

Swimming Pools / Leisure / Aquatics / Spas / Health

# SPLASH!

Issue 83 August/September 2012

## **Pool covers**

Keeping the customers interested

## **The tender trap**

Are pool managers being taken for a ride?

## **The art of design**

The pencil versus the mouse

## **New ideas**

In landscaping materials

*See-through*  
**pool**



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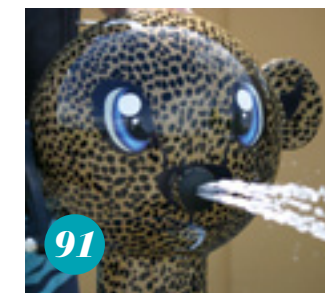
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# editorial



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## Welcome to the new look SPLASH!

It's been several years since our last redesign, so the time was ripe for a reinvigoration of this much-loved industry title.

The first thing you might notice is that it's "perfect bound". That means SPLASH! has a spine (in both a physical and a metaphorical sense!). This makes it sturdier and also easier to store in a bookcase, which is helpful for those who like to keep the magazine for reference.

We still have all your favourite columns and articles – although in a slightly different format – and we still bring you the latest news from around Australia and the globe. There are also new elements, such as the results of our online 5 Second Quiz. Please sign up for the free newsletter so you can participate in this regular survey.

But while some things have changed, the fundamental things stay the same.

For example, we still believe that an industry magazine should be a real publication, with honest editorial. We don't run what's known as "advertorials". Advertorial is basically an attempt to disguise advertising as editorial.

If you see editorial in SPLASH!, you know it's there because we think it's important information, or at least something relevant that will interest or amuse you. It isn't there because someone paid us to put it there.

SPLASH! is published by Intermedia – one of Australia's leading business-to-business publishers. It is a highly respected and well-established publisher with a long history dating back to the 1960s and a strong forward-looking approach.

Intermedia's very experienced in-house designer Ben Akhurst has done a brilliant job with the artistic design, bringing his creative talents to bear to send a fresh breath through the title.

We sincerely hope you like it, but please let us know what you think – like it or not.

You can email me, or if you're reading this at the SPLASH! Pool and Spa Trade Show on the Gold Coast, please come up to me and say hi. I'd love to know your opinion.



## This issue's cover

The cover shows an amazing see-through pool – the stunning focal point of a Brisbane River residence designed by Arkhefield. There is more on this architectural and construction feat on page 44.



Illustration by Ben Akhurst

SPASA Queensland's reputation took a hit, but now it's getting things back on track

SPASA Finances

## Healing process underway in Queensland

SPASA Queensland is moving on from its financial crisis. Since the previous edition of SPLASH!, SPASA has released an internal finance committee report, a forensic accountant's report, conducted a series of member meetings and relocated to more economical office space. It has also mothballed the education arm, the National Swimming Pool Institute (NSPI).

CEO Adrian Hart says that so far, the response from the membership has been positive.

"We've had meetings in Brisbane and the Gold Coast and will have others on the Sunshine Coast and in Cairns. People who had questions have had them answered and anyone with concerns has had them allayed. They're happy to just let us get on with it," says Hart.

"It's straightforward what we've done. We've brought in the consultants and we've put questions to the previous CEO, who is responding positively. Any funds borrowed from the Watertight fund will be returned from the sale of the building and we are extinguishing debts to

the Suncorp mortgage and the Watertight Fund," he says.

"The association has taken some fairly hard decisions. We've moved into a smaller building and are living within our means."

### Relocation and funds recovery

The property at Chester Street, Newstead has now been sold for \$1.7m. The slightly higher than expected price includes the fit-out and fixtures such as purpose-built desks and book shelves.

SPASA has now relocated to 22 Masters Street, also in Newstead. [Go to page 23 for the new details]. The new office space is much smaller and about half the price it would have cost to lease back space in the Chester Street building. Hart says this is an important step in re-creating a financially stable organisation for the future. Additionally, the new landlord is very supportive and has offered additional space for storage and the opportunity to grow if needed.

The proceeds from the sale will extinguish existing loans to Suncorp Bank and to the Watertight Fund; leaving more

than \$630,000 readily available to meet any contingent liabilities.

Hart says that while there have been no extraordinary claims on the fund and it has continued to cover its expenses and paid out claims as and when they arose, the return of loan funds will provide a huge buffer and should satisfy everyone that the Watertight Fund is capable of meeting all its obligations.

### Office of Fair Trading Review

The Queensland Minister for Housing and Public Works, Bruce Flegg, recently wrote to the Fair Trading Commissioner requesting that the Office of Fair Trading (OFT) review the Watertight Fund.

Hart contacted the Minister's office and OFT prior to any formal approaches being made, while McKays Solicitors provided OFT with a full brief of relevant association activities over recent months including the Watertight Fund's general operations and Trust Deed, assuring them that SPASA Queensland is and has been solvent at all times,

there is no evidence of fraud or other illegal activity, and the Watertight Fund itself is and has been solvent at all times and can pay valid claims as they arise, and that additionally a substantial amount of money will be returned to the Watertight Fund.

OFT officers were reportedly satisfied although they did comment and make suggestions on a number of matters which the lawyers assured them were already under review.

### Forensic Accountant's Report

The forensic accountant, Steven Ponsonby, presented his report and it has been sent to SPASA members. He verified that more than \$1.8m was transferred from the SPASA Benefits Trust to either SPASA (approximately \$600,000) or the NSPI (more than \$1.2m) between October 27, 2005 and January 27, 2012. Additionally, another \$632,000 was transferred over the preceding two financial years.

He found the majority of the payments were annotated as "educational grants" – ostensibly

unsecured loans. A number of other payments provided operational cash flow for SPASA.

He also found that while the NSPI did generate revenue from training, the level of revenue was insufficient to cover the operating expenses of the business. Therefore, it appears the payments from the trust fund were utilised to financially support the NSPI.

### Finance committee report

The internal finance committee released a candid report in May 2012. The committee said the candour was necessary to set the highest standard of openness and transparency for the ongoing health of the association. They also said the current crisis might spur on genuine change that might not otherwise have occurred.

Some of the key recommendations were that SPASA:

- Show a real and tangible commitment to the inclusiveness of members and stakeholders to counter the previous regrettable reputation of failing to take members' suggestions or criticism seriously.
- Address issues causing disunity amongst members. While some of the reasons for disunity were valid (as contained and addressed in the report), the disunity amongst membership cannot continue if the association is to prosper.
- Have a genuine commitment to transparency, with particular reference to where and how advertising monies are spent by the association, availability of trust fund finances, the association's policy of responding to customer requests for builder recommendations, and clarity about which members are put forward to complete Watertight warranty work.
- Re-assess the association's mission and purpose, and develop a renewed mission and purpose statement with a focus on customer satisfaction and industry integrity at all industry levels to assist the association in addressing direction and finances into the future.
- Conduct a review of elements of the association's rules and make changes as necessary.
- Assess fee structures to help sustainably grow the association. In particular, look at simplifying the fee structure; consider a lower flat-fee for builders, or a more simplistic tiered fee; consider a fee-per-pool solution; consider a transparent and regionally based advertising budget; consider membership-driven advertising expenditure; and explore ways that the association can rely predominantly on membership fees as the primary source of income.
- Review membership criteria for builders and explore the merits (or lack thereof) of loosening the criteria for builder membership; and identify ways to make membership more relevant to non-traditional areas such as pool shops, retailers and pool safety inspectors.
- The committee recommended the mothballing of NSPI in the short to medium term, and re-assessing NSPI's use and viability at a point in the future when it warrants the association's attention and energy. At that time the management committee should consider the commercialisation of NSPI including student subsidy approval, realigned focus on external industries including the general construction, civil and mining sector, and the development/registration of the "Standard 11" induction program for the mining sector.
- The committee also noted the current CEO's extraordinary and selfless commitment to be temporarily paid at half-salary since early this year, in order to assist the association's belt-tightening through the rationalisation process. The salary cut is part of a cash flow initiative while funds are tight, with the intention that his full salary will be resumed and back-pay paid when times improve.
- The committee also recognised the immense amount of unpaid hours of all staff and volunteers throughout this rationalisation process.

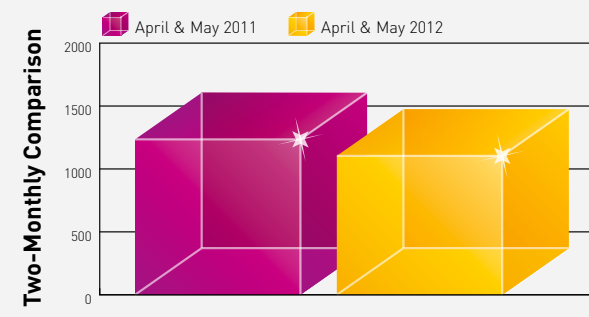
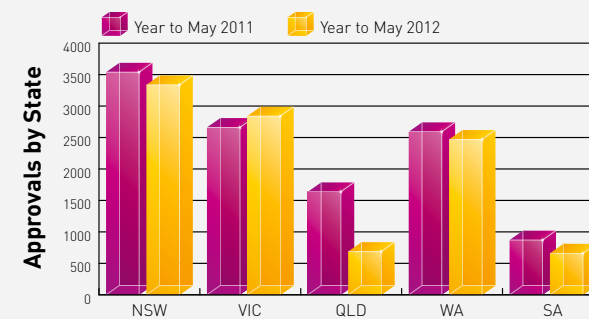
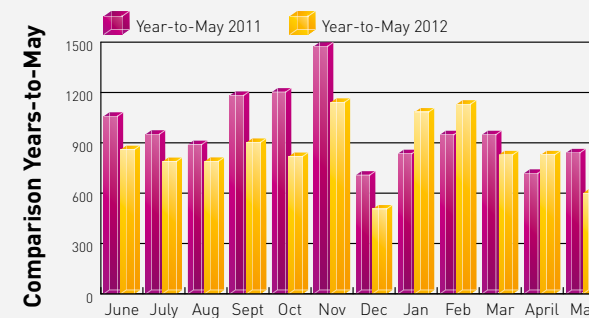
## Victorian DAs on the rise

Victoria is bucking the downward trend with an increase in Development Application (DA) numbers.

Latest swimming pool DA numbers show nationally a 12 per cent decline comparing year-to-May 2012 with 2011 figures; while the national two-month comparison (April and May 2012 compared with April and May 2011) shows DA number down by eight per cent.

But Victoria is looking healthy, with a 58 per cent improvement on the two-month comparison, and a six per cent improvement on the annual comparison. South Australia showed a 12 per cent improvement on the two monthly figures, but was down by 21 per cent for the year.

Queensland's rough ride continues, with figures showing a 53 per cent decline in the annual comparison. This is a modest improvement on the previous figures, however. There is also an improvement in the two-monthly figures, although it is still unpleasant reading, with the DA numbers down 33 per cent. The previous report showed them down 58 per cent.



These figures give a valuable indication of the way the market is trending. However, they are not comprehensive. For example, they do not include pool projects that are approved as part of a new home, smaller projects under the cost threshold, or renovations that don't require a DA. Also, while the councils in NSW and WA are more forthcoming with data, some states such as Queensland are more reluctant. For further information and more complete reports, call Cordell Information on 1800 80 60 60.



Pool Heating

## Heat pumps and gas to get new standards

SPASA NSW is driving a revision of the solar pool heating standards and the creation of new standards for both gas heating and heat pumps.

"The national members in the heating sector decided we should revise the Solar Heating Systems for Swimming Pools Standard AS3634-1989," says Spiros Dassakis. "This will be a complete revision and should take between twelve and eighteen months."

"At the same time, they decided to draft an Austral-

ian Standard for Gas Heating Systems for Swimming Pools, and Heat Pump Systems for Swimming Pools. This should take about 24 months."

To facilitate this, three individual committees have been formed.

The Solar Committee is headed by Merv Smith from Sunbather and also includes Sunlover, Solar Splash, Associated Controls, Solartech, Heliocol and Waterco.

The Gas Committee is headed

by Ray Burgess from Pentair and also includes Associated Controls, AstralPool, Raypak, Sunbather and Zodiac.

The Heat Pump Committee is headed by Bryan Goh of Waterco and also includes Associated Controls, AstralPool, Solar Splash, Sunlover, Raypak and Zodiac.

"We're formulating a framework for these Australian standards," says Dassakis. "The leaders will work with SPASA NSW and the committee in the development

of the draft. This is a long-winded process, but the industry needs it and is crying out for benchmarks to provide consumers with the confidence that pool heating will be to an Australian standard."

Dassakis says this is a completely transparent process that will be communicated to every supplier member.

"Everyone is invited to participate. We encourage anyone who has something to say to contact me or the committee leaders," he says.

Industry Appointment

## Dassakis gets seat on building council



Spiros Dassakis, CEO of SPASA NSW is now a member of the Home Building Advisory Council

SPASA NSW CEO Spiros Dassakis has been appointed as a member of the Home Building Advisory Council by the Minister for Fair Trading, Anthony Roberts.

Advisory Council Members are appointed based on their individual experience, industry expertise and existing participation in other committees and representation of constituencies to Government.

The Advisory Council (established under Section 115C of the Home Building Act 1989) is required to work through a broad range of issues including providing advice on a range of legislative, regulatory, strategic and policy decisions that impact industry.

Under the Home Building Act 1989 pool builders and pool & spa service technicians must be licensed for the kind of residential building work they do where the value of the work is more than \$1000.

Dassakis's role is to advise the minister on consumer and trader issues relating to the home building industry - which of course includes swimming pools.

Dassakis says he is humbled by the appointment, but also proud of the work done to date that has now been recognised by the NSW Government.

"It's a massive privilege to be a part of something that's going to reform and shape potential policy. It will have an impact on the swimming pools technicians as well as the builders," he says.

## Head-turning tiles

The latest in power-saving brilliance are these luminescent mosaics from Living Tiles in Rozelle, Sydney. One day's worth of sunshine will power them for up to eight hours. There are several patterns and colours available and they're suitable for swimming pools. For more on pool tiling and landscaping turn to page 60.



NSW Budget

## Incentives to build new homes

The NSW Government has targeted growth in the residential construction sector with a generous new home grant.

The \$15,000 grant for first home-owners is more than double the previous handout of \$7000, but will only go to people building new homes, in the hope it will stimulate the building sector. The grant cuts out for homes over \$650,000. Anyone in NSW purchasing an existing home after October 1, 2012 will be ineligible for the grant.

For a 15-month window after that, some first time purchasers of new homes could reap as much as \$35,000 in assistance, before the grant drops back to \$15,000.

Meanwhile, the Federal Government has renewed attacks on the States for not removing stamp duty on home purchases. Stamp duty was a contentious issue during and after the introduction of the GST and the split of revenue between the States. Australians typically send tens of thousands of dollars into the State coffers each time they purchase a house. States are reluctant to forgo the money, although it would stimulate the housing market, because it is a large source of revenue. The ACT, however, has begun a phased shift away from stamp duty - although ratepayers will be expected to shoulder an increased burden.

### 5 Second Quiz

Each issue we ask our readers to contribute to the Five Second Quiz. To take part, simply make sure you're receiving our eNews. Go online at [splashmagazine.com.au](http://splashmagazine.com.au) to subscribe.

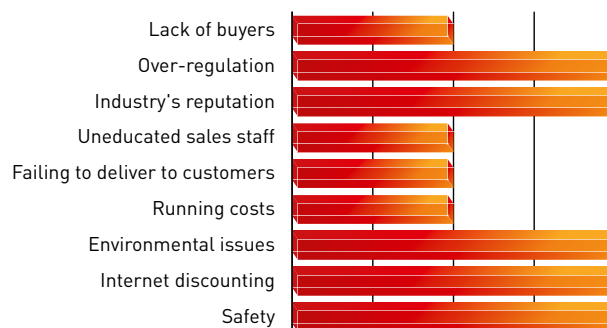
### What is the most important issue in the residential pool and spa industry today?

"Too many builders fail to see that a satisfied customer is far and away the best and cheapest marketing tool."

Cal Stanley, WA

"Internet retailers are discounting prices until they're at or below trade prices, killing retail industries because there are no margins to grow or sustain business."

Rex Rawnsley, NSW



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X3-25A / 25NR	25
X3-35A / 35NR	35

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Australian pool retail staff and service technicians can now complete NSPF Basics courses

Education

## NSPF tailors new Aussie courses

The US based non-profit educational organisation, the National Swimming Pool Foundation (NSPF), has tailored two of its online courses for the Australian market.

Local specialty retail and service team members can now learn the basics of pool and spa operation and water chemistry through the NSPF's online portal.

Alex Antoniou, Director of NSPF Educational Programs says these "Basic" courses were launched in response to market demand.

"The online courses were designed to quickly get employees up to speed on the basics of pool and spa operation and water chemistry," says Antoniou. "We designed the learning to meet the needs of pool store managers who know that pool owners expect to find well-informed people on staff, yet the managers don't have time to deliver that knowledge. Whether the staff are answering phones, working the retail counter or in the field, the Pool & Spa Basics and Water Chemistry Basics courses will

give them the knowledge and confidence they need." The National Swimming Pool Foundation is recognised as the international leader in swimming pool and spa education and training, with more than 300,000 pool and spa professionals certified or educated through online and classroom courses.

The two new Basics courses are designed to support the national qualifications for swimming pool and spa technicians currently being proposed by the Construction and Property

Service Industry Skills Council (CPSISC).

Pool & Spa Basics will provide individuals with the fundamental knowledge, techniques, and skills of pool and spa operation, filtration and circulation. They will learn about different types of pools and spas, materials and construction. Teaching includes topics such as reducing risk in and around the water, safe chemical handling and storage, importance of recordkeeping, identifying causes of water loss, types of energy loss, and designing for air circulation.

Water Chemistry Basics teaches the fundamentals of water chemistry, water testing and chemical dosing. Students will learn about water balance, proper disinfectants, calculations for breakpoint chlorination, how to handle fecal related contamination and other recreational water illnesses.

The training is dynamic, making learning easier. Each course contains narration, video, images, quizzes and other interactive learning tools to engage the student. Because the course is online, it is self-paced, and students can complete the course in more than one sitting. The content is drawn from the NSPF Pool & Spa Operator Handbook, and the Certified Pool/Spa Operator certification course.

*Alex Antoniou will be delivering NSPF's CPO certification course and CPO instructor course at SPLASH! on the Gold Coast, as well as presenting seminars on water chemistry and recreational water illness.*



## Upcoming events

### 2012

- Jul 21** SPASA WA Awards Night
- July 24** ALFA Queensland State Conference, Gold Coast
- July 25-26** SPLASH! Pool and Spa Trade Show, Jupiters Gold Coast
- July 26** SPLASH! Environmental Awards Gala Dinner, Gold Coast
- July 27** Andrew Simons Memorial Golf Day, Lakelands 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 Consumer 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 (IPSPPE), New Orleans, Louisiana
- Nov 13-16** Piscine, Lyon France
- Nov 13-16** Aqualie, Lyon France
- Nov 14** SPASA Victoria AGM
- Nov 23** SPASA WA Sundowner

### 2013

- Jan 23-25** Piscine UK, Birmingham England
- Feb 2-4** Spatex 2013, United Kingdom
- Mar 12-16** ISH, Frankfurt Germany
- May 20-21** Piscine SPLASH! Asia Pool and Spa Trade Show, Suntec Singapore
- Oct 23-26** Aquanale 2013

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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Please Contact Us for more Information & Demonstration of Cleaners



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The most popular online news stories at [splashmagazine.com.au](http://splashmagazine.com.au) were...

- 1. Blue Haven parent company under voluntary administration**  
Pool and Spa Builders (Aust) Pty Limited appoints Cor Cordis to handle the administration of the company due to trouble paying debts.
- 2. Pentair in \$10 billion merger with Tyco Flow**  
The merger creates the biggest global player in water and fluid solutions, and brings Southern Cross Pumps under the Pentair banner.
- 3. Top UK pump maker joins with Aussie pool industry innovator**  
Giant UK manufacturer Stuart Turner signs an agreement with New Fluid Technology to help develop the Supa-Stelth technology.
- 4. SPASA Queensland selling office to keep warranty scheme afloat**  
The Newstead property is put up for sale and NSPI is mothballed following the discovery of discrepancies in the movement of funds from the Watertight trust fund.
- 5. SPASA Queensland report urges shift to an open and inclusive culture**  
The SPASA finance committee releases its report strongly recommending the organisation become more inclusive and urging an overall change of mindset.





## Expo News

### Jupiters discounts room rates

The venue for the SPLASH! Pool and Spa Trade Show – Jupiters Gold Coast – has discounted the room rates even further than last year. You can now get a room from only \$169 – a discount of 22 per cent on the rates for the previous show. The show is held on July 25 and 26, with pre-show events on July 23 and 24, and the golf day on July 27.

### Award yourself a table

You can also get a discount for tickets at the SPLASH! Environmental Gala Awards Dinner hosted by Duncan Armstrong at the Gold Coast Convention Centre on July 26. Single tickets are \$140, but if you can get a table of 10 together, the total cost is only \$1260.

### Limited golf spots



At the time of writing there were still a few spots left for the golf day at Jack Nicklaus' Lakelands championship course on July 27. Get in quick by calling Karen on (02) 8586 6135.

### Piscine SPLASH! Asia dates confirmed

The second edition of the pool and spa trade show that brings three continents together will be held on May 20 to 21, 2013 at Suntec Singapore. Put it in your diaries now.

Retail

## BioGuard and Hayward formalise partnership

Global chemical giant BioGuard and international equipment behemoth Hayward have moved even closer in a recently signed local agreement.

Last October, BioGuard was appointed a Hayward sales agent for Australasia. Now they have formalised their partnership so that Hayward's range of pumps, filters and chlorinators are more widely available through BioGuard retailers.

Last July, Hayward purchased a controlling share of innovative Australian company ClevaQuip, manufacturer of the Puresilk automatic chlorinators.

As well as being a chemical manufacturer, BioGuard has an extensive retail network in Australia and New Zealand. BioGuard says it wants to turn its stores into "one-stop shops".



Administration

## Blue Haven update

Ray Awadallah, Managing Director of Blue Haven Pools has updated SPLASH! on proceedings with Pool & Spa Builders (Aust) Pty Limited, the parent company of Blue Haven which had voluntarily gone into administration.

He says a Deed of Company Arrangement (DOCA) has been accepted and as such, the company is now out of administration. A DOCA is a binding arrangement between a company and its creditors governing how the company's affairs

will be dealt with.

As Awadallah understands it, it will possibly take until the beginning of August before everyone's claims have been settled, including any warranty claims included in the DOCA.

He re-iterated that there is no affect on franchisees as they are running a totally separate retail business. Pool & Spa Builders had not traded with customers for more than 12 months prior to the administration.

### On show

Australian Plunge Pools recently participated in the prestigious Chelsea Flower show in London. The Gold Coast company installed one of their highly transportable

prefabricated plunge pools in the Silver Gilt winning design by Jason Hodges of Better Homes and Gardens and stocked with Australian plants by Fleming's Nurseries.



# Let's pop the cork.

Magnum Filters, celebrating 30 years of producing quality spa and pool filter cartridges.



Magnum Filters have been producing quality spa and pool filter cartridges for 30 years, now it's time to filter some champagne.

Magnum Filters is a family owned business established in "the old man's garage" in 1982 and has now grown into a company proud of its heritage and future.

We do also enjoy a glass of bubbly from time to time and are looking forward to the 60 year special reserve. Watch this space.



[www.magnumfilters.com](http://www.magnumfilters.com)





## Top Tip

### Knowing the eight-degree rule

Laticrete offers some cool advice for winter construction – a simple rule to follow when the temperature is low. Called the 8°C Rule, it states that for every 8°C below 21°C, Portland cement and epoxy based materials take twice as long to cure.



Photo credit: David Trisherman

At low temperatures, the slow rate of Portland cement hydration and strength-development means you'll need to protect installations for longer than normal. Keep off finished work until fully cured.

The use of a premium rapid-setting thin-set adhesive will also help to accelerate the "open-to-traffic" time in cooler temperatures. Laticrete recommends their 335 Rapid Premium Flexible Adhesive for this application.

In addition, the use of Laticrete 101 Rapid Latex Admix mixed with unmodified Laticrete thin-set mortars, medium bed mortars and other suitable bagged mortars allows work to take place and can quickly return newly tiled areas back to service in cooler temperatures.



Giveaway

## Record your underwater adventures

Liquid Image has released their newest set of video goggles. The high definition 318 shoots 720P HD footage up to 30 frames per second, takes 12MP stills and also records sound.

It's great for recording your antics in the swimming pool, at the water park or even while skiing. Because it can go to a depth of 40 metres, it's ideal for scuba diving so you can let your friends and family know what it feels like to get up close and personal with a stingray or school of clownfish.

Both the VideoMask 318 and the Scuba Serise HD 322 have attachments for optional lights and

all masks can record onto a Micro SD card. These underwater goggles run on AAA batteries and can record more than two hours of video before changing. To find out more go to [www.activeoutthere.com.au](http://www.activeoutthere.com.au).

*SPLASH!* has a pair of Liquid Image's 318 720P HD underwater camera goggles to give away (valued at \$349). The goggles have been used once for a review, but otherwise are new. 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 "Free eNews" button.

Giveaway

**Nothing is more romantic than a candle-lit dinner by the pool. But romance can be left blowing in the wind if the candles keep going out. That's where Enjoy Lighting's candles come to the rescue. Made from real distressed wax, they are proper candles – except that they can't blow out. They are lit by three small flickering LEDs, hidden down where the wick would be. Unless you closely inspect them, they seem just like a normal wick candle only better – because they don't blow out and they don't drip wax. The candles' two AA batteries last for 450 hours and each LED is guaranteed to last more than 10 years. They can come with inbuilt scent, can be set on a timer and are available in a wide variety of sizes, colours and aromas. For more information or to enquire about becoming a stockist, visit [www.enjoylighting.com.au](http://www.enjoylighting.com.au).**

*SPLASH!* has three gift packs consisting of one 4" x 6" ivory pillar and one 4" x 8" ivory pillar from the Platinum Collection (valued at \$109.90 per pack). 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 "Free eNews" button.

## The perfect poolside candle



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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.

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MGC 18306 SP 09.11





## Global news

**In the USA**, the Rola-Chem Corporation has defended claims its chemical feeder has a defect, following the settlement of a lawsuit in which it was named. Despite settling, Rola-Chem never accepted liability. At issue is the claim the feeder will change from "timer" to "on" mode delivering too much chlorine into the water, potentially causing serious harm to swimmers. However, Rola-Chem claims the feeder in question was more than 10 years old, and recommends the timer/pot assemblies be changed every five years unless managed by a controller.

**Spa giant** Jacuzzi has acquired Chapter 11 protected consumer-direct hot tub firm, ThermoSpas. Andy Tournas will remain ThermoSpas President, with the product line remaining independent of what are now sister brands, Jacuzzi and Sundance.

**A UK survey** has revealed that an Englishman's idea of a perfect home includes a swimming pool, possibly inspired by years of watching Neighbours and Home & Away.

**If there are more** dream homes, then maybe more English people will learn how to swim. The UK's Amateur Swimming Association (ASA) has found that as many as one in three children leave British primary schools without being able to swim.

### Piscine 2012

## French invest in pools

The combined Piscine and Aqualie pool, spa and aquatics trade show, to be held in Lyon, France in November, is looking to be very successful despite the uncertain European economic climate.

Show Director Noemi Petit says that already 340 exhibitors have booked stands, representing an area of 21,000 square metres.

Petit says that in difficult economic times, gardens and pools are widely viewed as safe

investments in France and Europe. It is estimated there are 6 million pools in Europe, and research shows that four out of 10 French people dream of having a pool of their own. Petit says that with 1.5 million French pools counted in 2010, the dream is already a reality for 14 per cent of French households with a house and garden – but there is still much unmet demand.

**Contact:** www.piscine-expo.com



### Plumbing Grants

## Money for apprentices

Rheem Australia has launched a campaign to assist apprentice plumbers, including those involved with the pool industry, as part of its 75th anniversary celebrations.

The Rheem Apprentice Plumber Grants scheme offers 75 \$1,000 grants throughout 2012 to apprentice plumbers most in need of additional financial assistance.

There are no restrictions placed on the grant – successful applicants can decide how and when they use it, whether that is on tools, education, bills or fuel to get to and from work.

Applications close on August 15, 2012, with the recipients announced on September 28, 2012. Apprentices can nominate themselves or their employer can do so. As part of the process, TAFE or other RTO teachers will be contacted as a reference check.

**Contact:** www.rheem.com.au/apprentice



New apprentice Shaun onsite with Chris Barrille of BP Plumbing



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 Ultra** 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 back-washing your pool, whilst using 30% less water. Its hydraulic efficiency facilitates the use of energy saving pumps.

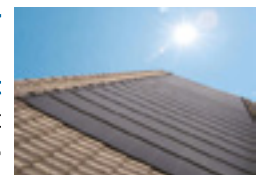


The **Opal XL** cartridge filter eliminates back-washing, saving you water. Its oversized filter cartridge, minimises filter maintenance.

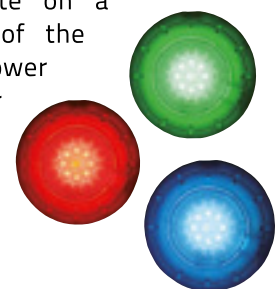
**Admiral** robotic pool cleaners, ensures your pool will be sparkling and effortlessly clean using less power than required to illuminate one halogen pool light.



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.



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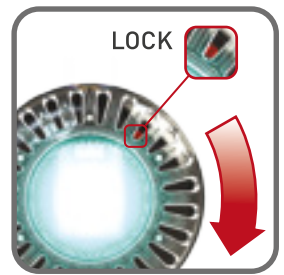
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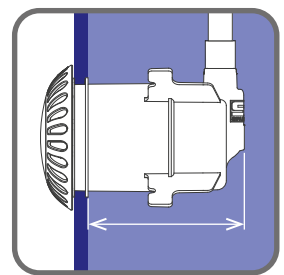
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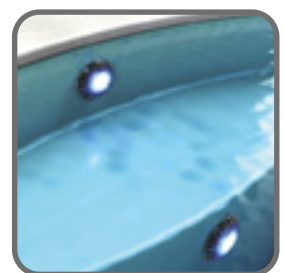
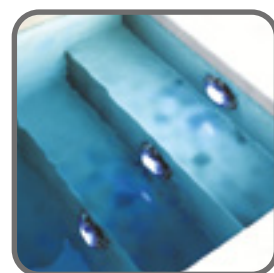
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Chemicals

## Aussies move into Europe

A new look LoChlor armed with a brand new, fluid-styled logo, is spreading its wings into Europe.

Lo-Chlor has altered its mode of operation in some of its previous export destinations which have grown significantly over the past decade to become a major component of the company's business, and it has now become more practical to manufacture product locally.

Lo-Chlor Chemicals UK, established in March 2012 and based in South Wales, packages products for the UK and European markets such as Spain, France, Portugal and Germany.

This is complemented by Lo-Chlor USA, established in April 2007, which warehouses and distributes its modified range to the US and Canadian markets. Lo-Chlor hopes to expand this side



of the business to other countries in the future.

Additionally, Lo-Chlor Chemicals has formed a relationship with Special Water Europe, a major water technology company from the Netherlands with many years experience in the pool industry.

Researchers from Special Water Europe have recently developed a product that can break down biofilm, the potential breeding ground for bacteria. The company has now introduced this product to the market in Europe, Russia and North America; and with Lo-Chlor Chemicals has developed a product which is about to be released to the Australian and New Zealand markets.

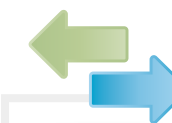
Lo-Chlor will be showcasing this world first in pool water treatment technology on their stand at the SPLASH! Pool and Spa Trade Show.

Manufacturing

## 40 candles for Narellan

Narellan Pools is celebrating its 40th birthday. Narellan began as a small family-owned business in Sydney's south west and has grown to be one of Australia's leading fibreglass pool manufacturers. It is Australian owned and operated with headquarters in New South Wales including a large state-of-the-art manufacturing plant in Picton and an office

complex in Narellan; as well as manufacturing facilities and distribution outlets in Yatala, Queensland and Laverton North, Victoria, supporting an extensive franchise network covering New South Wales, Queensland, Victoria and South Australia. The company now also distributes to Europe, Asia (including India), the South Pacific, the USA and New Zealand.



## Industry moves

**Pool cleaning accessories** manufacturer and distributor, Magnor, has recently opened an office and warehouse in China. Calvin Hu has been appointed manager supported by staff Nicole and Eileen. Hu will be attending the upcoming SPLASH! Pool and Spa Trade Show and will be on hand at the Magnor stand for those who wish to meet him.



**Three SPASAs** have moved office over the past couple of months. This image shows the new premises for SPASA Victoria at 270 Ferntree Gully Road, Notting Hill.

**SPASA NSW** has moved offices and is now located at: 1/33 Daking Street, North Parramatta, NSW. Postal address: PO Box 245, Northmead, NSW, 2152. Phone: (02) 9630 6300; fax: (02) 9630 6355. You can also use the old phone and fax numbers for a limited time.

**SPASA Queensland** has also moved offices and is now located at: Suite 5, 22 Masters Street, Newstead, Queensland 4006. Postal address remains: PO Box 2123, Fortitude Valley BC, Queensland 4006. Phone numbers will (hopefully) remain: Phone: (07) 3252 6777; fax: (07) 3252 6700.







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Purchase Opportunity

## Poolstore for sale

Poolstore International, one of the two remaining full-line Australian manufacturers, has been put up for sale.

Owner and director John Dick is planning to retire substantially from the industry and is looking for a purchaser for the business and assets.

"I'm selling the business, the Poolstore name and everything that goes with it," he says. "That's all the stock, and the plant and equipment including nearly 200 injection moulding tools. There isn't much for swimming pools that we don't manufacture."

Dick says the strength of the business is in the tooling which includes the famous Poolstore skimmer box, four different pumps, fittings, heaters, chlorinators, hydrostatic relief valves and hundreds of other items from their 50-page catalogue. Most of the tooling is held in Sydney, while a small amount is in China. Additionally, they have approvals for chemical products.

"It's the end of the financial year and stock-takes are going on. I

estimate the stock will be between \$1.8 million and \$2.6 million."

Dick says the total price would be between \$3 million and \$4 million.

"We're still showing a profit and we have no debts as such except a small amount owing on the office. All vehicle are owned, all telephones and even the accounting software is owned. We've sold the New Zealand business. Lou and Tracey Taylor bought it and it's going very well. They've shown 15 per cent growth which is pretty good in a depressed market," he says.

"We've also recently sold Condell Park, and all buildings except the head office are now on a monthly tenancy, and all staff has been reduced in these locations."

Dick is happy to stay on for the new owners, and suggests they'd need his services for between six and 12 months. After that he will remain in the industry in some form, possibly dabbling with one or two new products.

Jane Maree will stay on for as long as the new owners need



John Dick, who has been in the industry since 1959

her, but would look to retire after that so she can spend more time with her family which includes eight-year old twins.

There are few people in the industry who can claim as long a history as John Dick, who was building pools in 1959, opened a pool shop in 1972 and started Poolstore in 1986 – originally to service the Newcastle area and then the whole of New South Wales. He acquired the Swim-world operation on the Gold Coast, followed by expanding into Melbourne in 1998, Brisbane in 2003 and Auckland in 2004.

**Contact:** John Dick 0438 547 511



## Courses underway

Image shows the Waterco stand at SPASA NSW's recent trade day. As well the exhibitions, there were well-attended and informative industry seminars. SPASA also announced that preparations are well under way for the rollout of their Certificate III and Certificate IV courses to support the proposed CPSISC qualifications, having appointed consultants to develop the units of competency.



Energy Efficiency

# Pool pump standard to be revised



The Federal Department of Climate Change and Energy Efficiency called together stakeholders and interested parties for a meeting on the progress and future direction of the energy rating labelling program. Pool pump manufacturers, industry associations, energy wholesalers and government officials were present to hear the

update on the Equipment Energy Efficiency (E3) program and to participate in an open discussion.

The main issue was whether to review Standard AS5102-2009 Parts 1 and 2. The standard is now three years old and was based on a seven-year-old analysis of the market.

By the end of the session it was agreed that the Standard should be reviewed, with the revision to include:

- Refining the scope of the pumps covered
- Reviewing test procedures if necessary
- Possibly including New Zealand in the Standard
- Whether to include solar circulation pumps
- Whether to include power factor ratings. A suggestion

was made that it should be included and that .85 would be a suitable level

- The role of integrated pump controllers and generic or separate pump controllers
  - The importance of noise suppression
  - The position of the "D Curve"
  - The allocation of star ratings
- There was much discussion on the so-called "D Curve" – the mathematical curve on which the pumps are plotted to arrive at the star ratings. There had been criticism that the curve was flawed because the point at which the pumps are measured does not accurately reflect the point at which they actually operate.

Suggestions were made about moving the curve, adopting another curve such as "Curve A", or modifying the upper and/or

lower bounds of the curve. It was pointed out that an early decision regarding the D Curve would save considerable time later. It was also discussed that the ranking of the pumps on the curve would not change even if the curve was modified, or a different curve was used – although it could change the actual star ratings.

It was also suggested the star ratings should be revised under a review, with what are currently two-star-labelled pumps to drop to one-star; making the currently rated two-star pumps the minimum saleable pump.

In that case, the current voluntary scheme would cease to exist and the labels would be voided. The program would not be made mandatory without completion of Regulation Impact Assessment to COAG guidelines.

The assembled stakeholders also discussed the fact that the star rating currently rates pool pumps attached to a filter and

nothing else, yet in the market most systems would include a sanitiser at least plus possibly other equipment running off the pump.

One of the key reasons for introducing the program is to help manage escalating peak load. Pools are a significant contributor to summer peak load and in houses with a pool, the pool pump tends to be the largest single source of energy use. The government believes owners should have the opportunity to reduce these running costs.

There was a very interesting presentation about energy wholesalers' programs to migrate consumers onto off peak tariffs such as Tariff 33. The Ergon program in particular was very successful, with 281 customers in Cairns trialling the system, after which 279 went on to join the program, with no complaints registered regarding green pools or sanitation problems.

## Pumps currently in the voluntary system

### 8 stars

- Astral P300 Multi
- Astral Platinum Multi
- Astral P600 Evo VSP
- Astral P280 Evo VSP
- Astral Smart VSP
- Astral Compass C500 VSP
- Astral P300 Evo VSP
- Clevaquip Tristar Multi
- Davey PowerMaster PMECO Multi
- Speck Badu Eco Touch 3 Multi
- Pentair Onga Intelliflo VSP
- Pentair Intelliflo VF VSP
- Pentair Intelliflo VS VSP
- Pentair Intelliflo VS Au Special VSP
- Pentair Intelliflo VS+SVRS VSP
- Pentair Intellipro VS-3050 VSP

### 7 stars

- Clevaquip Super 2 Multi
- Poolrite SQ Gemini Twin Dual
- Zodiac Flo Pro ePump VSP

### 6 stars

- Davey PowerMaster SLSECO Single
- Davey PowerMaster SLLECO
- Reltech Ecoflo V3 Multi
- Speck Badu Eco Touch 2 Multi
- Speck 90-500DS Dual
- Waterco Hydorstorm Eco 100 Multi

### 5.5 stars

- Astral C330 Multi
- Astral P280 Multi
- Astral VS340 Aquatight Multi

### Contact:

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#### **Zodiac V3 4WD**

Engineered to take on the toughest pools with its 4-wheel automotive drive, Zodiac's latest robotic pool cleaner, the V3 4WD, tackles any pool terrain, climbs over obstacles and delivers thorough cleaning of floors, steps, walls and waterline. The Zodiac V3 4WD also boasts built-in intelligence featuring the ActivMotion Sensor™; the cleaner automatically senses its position and adapts its cleaning path with an intelligent steering correction ensuring faster navigation and agility.



#### **Zodiac MX8**

Faster and more aggressive than any other suction cleaner of its class, the Zodiac MX8 makes debris a thing of the past. With its cyclonic vacuum technology, ultra-wide cleaning path and X-Drive system, the Zodiac MX8 delivers unparalleled pool coverage and cleaning efficiency.



#### **Zodiac TRi pH Chlorine Generator**

Tri-pH is a high performance, reverse polarity chlorine generator with built in pH control. The addition of the automated pH down feeding system keeps pool acid balance stable. TRi-pH is an absolute must have product for any pool enthusiast as it keeps swimming pools healthy and in perfect balance.



#### **Zodiac pH Perfect and ChlorPerfect Automated Liquid feeders**

The new automated liquid feeding devices from Zodiac, help take the guesswork out balancing your pools chemistry. pH Perfect and ChlorPerfect's liquid feeding devices are engineered with built in intelligent 'proportional feed systems' that will ensure the set point is reached in the quickest possible time with the least amount of chlorine, saving time and money.



#### **Zodiac FloPro ePump**

The Zodiac FloPro ePump is a quiet, ultra energy efficient, high performance pool pump specially designed for Australian conditions. With variable speeds, the FloPro ePump is engineered to significantly reduce high electricity consumption and CO2 emissions commonly associated with swimming pool pumps.



#### **Zodiac Heat Pumps**

Zodiac heat pumps are best suited to those who want to swim all year, as they maintain water temperature extremely efficiently. They are also amongst the most energy efficient, quiet and ozone friendly heaters in the world. Get online and use our free calculator to find the best heater for your pool.



#### **Zodiac Chemicals**

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