



# 2012 AWARDS OF EXCELLENCE

SPASA NSW WOULD LIKE TO THANK THE FOLLOWING SPONSORS



The Swimming Pool & Spa Association of NSW would like to thank the following sponsors for their support and participation in the SPASA NSW Gala Awards Night held on the 16<sup>th</sup> June 2012 at 'Deanah's View' LE MONTAGE, Lilyfield.

The SPASA NSW Annual Gala Awards are just a snapshot of what our members can achieve. The Awards give SPASA NSW members a chance to showcase their skills, creativity, innovation, sheer hard work and spirit.

Having a strong industry association is crucial to having a well represented, promoted, safe and dynamic industry. SPASA NSW applauds its sponsors for their contribution in safeguarding our industry through their continual support.

## The Swimming Pool and Spa Association of NSW

1/33 Daking Street,  
NORTH PARRAMATTA  
NSW 2151  
phone (02) 9630 6300  
toll free 1800 802 482  
fax (02) 9630 6355  
email info@spasa.org.au

ONE INDUSTRY, ONE MISSION, ONE VOICE.

# SPASA NSW Awards of Excellence



Sunset Pools' winning traditional over \$100,000 project

### Industry Award Winners

#### Pool Builder of the Year

Capital Country Pools

#### Sub Contractor of the Year

Rick Murray Excavations

#### Pool & Spa Technician of the Year

Nathan Plummer of Azure Pools

#### Pool Shop of the Year

Poolside Albion Park

#### Sales Representative of the Year (Retail)

Lee Salisbury of Sapphire Wetwork Pool & Spa

#### Sales Representative of the Year (Wholesale)

Jim Vouden of Biolab Australia

#### Most Innovative New Product

Pool Design Programme - 3D Pools

#### Sustainability Award Energy

Viron eVo Pump - Astralpool

#### Sustainability Award Water

Multicyclone Ultra - Waterco



Aquastone's winning water feature



Concept's winning renovation

### State Golds

#### Residential Concrete Traditional to \$50,000

Platinum Poolsapes

#### Residential Concrete Traditional \$50,000 to \$100,000

Splish Splash Pools

#### Residential Concrete Traditional over \$100,000

Sunset Pools

#### Residential Concrete Freeform \$50,000 to \$100,000

Platinum Poolsapes

#### Residential Fibreglass Pools up to \$40,000

Tranquility Pools & Spas

#### Residential Fibreglass Pools over \$40,000

Local Pools & Spas

#### Residential Enclosed/Indoor Pools

Sunrise Pools Australia

#### Spas and Hot Tubs

Platinum Poolsapes

#### Display Pools

Concept Pools Australia

#### Commercial Pools or Spas below \$250,000

Essential Pools

#### Commercial Pools or Spas over \$250,000

Mediterranean Pools ACT

#### Renovations Under \$25,000

Concept Pools Australia

#### Renovations Over \$25,000

Aquastone Pools & Landscapes

#### Innovative

Sunrise Pools Australia

#### Water Features

Aquastone Pools & Landscapes

#### Lap Pools

Freedom Pools Central Coast

# Excellence rewarded.

## Congratulations to the winners of the SPASA SA Awards of Excellence 2012.

SPASA SA was again delighted to host the gala dinner—the night-of-nights for the swimming pool and spa industry in South Australia.

This annual showcase of industry talent is made possible through the generous support of sponsors. SPASA SA thanks everyone involved, including judges, entrants and guests for helping to make this year's celebration such an outstanding success.



# Join the industry leaders.

When you become a SPASA SA member, you are counted as among the best in the pool and spa industry in South Australia.

As a SPASA SA member, you can take advantage of:

**A trusted brand** Consumers look for the SPASA SA logo

**Promotional events** Annual Pool & Spa Show and Awards of Excellence

**Networking** Gala dinner and informal occasions

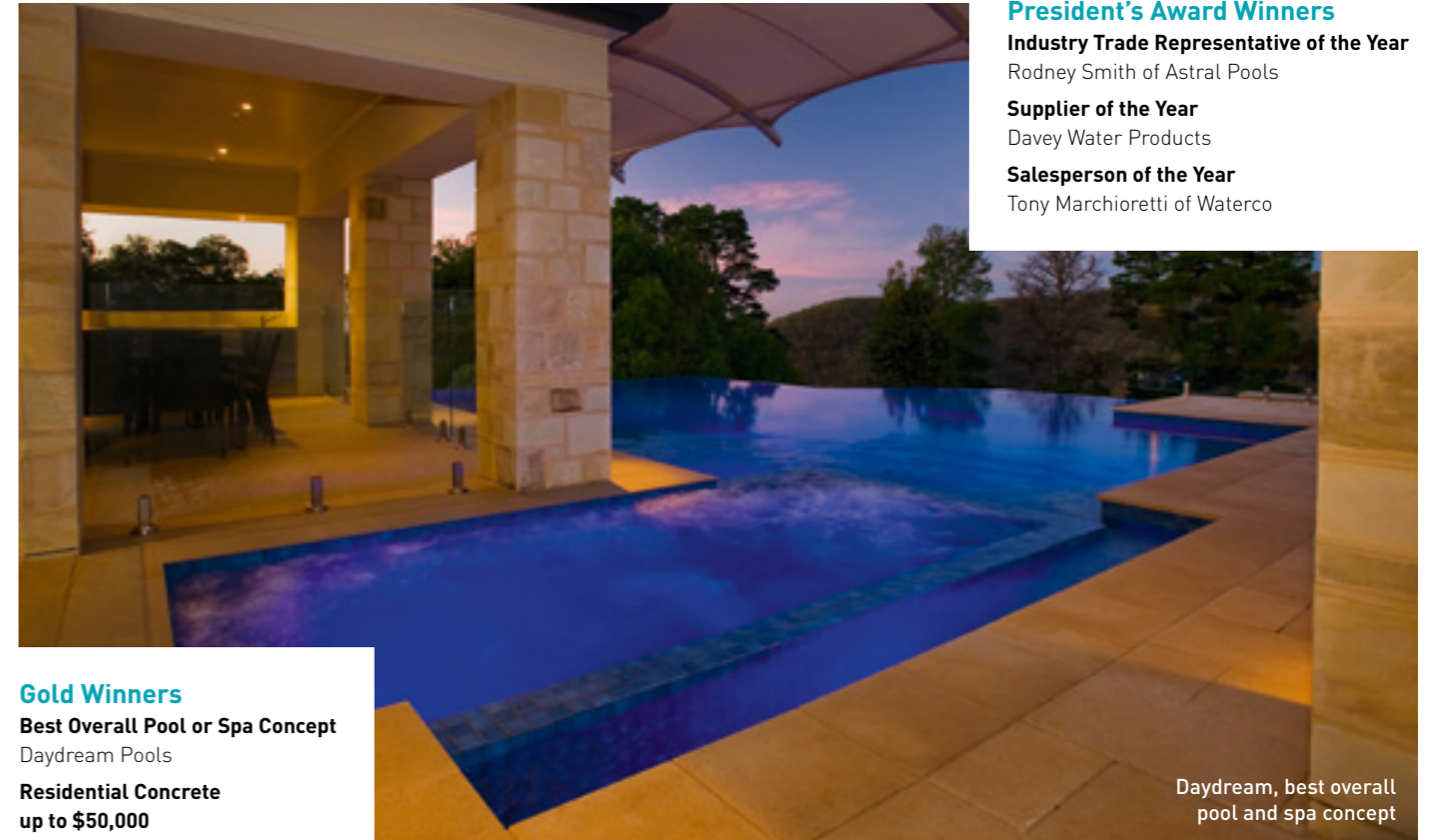
**Up-to-the-minute information** including a standardised contract.

For more information telephone 08 8364 4211.

[spasasa.com.au](http://spasasa.com.au)



# SPASA SA Awards of Excellence



**President's Award Winners**  
**Industry Trade Representative of the Year**  
 Rodney Smith of Astral Pools  
**Supplier of the Year**  
 Davey Water Products  
**Salesperson of the Year**  
 Tony Marchioretto of Waterco

Daydream, best overall pool and spa concept

### Gold Winners

**Best Overall Pool or Spa Concept**  
 Daydream Pools

**Residential Concrete up to \$50,000**  
 Freedom Pools

**Residential Concrete \$50,000 to \$100,000**  
 Mermaid Pools

**Residential Concrete over \$100,000**  
 Viva Pools

**Residential Freeform Concrete to \$50,000**  
 Alpha Pools

**Residential Freeform Concrete \$50,000 to \$100,000**  
 Quantum Pools

**Residential Freeform Concrete over \$100,000**  
 Quantum Pools

**Residential Fibreglass to \$40,000**  
 Summertime Pools

**Residential Fibreglass over \$40,000**  
 Australian Outdoor Living

**Commercial Fibreglass**  
 Freedom Pools

Continued next page...



Mermaid Pools, concrete pool \$50,000 to \$100,000

## AUSTRALASIA'S FASTEST GROWING BRAND OF HEAT PUMPS

Come and see us at Splash – Stand 72



✦ Oasis Heat Pumps in New Zealand  
+64 9 5358891  
Info@hotwater.co.nz  
www.oasisheatpumps.com



✦ Distributed in Australia by Sunlover Heating  
VIC/NSW: 1800 815913  
QLD: 1800 814388  
sales@sunloverheating.com.au  
www.sunloverheating.com.au

## feature

### ... Gold Winners continued

**Residential Vinyl Lined In-ground**  
Pleasure Pools

**Residential Vinyl Lined Aboveground**  
Classic Pools/Above Ground Pool Service

**Residential Enclosed/Indoor**  
Peressin Pools

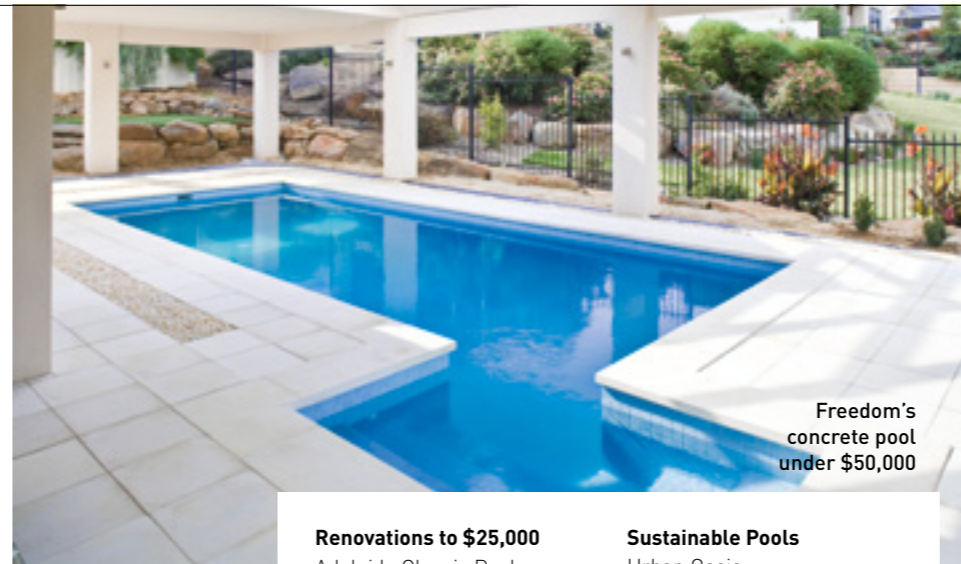
**Domestic Pool and Spa Combination**  
Daydream Pools

**Domestic Spa**  
Urban Oasis

**Portable Spas/Hot Tubs**  
The Pool & Spa Shop

**Display Pools**  
Daydream Pools

**Commercial Renovation to \$250,000**  
Quantum Pools



Freedom's concrete pool under \$50,000

### Renovations to \$25,000

Adelaide Classic Pools

### Renovations over \$25,000

Peressin Pools

### Innovative Category

Elite Pool Constructions

### Water Feature

Freedom Pools

### Lap Pools

Daydream Pools

### Sustainable Pools

Urban Oasis

### Retail Pool Shop

Summertime Pools

### Retail Spa Shop

Adelaide All Spas

### Service Technician/ Customer Service

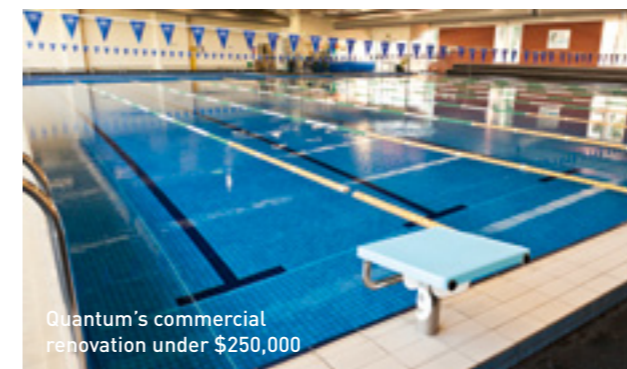
The Pool & Spa Shop



Freedom's winning water feature

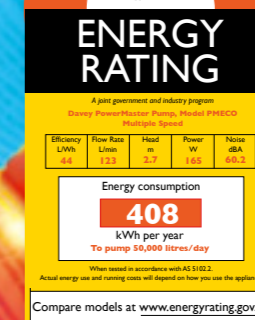


Elite's most innovative pool



Quantum's commercial renovation under \$250,000

# How much of your electricity bill is energy used to run your pool?



## DAVEY Energy Efficient Swimming Pool Pumps

Save energy and money with Davey's new ECO Series range of pool pumps.

The new Silensor® ECO Series has an energy efficiency rating of 6 stars and Power Master® ECO Series offers an amazing 8 star energy efficiency rating.

Whether you are concerned about your kids future or just want a few extra dollars in your pocket... saving energy has never been so dependable.



davey.com.au  
1300 2 Davey



DAVEY PowerMaster ECO-SERIES



SILENSOR

## Tomorrows solutions today

Forget the problematic bells and whistles. Lets go back to the future with a **traditional Transformer Based Saltwater Chlorinator for a robust reliable system!**

- ✓ Distributors wanted
- ✓ 100% Australian made for Australian conditions
- ✓ Back to the future! Latest technology and easy to use
- ✓ 3 year full warranty

Contact our Sales team  
p. 07 5565 0000  
e. sales@evolutionwls.com.au  
Unit 27/30 Mudgeeraba Road  
Worongary Qld 4213  
www.evolutionwls.com.au

# Dieselomics

By Paul "Diesel" Matthei

Fiat's latest Ducato line-up encompasses a range of van and cab/chassis models punched by an all-new engine promising even better fuel efficiency for tradies or techs getting around town.

The new Ducato is more than just a new look: underneath lurks an engine family called MultiJet II which meets the new European emissions standard while sipping up to 15 per cent less fuel. The range opens at a recommended retail price of \$39,990.

Fiat claims to have invented the common-rail diesel engine with its first generation known as UniJet followed by MultiJet, which in turn has been thoroughly revised and updated to produce a third generation of engines known logically enough as MultiJet II.

According to Fiat, the new MultiJet II engines provide economy and performance levels unrivalled in the light commercial vehicle market. The fuel system is fundamentally different from the first generation MultiJet



Ducato Euro 5 ute

engines because its injectors can deploy multiple injections at closer intervals.

The 1600 bar (23,210 psi) fuel injection pressure in the first generation MultiJet system has been boosted to

1800 bar (26,110 psi) in MultiJet II, and the new style of injector makes it possible to implement even more advanced combustion optimisation technologies such as rate-shaping in-



Ducato Euro 5 van

jection, which involves two consecutive injections so close together that there is a continuous and modulated flow of fuel into the cylinders. Again according to Fiat, this enables improved

combustion with less noise and lower emissions of particulates and oxides of nitrogen (NOx).

Featuring a waste-gated turbocharger, the 2.3 litre 130 MultiJet II engine

generates peak power of 96kW at 3600 rpm and top torque of 320 Nm at 1800 rpm. The higher powered 150 MultiJet II also displaces 2.3 litres but gains its extra grunt from a variable geometry turbo, delivering 109kW at 3600 rpm and maximum torque of 350 Nm at 1500 rpm.

Putting power to the pavement, the new Ducatos are equipped with either a cable shift six-speed manual transmission or self-shifting MTA gearbox which shares basic architecture with its manual sibling.

For Australia, the new Ducato is available in a choice of five different body styles including four vans and a cab/chassis variant. Fiat Australia says it has chosen these body and drivetrain combinations from the thousands of Ducato variants available as they are best tuned to the market requirements of Australian medium and large van users.

The new range opens with a compact low roof van said to be ideal for urban use with 10 cubic metres of interior space and a 1.6 tonne payload capacity. The largest Ducato is the extra long wheelbase medium-roof version which combines a 15 cubic metre interior volume with a 1.9 tonne payload capacity.

With the exception of the extra long wheelbase medium-roof variant which sports the 109 kW 2.3 litre engine, all versions of the Ducato are fitted with the 96 kW 2.3 litre power plant. ■

for perfect pool temperature  
365 days a year

Put your trust with one of the world's leading manufacturers and design specialists.

Welcome to an exciting new era as Rheem brings together two of Australia's most well known names in pool heating.

Raypak and Accent represent over 60 years of combined local design and manufacture experience, with the support you would expect from one of Australia's most trusted brands.

Gas and heat pump technology for heating of the smallest back yard spa and pool, through to major resort and Olympic sized pools.

Dedicated to giving expert design advice. With a full understanding of Australian conditions and energy pricing.

Customised solutions to achieve the right product choice and help drive your energy dollar further.

Raypak and Accent are divisions of Rheem Australia.



RHEEM POOL HEATING

INSTALL A



Call us today for technical sales advice and the location of your nearest distributor, or visit [www.rheempoolheating.com.au](http://www.rheempoolheating.com.au)



Rheem Pool Heating Advisory 1300 132 950  
email: [info@rheempoolheating.com.au](mailto:info@rheempoolheating.com.au)

## Pool Builders

## Looking for a way to differentiate your business and gain a competitive advantage?

Stop spending your energy converting a customer from what they really want to a standard mass-produced off-the-shelf pool. **Break free of the mould and consider a pre-engineered stainless steel Albatross pool today!**



### An Albatross pool provides you with the flexibility to cater for any client!

For well over 40 years Albatross Pools have been producing award winning swimming pools, which can be built to almost **any shape, size and depth.**

The new innovative heavy-gauge stainless steel construction is a completely self supporting structure making an Albatross pool ideal for difficult and sloping sites - all backed with **an extensive 20 year warranty!**

From lap pools to unique freeform shapes, an Albatross pool is easy to build, has extremely low transport costs and comes with a guaranteed order turnaround time of 7 days.

For further details on how Albatross Pools can help you differentiate your business and gain a competitive advantage with a pre-engineered stainless steel pool, contact Head Office on **(03) 9870 3011**, email [pools@albatrosspools.com.au](mailto:pools@albatrosspools.com.au) or visit [www.pools.com.au](http://www.pools.com.au).



**ALBATROSS POOLS**  
Family Pool Builders Since 1969

21 Summer Lane  
Ringwood, VIC 3134  
T. (03) 9870 3011

# SPLASH!

## Commercial news

Interim waterborne standards . . . . . 72  
 Learning at any age . . . 73  
 AVP rebranded as CAA . . 75  
 Help the one-in-five . . . 75  
 The dragon in the mall . . 76  
 Amaz(on)ing Thai waterpark planned . . . 77  
 National tender data . . . 78  
 Lismore getting greener . 78  
 Tenders of the month . . 78  
 Managers feeling tender at Katoomba . . . . . 81  
 Scouring the water clean . 85  
 Sunshine and clean water . . . . . 86

Standards Update

## Interim waterborne standard on way

Following the article in the previous issue about inflatable manufacturer Aflex putting together its own standards, SPLASH! spoke with the technical writer in charge of the new Australian Standard, Brian Bradley.

It is being drafted under the auspices of the ME-051 committee which prepares standards for amusement devices.

"A subcommittee was formed to prepare a draft standard for waterborne inflatables," says Bradley. "That's been done over the past three or four months, and that draft is now with Standards Australia being edited and formatted to their particular requirements."

Once that has been done, the draft will go to a full ME-051 Committee meeting to be given final consideration and possibly issued as an interim standard.

Bradley says that consultation outside the working group is not being sought at this stage.

"That's because the plan is for the interim standard to exist for maybe 18 months, during which time the industry and public can provide feedback and add input before the final standard is published," he says.

There were two driving forces in creating the standard. The first was the drowning of a young boy in Townsville in 2007, as previously mentioned in SPLASH!, after which the Coroner said a

waterborne inflatable standard was needed.

The second driving force was the modifications to the Work Health and Safety Legislation which came into force in January this year in Queensland, New South Wales, the ACT and the Northern Territory, and probably will be implemented over the next 12 months in other states.

The changes mean that under the terms of the legislation, waterborne inflatables have to be inspected by an engineer who meets certain qualifications.

Last year, Bradley was one of the engineers checking amusement rides, and when he went to check on waterborne inflatables, he was shocked to discover there was no standard.

"I've got no reference document, and must rely on my opinion and experience," he says. "I thought that was unsatisfactory for me or the owner of the device, because there was no basis for the engineering inspections. The engineers need a standard on which to base their inspections."

Normally the timeframe for the Standards process is a couple of years, but they couldn't wait that long.

"So Standards Australia decided to take the draft document which has been addressed by some people in the industry including manufacturers, and put it through the ME-051 committee as an interim standard."

Bradley says the standard will be open for public comment for the interim period – perhaps 18 months – which will give the operators in the industry the incentive to look at it and see what things they think should be included, or highlight others elements which are not appropriate in their opinion.

"Quite frankly, I was staggered to find how many waterborne inflatables there are in the country," he says. "Not just the number of them, but also the fact that all of them need an engineers' inspection – and in Queensland they need to be design-registered as well."

"With existing inflatables that don't comply with the standards, I think the inspecting engineers will look at it and say, 'is this a major noncompliance or just a little technical noncompliance – something in the interim standard that might not be in the final standard'. I think they'll appreciate it is a work in progress, and wouldn't necessarily ban or delist a unit unless it is considered that it was a major fault that posed an immediate threat of injury or drowning."

"Obviously he'd have to say hang on – you've got netting where the kids could get caught under the water or something like that, and it would have to be addressed. It would probably be considered on a unit-by-unit basis."

Although the situation was poor with Australia not having a standard, he said the US standard wasn't much better.

"I purchased the American standard and it was hopeless, because to understand it, you had to purchase another eight or so standards, because they all referred to each other."

The Australian standard when finished will be easier to understand, as it will be in one document.

The interim standard is currently only dealing with inflatables with a blower attached, not sealed inflatables.

"The sealed inflatables are not registrable and weren't mentioned in the coroner's report, and as time was pressing we had to limit ourselves to blower ones initially," he says.

"But during the interim period the sealed ones will be addressed and will be included in the final standard."



The Aqua Dash, an Aflex pad inflatable suitable for relatively shallow depths. Waterborne inflatables attached to a blower will be covered under the new interim standard.



## Learning at any age

The National Swimming Pool Foundation (NSPF) in the USA has launched a new 10-year campaign called Step Into Swim, designed to shrink healthcare inflation, reduce drowning rates and help spur industry growth.

This can be achieved according to the NSPF by simply teaching more and more people of all ages to swim. The 10-year campaign will initially partner with nine organisations that teach children, adults and minority populations to swim. Increasing the number of swimmers also builds demand for public and residential pools, spurring growth for the pool, spa and aquatic industry and those who work in this fun and health-focused field.

NSPF issued a White Paper to help the public and private sector understand the issues behind this campaign.

Go online to access it at [splashmagazine.com.au](http://splashmagazine.com.au).



Make your Life Simpler with a Dolphin Pool Cleaner

## Wave 75



- For commercial pools up to 20 m
- Suited to swim schools, smaller hotels & resorts, smaller school pools
- Strong, robust design
- 2 year full warranty
- **Stock available now**

## Why a Dolphin is right for you?

- **Trust the Brand**  
The Dolphin brand is recognised internationally as the Number 1 choice for pool cleaners
- **Trust the Company**  
The pioneers of robotic pool cleaning with over 25 years experience
- **Trust the Support**  
Maytronics training and service centres in Major Centres around Australia

Please Contact Us for more Information & Demonstration of Cleaners



1300 MYDOLPHIN or [www.maytronics.com.au](http://www.maytronics.com.au)

FOLLOWING A SUCCESSFUL SOLD OUT INAUGURAL SHOW, INDIA PROUDLY PRESENTS...

**2nd** NEW DELHI 2012  
**waves** POOL | SPA | BATH 2 &  
 INTERNATIONAL EXPO & CONFERENCE  
**BUSINESS OF SPA BEAUTY FITNESS**  
 INTERNATIONAL EXPO 2012  
 INDIA EXPO CENTRE, GREATER NOIDA, NCR DELHI  
 www.wavesexpo.com

**INDIA**

Join The  
**World's Fastest  
 Growing Pool  
 & Spa Market!**

REGISTER TODAY!

**SEPT  
 6-8  
 2012**

**Bigger  
 &  
 Better**

**INDIA'S ONLY  
 POOL & SPA EXPO!**

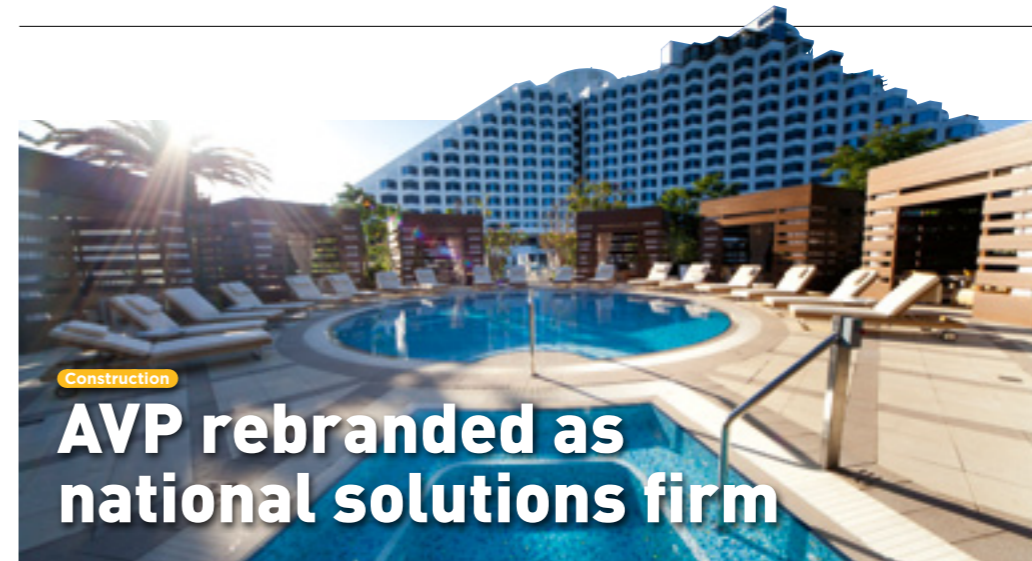
Organised by  
**waves**  
 INDIA'S WET WELLNESS MAGAZINE®

**Ei**  
 Exhibitions India Group  
 ISO 9001:2008 & ISO 14001:2004  
**BUSINESS OF SPA BEAUTY FITNESS**  
 INTERNATIONAL EXPO 2012

Booking Details: Bhaskar Joshi | Mob: +91 93508 46030 | Email: Bhaskarj@eigroup.in

twitter.com/WAVESMagIndia

facebook.com/WavesExpo



**AVP rebranded as national solutions firm**

Perth-based commercial pool designer, builder and water treatment maintenance company, AVP, has undergone a transformation to become Commercial Aquatics Australia.

Managing director Mark Harper says that with a head office in Perth and fully operational offices in Melbourne and Brisbane, AVP was changing and needed a name to reflect that change.

"The company was established in 1996 as a WA-based niche contractor," he says. "Over sixteen years that's changed. The company has grown, and is now established right across the country."

He says that acronyms like AVP don't really mean anything outside of the company, and more often than not they just confuse clients. They wanted a clear and direct description of what they do and "Commercial Aquatics Australia" fulfils that need. Also, he says the company has moved away from just building pools,

and the new name is more encompassing of that.

"We provide a complete design and construct service across the whole range of leisure and competition facilities," he says. "Anywhere that people play, train and compete. We're also very active in the area of pool renovation, and also supply total packaged solutions to remote locations, minesites and Aboriginal communities across Australia."

One of the changes to come with the rebranding is that they've consolidated their integrated service right across Australia, so that clients will have single-point contact at all times from their local representative.

Additionally they have eliminated some complexity from the procurement process by bringing design and drafting expertise in-house, and by importing materials directly themselves.

"This has proven to save time and money, as well as reduce frustration for our clients," he says.

**Water Safety**

**Help the one-in-five**

Royal Life Saving (RLS) CEO Rob Bradley has sent out an urgent appeal for assistance to help teach half a million Aussie kids how to swim.

Bradley warns that a drowning crisis is potentially looming because of the staggering number of children who leave primary school every year unable to swim the length of an Olympic pool or keep themselves afloat for two minutes if they fell in.

He says the importance of swimming and water safety education has never been more pressing with 50,000 children leaving primary school every year without vital personal survival skills.

"Given that this situation has existed for more than a decade that's half a million young Australians at grave risk of drowning," he says.

"The figures are absolutely shameful – they're a national disgrace. Being able to swim and enjoy the water safely is a fundamental right of every Australian child."



2012 Olympian Eamon Sullivan helping helping kids with water skills

School-age children are predominately at risk in open water environments such as rivers, lakes and dams. RLS research also shows that children from lower socio-economic areas, indigenous communities, culturally or linguistically diverse backgrounds and rural kids are more likely to miss out on

swimming and water safety education because of a lack of access or financial disadvantage.

RLS is aiming to provide a free Swim and Survive course to 10,000 children by the end of 2012 and they've been overwhelmed with expressions of interest from families, children's charities and community organisations nominating kids in need.

But they need more money to finance the program. "Donations from swimming pool industry manufacturers and suppliers would be greatly appreciated," he says.

Contact: www.swimandsurvive.com.au

**In Brief**

**Oceanworld Manly** has relaunched as Manly Sea Life Sanctuary, operating under the Sea Life banner as a world-class facility for the breeding, protecting, rescue and rehabilitation of Australian marine life.

**A woman is seeking** \$400,000 damages from Wet'n'Wild on the Gold Coast after getting stuck in the AquaLoop slide, according to the Gold Coast Bulletin. The report says she did not gather enough speed to complete a full circuit and slid back and forth before coming to rest at the bottom of the loop. She was worried that someone would slide into her, but she managed to escape through a hatch. Her claim states she suffered a shoulder injury and is still experiencing mental issues from the experience.

**The Queensland** Government and Gold Coast City Council are expected to fast-track funding for the \$40 million upgrade of the 1960s-vintage Gold Coast Aquatic Centre so it can be completed in time for the Pan Pacs in 2014. The upgraded aquatic centre will include a 50m, 10-lane competition pool and temporary seating for 12,500 spectators.

**The renovated Tepid Baths** reopened on June 24. The historic Auckland baths now have a seven-lane, 25-metre lap pool, an LTS pool with graduated depth, a spa pool, sauna and steam room; as well as a gym with cutting edge equipment. The renovation cost nearly \$NZ16 million.



Waterpark

## The dragon in the giant mall

The world's largest shopping centre – the Great Mall of China, currently being built in Beijing – will have a giant indoor waterpark with dragon-themed water slide.

In China, dragons are an auspicious symbol of power and fortune with special control over water, rainfall, hurricanes and floods. In historic times, the Chinese worshipped dragons as

the rulers of moving bodies of water from waterfalls to rivers and seas.

The waterpark will include a variety of slides, cover 23,000 square metres and reach a height

of 30 metres including a glass-enclosed second floor for mall patrons to spectate.

As well as the dragon slide, major attractions will be a Polin King Cobra waterslide, a Space Shuttle waterslide, the Navigator watercoaster and a triple Blackhole tube slide. There will also be two speed slides, three extreme slides, a racing slide, water-play structure, wave pool, Jacuzzi, leisure river, rapid river and a relaxation pool.

In addition to the waterpark, the Great Mall of China will include an enormous amount of retail space, two other theme parks including an extreme-park, a theatre complex, an aquarium, two hotels, a convention hall, office towers and apartments. An indoor monorail will move people throughout the sprawling space.

Phase one which includes the two theme parks and the waterpark is expected to be finished by October 2013.

## Amaz(on)ing Thai waterpark planned

Thailand is getting its first globally branded waterpark: Cartoon Network's Amazone. The park is now under construction at a 6ha site on the coastal plain at Bang Saray, near the holiday destination of Pattaya. The first phase will cost 1 billion baht (\$AU31 million) and it is expected to open in 2013.



## AQUA LOCK

### The new style pool mat by Pro-Am Australia.

Safety wet area pool matting that is ideal for swimming pool surrounds, showers, spas and change rooms.

- Aqua Lock is easy and inexpensive to clean, simply by mopping over or hosing down.
- Lightweight Aqua Lock matting is easy to handle and it can be rolled up for maintenance.
- Economically create a surface of any length, width or shape. Aqua Lock has a built-in connecting system that allows the tiles to be easily interlocked.
- Modular tiles of Aqua Lock matting can be assembled in a variety of designs and shapes.

#### SPECIFICATIONS

Antibacterially treated UV resistant soft vinyl (100% recyclable).

Aqua Lock is sold per sqm (1m x 1m). Thickness 9mm.

Available in 4 colours inc. dark grey, blue, light blue and beige.



EXCLUSIVE TO PRO-AM AUSTRALIA



For more details and pricing please contact 03 9796 5000 or sales@proamaus.com.au [www.proamaus.com.au](http://www.proamaus.com.au)

**SAFE**  
SLIP RESISTANT,  
SAFE AND DRY  
SURFACE.

**HYGIENIC**  
PROTECTED  
AGAINST MOULD,  
MILDEW & GERMS.

**COMFORTABLE**  
SOFT, RESILIENT  
CUSHIONING  
FOR BARE FEET.

## The best quality, highest performance heat pump water heater available today!

### Why use a Performance Plus Heat Pump?

- A Performance Plus Heat Pump can produce over 5 times the energy used
- Compressor(s) have built in internal and external overload protection
- Lowest running costs in Australia and New Zealand
- Can operate in air temperatures from -10°C to 45°C
- Easy to operate electronic controller with digital display
- Titanium tube heat exchangers (for swimming pools)
- Electronic Reverse Cycle De-Ice control
- Built in refrigeration safety switches
- Water flow switch (for swimming pools)
- TX valve for efficient low ambient operation
- Epoxy coated corrosion resistant cooling coils
- Quiet running/Built in drain tray
- Ozone safe R410a Refrigerants



**HOT WATER HEAT PUMPS LTD**  
ADVANCING WATER HEAT PUMP TECHNOLOGY & APPLICATION SINCE 1980  
[www.poolheating.co.nz](http://www.poolheating.co.nz)

For Australian Enquiries:  
Unit 5 / 12 Newspaper Place  
Maroochydore 4558 AUSTRALIA  
Ph (+617) 5443 7555 / Mob 0438 424 997 / 0412 365 765  
[www.heatpumpsystems.com.au](http://www.heatpumpsystems.com.au)

## Tenders of the month

### Young Shire Council

Operation, Management and Supervision of the Young Aquatic Centre & Kiosk

**Tender number:** 102-2012

Due to the retirement of the longstanding incumbent operator, tenders are being called for the management, supervision and operation of the Young Aquatic Centre located in Marina Street, Young, NSW for 3 (three) swimming seasons with a 3 (three) season option.

The season dates encompassed within the tender are 1st October 2012 to 30th April 2018 including the 3 (three) season option, with the present pool configuration. Council has signified to its community that it is looking to expand or enhance the facilities at this venue as funds present.

**Now closing:** July 24, 2012 12:00 pm (NSW)

**Contact:** (02) 6380 1200; www.young.nsw.gov.au

### City of Kalgoorlie-Boulder

**Updated Expression of Interest:** Goldfields Oasis Leisure Centre

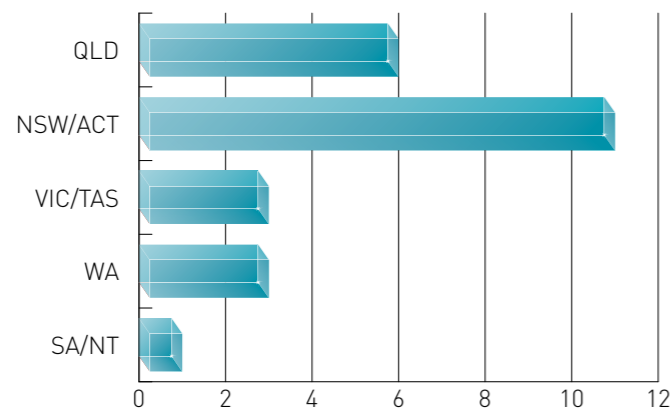
For the alternative energy source of solar water heaters.

**Now closing:** July 12, 2012, 4.00pm

Further information and documentation may be available from City Of Kalgoorlie-Boulder.

**Contact:** (08) 9021 9600; www.kalbould.wa.gov.au

## National aquatic tenders



New construction, management and maintenance tenders and EOLs for aquatic centres and commercial swimming pools for April and May 2012



Graham Walker with environmental strategies coordinator Nick Stephens and GSAC maintenance officer Andrew McCallum

Environment

## Lismore getting greener

Lismore City Council is getting greener thanks to a Federal Government grant of \$300,000 through the Community Energy Efficiency program to improve the Goonellabah Sports and Aquatic Centre (GSAC) and the Lismore Memorial Baths. The funds will be used to make the pools and associated facilities more environment friendly by upgrading the filtration system pumps, installing solar pool heating and replacing lighting.

The money has been allocated based on an energy audit that showed more than \$100,000 could be saved each year by modernising their equipment. Additionally, it will help the council reduce its greenhouse gas emissions by 12 tonnes each week.

The council estimates electricity usage will be reduced by 25 per cent at Goonellabah and by a whopping 58 per cent at Lismore.

“At major public facilities, like these electricity

is the second largest cost after staffing and these costs are only going to increase over the next few years,” says Graham Walker, manager of both GSAC and the Lismore Memorial Baths.

“But the really exciting thing is the reduction in greenhouse gas emissions by 11,800 kilograms each week – that’s a really big number,” he says.

“The whole team was thrilled when they got the news. We put a lot of work into the application and feel rightly proud of this achievement, being one of only 20 local government projects selected Australia-wide.”

Walker says that because there is such a huge saving in electricity costs it means the council’s contribution will be paid back in three years.

As part of the project, the council will run a major education campaign on cutting costs by creating energy efficiencies.



### BECS Technology Pool pH & Chlorine Controllers by TBWS are -

- **EFFICIENT** - Reduce chemical usage, improve water quality & assure compliance
- **ECONOMICAL** - Long life, low cost, low maintenance pH, ORP & FAC probes
- **FLEXIBLE & VERSATILE** - Advanced, adjustable control features to suit all pools. Super chlorination and low level night setpoints
- **EASY-TO-USE** - Simple, intuitive menu systems. Single point pH calibration
- **EXPANDABLE** - Datalogging, remote access, FAC/TCL, TDS & many other sensors
- **SAFE** - Standard alarm and failsafe protection with auto ‘alarm callout’ feature
- **SECURE** - Multi level password protection
- **RELIABLE** - 5yr Electronics warranty 2yr Sensor warranty – no worries!
- **SUPPORTED** - Factory trained service and support

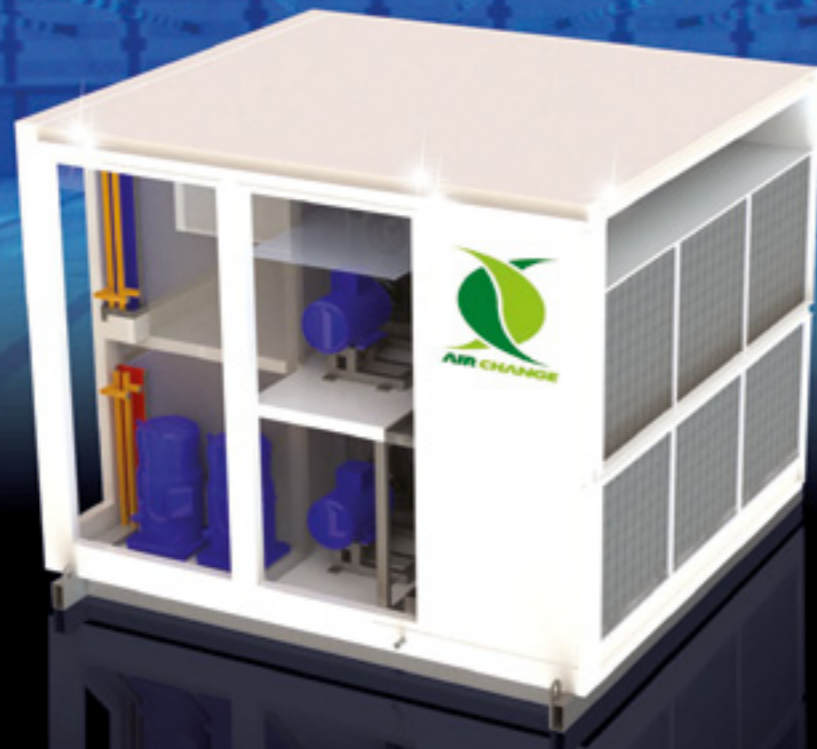


### TIM BATT WATER SOLUTIONS P/L

PO Box 288  
 Balgowlah NSW 2093  
 Sydney Australia  
 Phone: (02) 9948 4177  
 Fax: (02) 9907 0014  
 Mobile: (0438) 889 268  
 E-mail: timtbws@bigpond.com



# Indoor Air Quality taken a dive?



## PoolPac™ Reverse cycle heat recovery air conditioner for indoor pools

- Eliminates condensation
- 100% outdoor air ventilation improves indoor air quality
- Utilises heat recovery for energy efficiency and reduces outside air load by up to 80%
- Protects building structure from corrosion
- Dilutes harsh chlorine fumes and smells



**Multi Award Winning Technology**  
**ARBS Industry Awards**  
 "Product Excellence" Finalist 2012  
 "ESD Product" Winner 2010  
**AIRAH** "Excellence in HVAC" Winner  
 2003 (Qld) & 2006 (National)  
**SEDA** "Green Globe" Winner  
 2002 & 2003



[airchange.com.au](http://airchange.com.au)

Offices **NSW** 02 9531 4699 **VIC** 03 9482 1010 **QLD** 07 3891 1974

Distributors **NTH QLD** 07 4775 5222 **SA/NT** 08 8354 0088 **WA** 08 9367 3288

**TAS** 03 6344 6888 **New Zealand** +64 3 343 6184

Air Change products internationally patent protected | Refrigerant Trading Authorisation No: AU23586

# Pool managers feeling tender at Katoomba conference

Every year, New South Wales regional pool managers get together at the Country Pool Managers Conference (CPMC), to listen to interesting presentations and learn about exhibitors' products.

But most of all, they come together to network and discuss important issues relating to their businesses.

The hot topic this May was tendering. Many pool managers spoke to SPLASH! about their grievances on this topic, although they were reluctant to go on the record because of concerns it may come back to bite them when they need to retender for their pools.

This is a big topic that cannot be covered in one edition, and we will revisit different elements of it in upcoming issues.

The main concern with tendering was the belief that the process is skewed in favour of big management companies rather than small businesses or family-run businesses.

Additionally, there was the strongly held belief that in many instances the process is far from open and transparent. There were also a number of people questioning the tax free status of some management companies tendering for jobs, saying it gives them an unfair cost advantage over small family run businesses.

Mick O'Sullivan, one of the founders of the CPMC says he knows the tendering landscape is changing.

"I think we're entitled to say this is a change that is happening, we know it's happening, and be wary of it," he says. "It's not just pools of course, it's hap-



pening in all walks of life. A lot of the smaller joints are getting swallowed up by the bigger concerns, and somewhere down the track you start to lose that personal touch."

The conference brought together pool managers from all over regional NSW

### Interim tenders

One aspect of tendering that had regional pool managers hot under the collar was the rising use of one-year interim tenders. These involve offering a

## The origin of the conference



Mick O'Sullivan

The idea for the Country Pool Managers Conference came about in 1996 to provide an affordable get-together for rural pool managers.

The conferences are organised by Mick O'Sullivan of Mudgee, Mick Austin of Wellington and Kerry Lynch of Orange, in concert with the pool manager from the hosting town – which is different each year.

"We used to go to the national conference run by the Institute in the 1980s, and they were mostly held in Sydney," says O'Sullivan. "We noticed there weren't many country guys

coming. The content was more for the pin-striped suits and mobiles, and the country guys are more about running shoes and stop watches.

"So we organised a conference at Mudgee. About 50 guys came to the Soldier's Club, we charged them \$50 and cooked sausages on the verandah."

The CPMC grew from there, with the agenda to bring the country managers together, keep it low key and let them talk about their problems amongst themselves.

"This is our 16th conference. We had 57 people at the first one

at Mudgee; then 90 at Wellington; 120 at Cowra; and 165 here today at Katoomba," he says.

"It's a simple format and we can keep it cheap because of our sponsors. We have it at RSL clubs because they like to show their hospitality. There's usually cheap food and the aim is to keep the cost down. We put some money over the bar and they can stay and network.

"And the motels are often close by, so when they've had a few grogs, they can just walk back to their rooms."

Contact: [www.countrypoolmanagers.com.au](http://www.countrypoolmanagers.com.au)



There were 32 exhibitors at this years event



Tim Batt, one of the sponsors

lease for 12 months, after which time the council may offer a longer lease.

The small operators say they cannot hope to survive on one-year leases. For a start, it would be impossible to arrange finance, and it would disrupt the small family businesses to keep moving if the longer leases weren't offered.

They say that only pool management groups have the resources and deep pockets to tender for these leases.

They also claim that pool management groups move experienced staff into these locations, then after proving themselves over one year, replace experienced staff with less expensive, less experienced staff.

Another big concern is that often, the pools are not retendered after the first year is over, but a longer lease is offered in a process that might not be as open and transparent as they'd like. They claim that sometimes the jobs are handed straight on to the interim tenderer for extended periods of time – in some instances as long as 10 years.

Another complaint at the conference was that some pools don't get put out to tender or an expression of interest (EOI) at all. Some managers complained that big organisations will submit a low bid below the subsidy level of \$150,000 to avoid the tender process. But as the bid is too low to be effective for operating the pool, they soon come back to

the council, cap in hand, or make shortcuts that can impact on the quality of service.

The pool managers made a number of suggestions to how councils could improve the situation.

One is to bring in a first and last tendering option, where the current operator can decide if he wants to try and beat the low offer or walk away.

The other was to lower or remove the cost threshold whereby jobs must go out to tender. Alternately, instead of the threshold being set by the cost of the subsidy, it could be set by the value of the asset. Therefore, the management of all council assets worth more than \$1 million (for example) would have to be tendered out or at least have an EOI.

### A matter of balance

Following the conference, SPLASH! spoke with Ross Gage from Swim Australia. He says it's a shame that many of these family-run businesses are being lost.

"The councils should put a value on the community aspect," he says. "These people have a better feel for who needs help in the community, whereas a big company might not. That's a generalisation, but I still think it's true."

"Some of these big organisations look more at the figures and bottom line and are likely to drop

programs that don't make enough money. Our concern would be that proper space was provided for learn-to-swim and fitness and they wouldn't be a casualty of the financial bottom line."

Gage says he can see the value for the council in interim leases.

"If all these good things you're being told by a tenderer come to fruition and they deliver – then you could say, well if we knew you were going to be this good we'd have given you a five-year lease. So here's the other four years. And if it's not going so well you can put it back out."

"On the other hand, what looks good for one year might not necessarily end up being so in the long term."

Gage also says that it is important councils remain open and transparent about the whole process.

"If a lease was going to be extended without going to tender, there would have to be a really good reason. And the council would have to be open and transparent and say these are the reasons we're not going to tender."

"The councils have to make sure tendering is fair and then weigh up the benefits of having family businesses in the community, and balance that with the bottom line. It can be hard to attach a financial value to the community benefits of having a family run business."

## Public Health Act

One of the speakers was Neil Shaw from the NSW Ministry of Health who updated the conference on changes to the Public Health Act. He stressed that these changes have not yet been passed by Parliament into law but they are getting closer to what the final Act might look like.

It is much the same as the information previously run in SPLASH! (October 2011) and on splashmagazine.com.au, but with a few minor changes.

Turbidity turned out to be too difficult to measure on-site, so it has been removed. They also found that no-one was operating an indoor pool at less than 26 degrees, so that category has gone and there is just the indoor pool category now.

They have also refined pH, allowing a wider range going from 7.0 to 7.6 (and up to 7.8 with additional chlorine); and 7.0 to 8.0 for bromine.

"You know, they never talk about commercialising libraries, do they. But for me, a swimming pool is just as much of a community asset as a library."

"You want them to be run professionally and efficiently – but that doesn't mean they should be overly commercialising them."

"And it is also important that whoever gets the tender doesn't cut corners, and does encourage experienced staff to remain a part of the industry." ■



### Want to find Swimming Pool Building Contracts?

TendersOnline is the one stop shop for you to find all the tenders for swimming pool construction and maintenance that you need. Stop working on small jobs and get on board with tendering – its easier than you think with TendersOnline and is a far superior way of sourcing higher value contracts.

#### TendersOnline can help you:

- Get noticed in the marketplace with eportfolio
- Identify the right tenders for your business
- Plan and organise a steady stream of work

To get on onboard and find more swimming pool tenders today call Barry on **1800 674 120**.



www.cordelltenders.com.au

**Zelbrite Ultimate**

**3 OUT OF 3**

- ✓ saves chemicals
- ✓ saves water
- ✓ better filtration

Zelbrite, for Outstanding Swimming Pool Filtration

**ZELBRITE is the only filter media with accreditation from all THREE of the following organisations**

savewater.com.au | WATERWAYS APPROVED | Smart Approved WaterMark

For More Information, Contact Peter Rabbidge on (02) 4651 2377 or 0407 078 075 | www.zelbrite.com

**Natare Corporation**

Stainless steel pools, equipment and systems for the construction and renovation of aquatic facilities and water features around the world.

You supply the swimmers... We'll supply the pool!

Natare helps make swimmers faster, training more beneficial and aquatic recreation more fun by supplying the best aquatic environment possible.

Whether its design, construction or renovation of swimming pools or aquatic facilities anywhere in the world, talk to Natare.

- Perimeter Gutter Systems**  
Durable and economical stainless steel gutter systems eliminate piping, maintenance and repair costs of concrete gutters.
- Natare Stainless Steel Pools**  
The ultimate competition pool. Perfect for recreation and training. Leak-proof and durable.
- MicroFlo® Filtration Systems**  
Clean, eco-friendly and efficient, the most economical, durable and high quality filtration available.
- Natare Stainless Steel Bulkheads**  
Competition bulkheads. Rigid and technologically advanced bulkheads, from the people who invented the modern pool bulkhead.

\*and dozens of the most technologically advanced and cost effective pool systems.

Natare Corporation • 5905 W. 74th Street, Indianapolis, IN USA • +01-317-290-8828 • Fax: 317-290-9998  
www.natare.com • natare@natare.com