

Swimming Pools / Leisure / Aquatics / Spas / Health

# SPLASH!

Issue 84 October/November 2012

## Gold Coast Expo

Review of Australia's national show

## Pool management contracts

Gaining an advantage at tender time

## Environmental Awards

Australia raises the eco stakes

## Fun in the sun

Popular pool toys for the coming summer

# The lap pool And the cloud house

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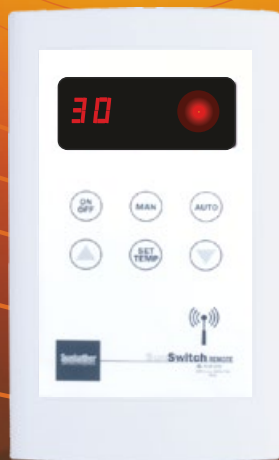


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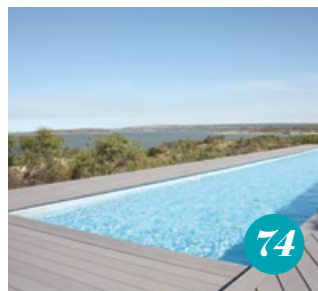
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# editorial



**Chris Maher**  
Editor  
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## *I hope you all enjoyed SPLASH! on the Gold Coast.*

It's sounds trite but it's true – one of the most exciting things about the show is the people. There was a real buzz on the floor – some-times it was hard to hear over the sound of so many voices explain-ing, discussing and even laughing.

I spoke with a great many of you and I'm grateful you took time out to have a chat and explain what's important to you. Some of those discussions are relayed in the report (page 30). I'd like to have in-cluded them all – but there were so many!

Everyone enjoyed the innovations and seminars. But also, time and again you said that the great thing about the show was getting to see old friends, meet like-minded people – even if you're competitors – and finally talk face-to-face with a supplier or client from the other side of the country. And probably have a beer with them, too.

Often at trade shows a controversial topic will spread like grassfire. So it was with the talk of the internet, and what could be done to level the playing field for bricks-and-mortar retailers. These discus-sions are clearly not going on just in the pool and spa industry, but in pretty much every industry with a retail component. Many ideas were suggested but all have their challenges. We looked into this issue last year but it's clearly worth looking at again, and we will in the near future.

Another topic of conversation at the show was the weather – and everyone's longing for a hot, hot, hot season! After speaking with the Bureau of Meteorology, it seems like our hopes might be met.

Of course, nothing's certain, but the chances are it will be a warm, sunny, swimmingly good summer.

If that comes to pass, this will be one happy industry.



## *This issue's cover*

This renovated house and pool takes on the airy appearance of a cloud. But it's actually built in the very earthy location of Fitzroy North, in urban Melbourne. For more on this provocative design by McBride Charles Ryan go to page 46. Photography by John Gollings.

## Fencing

## Manslaughter charge over toddler drowning

A 61-year-old Armidale man has been charged with manslaughter following the drowning death of a two-year-old child.

This is the first time a manslaughter charge has been laid in Australia surrounding an insufficiently fenced swimming pool resulting in death. SPLASH! understands that the pool was fenced, but the fence was in very poor condition and easily breached.

The child drowned in the next door neighbour's pool. The owner of the property, Philip John Cameron, was subsequently charged with manslaughter as police allege the pool was not adequately fenced. Cameron was granted conditional bail and will return to Armidale Local Court in October 2012.

Meanwhile, Spiros Dassakis of SPASA NSW reminded all builders and technicians to be vigilant.

"This case is important but it doesn't matter if this is quashed or successful, the fact is that a

precedent has been established in NSW, and it has the potential to be established as a precedent for other jurisdictions," he says.

SPASA NSW is running a short intensive course on Inspecting Swimming Pool & Spa Safety Barriers (SPASA3017A). Dassakis has also put together a very useful document based on the standards called Basic Swimming Pool Barrier Requirements for NSW. You can download it at [splashmagazine.com.au](http://splashmagazine.com.au) or [www.spasa.org.au](http://www.spasa.org.au).

Katherine Plint, CEO of drowning support charity Hannah's Foundation says she fully supports these charges against the pool owner.

"It is about time," she says. "We have been waiting for charges against pool owners and this only confirms what Coroner McMahon stated in his findings in 2010.

"Right now NSW pool laws are under review, councils need to enforce laws and those owners



refusing to fix their pools need to be prosecuted under the Act promptly. We see all too often in court, owners being sent letters yet aren't forced to fix their fences. It is a legal requirement to have a fully compliant pool.

"I urge the NSW Government to expedite the Review for Swimming Pools and bring on the changes that are needed to bring the state into line with Queensland and Western Australia."

She adds that since the enforcement in Queensland only one child has died in the past 12 months.

Rob Bradley from Royal Life

Saving didn't want to comment on the incident in particular, but he did have some positive news relating to national agreements.

"As you know, we've been working on the issue of home pool fencing for about 10 or 12 years. In the past 12 months we've got agreement in principle from each of the states and territories to work with a more consistent approach to home pool fencing. Recently we convened a national meeting with government representatives from each State and Territory, and we're hopeful of a positive outcome later in the year."

## Fencing

## NSW takes risk with self-certification

The NSW Government introduced new swimming pool safety legislation in September, including the establishment of a compulsory statewide pool register.

But under this legislation, private pools will not require mandatory inspections by trained inspectors except when the property is being sold or leased.

Instead, the Local Government Minister Don Page has opted for "self-certification" of swimming pools, which means the owners themselves check if their fences comply with the various legislative requirements and safety considerations.

Minister Page had earlier ruled out mandatory council inspections saying they would cost too much, pricing them between \$200 and \$300 each.

The Minister says the laws were developed after extensive consul-

tation but Spiros Dassakis queries just how wide their consultation has been, seeing that he had written to the Minister five times in five months requesting to be involved in the process but was stonewalled.

Dassakis also sent a detailed submission to the review committee arguing that the swimming pool inspections should only be carried out by a trained individual who is able to correctly interpret the legislative instruments as well as understand their interaction when it comes to compliance, making a strong case for relevant and trained pool industry members to take that role.

"SPASA NSW does not consider owners of pools competent in undertaking self certification of their swimming pools," he says. "Furthermore, we consider it improper and even careless for the

Division of Local Government to rely on pool owners to self-certify their swimming pools by following a suggested checklist. Additional concerns relate to the owners of the swimming pools who have 'self certified' being exposed to litigation in the event of a drowning or other related incident."

### The new laws:

- Require that any property with a swimming pool must be inspected and registered as compliant before that property can be sold or leased.
- Establish a new offence for failing to register a swimming pool (maximum penalty \$2200).
- Require pool owners to self-register free-of-charge on a statewide, online register and certify to the best of their knowledge that their pool barrier complies with the legislation.

- Require councils to develop a locally appropriate and affordable inspection program in consultation with communities.
- Require mandatory, periodic inspections of pools associated with tourist and visitor accommodation and unit blocks.
- Clarify that, where an existing swimming pool that is exempt from the Act's fencing requirements is fenced voluntarily, the new fencing must meet the Act's requirements for a compliant, four-sided barrier and the exemption will be removed. Pool owners will have 12 months to register and self-certify their pools as compliant with current regulations.

On average six children drown in NSW backyard swimming pools each year and about 36 suffer permanent brain injuries from swimming pool accidents.

Fencing

## Inflatable drownings cause of concern

In NSW, more than a quarter (28.2%) of all drowning deaths among children in backyard swimming pools occur in inflatable or portable pools.

Additionally, eight of the eleven deaths (72.7%) that occurred in inflatable or portable pools between 2007 and 2011 occurred in pools that did not have a fence as is required under the Swimming Pools Act 1992 (NSW).

These are the findings of a Working Group established by the Sydney Children's Hospitals Network (SCHN) with key stakeholders including SPASA NSW.

The Inflatable and Portable Pool Safety Working Group particularly identifies the role of manufacturers, suppliers and retailers in reducing product related injuries through the design of safer products as well as appropriate consumer education at point of retail sale.

The Working Group strongly encourages:

- Manufacturers to make design changes to inflatable or portable swimming pools to ensure that appropriate warning labels regarding fencing requirements are located on the actual inflatable and portable swimming pools as well as on the packaging.
- Suppliers and importers to demand sufficient warning labels be placed on inflatable and portable swimming pools and packaging by the manufacturer as a prerequisite of their order.
- Retailers to ensure that inflatable and portable swimming pools available for sale to consumers have sufficient warning labels regarding barrier requirements and that appropriate expert advice regarding barrier laws is provided to the consumer at point of retail sale.

Fencing

## Victoria considers mandatory inspections

The Victorian Minister for Planning Matthew Guy is considering a raft of pool safety proposals following the Kids and Pools Safety Summit in July which comprised a range of industry, stakeholder and government agencies including SPASA Victoria.

Five key ideas were discussed and are on the table:

- Mandatory safety barrier inspections (within the range of every two to three years)
- Increased labelling obligations around inflatable/portable pools and spas
- Awareness campaigns
- Mandatory CPR charts.

Guy says the views from the summit will be used to further develop and refine any proposed reforms and that further consultation with government agencies and industry bodies will be required before any legislative change can be introduced.

SPASA Victoria was represented by Lindsay Hartshorne and Brendan Watkins. Watkins says that every pool and spa in Victoria requires a compliant safety barrier and there are no exceptions and no "loopholes". All older pools and spas (even those built pre-regulation) must have a compliant barrier.

Regulation 5.13 of the Building Regulation (1994) requires existing swimming pools constructed prior to 8 April 1991 to provide a safety barrier. This Regulation commenced on July 1, 1994. Any new pool constructed after 8 April 1991 requires a safety barrier in accordance with the BCA.

He also issued a strong recommendation that if any builder or technician sees a pool that is non-compliant to let the owner know in writing.

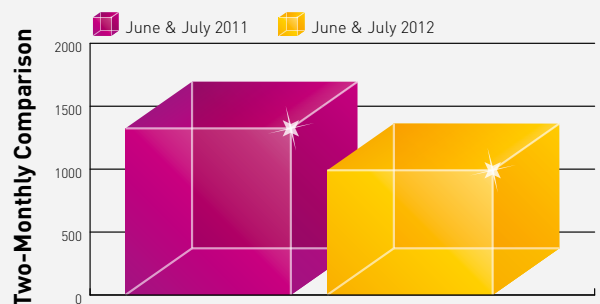
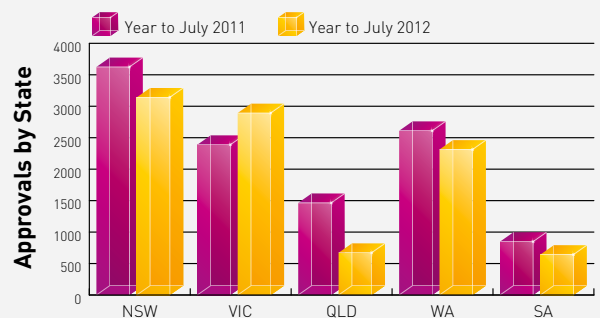
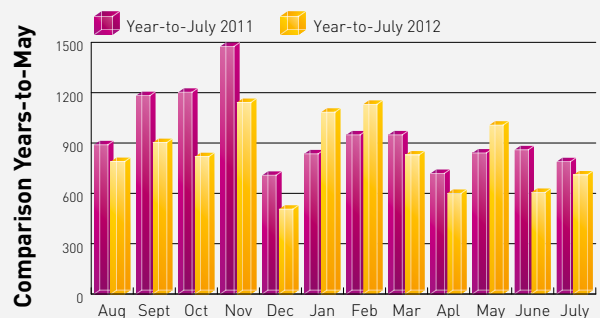
## Hopes hang on warmer weather

While the industry waits in anticipation for the promised hot summer, winter swimming pool development application (DA) numbers still show a marked decline.

The June and July 2012 numbers show a decrease of 20 per cent compared with June and July 2011. Western Australia dropped 36 per cent and New South Wales 30 per cent, while Victoria rose by 12 per cent. However, these months represent a small proportion of the annual demand.

Comparing the year to July 2012 with the 2011 figures sees a decrease of 11 per cent. Queensland numbers continue to look poor, reduced by almost half (-49 per cent), while South Australia (-21 per cent), New South Wales (-13 per cent) and Western Australia (-11 per cent) are also down. Victoria is the only state showing improvement at this stage with an increase of 20 per cent.

With the expectation of better weather around the corner, it is hoped the latent demand will see some improvement in the next reported period.



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 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.



## Have your say

Each issue we ask you some questions online and publish some of the answers. 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 best thing about working in the pool and spa industry?*

"The smile on the customer's face when we solve their problem. Great customer service is our highest priority and it increases our business through repeat custom and referrals. Nothing is more important than great customer care."

*Deb Mattsen, Bowral Pool & Spa*

### *Compared to last year, are you expecting the upcoming season to be: better, about the same, or worse?*

"It has to be better than last year..... doesn't it..... please!!!"

*Dean Holley & Rob Hudson, PoolWerx Albury Wodonga*

#### Financing

## Poolrite calls creditors meeting

Australian pool equipment manufacturer Poolrite called creditors together on September 13 to garner support for the company to trade out of its current financial difficulties. The meeting at the Pacific Golf Club in Brisbane was chaired by Poolrite International Sales Director Xavier Vidal who was authorised by Ross Palmer to advise the creditors of the current financial position of Poolrite Australia Pty Ltd and Poolrite Research Pty Ltd.

At the packed meeting a number of options were discussed and a plan was outlined.

At issue was the fact that Poolrite needs a cash injection to enable it to trade out of its current financial situation. Its bank is supportive of the company and is fully aware of the situation and has been kept informed on all developments.

As reported on [splashmagazine.com.au](http://splashmagazine.com.au) in July, Ross Palmer had been seeking equity investment in Poolrite by licensing its technology and has appointed an equity investment firm to facilitate the process. There had reportedly been some interest.

Many blunt questions were asked from the floor, and a creditor told SPLASH! that the tone was as positive as could be expected at these types of meetings.

Ross Palmer is currently in hospital and an unnamed person who is a trusted friend of Palmer has been granted power of attorney to act on his behalf. This unnamed person is currently seeking legal advice to determine if their power of attorney enables them to appoint a voluntary administrator.

If that is the case, an administrator will be appointed to assist Poolrite in continuing to trade.

It was discussed that with the value of the equity held in Poolrite's intellectual property, it would be self-defeating to attempt to wind-up the company.

The floor agreed, and the general outcome was that unsecured creditors would wait for the appointment and subsequent report from the voluntary administration.

Vidal asked for the support of creditors over the next fortnight (to September 27) to allow the appointment of the administrator and his subsequent report.

Another meeting was to be called on or about this date.

At the time of writing this information was correct and up-to-date. However, given that SPLASH! publishes in early October, circumstance may well have changed by the time this edition hits desks.

Updated information will be published on [splashmagazine.com.au](http://splashmagazine.com.au) when it becomes available.

## Industry accolades

Pool and spa builders and other industry members from Queensland, Victoria and New Zealand have recently been awarded for their superior efforts. This image is of the pool project by Majestic Pools that won them the residential technical and engineering category in the 2012 SPASA Queensland Awards of Excellence. Go to page 57 for more.





## Maytronics introduces to the range Prizma Controller

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#### Weather outlook

## Here comes the sun – we hope

Everyone in the pool industry knows the troubles we've faced over the past couple of seasons, especially on the East Coast. Wind, rain, floods and lots of cold, uninviting weather.

According to the Bureau of Meteorology (BoM), these weather conditions were caused by the "little girl" – La Nina. Now, the pattern is starting to shift towards the "little boy" or El Nino.

His weather is drier for Australia, especially the East Coast. While this has the potential to cause issues with water supply, especially if it progresses too far and too long, a bout of sunny weather is sure to stimulate the swimming pool market. People want to swim in warm weather, and as well as using their pools more often, it helps them consider buying one.

However, as we are only beginning to enter that part of the cycle, the weather conditions should not be too extreme.

Catherine Ganter, climatologist at the BoM's National Climate Centre, told SPLASH! that the tropical Pacific Ocean is now nearing El Nino thresholds.

"The past two summers have been very cool and wet throughout eastern Australia, typical during La Nina years," she says. "This year we're tilting toward El Nino, which tends to bring drier and warmer weather to the eastern states, and an increased chance of heatwaves during summer."

"When compared with where we were last year (and indeed in 2010) in terms of what effects our spring and summer weather, there are a lot of differences. In 2010 and 2011 most pointers were towards very much wetter and cooler, but this year the shoe is on the other foot, with pointers towards drier and warmer weather for much of northern and eastern Australia."

## Safety

## Sam says check your fence

Olympic champion and mother of three Sam Riley has joined forces with ARC Fences and RLSSA to encourage Australian pool owners to do an annual safety check.

As part of the campaign, ARC has supplied a handy safety check list for pool owners.

### Step One: The pool fence

- It should be at least 1200mm high
- Boundary fence should be at least 1800mm
- The space between the highest lower horizontal rail and the lowest upper horizontal rail is a minimum of 900mm
- Spacing between vertical rails is not more than 100mm

- The gap under the fence is not more than 100mm from the ground

### Step Two: The pool gate

- It must only swing outwards
- The gap under the gate is not more than 100mm from the ground
- The gate must be self latching and closing from all positions
- The latch is a minimum of 1500mm above the ground
- The latch is mounted on the inside of the fence

### Step Three: Check the condition

- Footings and posts should be firm in the ground and not removable

- All fixtures and fittings are tight and secure
- Posts and gates are solid and free from excessive corrosion
- Check welds on panels: ensure they are secure, unbroken and corrosion-free

### Step Four: Pool surroundings

- Trees, chairs, rocks, toys should be stored in a safe area away from the pool
- Clothes lines, barbeque, trees or shrubs should be away from fencing
- A resuscitation sign should be displayed in the immediate vicinity of the pool area



Olympic champion Sam Riley is fronting a campaign for pool owners to check the condition of their fences

## Litigation

## Australian manufacturer fighting for payment

Gold Coast based manufacturer Compu Pool Products has found itself in a legal battle in the United States over nearly half a million dollars owed by an American distributor, AquaComfort Technologies.

Compu Pool began legal action in November last year, but the story has developed a life of its own since US trade publication Pool & Spa News ran a story including images of melted chlorinators which AquaComfort has used as a basis to refuse payment.

Nick Millar, owner of Compu Pool, says that as the court case it has yet to be resolved,

he doesn't want to go into too much detail. However, he says they'd been selling the units to AquaComfort for about 18 months, then in September last year the distributor said they had defect issues and wouldn't pay.

The units are not Compu Pool branded units, but AquaComfort's own brand made to AquaComfort's own specifications.

"It's got nothing to do with Compu Pool in Australia – it's very removed," he says.

AquaComfort had sold more than 1500 Compu Pool branded chlorinators in 2010, but in 2011 came to Compu Pool with their

own specifications for a privately branded product. Approximately 450 units were manufactured and delivered to AquaComfort.

However, the units were not paid for, and legal proceedings ensued.

"If you had a few units that didn't work, you wouldn't refuse to pay for the whole consignment," says Millar, who adds that he believes the number of defective units has been exaggerated by AquaComfort.

Millar claims the melting of the units was to do with faulty installation leading to gas traps.

"Even so, there was never any danger of the units catching on

fire as they are made with flame retardants. They might look awful but they can't catch on fire."

He also says that the first time he saw the images shown in the US magazine was when it was published, and cannot verify them.

Compu Pool attempted to get the list of purchasers of the units to they could talk to each customer and determine an accurate failure rate, but AquaComfort rejected that offer.

"I'm reluctant to say too much until we've gone to court," says Millar. He expects the court case to be resolved by the end of the year.

Keep informed by subscribing to the free online newsletter.



## Top five online news stories

The most popular online news stories at splashmagazine.com.au were...

### 1. Poolrite to license pool equipment technology

Australian pool equipment manufacturer Poolrite planned to license its technology and appointed an equity investment firm to facilitate the process.

### 2. Australian pool owner charged with manslaughter over toddler drowning

A 61-year-old Armidale man was charged with manslaughter following the drowning death of a two-year-old child.

### 3. Paralympic swim team and TV coverage announced

Australia's 35-strong Paralympic swim team will be going to London and the ABC announced the on-air line-up to cover their endeavours.

### 4. Poolstore International up for sale

John Dick's company, one of the two remaining full-line Australian manufacturers, was offered for sale.

### 5. Interim Waterborne Inflatables Standard published

The interim standard for constant airflow inflatables in swimming pools was published.



## Upcoming events

### 2012

- Oct 2** Work Health and Safety Symposium, Brisbane
- Oct 2-4** World Waterpark Expo, Las Vegas
- 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, USA
- Nov 12-16** IAAPA Expo and Conference, Orlando, Florida USA
- Nov 13-16** Piscine, Lyon France
- Nov 13-16** Aqualie, Lyon France
- Nov 14** SPASA Victoria AGM
- Nov 23** SPASA WA Sundowner
- Nov 26-29** Canadian Pool & Spa Conference & Expo, Niagara Falls

### 2013

- Jan 23-25** Piscine UK, Birmingham England
- Feb 1-3** Victorian Pool & Spa Expo (Summer Show), MCEC
- Feb 2-4** Spatex 2013, United Kingdom
- Mar 9-10** WA Pool, Spa and Outdoor Living
- Mar 12-16** ISH, Frankfurt Germany
- Mar 16** SPASA Victoria Golf Day, Kingston Links
- Mar 26** SPASA WA Golf Classic
- May 20-21** Piscine SPLASH! Asia Pool and Spa Trade Show, Suntec Singapore
- Jul 20** SPASAWA Awards Of Excellence Gala Dinner
- Sep 7-8** Get Ready for Summer Pool, Spa and Outdoor Living Expo, Perth
- 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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## Expo News

### Joint Kiwi show?

SPLASH! has the opportunity to organise a pool & spa pavilion at the BuildNZ/Designex trade show, to be held at Auckland's ASB Showground next June 23 to 25, 2013. At this stage, Interpoint is trying to gauge industry interest in the concept which provides a dedicated area for pool manufacturers and suppliers as well as a series of educational seminars. If you have a comment, please email [scooper@intermedia.com.au](mailto:scooper@intermedia.com.au)

### Aqualie's demos

In 2012, Aqualie will feature product demonstrations in a fully equipped aquatic showroom for the first time, as part of a plan to be more innovative and comprehensive than ever before. The exhibition will take place alongside Piscine over three days at Eurexpo Lyon (November 13 to 15). For more go to [www.aqualie.com](http://www.aqualie.com).

### Call for papers

Asia's leading pool and spa event, Piscine SPLASH! Asia, is calling for presenters for the 2013 show, taking place at Suntec Singapore International Convention and Exhibition Centre on the 20-21 May 2013. Paper submissions will be selected on the basis of the quality of abstract, originality, topicality, and relevance. For guidelines and further information go to [www.piscinesplashasia.com](http://www.piscinesplashasia.com)

### Distribution

## PQN appoints CSN Global

PQN Enterprises based in California has appointed CSN Global as its sole Australian distributor of its spa audio products.

Buderim-based CSN Global, a leading wholesale distributor of spa parts and components, will now carry the PQN line of Special Performance Audio (SPA) speakers and transducers. PQN is an OEM manufacturer of exclusive waterproof Spa25, Spa22

and the new Spa24 wall-fitting audio speakers as well as SpaT and SpaTFX audio transducers, designed for the spa, swim spa and floatroom industries.

PQN President Steve Samuels says it is a great fit for the business as CSN Global has 30 years of spa industry knowledge and is a trusted name in the industry, known for its support and service to the OEM community.

## Anniversary celebration

Swimart recognised its best and brightest at the recent 2012 Swimart Awards in Darwin in late July. Swimart Ambassador and Olympic gold medallist Susie O'Neill presented the awards before flying out to commentate at the London Olympic Games.



As 2012 marked the 25th anniversary of the Swimart franchise network, there was a heightened level of prestige added to the evening.



## Retailers join the class

More than 100 delegates and their partners representing over 70 stores made the trip to Fiji for the BioGuard Conference. They enjoyed four days of professional development, new product launches and social events. They also visited a school run by a local charity and by all accounts enjoyed a surprisingly enriching experience. The retailers talked and sang with the students, planted trees and built wooden benches for the school. They left behind rugby balls, backpacks, caps and a monetary donation.



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## Top Tip

### Toughening sandstone

It's not only sandstone around swimming pools that needs protection. How harsh must the weather be on this work of art? After being exhibited at the 2010 Swell Sculpture Festival, Daniel Gill's sandstone carving of a manta ray named Swoop was acquired by the Gold Coast City Council. It won Daniel several awards including the Currumbin RSL Kids' Choice Award and the Jennie Neumann Emerging Artist Award.



The two-metre sandstone sculpture is now permanently displayed on Coolangatta Beach – a salty, windswept environment for any sculpture, let alone one made from sandstone.

The Council chose Dry-Treat to protect and enhance the statue because: it protects against damage caused by water and weather; it provides long lasting warrantied protection; it requires minimal maintenance; it actually enriches the natural colour – and the colour needed to stand out; and many people would interact with the sculpture, likely staining the surface with food or dirty hands.

For more on Dry Treat to go [www.drytreat.com.au](http://www.drytreat.com.au).

### Giveaway

## Win a beautiful coffee table book

*Houses I Love* is a beautiful large format book from Think Publishing filled with mostly Australian houses – many with dazzling swimming pools – as well as a select few residences from across the globe. The arty hardcover has been designed to enhance any room and features many houses that are sure to spark conversation.

Experienced architectural publisher Gary Takle has waited a long time to produce this tome, a book filled with the houses that he loves the most.

Championing titles such as *Best Beach Houses*, *Best Country Homes*, *100 Australian Garden and Landscapes* and his flagship publication, *Abode Magazine*, Takle has over the years developed a keen eye for good design and in this book he has

personally chosen the projects that raise the bar in the residential domain.

For more information go to [www.thinkpublishing.com.au](http://www.thinkpublishing.com.au).

*SPLASH!* has a copy of *Houses I Love* to give away. Details will be in an upcoming eNews. To be in with a chance, make sure you are subscribing to the free newsletter. Simply go to [splashmagazine.com.au](http://splashmagazine.com.au) and click on "Free eNews" button.



### Warning

## Beware dodgy spa importer

NSW Fair Trading Commissioner Rod Stowe is warning the public not to deal with George Sekuloski, also known as Goce Sekuloski, an online trader and director of Bulk Imports & Exports Pty Ltd.

He sells products including solar panels, generators, spas, saunas and camping and caravan equipment.

In 2010, *SPLASH!* published a warning about Sekuloski's business after he sold imported spas that did not meet Australian standards and was fined \$15,000 by Parramatta Local Court.

Now he is back at it and NSW Fair Trading has had to issue further warnings. Fair Trading investigators recently executed a search warrant at his business premises in Sydney as part of an ongoing investigation. Business records, computers, loose brand name labels and other items were seized.

Fair Trading has received 240 complaints and 55 enquiries about Mr Sekuloski and his companies since 2009, including 151 complaints this year. These complaints relate to: a failure to supply products; supply of products that are not of merchantable quality; a failure to honour warranties; and, products that do not meet Australian Standards.

Additionally, the Consumer, Trader and Tenancy

Tribunal (CTTT) has received 72 applications relating to Sekuloski and his companies, and he has failed to comply with more than 20 CTTT orders.

Stowe says Fair Trading is pursuing further action against Sekuloski, and any consumers who have had dealings with him or his companies should contact NSW Fair Trading on 13 32 20.

George Sekuloski is listed by the Australian Securities and Investments Commission (ASIC) as the sole director of: Bulk Imports & Exports Pty Ltd (ACN 131 768 084); HTR Caravan and Camping Pty Ltd (ACN 154 876 954); and, Earth8 Construction Pty Ltd (ACN 154 876 963). Bulk Imports & Exports Pty Ltd has registered the following business names: Solar Energy Store International (BN98531802); EProducts (BN98449073); and Luxury Home Products (BN98418743).

George Sekuloski is also known to trade under the names of: Solar Energy Store; OzEpicDeals; Eproductshop; Double-gear; Esales\_superstore; Online-group; Solar Energy Store Australia; and Lhpnet-au.

George Sekuloski has two business premises at Seven Hills in Sydney and advertises by website and 4x4, camping, caravanning and RV magazines.

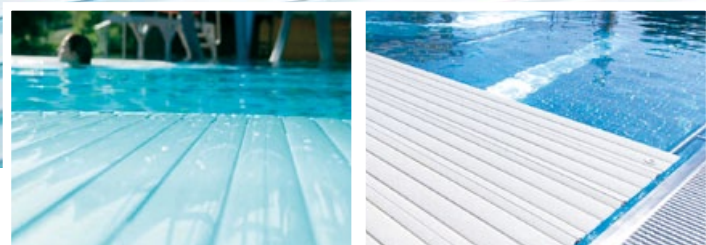
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