – builder friendly.
- **Optional Stainless Steel Trim Ring provides added elegance.**
Evo2 LED lights are ideal for all types of water features, spas, fountains, waterfalls, beach areas, ponds and catch tanks.



Relax... your pool has never looked more inviting!



MANUFACTURED BY:
AUTOMATIC POOL CLEANERS (AUSTRALIA) PTY LTD
40 PERCY STREET AUBURN NSW 2144
PH: +61 2 9643 8338 FAX: +61 2 9643 8448

AQ 003 SPLASHfp

The invasion of the robots



Robotic pool cleaning technology has matured to a point where it is now widely available to residential pool owners.

For many years, robotic pool cleaners have been vital pieces of equipment at most large public pools.

Although they are more expensive than other types of pool cleaner, their powerful cleaning ability and intelligent cleaning patterns make them great value for money for commercial operations.

Robotic cleaners save the cost of having staff manually cleaning the pool, and improve the water quality by bypassing the filtration system.

Now, with prices coming down for smaller residential robotic cleaners, homeowners can experience the pool cleaning power of robotics too.

The revolution is happening

Waterco manufactures and supplies suction, pressure and robotic pool cleaners. Group marketing director Bryan Goh says that the majority of pool cleaners in the market today are suction cleaners.

Suction cleaners have various restrictions, including the fact that they are fitted into a

pool's skimmer, reducing the pool's skimming ability, and also reducing its turnover by adding a restriction to its pool circulation.

And to operate a suction cleaner effectively, the pool pump needs to operate at higher speeds.

"From personal experience," says Goh, "I operate my pool pump at a low speed setting to maximise filtration and to maximise energy savings. A suction pool cleaner requires at least a medium speed setting to operate."

The other disadvantage of suction cleaners is that they have a smaller vacuum opening and can be often clogged with large debris, such as large leaves or sticks.

Goh says that prior to the availability of robotic pool cleaners, the only option was to install a pressure cleaner, which requires the addition of another pump and therefore more power.

"And this option is not always possible unless the builder installs a provision for a pressure cleaner," he says. "So if you have a leafy pool or a pool that suffers from large

debris – and a suction cleaner that is not capable of vacuuming large debris – plus you don't have provision for a pressure cleaner, then a robotic cleaner is the only option."

Goh also says that often after heavy rainfall or a storm, there can be quite a lot of debris in the pool. In that case, if a suction cleaner is operated, the debris goes straight to the filtration system, which then requires backwashing or maintenance. With a robotic cleaner, the debris it is trapped within it.

Goh lists the following as advantages of robotic cleaners compared with competing technologies:

Environmental benefits

Robotic technology allows for the automatic and systematic cleaning of residential swimming pools without relying on the operation of the pool's filtering equipment. The result is a dramatic reduction in energy costs versus all other types of automatic pool cleaners:

- Suction cleaners need the pool's filtration



One of the big advantages of robotic pool cleaners is their ability to climb pool walls, and clean while they're going. This shot shows Maytronic's Dolphin Supreme

system to operate at a higher speed, negating any energy savings from the use of variable speed pumps (while in operation);

- Pressure cleaners not only need the normal filtration system to be operating, but they also require the addition of a booster pump, vastly increasing the energy consumption and consequently the cost.

Less maintenance

Robotic cleaners vacuum and trap all the pool debris in self-contained compartments or bags. This technique eliminates the pool owner from having to do excessive backwashing or rinsing the pool's filter, such as is the case with suction style cleaners.

Total pool cleaning

Robotic pool cleaners are equipped with scrubbing brushes, and not only do they vacuum the pool's floor and walls, they also scrub the pool's surface (vinyl, fibreglass, concrete etc).

More comprehensive clean in shorter period of time

Some robotic cleaners have large intake ports and a wider cleaning path than traditional cleaners.



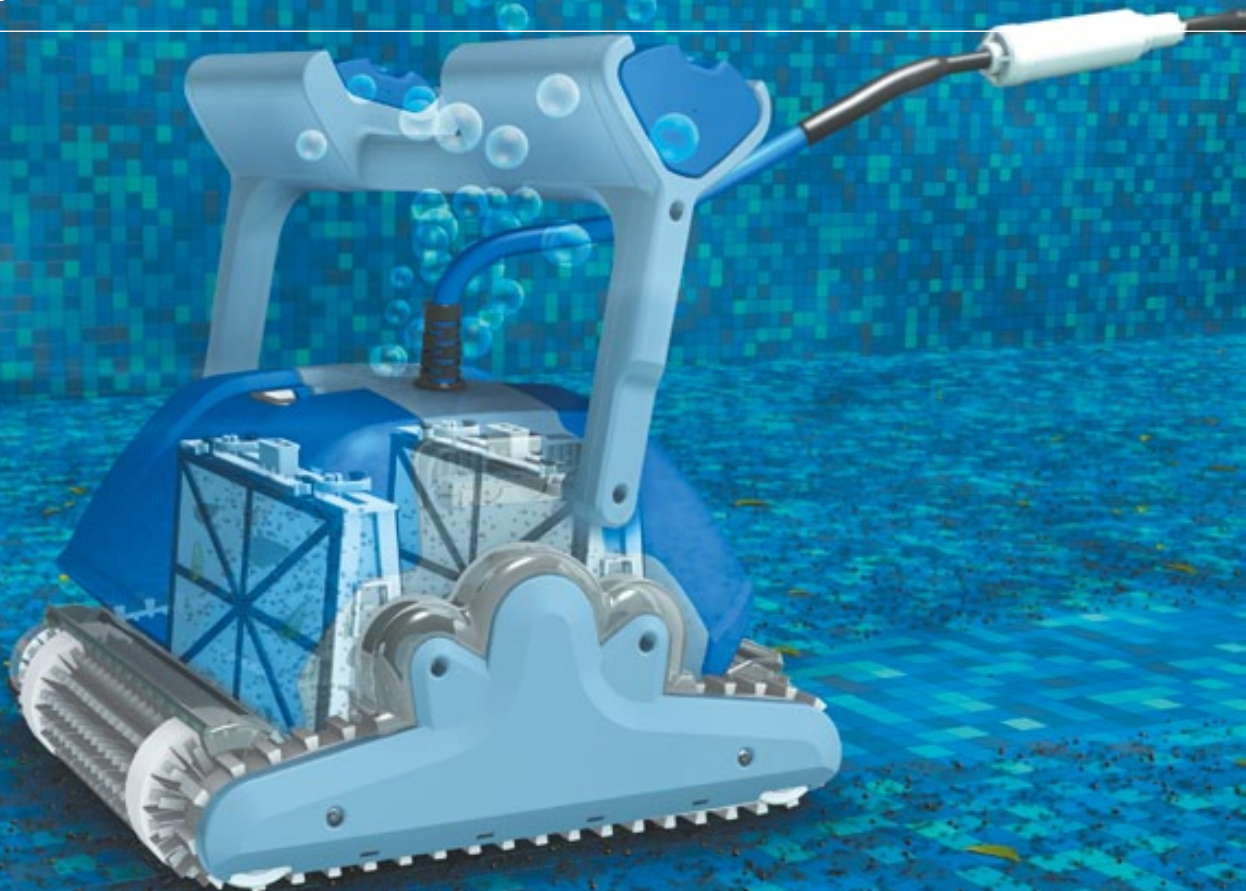
Size and weight (both when dry and when wet) are important considerations when choosing a robot. Here we see the ultra-light Admiral range from Waterco

Disadvantages of certain robotic cleaners

Their weight – traditional robotic cleaners have an average 'dry' weight of around 9.5kg and an average 'wet' weight (when being pulled out of the water) of more than 27kg.

However, some modern robotic cleaners have a much lower weight.

Waterco has recently released their Admiral range of robotic pool cleaners. There is more on them later in this article.



The filtration system is inbuilt in robots. Image by Maytronics



VENETIAN SOLAR

FOR LOOKS & PERFORMANCE



VENETIAN SOLAR ABSORBS UP TO
**94% OF THE SUNS RAYS AND
CONVERT IT TO HEAT.**

Venetian style is World Patent Pending



Head Office
Factory 5, 9 Jersey Road
Bayswater VIC 3153
T: 03 9720 2133
F: 03 9720 3266

New South Wales
2/20-22 Foundry Road
Seven Hills, NSW 2147
T: 02 9838 0000
F: 02 9882 6622

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

www.sunloverheating.com.au

Email: sales@sunloverheating.com.au