

# SPLASH!

The voice of the Wet Industry

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April/May 2012



**ULTRA VIOLET  
DISINFECTION**  
The rise of  
secondary  
treatment

**MEET THE MAN**  
Heading up SPASA  
Queensland

**The world talks  
about water**

Review of the aquatic  
health conference

**WELCOME TO THE JET AGE**  
The evolution of spa technology





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# SPLASH!

Swimming Pool Lifestyle And Spa Hi-tech

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## Welcome to SPLASH!



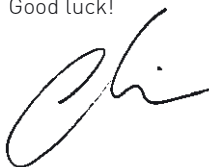
It's hard to be optimistic when we seem to get hammered by the weather at every turn. Nonetheless, a slither of very cautious optimism is allowed with two pieces of slightly positive news. First, the meteorologists are saying that La Nina has gone home, and we're due for brighter weather over the next year. But they add that as a farewell, there will be another month or so of rain. Thanks for that. The second slightly positive news is that the DA figures have shown an improvement when comparing the first two months of this year with the first two months of last

year. But then, it was a pretty bad beginning to 2011. Nonetheless, it's always good to see the figures creeping up, rather than going the other way. Queensland of course has suffered the brunt of the weather these past 12 months, so we're all hoping that warmer times really are just around the corner. This issue, we talk to the new man in Queensland, SPASA CEO Adrian Hart, and ask him how he's going to cope with some of the difficult issues facing that state. We also look at the (relatively) new technology of ultra violet disinfection, as well as advances in spa jet technology.

It's not too far away before we get to July and the big event that only comes around every two years - SPLASH! on the Gold Coast. As part of that dynamic week, we also have the SPLASH! Environmental Awards Gala Dinner, which promises to be bigger than ever.

As they say, you've got to be in it to win it (or even to become a finalist). So if you didn't get your entry form in the last edition of SPLASH!, go to splashmagazine.com.au and download one. Entry is free and I strongly urge you to enter if you have any relevant project, product or outlet.

Good luck!



**Chris Maher**  
 Editor  
 chrismaher@intermedia.com.au

## This issue's cover



The cover shot shows an Aqua Technics Aquarius Crystite fibreglass pool installed in North Beach, WA. The sanitisation equipment includes a Delta UV E40 ultra violet unit. There is more on ultra violet disinfection on page 48. The inset shot shows the complete enjoyment that can come from a warm, bubbling spa. There is more on innovation in spa technology on page 28.

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## Get inspired this July

**FOCUS** Products has announced its Inspire Conference will be held from July 28 to August 1, 2012, immediately following the SPLASH! Pool and Spa Trade Show on the Gold Coast.

This sees a return to the Gold Coast following a successful conference in Fiji last year.

Focus says the conference will have a well-balanced schedule of networking, training and time to recharge, making it both rewarding and enjoyable. Covering practical training sessions such as HR, Inspire provides a great opportu-

nity to learn valuable business skills.

Inspire 2012 will also allow a hands on look at Liqua, with the Focus Dealer Network having the very first chance to get real practical understanding about the technology, see it in action and place their business at the forefront of the industry.

The conference will be held at the recently opened Hilton Hotel at Surfers Paradise, positioned in the heart of the Gold Coast.

Focus Dealers can attend the Inspire Conference for free, based on being a part of the Priority Points Program.

## Pentair Water commits to Australia with \$8m headquarters

**MULTINATIONAL** Pentair has shown confidence in the Australian market with a plans for a new headquarters.

Pentair, the global water products group with major pump, pool, filtration and water control products marketed Australia-wide under the Pentair, Onga, Shurflo and Flotec brands has committed to an \$8 million new national headquarters complex for Australia. The construction at Dandenong South in Victoria has already commenced.

The 6800-square-metre building will form the new administration, product assembly, national distribution, and research and development facility.

It is expected to be ready for occupancy by the 80 Pentair staff towards the middle of the year.

Pentair Managing Director Steven Lelli says that the investment in the project represents a major investment in the future of Australia and particularly in the outlook for the Australian water products industry.

"As a company group we believe this facility will equip us well for the future and place Pentair in a position to continue to lead the way in the inevitable upturn in business confidence," he says.

"We will be creating a state-of-the-art facility that will reflect our commitment to lean manufacturing and overall business efficiency and improvement. For instance, we will be able to utilise a new paperless warehousing, stock picking

and distribution network which will enhance our response times to our reseller and dealer network."

Lelli says they will also have a much enhanced research and development facility within the complex including a new laboratory and test bed capacity, as well as a showroom area at the front of the complex.

Lelli says that Pentair has a long term involvement in the Australian water products industry.

"Our Onga brand name and its pump manufacturing business was established in the mid-1960s and has grown to become one of the most recognised



Managing Director Steven Lelli reviews the building plans for the water products group's new Australian headquarters where construction has commenced in Dandenong South.

## Hayward and Maytronics break off merger talks

**ROBOTIC** pool-cleaner manufacturer Maytronics has turned down a possible merger with pool equipment giant Hayward Industries.

US-based international manufacturer Hayward has confirmed that the proposed acquisition of Israel-based Maytronics has foundered.

Both parties had previously signed a letter of intent and were participating in active negotiations toward a merger agreement. Since the merger was subject to the approval of the Maytronics' shareholders, Maytronics solicited the early opinion of its major shareholder, Kibbutz Yizrael-Workers Group for Cooperative Settlement Ltd., which holds a majority of the Maytronics voting power. However, the merger proposal was voted down by the general membership of Kibbutz Yizrael.

Robert Davis, President and CEO of Hayward Industries says he is disappointed in the outcome as the merger would have been highly complementary and synergistic to both companies.

Hayward will now look elsewhere to fulfil its strategic aim of adding an energy efficient, high-growth line of robotic pool cleaners to its product range.

product ranges servicing the general water supply, fire-fighting, agricultural water transfer and the pool and spa market," he says.

Lelli says the project is being constructed to green building standards. This includes a 30,000 litre rainwater harvesting system which will distribute water throughout the building and the landscaped surrounds via the latest Pentair technology.

The new Pentair facility is being constructed at 1-21 Monash Drive Dandenong South. Once completed, Pentair will relocate from its current leased premises in Notting Hill.



Waterco's EnviroPro range: pool equipment that not only maximises your time in the pool, but also delivers energy efficiency and water savings



Waterco's pre-filter **MultiCyclone** technology not only allows you to save thousands of litres of water per year, it also reduces your filter maintenance. Or for the ultimate convenience and maximum water savings, the **MultiCyclone Plus** is an easy to use, highly efficient centrifugal filter and cartridge filter all in one.



The **Hydrostorm ECO** pump uses up to 70% less electricity than a regular pump, you can also switch to off peak electricity tariffs at night due to its quiet operation, saving you even more on your energy bills.



The **Micron ECO** allows you to enjoy the convenience of backwashing your pool, whilst using 30% less water. Its hydraulic efficiency facilitates the use of energy saving pumps.



The **Opal XL** cartridge filter eliminates backwashing, saving you water. Its oversized filter cartridge, minimises filter maintenance.



**Admiral** robotic pool cleaners, ensures your pool will be sparkling and effortlessly clean using less power than required to illuminate one halogen pool light.



The **Zane Solar Gulfpanel** and the **Electroheat** heat pump not only enable you to save on your energy bills, you can extend your swim season conveniently and cost effectively.



The **BriteStream Multicoloured LED** lights not only look great, but they operate on a mere 15% of the electrical power required for the halogen equivalents.





The Victorian show broke records for attendance

## Consumers flock to pool shows

**PERTH, MELBOURNE AND SYDNEY RECENTLY HAD CONSUMER POOL SHOWS WITH POSITIVE RESULTS.**

IN a positive sign for the industry, recent pool and spa shows in three states had variously good and great responses from consumers.

The Victorian industry is in a positive mood following the Melbourne Pool & Spa Expo which broke records for visitor attendance in February.

It represented a 29 per cent increase in visitor numbers over the previous consumer expo with 15,725 consumers coming through the door. The Sunday attendance was particularly good, setting an all-time record and leaving exhibitors

weary but happy.

In Perth, the consumer show was held on a sizzling March weekend. The temperatures hovered around the 40-degree mark, but the hottest event in town was the Pool, Spa and Outdoor Living Expo at Claremont Showgrounds.

This was the seventh version of the annual event and was the second biggest yet, as thousands of people flocked to

have a look at the latest in pools, spas, paving, umbrellas, water slides and everything you could possibly think of to do with pools and outdoor living.

The exhibitors were reportedly thrilled with the response, with many contracts signed on the day and numerous more leads to follow up. According to the organis-



Testing out the comfort of a spa

ers, great credit must go to the exhibitors for the extraordinary effort in making their stalls look fantastic.

The next Perth show is in September.

In Sydney, the consumer Pool & Spa Expo played host to many exhibitors, had 12 consumer seminars and distributed more than 3500 SPASA Pool and Spa Essentials magazines over two days.

The Expo provided an excellent platform to showcase products and services directly to the public under one roof at Rosehill Gardens Event Centre.

According to the organisers, the general consensus was that the level of genuine inquiry had surpassed expectations and that they were very satisfied with the leads generated.



The Perth show had exhibitors run off their feet

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- Powder coated stainless steel and aluminium construction



### Splash! Pool Lift

This semi-portable lifting system is designed for swimming facilities seeking to provide user-friendly access to their swimming pools.

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- User operable via a waterproof hand control
- Powered by a 24-volt rechargeable battery
- Powder coated stainless steel and aluminium

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## Pentair in \$10 billion merger

### PENTAIR AND TYCO FLOW WILL MERGE TO CREATE THE BIGGEST GLOBAL PLAYER IN WATER AND FLUID SOLUTIONS.

PENTAIR Inc and Tyco International's flow control business are combining in a \$US10 billion merger with the effect that these highly complementary businesses will create a global leader in flow, filtration and equipment protection.

The two companies announced a definitive agreement to combine Tyco's flow control business, Tyco Flow, with Pentair in a tax-free, all-stock merger. The transaction values Tyco Flow at approximately \$US4.9 billion, including assumed net debt and minority interest.

In Australia, Tyco Flow own Southern Cross Pumps, which supplies liquid pumps to industry, building services, fire-fighting and agriculture around the country, as well as the ubiquitous Southern Cross windmills and water tanks.

Upon completion of the transaction, which has been unanimously approved by the boards of both companies, Tyco shareholders will own approximately 52.5 per cent of the combined company and Pentair shareholders will own approximately 47.5 per cent.

The combination will bring together complementary leaders in water and fluid solutions, valves and controls, and equipment protection products to create a premier industrial growth company. The merged company, with estimated pro forma 2012 revenues of \$7.7 billion, is expected to create enhanced shareholder value through:

- Increased global scale with greater access to developed and fast-growth regions;
- Broader presence in key sectors with greater opportunity to capitalise on growth trends in the energy, infrastructure and industrial sectors;
- More robust portfolio of complementary products and customer solutions;
- Significant operational and tax synergies; and
- Strong balance sheet and cash flow generation to support growth and return of capital to shareholders.

The new company will be named Pentair and will be led by Randall J. Hogan, Pentair's current Chairman and Chief Executive Officer.

Hogan says that this is a highly compelling, transformational transaction, bringing together two great companies to create substantial value for shareholders and enhanced growth prospects.

"The addition of Tyco Flow perfectly aligns with Pentair's growth strategy to expand globally, invest in high growth platforms and leverage the Pentair Integrated Management System to generate strong shareholder returns," he says. "We believe that by combining with Tyco Flow, we can unlock substantial synergies, meaningfully increase our global presence and better serve our customers with a broader offering and expanded capabilities. The new Pentair will be well positioned to benefit from the increased demands on energy,

water, infrastructure and industrial process resulting from the growing population and wealth of developing economies."

Ed Breen, Chairman and Chief Executive Officer of Tyco International, says that the transaction provides compelling value for Tyco shareholders through ownership in a combined company with earnings and cash flow prospects that are greater than an independent, publicly traded Tyco Flow.

"When we announced plans for the three-way split of Tyco last September, we emphasised the value-creation opportunities for our shareholders," Breen says. "By combining Tyco Flow with Pentair to create a leading global flow and filtration company, we will have the opportunity to accelerate that value creation. This combination is a win-win for the shareholders of both companies."

Pentair (NYSE: PNR) is a global diversified industrial company headquartered in Minneapolis, Minnesota. With 2011 revenues of \$US3.5 billion, Pentair employs over 15,000 people worldwide.

Tyco (NYSE: TYC) is a diversified company that provides vital products and services to customers around the world.

Tyco had 2011 revenue of more than \$US17 billion and has more than 100,000 employees worldwide.

Tyco Flow is a leading global manufacturer of flow control products. The business had 2011 revenue of \$US3.6 billion and has approximately 15,000 employees.

## Waterco delivers profit in a tough climate

### RAIN DAMPENED THE AUSTRALIAN RESULTS, BUT ASIA PERFORMED STRONGLY AND US LOOKS ENCOURAGING.

INTERNATIONAL water treatment and swimming pool products manufacturer and distributor Waterco Ltd (ASX:WAT) announced a resilient interim financial performance that reflected the impact of ongoing wet weather across Australia plus economic uncertainty and low consumer confidence in Australia and New Zealand.

Despite challenging conditions in Australia and New Zealand, Waterco's Asian division performed strongly, while in the United States there has been acceptance by the water treatment industry of

Waterco's larger fibreglass filters, an area Waterco is committed to growing.

The company said that the Australian and New Zealand sales team worked hard to limit sales decline to less than one percent in that market, considering the tough conditions.

For the six months ended 31 December 2011, Waterco Limited reported a net profit after tax of \$AU1.63 million. This compares with a reported after tax profit of \$2.65 million for the previous corresponding period, the six months ended 31 December 2010.

Earnings before interest and tax (EBIT) for this half-year were \$3.28 million compared with \$4.53 million for the previous corresponding period, while total revenue was \$36.49 million compared with the previous corresponding period of \$37.35 million.

Divisional sales revenue for the half-year was:

- Australia and New Zealand \$27,599,000 (- 0.9 per cent);
- Asia \$3,674,000 (+ 2.1 per cent);
- North America and Europe \$5,002,000 (- 14.7 per cent)



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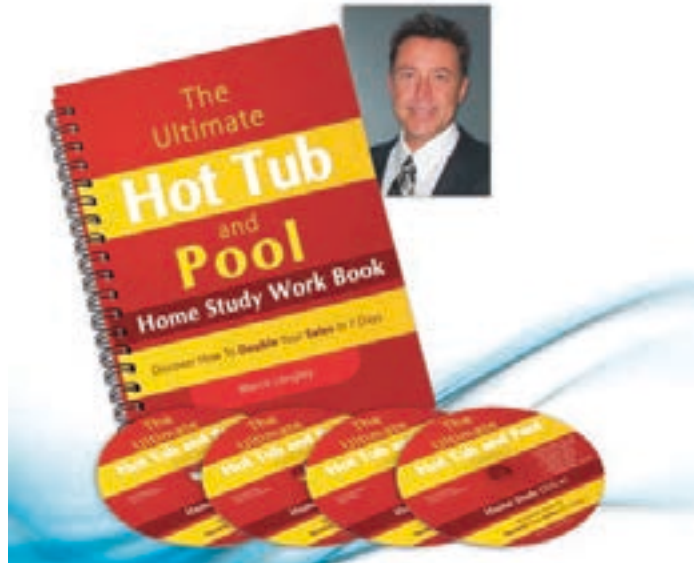
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Please Contact Us for more Information & Demonstration of Cleaners



1300 My Dolphin or www.maytronics.com.au

## DVD library



### Study selling techniques at home

MARCO LONGLEY FROM TOP 10 SALES AND CONSULTING HAS RELEASED A COMBINED DVD-SERIES AND WORKBOOK TO HELP PEOPLE IN THE POOL AND SPA INDUSTRY IMPROVE SALES.

THE Ultimate Hot Tub and Pool Home Study Workbook and DVD set includes hours of Longley's seminar presentations, which are informative, easy-to-watch and full of inspiration for sales people.

To get a copy of the DVD go to <http://top10salesandconsulting.com> and click on the click on the products tab on the right.

While you're at the website, you'll see a link to get a free copy of Longley's 50 page sales book "Overcoming Objections".

In his first year in retail sales in the pool and spa industry, Longley generated almost \$2,000,000 in sales. He is a been-there, done-that sales professional who has seen every side of sales from working in retail up to and including holding senior sales management positions with several major Hot Tub manufacturers. He has worked with sales professionals from Canada to Europe and has enjoyed time spent teaching and working with sales teams in the Caribbean and Mexico.

Marco's sales seminars and sales training book examine the numerous and crucial steps required to 'close the sale'. Starting in sales at the tender age of 14, he's had more than three decades sales experience; he has 'walked the walk' and now shares his experiences and insights that have resulted in continuous record breaking sales figures in many varied sales fields.

Aside from being a professional salesman, Marco is happiest in front of an audience, and that shows in his presentations.

### Win a copy of the DVD

SPLASH! has a copy of the first DVD in this set 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](http://splashmagazine.com.au) and click on the eNews Registration button.

# Industry calendar

FUTURE INDUSTRY DATES TO KEEP IN MIND

## 2012

- Apr 18-19 Australian Water Congress, Grace Hotel, Sydney
- 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 16-18 Country Pool Managers Conference, Katoomba NSW
- 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 27-29 DesignBUILD, Melbourne Convention & Exhibition Centre
- 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
- Sep 6-8 Waves, New Delhi, India
- Sep 8-9 Get Ready for Summer Expo, Perth
- Sep 20 Bob Stanley Memorial Golf Day, Camden Lakeside
- Sep 23-25 Middle East Pool and Spa Exhibition, Dubai, UAE
- Oct 7-9 International Exhibition for Pool & Spa, Qatar
- Oct 9-12 Interbad, Stuttgart, Germany
- Oct 10-12 World Aquatic Health Conference, Norfolk, Virginia, USA
- Nov 6-8 International Pool Spa Patio Expo (IPSPE), New Orleans, Louisiana
- Nov 13-16 Piscine, Lyon France

## 2013

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

More details, dates and links are available at [splashmagazine.com.au](http://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](mailto:chrismaher@intermedia.com.au)



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## Is the industry turning the corner?

### FIRST TWO MONTHS OF 2012 SHOW SLIGHT IMPROVEMENT IN DA NUMBERS, INCLUDING IN QUEENSLAND.

LATEST swimming pool DA numbers show a 17 per cent decline comparing year-to-February 2012 with 2011 figures.

However, the bright news is a 23 per cent increase in January and February figures compared with the same time last year. This might give cautious hope that the industry has turned the corner and latent demand is starting to filter through.

All eyes have been on Queensland of late, and DA figures are still down by a huge 58 per cent comparing the year-to-February figures. However, the past two months shows an increase for the first time since the damaging floods – with a 28 per cent increase over January and February 2011.

The big State this period is Victoria with a massive 98 per cent increase over the past two months, although it is down on the year-to-February figures (-11 per cent). In fact, all States showed declines over the 12-month period: New South Wales, with a four per cent decline; Western Australia (-3 per cent); and South Australia (-25 per cent).

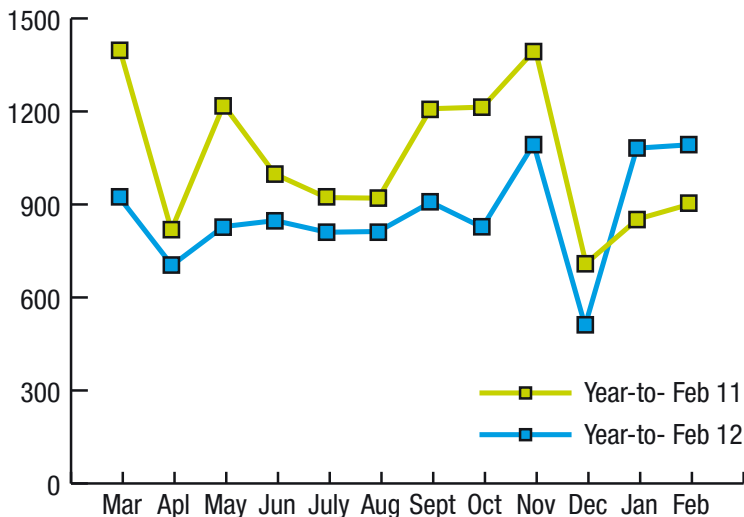
It should be taken into consideration that comparisons of DA numbers against other data indicate that some figures could be considerably higher – though they would not necessarily affect the comparison percentages.

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-February 2012 with Year-to- February 2011  
Green: Year-to- February 2011 Blue: Year-to- February 2012



Pool Approvals by State  
Green: Year-to- February 2011 Blue: Year-to- February 2012



### Queenslanders think green is important

A Swimart survey of 200 pool owners, including 100 from Queensland, has provided some interesting information about Australian pool owners in general, and Queensland pool owners in particular.

For example, 90 per cent of Queensland pool owners believe that their pool adds value to their homes, with 47 per cent saying the pool was the deciding factor when purchasing their property.

The Swimart Summer Pool Owners Survey 2012 also found

that 54 per cent of pools in Queensland are now integrated into the design of a home compared with only 31 per cent of pools in NSW.

Other key Queensland trends include that: 58 per cent of pool owners believe having an environmentally friendly pool is important; 62 per cent use their pools for relaxation more than anything else; 88 per cent of pools are in-ground; and 76 per cent have salt chlorination.



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## Around the globe



### ACQUAVILLAGE WINS ITALIAN AWARD

Acquavillage Water Park in Cecina, Italy has been named Italy's Best Water Park in 2011 by Parksmania. A dual family ride contributed to park winning the award: the new slide complex Intrigo (Italian for intrigue) contains both a family waterslide and a rafting waterslide connected by a conveyor.

### GREAT WOLF GOBBLED UP

Private equity firm Apollo Global Management has bought United States' largest water park operator, Great Wolf Resorts for \$US703 million, taking into account stock worth approximately \$US167 million as well as outstanding debts.

CEO Kimberly Schaefer said that after they thoroughly assessed the situation, they believed the Apollo proposal was the best way to maximise shareholder value. Shareholders received substantial and immediate cash premiums for their shares.

### PENTAIR'S MILLION DOLLAR GRANT

The Pentair Foundation has announced a \$US1 million grant to Water Missions International (WMI) to fund safe drinking water projects worldwide. The new grant provides \$200,000 per year for five years.

More than one billion people worldwide have no choice but to use unsafe, contaminated water. The multi-year grant will fund the implementation of clean water and sanitation projects in developing countries. WMI currently operates water quality and sanitation programs in nine countries: Honduras, Uganda, Kenya, Malawi, Mexico, Indonesia, Haiti, Peru and Belize.

### ZODIAC SPONSORS US ENERGY EDUCATION COURSE

Zodiac Pool Systems has sponsored a major energy efficiency training course through its longtime partner, the Foundation for Pool and Spa Industry Education (FPSIE).

Zodiac has donated the funds to help train 50 pool professionals in FPSIE's Certified Aquatic Energy Auditor (CAEA) course. The company is the first pool products manufacturer to sponsor energy efficiency training for its customers.

The CAEA course was created by FPSIE in partnership with Hanley Wood and the National Swimming Pool Foundation (NSPF) as a certification course related to new and future energy efficiency regulations. It covers energy consumption, performing an energy audit, and changing a pool and spa system to be more efficient.

### ADA REPRIEVE FOR US PUBLIC POOLS

Public and hotel pools in the US have been given an extension on the requirement to comply with controversial new legislation as part of the Americans with Disabilities Act (ADA).

Under the legislation, by mid-March (now extended until mid-May) all pools were due to have pool lifts for disabled swimmers installed. The deadline may still be extended further.

The use of portable lifts had been questioned, as some facilities might attempt to use one lift to cover multiple pools, which would be against the aim of the legislation. Getting lifts in place was proving to be difficult and expensive for facilities, and some also warned about the risks associated with rushing new installations around the pool, and how that might affect the equipotential bonding.

### SAND FILTERS OKAY, FOR NOW

US magazine Pool and Spa News has reported that a proposed sand filter ban has been avoided.

As part of a recent update, the International Association of Plumbing and Mechanical Officials (IAPMO) added pool and spa guidelines stipulating that sand filters be banned because of their high water and energy usage.

But after lobbying from manufacturers and the Association of Pool & Spa Professionals (APSP) IAPMO agreed to delay that section of the guidelines until further consultation with the industry had been made.

### SINGAPORE TO HOST SE ASIA CHAMPS

The new Southeast Asia Swimming Championships has found its first home – Singapore. The event will run from May 28 to June 17, 2012. Swimmers from all over the region will compete at the championships in swimming, diving, synchronised swimming and water polo. These events will be held at the Singapore Sports School and Toa Payoh Swimming Complex.

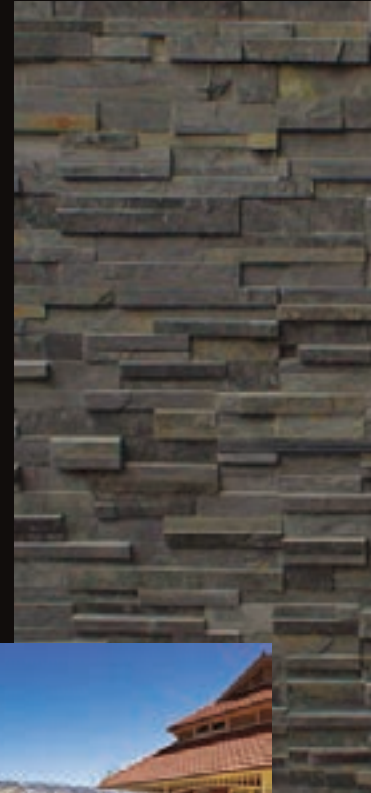
Up to 300 athletes are expected to participate, which will be their last chance to qualify for the London Olympic Games.

Jeffrey Leow, chairman of the organising committee of the Championships said bi-annual event will hopefully kick start more cooperation and competition opportunities between the 10 ASEAN countries.

### TOURISTS HOSPITALISED IN PHUKET CHLORINE INCIDENT

Thirty-seven people – mostly Scandinavian tourists and resort workers – were rushed to hospital after a chemical spill at a Phuket resort pool. Guests reported explosions and clouds of gas as cleaning agents were accidentally mixed with chlorine. There were reportedly about 100 people around the pool at the time, and many suffered skin and eye irritation. Most were discharged but some were referred to a central hospital and kept for observation – including a pregnant tourist who had breathing difficulties.

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## Proposed national qualifications “dumbed-up”

### SPAIROS DASSAKIS HAS FIRED A SALVO AT THE PROPOSED CPSISC QUALIFICATIONS IN SWIMMING POOL AND SPA SERVICE.

IN the previous issue of SPLASH! we ran a story about the Construction and Property Services Industry Skills Council (CPSISC) establishing National Qualifications for Swimming Pool and Spa Service Technicians.

Interested parties were invited to view and comment on the proposed structure of the courses.

Spiros Dassakis, CEO of SPASA NSW, sent a submission to CPSISC which he also made available to SPLASH!.

He says that after studying the CPSISC draft, he became extremely concerned that the proposed Certificate III and Certificate IV qualifications were being offered without having the requisite competencies.

“They are in effect the equivalent of Certificate II and Certificate III courses,” Dassakis says.

“The competencies are far too basic to be considered Certificate III and Certificate IV. It seems the qualifications have been rushed and have been superficially increased. They’ve been ‘dumbed up’. They are nowhere near the complexity of Certificate III and Certificate IV courses in other industries.”

Dassakis says that as an industry, we need to start taking training seriously.

“I’m very passionate about this,” he says. “We want people in the industry to be proud of the education they attain, with units of competency relevant to the courses they’ve undertaken.”

Dassakis says he supports national qualifications, but has serious concerns about the legacy that the current CPSISC committee will leave the industry if the currently proposed training gets up.

“We hold significant concerns about the courses as they are currently proposed. But if approved, SPASA NSW as a national RTO, will place these courses on our scope, as well as continuing to run the current Certificate III courses we have in place as the licensing pathway.”

#### EXTRACTS FROM SPASA NSW FEEDBACK

SPASA NSW holds concerns primarily relating to the proposed Certificate III and Certificate IV level of qualification as opposed to the Units of Competency.

#### Certificate III

Certificate III is traditionally seen as a trade’s level qualification. The proposed units of competency are too basic to be at that level. The following units are examples:

- Perform basic swimming pool measurements and calculations
  - Carry out routine maintenance of swimming pools and spas
  - Carry out routine maintenance of swimming pool and spa water circulation and filtration systems
  - Carry out routine maintenance of swimming pool and spa water chlorination systems
  - Carry out routine maintenance of swimming pool and spa water cleaning and vacuuming systems
  - Monitor pool water quality
- Certificate II level is certainly more appropriate.

#### Certificate IV

Certificate IV is post trades and business level. The proposed Certificate IV units of competency are too basic to be at that level. The following units are examples of this:

- Monitor pool water quality
- Maintain pool water quality
- Assess and treat water problems in swimming pools and spas
- Inspect, service and repair swimming pool and spa circulation and filtration systems
- Inspect, service and repair swimming pool and spa chlorination systems
- Inspect, service and repair swimming pool and spa cleaning and vacuuming systems
- Read and extract information from plans, drawings and specifications for swimming pools and spas
- Detect leaks in swimming pools and spas
- Work safely at heights
- Enter and work in confined spaces

Certificate III level is certainly more appropriate.

It should also be noted that similar units are generally available at a Certificate III level in other training packages.

#### Duplication of units

Some units of competency are duplicated between Certificate III and IV. The following units are examples of this:

- Monitor pool water quality
- Maintain pool water quality

The duplication effectively reduces the number of required units of competency in Certificate IV from 20 to 18. It also means that having done Certificate III, these units allow automatic Recognition of Prior Learning (RPL) of one tenth of the competencies required for Certificate IV.

#### Combining units

SPASA NSW believes that too many similar skills have been split into separate units of competency. The following units are examples of this:

- Carry out routine maintenance of swimming pools and spas
- Carry out routine maintenance of swimming pool and spa water circulation and filtration systems
- Carry out routine maintenance of swimming pool and spa water chlorination systems
- Carry out routine maintenance of swimming pool and spa water cleaning and vacuuming systems

Moreover, a single unit “Carry Out Routine Maintenance of Swimming Pools and Spas” would adequately cover the above separate units. The basics of pool and spa water quality are the same. Monitor/Assess and Maintain/Treat are very similar in their meaning and function.

The splitting of similar competencies appears to be an attempt to create units to satisfy a requirement that a certificate is made up of a certain number of units.

SPASA NSW applauds CPSISC for their commitment to work with the swimming pool and spa industry with the number one objective to introduce national qualifications; however, we remain concerned that the timeline may have compromised the process and produced feedback in haste.

As a general observation, it would appear that the proposed qualifications have been rushed and superficially increased rather than seeking additional stakeholder consultation to discuss, create and better align units of competencies.

SPASA NSW believes that a more sensible outcome would be to combine similar units, remove duplication and deliver a more relevant Certificate III level qualification while continuing to consult the industry for the creation of a more defined and focused Certificate IV.

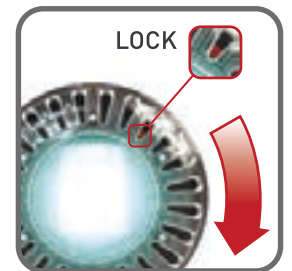
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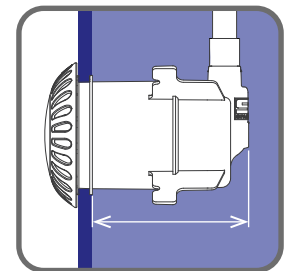
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*Simple and quick to install.*
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- **Stylish, compact and modern design.**  
*Recessed light fits flush with pool wall.*
- **Detachable cable for easy installation.**

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## Pool and spa industry can and should provide inspectors

### SPASA NSW HAS URGED THE NSW GOVERNMENT TO USE LICENSED AND TRAINED POOL INSPECTORS INCLUDING INDUSTRY MEMBERS WHO HAVE UNDERTAKEN RELEVANT TRAINING AND ACCREDITATION.

SPASA NSW has submitted a long and detailed submission to the Division of Local Government in the Department of Premier and Cabinet, regarding the Swimming Pool Act Review.

One key point the submission makes is that the proposal to have homeowners “self assess” the safety of their own pools is a flawed idea.

The Government proposes 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.

However, SPASA NSW argues that owners of pools are not necessarily competent in undertaking self certification. Further, they consider it improper and even careless for the Division of Local Government to rely on pool owners to self certify their swimming pool by following a suggested checklist.

Additional concerns relate to the owners of the swimming pools who have “self certified” being exposed to litigation in the event of a drowning or other related incident. SPASA says that the checklist would be unable to capture all aspects of:

- Australian Standards
- Swimming Pools Act 1992
- Swimming Pool Regulation 2008
- Building Code of Australia

SPASA argues convincingly that the inspection of a swimming pool environment should only be carried out by a trained individual who is able to correctly interpret the above legislative instruments as well as understand their interaction when it comes to compliance.

The association adds that it is disappointing that the Discussion Paper refers to “local council” or a “private certifier” as the parties able to undertake the certification process.

SPASA NSW believes suitably qualified individuals within the swimming

pool and spa industry should be considered as a viable alternative.

Such arrangements are already in place in Queensland where inspections are undertaken by private certifiers and individuals within the swimming pool and spa industry who are licensed by the Pool Safety Council (PSC) as pool safety inspectors.

### TRAINING FOR SWIMMING POOL INSPECTORS

SPASA says that Registered Training Organisations (RTOs) should have access to deliver the agreed Accredited “Swimming Pool Barrier Inspection Course”.

Alternatively, a “Swimming Pool Barrier Inspection Course” maybe delivered by RTOs using detailed module guidelines to achieve the desired learning outcome. SPASA says the Division of Local Government should consider qualified individuals within the swimming pool and spa industry as a viable alternative in undertaking initial and subsequent inspections in order to reach complete saturation.

SPASA NSW points out that it is an RTO providing training and assessment to the swimming pool and spa industry. As well as many courses aligned with Licence classes within the swimming pool and spa industry, the organisation also runs the Inspect Swimming Pool and Spa Safety Barriers course (SPASA3017A). This course follows similar structure to the Queensland: “Swimming Pool Safety Inspector Course Guidelines”.

Learners who complete the “Inspect Swimming Pool and Spa Safety Barriers” course are taught to: locate, interpret and apply relevant information, standards

and specifications; comply with site safety plans and OHS legislation, regulations and codes of practice applicable to workplace operations; comply with organisational policies and procedures, including quality requirements; safely and effectively use tools, plant and equipment; communicate and work effectively and safely with others; as a minimum, inspect and report on swimming pool and spa barrier compliance, ensuring: correct identification of barrier requirements; correct selection & use of processes, tools & equipment; and completing all work & reports to specification.

## Outgoing premier offers free swimming lessons

IN one of the last acts of “politically doomed” ex-premier of Queensland, Anna Bligh provided 10 free swimming lessons to every Queensland child under four years of age.

Swim Australia’s CEO Ross Gage described the plan as a vital extra layer of protection for children, adding that in Queensland especially, all children should be able to swim and swim well.

Parents will be able to download e-vouchers which they can use for accredited swim instructors at accredited swimming centres that have been operating for 12 months.

## Scout hailed hero for saving two

THE Governor-General Quentin Bryce has officially recognised a 12-year-old West Australian boy with a Certificate of Meritorious Conduct, after he rescued two younger boys while on holidays on the Gold Coast.

Last year, Thomas Gosstray saw two young boys aged about eight and 11 in trouble at the swimming pool at the Royal Pines Resort. One was floating face down and the younger one was already on the bottom of the pool. Gosstray first called for help, then dived in and dragged both boys to the pool edge. Adults including his father administered first aid. Ten minutes later the ambulance arrived.

Gosstray had graduated as a scout and is a St John’s Ambulance cadet. He credits his strong swimming ability and first aid knowledge as helping him act decisively.



# More sponsors join the 2012 SPLASH! Environmental Awards

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

**S**PLASH! had previously announced that Sunbather Industries would continue with its role as Foundation Sponsor for the third edition of the SPLASH! Environmental Awards as well as taking out the Environmental Project of the Year sponsorship.

Now three other sponsors have been confirmed:

- Pentair Water is sponsoring the Commercial Pool Award (Outdoor)
- Supreme Heating is sponsoring the Commercial Pool Award (Indoor)
- SPASA Queensland is sponsoring the Pool Shop Award

## All the Award Categories

### Major Awards

- The SPLASH! Environmental Project of the Year (Sponsor: Sunbather)
- The SPLASH! Environmental Product of the Year

### Project Awards

- Residential Pool Award (Outdoor)
- Residential Pool Award (Indoor)
- Commercial Pool Award (Outdoor) (Sponsor: Pentair Water)
- Commercial Pool Award (Indoor) (Sponsor: Supreme Heating)

### Retail

- Pool Shop Award (Sponsor: SPASA Queensland)

### Product Awards

- Energy Saving Award
- Water Saving Award
- Mechanical Product Award

- Sanitisation Award
- Spa Award

An entry form was included in the previous issue of SPLASH! (February-March 2012) and more forms can be downloaded from [splashmagazine.com.au](http://splashmagazine.com.au).

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

The judges include respected experts in the fields of water efficiency, swimming pool equipment efficiency, residential de-

sign 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!

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

## Consumer PR campaign

**AFTER** the awards have been presented, Intermedia's marketing department runs a public relations campaign to maximise coverage in the consumer media.

This is of great benefit to the winners and finalists in the awards, as well as the sponsors.

In the past, this campaign has secured coverage on the awards in the Sunday Telegraph, Radio 3AW, United Media Group's stable of Pool & Outdoor titles, Lifestyle Pools magazine and a number of suburban and local newspapers.

Already, United Media Group has committed to showcasing the 2012 SPLASH! Environmental Award winners in their leading consumer pool titles: Melbourne Pool & Outdoor Design, Sydney Pool & Outdoor Design, Queensland Pool & Outdoor Design and Western Australian Pool & Outdoor Design.



Sunbather Industries: Foundation Sponsor and sponsor of the Environmental Project of the Year



Pentair Water, sponsor of the Commercial Pool Award (Outdoor)



Supreme Heating, sponsor of the Commercial Pool Award (Indoor)



SPASA Queensland, sponsor of the Pool Shop Award



# Top UK pump maker joins with Aussie pool industry innovator

**Stuart Turner Ltd has signed an exclusive agreement with Australian innovator NFT.**

Leading British pump manufacturer, Stuart Turner Ltd, has signed an exclusive agreement with Australian innovator New Fluid Technology (NFT) to develop and market their pump impeller technology.

Following an extensive review of the performance characteristics of the Super-Stelth pump, originally designed for pool and spa applications, Stuart Turner agreed to develop a range of multi-stage pumps incorporating the patented NFT design.

The new pumps will be intended for both domestic and commercial water pressure boosting applications with flow rates up to 160 litres per minute at pressures between 150kPa and 600kPa.

The design provides substantial increases in centrifugal pump efficiency and significant reductions in noise as a result of its unique "solid body rotation of fluids" design which effectively eliminates turbulence within the pump.

Mark Williams, Managing Director of Stuart Turner says the NFT design was a significant departure from traditional centrifugal pump design with the potential to achieve world leading performance.

"We are looking forward to a really exciting outcome from our trans-global venture with NFT and hope that it heralds a wider collaboration in the future."

Brian Bambach, Director of NFT, says the agreement with Stuart Turner was the second development venture to be signed by the company and that further deals were in the offing.

"It is a particular pleasure, as a newcomer to the field, to work with one of the world's longest-established and best known manufacturers of water pumps," he says.

Stuart Turner has long history in hydraulics. The company has been in the pump



H. William Barnard, Stuart Turner Chairman, Mark Williams, Managing Director, Paul Manning Technical Director and Terry Day Technical Director New Fluid Technology at the NFT's Gold Coast laboratory

business since 1906 and in centrifugal pumps since the 1930s.

Co-chairman of Stuart Turner, William Barnard, says that over that time they've relied on innovation to keep the company at the forefront of the pump business.

"We have a fair degree of inventiveness from our own people but we keep our eyes open for good ideas from others as well," he says.

Most of the pumps Stuart Turner makes are for bathrooms, to boost the water flow or to help fill the header tanks which are popular in Britain. In the past couple of years they've expanded into other domestic applications including spa pumps.

"We're really looking at applying the NFT technology to domestic water supply. As you know, efficiency is becoming increasingly important. Australia is at the forefront of regulations do with pool and spa pump efficiency, but it's having a big impact in other markets as well," he says.


"The other thing we like about the tech-

nology is that it's quiet. That's important for the domestic market in what we're doing, going into houses and terrace houses and apartment blocks."

Barnard says that Stuart Turner is in a number of countries around the world, including the Middle East, and they plan to take the technology into these international markets.

"We've signed an agreement – a kind of joint venture to develop a pump for the applications we're interested in – and using that design concept on a wider basis. That development period will take some time, and at the end of that we'll work out what form the agreement will take but it is something broadly along the joint venture lines," he says.

"We're excited about the technology and we see substantial opportunities up the road if it can live up to its promise. This represents an extension from NFT's initial focus in the pool and spa industry, and underlines the potential of the technology.

"It is definitely a vote of confidence." 

# Industry moves

## SPASA VICTORIA ON THE MOVE

The Victorian Swimming Pool and Spa Association has moved from Nunawading to new premises in Notting Hill.

SPASA says this is a revolutionary step that will see the Association offering fully professional on-site meeting facilities to conduct large-scale training (with ample car parking) and member meetings. Members can also use the training facilities for their own needs. The new premises reflect a much more professional image of the Association, its members and industry, helping reinforce its credibility.

The new contact details are:

Building 10, 270 Ferntree Gully Road  
Notting Hill, VIC, 3168

Ph: 9501 2040 Fax: 9501 2041

Email: [info@spasavic.com.au](mailto:info@spasavic.com.au)

Web: [www.spasavic.com.au](http://www.spasavic.com.au)

## MAYTRONICS BRINGS POSEIDON TO AUSTRALIA

Maytronics Australia has announced

the launch of Poseidon Australia.

This new division within Maytronics brings the global leader in early warning drowning protection systems to the Australian market. A key element of this announcement is the appointment of Troy Green as Poseidon-focused Business Manager. Green commenced in March and takes up the national responsibility for Poseidon's continued rollout into the market place.

Troy Green can be contacted on 0408 360 292 or by email on [troy.green@maytronics.com](mailto:troy.green@maytronics.com).

For more information on the Poseidon system turn to page 84 and the relevant New Products article.

## BRICKWORKS BUYS DANIEL ROBERTSON

The Brickworks group of companies, which includes paver company Austral Bricks has acquired the Daniel Robertson brand, well known by pool builders

and landscapers for their pool-friendly range of pavers.

Daniel Robertson is recognised as the most prestigious brick brand in Victoria with a history dating back to 1853. Lindsay Partridge, Managing Director of Brickworks says that Daniel Robertson will broaden their range and open up additional market opportunities.


For further information on the Daniel Robertson range got to [ww.danielrobertson.com.au](http://ww.danielrobertson.com.au).

## NEW PENTAIR VICTORIAN ACCOUNT MANAGER

Pentair has appointed Mitchell Kelly as Account Manager Victoria for its range of Pentair and Onga swimming pool equipment.

In his new role, Kelly will support distribution, pool and spa retail shops and builders throughout the State with Pentair and Onga branded products.

Kelly originally hails from Queensland



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he gained broad experience in sales, customer servicing and product support. This led to an extensive career in pool product retailing including appointments with several major national chains.

Kelly also gained overseas experience when he worked in the UK for two years from 2008 for a specialist sports advertising agency, gaining significant marketing and brand management experience.

Now resident in Melbourne, Kelly says he is keen to apply his broad base of practical skills, hands-on experience and technical knowledge is his new role. He is based at the Pentair head office in Notting Hill and can be contacted on 0400 825 002 or Mitchell.Kelly@Pentair.com.

### SPASA NSW BOARD

SPASA NSW has announced its 2012/13 Board. Nine previous board members have re-nominated and been re-elected, and three new board members have also been elected. They are: Peter Moore (President), Robert Guthrie (Vice

President), Denis Baxter (Treasurer), Manfred Wiesemes, Corralie Clark, Ted Bennett, Remonda Martinez, Karen Jaques, Janine Bellifemine, Jonathan Hatfield, John Daniel and Merv Smith.

### POOL STAR AND ADVOCATE PASSES AWAY

Most people will remember her as the wife of Prime Minister Gough Whitlam, but Margaret Whitlam (nee Dovey) was also a champion swimmer and had a hand to play in helping kids learn how to swim.

She learnt to swim at Bondi, and in 1983 represented Australia in the 220-yards breaststroke at the Sydney Empire Games. She came in a respectable sixth in the final.

In 1955 she moved to her husband's new electorate in Cabramatta, and was shocked to discover there was no public pool in the district. She lamented how the children would learn how to swim, and lobbied until a eventually a pool was built.

She passed away on March 17, 2012.

where he gained vast hands-on experience in plumbing, as well as resurfacing and renovating pools.

He began his involvement in the pool sector as a teenager employed in a family-owned retail pool shop, where

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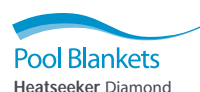
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# The JET AGE





Over the years, Viking Spas has increased the number of jets from six to 71



## Christina DiMartino discovers spa jet technology is the key to hydrotherapy and providing a warm inner glow.

**S**pas and hot tubs are the most popular way to enjoy the hydrotherapy benefits of warm water. The demand is from both the residential owners as well as commercial categories such as hotels, resorts, cruise ships and health spas.

Looking at the changes in technology over the years reveals improvements in the experience for the consumer and less hassles for the builder and maintenance technicians.

Major spa makers work with one of the spa jet manufacturers who dot the globe, aiming to develop jets that they can claim as being exclusively their own.

Given the highly competitive arena for spas today, this is an important marketing tool. Spa

manufacturers can boast having spa jets that provide any or all of what consumers consider important in their spa experience, such as deep muscle, pressure point and soothing massages, or just total relaxation.

### New technology and aesthetics

Tom Kneeshaw, director of sales and marketing for Viking Spas in Grand Rapids, Michigan, USA, says that the company has maintained a relationship with its jet manufacturer for almost two decades.

“Over the years they have done a great job providing an innovative look and enhanced jet therapy, and the quantity of jets in our spas has gone from six in

### “Hand and foot jets – utilising the science of reflexology – are a must.”

the early 1990s to our newest spa with 71 jets,” he says.

“The look of the jet is certainly new today. It blends a shiny black plastic with a stainless steel appearance. We’ve come a long way since the solid white and grey jets of our past.”

He added that Viking Spas also utilises many different functioning jets that provide different therapies for the user.

“Regardless of the appearance, the most important quality of a spa jet is that it has to be just that – quality,” Kneeshaw says. “A jet has to be made to withstand harsh environments and be able to perform the way it did when the water was first placed in the spa. On/off, spinning and positioning are just as important as the aesthetic look, and that look should maintain itself throughout the life of the product. What felt good in the showroom should be the performance that the customer will enjoy for the next decade.”

He says that while the performance of the jets is certainly important, even more critical is jet placement.

“A user should be able to simply rest comfortably in the seat and the spa should then do the rest,” he says. “Viking varies the jetting so that every seat provides an entirely different massage. Hand and foot jets – utilising the science of reflexology – are a must to provide relaxation to our customers. Those looking for direct therapy for the back, neck, thighs, arms and even fingers can find it in a well-designed spa.”



The most important quality of a spa jet is that it be just that – quality

## JetPaks bring new technology to spas

Bullfrog Spas are manufactured in Australia by Spa Industries, which is under license to Bullfrog International, LC in the USA. It's the only spa manufacturer licensed to produce this patented technology in Australasia.

Bullfrog's spas are the world's only spa pools and swim spas that are equipped with the patented "JetPak" system, which the company says delivers incredible power, maximum versatility and allows customers to upgrade their spa pool's jetting.

The jetting choices are customisable to suit individual needs. The modular jetted seat backs are interchangeable – easily moved between spa seats – so users can decide where to place their favourite massages. JetPaks are also upgradeable – and as new JetPaks become available, consumers can easily upgrade without buying an entirely new spa.

The JetPak names help consumers decide which are best suited for their desired use. The "AcuTouch" focuses on the lower back, the "Cascadia" aims its power from the neck and shoulders to the lower back, the "ClusterSpray" jets are situated to benefit the spinal centreline, lateral muscles and lower back; while the "RainShower" also works on lateral muscles and lower back. The company currently offers 20 JetPaks that are customised for virtually every requirement.

## Portable comfort for inbuilt spas

Caroline Simson is business development manager for Pool-Water Products in Vermont Victoria, the company with the Australian JetPak distribution rights. She points out that this technology is now available for inbuilt concrete spas.

"The JetPaks were introduced to the market in Australia last year," says Simson. "Custom concrete spas now have the option of interchangeable jets, contoured seat comfort and therapeutic hydro-massage with Bullfrog JetPaks."

When designing and building a concrete spa, consumers can create a beautiful addition to their homes, but until now they had to sacrifice the comfort and therapeutic benefits that were gained from the multiple jet options they can get in portable spas.

"With JetPaks for concrete spas, consumers can have a stunning custom concrete spa that is also comfortable and highly therapeutic, with a selection of different jets, all offering different massage options to suit specific needs and preferences," she says. "JetPaks can be interchanged from seat to seat, customised to fit individual therapy needs, and upgraded at any time so people can continue to have the benefit of advanced hydrotherapy technology without having to rebuild their spa."

Concrete spas are usually made with seating that places the spa wall at a 90-degree angle from the seat.

"This makes it difficult to feel comfortable and relaxed," says Simson. "JetPaks however, are designed for comfort with the contoured shape that supports the back as the jets massage away, helping users relax."

"With three available jet options we can now design the spa that is perfect for anyone's specific needs. Unlike traditional custom built spas that have a few basic and fixed jets, people can now decide where their favourite JetPak is positioned in the spa. And as the JetPaks are easily interchangeable, they can upgrade their spa in the future as new designs are developed and become available."

Simson says the "Oscillator" JetPak as an example. Purchasers are asked to "Imagine an on-demand masseuse in your own backyard soothing away the tightness in your lower back." Simson says the Oscillator jets feel like two sets of kneading hands mov-



The Cluster Spray JetPak



The Oscillator JetPak