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SPLASH!

Issue 85 December 2012/January 2013

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association formed

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Guillaume de Troostembergh
Product Manager
Covrex® Pool Protection



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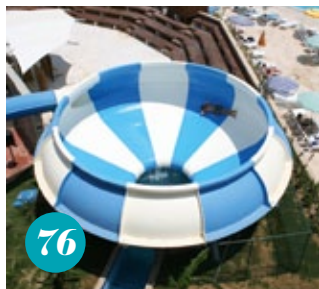


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editorial



Chris Maher
Editor
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We're in interesting times at the moment.

As you can read on page 10, SPASA is undergoing a transformation with the New South Wales organisation rebranding itself as SPASA Australia.

SPASA NSW says this is a response to the increasing need for a national approach to swimming pool and spa industry matters, and what they see as the failure of the current national organisation to grasp the nettle on serious national issues such as training and safety. Exactly how this will play out is yet to be seen, but we expect to know more by next issue.

The other big story has been the collapse of Poolrite. Currently in administration, there has been much activity as staff and creditors try to get paid, manufacturing has begun under licence, and options for the purchase of assets have been put to the administrators. Again, this is a story that is likely to take some time before it reaches a conclusion.

Make sure to stay in touch with developments by registering for the free enews at splashmagazine.com.au, if you haven't already.

As I write this, it's a 40-plus stinker in Sydney, with more of the same expected tomorrow. But the Bureau of Meteorology has revised its earlier forecast of an overall hot and dry summer. It's still expected to be warmer than last year, but there is a chance South East Queensland, North Coast New South Wales and mid-coastal Western Australia might be slightly wetter than average. Mind you, rainfall's been well above average in Queensland over the past couple of years, so chances are it will still be sunnier in the Sunshine State than recent times – with any luck.

Here's hoping for a sizzling season and an improving economy. And of course, a happy Christmas and prosperous 2013 to all SPLASH! readers.



This issue's cover

The infinity edge pool at the incredible Heritance Kandalama hotel designed by tropical modernist sensation Geoffrey Bawa in the part of Sri Lanka known as the "cultural triangle". There is more on the hotel and the nearby ancient water gardens on page 66. Photo by Jack Maher.



The new Swimming Pool & Spa Alliance of Australia logo

Industry shake-up

SPASA NSW reinvents itself as SPASA Australia

In an ambitious move designed to reinvigorate the concept of a national industry voice, the Swimming Pool & Spa Association of NSW has relaunched itself as the Swimming Pool & Spa Alliance of Australia (SPASA Australia).

In effect, SPASA NSW has set itself up as a national body and has registered a number of trading names including SPASA Australia and SPASA Australia Training. The name SPASA Australia stands for the Swimming Pool & Spa Alliance of Australia. The existing national body is also currently called SPASA Australia, the acronym standing for the Swimming Pool and Spa Association of Australia.

The SPASA NSW management and board say the move was the only way forward following the ongoing failure of the current national body, the Swimming Pool and Spa Association of Australia, to reach consensus on many vital issues.

"There is a great need for a national body," says Peter Moore, President of SPASA NSW and now also President of the Swimming Pool & Spa Alliance of Australia.

"Unless the body is national, many government departments and Standards Australia do not

want to liaise with you. SPASA NSW has built up great credibility and rapport with many government departments and Standards, which is a solid foundation to build on," he says.

"In its current form, the SPASA Australia board can find it difficult to agree on some issues, and consequently issues may not be addressed adequately. The new Alliance will not be placed in this situation."

"In its current form, the SPASA Australia board can find it difficult to agree on some issues, and consequently issues may not be addressed adequately."

At the heart of the problem is the Swimming Pool & Spa Association of Australia constitution which stipulates that all decisions must be agreed unanimously by the five directors, who are the five presidents of each state organisation.

Alliance CEO Spiros Dassakis says that for some time there's been significant disharmony between the states relating to the operation of the Swimming Pool

& Spa Association of Australia, and the NSW board has not been happy with the requirement for a unanimous vote. They would prefer to have a majority vote to decide proposals, and believe that would overcome the regular impasses in getting decisions made.

He also says that it's a critical point that no-one other than the state SPASAs are members of the existing national organisation.

Therefore, neither state nor national members can use the existing Australian logo to show they are part of a national industry, nor can they have a direct voice in the organisation.

However, all members of SPASA NSW will now automatically become members of the new national body and will have the choice of using the existing NSW branding, or using the SPASA Australia logo.

SPASA NSW will no longer participate in the national membership arrangement with the other state SPASAs, by which a fee is collected by the state where the national company is headquartered, and divided amongst the other states. What this means for the national membership arrangement with the other states is unclear at this stage.

As of December 5, 2012, any national member who wishes to join the Swimming Pool & Spa Alliance of Australia can apply directly.

Dassakis says they have received in-principle support from several key national members including Davey Water Products, International Quadratics, LoChlor Chemicals, Niagara Pool Supplies, Pentair, Spa Electrics, Sunbather, Waterco Ltd and Zodiac Australia. Additionally, the new organisation will be supported by international associations including the New Zealand Master Pool Builders Guild (NZMPBG) and the Malaysian Swimming Pool Association (MSPA).

Cross border evolution

Moore says that the changing nature of the legislative landscape means it is vital that a

functioning body exists to lobby on national matters.

“Currently, the legislation affecting the industry is predominantly state-based,” he says. “But heading into the future, legislation will be nationally based, especially with licensing et cetera. This new body will be ready to adapt to these changes.”

Moore also says that prospective members often ask about the national status of the organisation.

“We are receiving enquiries from potential new members, asking if we are a national body. These include franchise set-ups, which may operate in several states. These members require a national body.”

He says that the board is highly supportive of the change in direction and he believes the members will also be very supportive.

“I believe the membership will certainly embrace the new body,” he says. “They will become part of a national body, not just a state body. The credibility will be certainly raised. The new Swimming Pool and Spa Alliance of Australia will be a very proactive body, representing the whole industry at a national level for the future of the entire industry.”

Moore says that as President of SPASA NSW, he is and will remain a director of the Swimming Pool & Spa Association of Australia. However, he will declare a possible conflict of interest.

SPASA NSW Vice President Rob Guthrie says the move will be good for members.

“For NSW members, things will go on as they were; but the big benefit is there will be a national voice for the whole of the industry, not selected parts – not different states or different sectors,” he says.

“And we’ve got the base to do it because we’re the only RTO in the industry that is pool-based, and training is becoming more and more important in the industry. It’s vital for us to become more professional; and government recognises that and will put more pressure on us to become more professional in the future.”

As this embargoed information was received by SPLASH! prior to the launch, SPLASH! was unable to ascertain opin-

ions of other industry members. However, Moore says he hopes the move will not be seen as being aggressive.

“It’s a big move which has not eventuated without many hours of careful consideration,” he says. “Hopefully there won’t be any negative reaction from other state SPASAs. We are creating this national body for the betterment of the entire industry. We are not trying to create conflict with any other states, but it may cause a few small waves through the industry.”

“This is the first big step and there will be other steps to take along the way. Everyone is keen and excited to create this new body, which is being created for the future of the entire swimming pool industry.”

Dassakis also says that SPASA NSW does not wish any ill will on any state, and will be inviting other states to join a national committee.

“We have attempted to work with every state for the benefit of the industry. We believe there is no other alternative. SPASA in its current form faces irrelevancy if it fails to deal with matters across borders. More and more people are looking for a national logo, a national presence, a national influence.

“We will formulate an invitation to the other states with the view of inviting them to be on a national committee that will operate on majority vote.”

The Alliance will also bring back the idea of a SPASA Convention, which will be held on August 15 to 17 at the Sydney Olympic Park Aquatic Centre (SOPAC) in Homebush. It will include an exhibition and educational forums in a one day event, followed by a SPASA Australia Golf Day on the Friday and the Awards Night on the Saturday.

SPASA NSW has also come to an arrangement with SPASA Queensland to supply training to their members. For more information on this go to page 14.

Note: SPLASH! was printed concurrently with the launch of the new organisation, so we couldn't include feedback from other industry organisations. Check splashmagazine.com.au for updates.

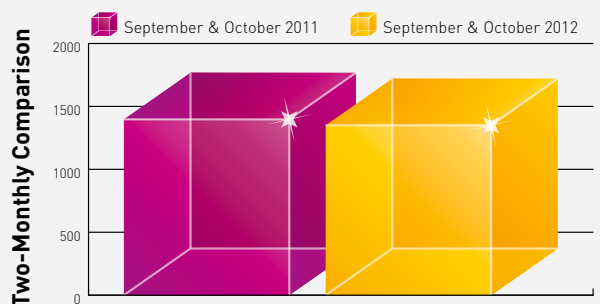
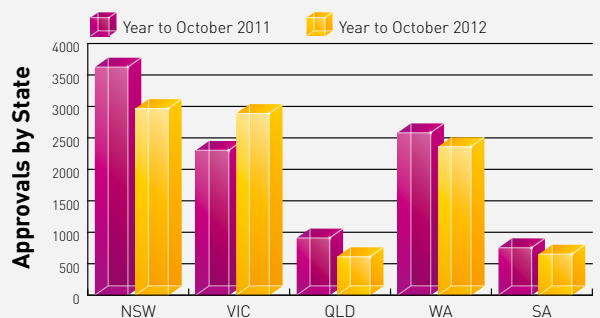
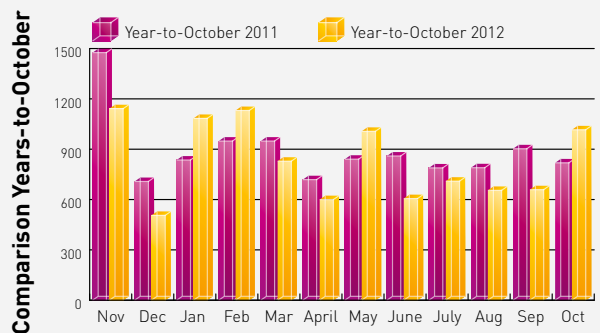
October approvals offer hope

Residential swimming pool development application (DA) numbers jumped 23 per cent in October, hopefully showing the way for a good season. The October incline was most pronounced in Victoria with a 44 per cent improvement, Western Australia with a 27 per cent improvement and also in Queensland with a 37 per cent improvement. The Queensland figures were off a very low base, but any improvement in the Sunshine State is to be embraced.

Additionally, general building approvals have shown a jump over August and September, with NSW renovation approvals particularly strong, lifting 11.5 per cent to six-year highs in trend terms.

Pool approval numbers over the year to October were down slightly (-6 per cent), as were figures over the past two months of September/October (-3 per cent).

However, Victoria continues to show strong growth over the year-to-October figures (+24 per cent), while WA is showing a 16 per cent improvement for the two-monthly figures.



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, not all councils are forthcoming with data; councils in some states such as Queensland are particularly reluctant. For further information and more complete reports, call Cordell Information on 1800 80 60 60.

Poolrite administration

New interest emerges for manufacturer

Two parties have expressed interest in the Poolrite business: international manufacturer AstralPool; and a group of ex-staff headed by former Magnapool GM Alan Miller.

Both parties have said they are waiting for information from the voluntary administrator, SV Partners, before they can make a considered bid or offer an expression of interest. At the time of writing, that information had not been forthcoming.

AstralPool Director Peter Wallace says they have an interest, but can't make a formal bid as they don't know what is for sale.

"We're interested in looking at some or all of the assets, and through my accountant we've been talking to the administrators, but no information has been forthcoming," he says.

Miller says his proposal would see Poolrite Australia Pty Ltd continue in a restructured format, and that he already has backers who are prepared to invest substantial funds.

However, they are still waiting for details of Poolrite's financial situation and valuation of assets before they take any interest further, but the information has reportedly been delayed by stocktaking issues.

At a creditors meeting on October 23, the administrators were re-appointed and a six-person Creditors Committee was set up, which includes Miller and ex-CEO Frank Slowiak.

Questions were raised about the Evolve deal, and the administrators said they would investigate it to ensure it is the creditors' best interest. Unsecured creditors expressed concern they would be waiting a long time to see any money through the deal, as the secured creditors including Westpac would be paid first.

There were also queries about Poolrite subsidiary Aquarius Technologies, and the administrators were asked to find out if it was still trading or manufacturing and if it had a licence to do so.

SV Partners has been granted an extension of the convening period until January 16, 2013, with a further meeting planned on or before January 23.

Poolrite administration

Online job board set up

In order to assist ex-Poolrite staff and others looking for work, SPLASH! has set up an online job board at splashmagazine.com.au. Please email chrismaher@intermedia.com.au if you want your details included online. Potential employees can also send their details, and several are already up on the board.

Earlier this year, Poolrite had downsized from a staff of 170 to 60 due to a lack of working capital which had led to a reduced scale of production. SV Partners were appointed voluntary administrators on October 11 but were unable to recommence company operations and terminated most of the remaining 60 staff.

Ex-staff were upset they did not receive their last pay despite specific assurances from senior Poolrite management. The administrators said a pay run had been done, but the last wages weren't paid because there were insufficient funds in the bank account at the time of their appointment.

Also, ex-staff were angry that their phones and email addresses were cut-off, and no communication about their situation was forthcoming from Poolrite. This has made it hard for them to maintain contact with others in the industry, and the job board may help to alleviate that problem to some extent.

The administrators have reportedly now worked out what the entitlements should be, but have not as yet paid staff. How they are paid will depend on what happens with Poolrite.

The staff will have their entitlements paid by the government-funded scheme if Poolrite goes into liquidation (although the scheme doesn't cover superannuation).

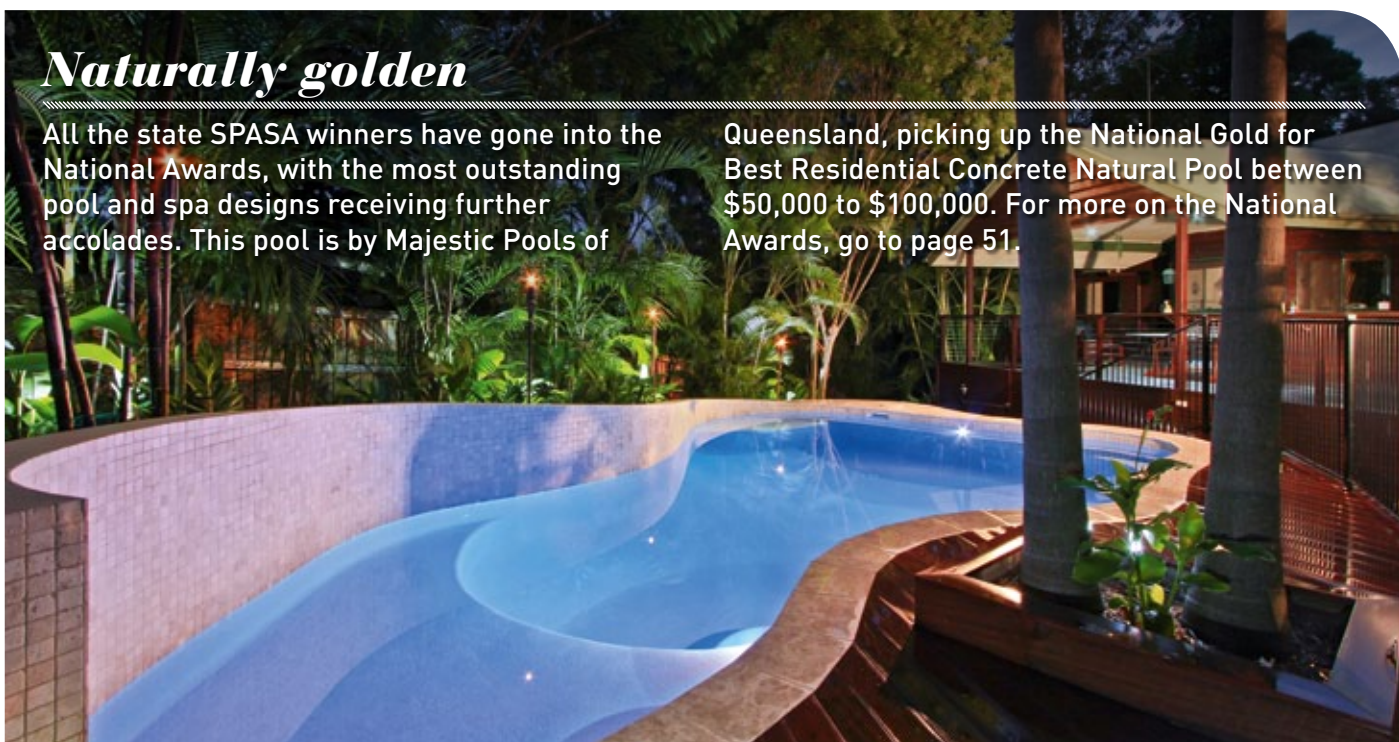
Currently the government-funded scheme is the General Employee Entitlement and Redundancy Scheme (GEERS), but the Fair Entitlement Guarantee Bill 2012 is due to replace the GEERS system, which currently supports employees who are owed entitlements after their employment has ended due to the liquidation or bankruptcy of their employer.

At the time of writing, the Bill was awaiting a third reading in Parliament.

Naturally golden

All the state SPASA winners have gone into the National Awards, with the most outstanding pool and spa designs receiving further accolades. This pool is by Majestic Pools of

Queensland, picking up the National Gold for Best Residential Concrete Natural Pool between \$50,000 to \$100,000. For more on the National Awards, go to page 51.





Dozens of trucks have left Evolve loaded with glass and minerals

Poolrite administration

Evolve pumps out Poolrite product

Evolve Composites, the company with a heads of agreement to manufacture, market, sell and distribute Poolrite and Magnapool products, has begun producing goods and shipping them to customers.

“We’ve had literally dozens of semi-trailers loaded with Magnapool minerals and Diamond Kleen glass heading out,” says Managing Director Ty Hermans. “We’re chewing through the backlog of orders and receiving new orders daily.”

As well as the glass and minerals, Evolve is now producing full Magnapool systems, skimmer boxes and spare parts.

Hermans says that they have also started developing some new pump and filter products through their team of in-house industrial engineers and designers. Additionally, he recently travelled to the International Pool Spa and Patio Expo in New Orleans where he talked to international manufacturers about adding some new products to the Evolve offering.

Hermans says they’ve been in weekly contact with the Poolrite administrators, SV Partners. The administrators have been liaising with Evolve to review the agreement to ensure that it is in the creditors’ interests.

“We’ve been paying royalties and we’re purchasing the old stock,” Hermans says. “We’re doing everything we’ve said we were going to do. We’re in this for the long haul.”

Evolve is based in Brisbane and manufactures and distributes the Australian-made Polyslab and Evo-Crete range. The company has an extensive distribution network and well-established sales and marketing channels into large wholesale and retail plumbing, irrigation and home improvement stores across Australia, New Zealand and the United States.

The agreement when finalised is planned to include Australia, New Zealand and some other markets but not Europe or the United States.

Hermans says that even though it is not part of the licensing agreement, he will handle as much of the warranty backlog as possible. Customers with warranty queries can email warranty@evolvegrp.com.

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 to subscribe.



Do we need local manufacturing to have a strong industry?

One would expect our Australian builders and engineers to specify and select local products for new public swim venues. Our employment depends on these local orders and public pools are funded by local and federal governments. Pricewise, the imports are similar to ours, but quality-wise we are now far ahead.

Anti Kajlich, Anti Wave International, Queensland

Yes, most definitely. But it will need the support of the industry to survive.

Doug Kersey, Glow & Flow Lights, Queensland

What I find particularly alarming, is that most government bodies have a formal policy which largely supports local manufacture....yet we have encountered numerous projects in recent years, whereby tender documents have specified imported filters, with NO opportunity to present an Australian-made product.

Doug Fulham, Fulham Engineering Service, NSW

Of course we need manufacturing in Australia and both State and Federal governments should be doing as much as possible to keep manufacturing here as well as encouraging, promoting and funding new manufacturing.

Max Collins, Compass Pools, Victoria

I wish to draw your attention to the fact that although we are owned by a multi-national listed company, AstralPool’s manufacturing site in Melbourne is by far the largest and most extensive pool equipment manufacturing site in Australia. We employ around 200 people in Australia, of which more than 120 are directly involved in manufacturing...and we have invested over \$29 million dollars into plant and equipment over the years.

Peter Wallace, AstralPool, Victoria

Poolrite administration

NZ stock sold

Glenn Handley of Silverdale-based New Zealand company Pumpland has set up Magnapool NZ Ltd and bought all the stock in Poolrite’s Auckland warehouse, totalling about \$NZ100,000. He was in Australia when SPLASH! spoke with him and was intending to have discussions with Evolve regarding possible ongoing supply of equipment and chemicals. He also bought the NZ phone numbers and calls are being redirected to the new company.

Education & Training

SPASA NSW to provide Qld training as NSPI closes

SPASA Queensland has announced the closure of its loss-making training arm, the National Swimming Pool Institute Australia Ltd (NSPI), and the commencement of an arrangement with SPASA NSW to supply training to Queensland members.

Earlier this year, NSPI was mothballed following the discovery that significant funds from the SPASA Benefits Trust had been used in an unsuccessful attempt to keep the training organisation operating.

It was not possible to revitalise NSPI as a viable training organisation under the current model without considerable financial backing. Additionally, other organisations including inter-state associations had been approached to see if they would support NSPI, but no interest was shown.

SPASA Queensland does not wish to prop up NSPI and the business including course materials has been put up for sale. Following the sale, the organisation will be de-registered as an RTO and as a company, enabling SPASA to recover some funds due for professional services and fees.

Meanwhile, SPASA Queensland has joined forces with SPASA NSW to make available a range of accredited training programs for delivery in Queensland, focussing on the delivery of nationally accredited training.

SPASA Queensland CEO Adrian Hart says that it is essential in any industry that its participants are well trained, especially when offering high value services like pool construction and essential health-related services such as pool water quality and pool safety barriers.

“Our primary focus is making certain our members are able to provide consumers with healthy, properly maintained swimming spa and pool environments. This can best be achieved through formal training,” he says.

“We are calling for all industry participants to ensure they and their employees have undertaken entry level training and have made a commitment to ongoing professional development.

“As a registered training organisation, SPASA NSW is a leader in the development of industry specific training programs and our partnership with them will see continual growth and development within our industry state to state.”

SPASA NSW has been formally recognised by the Australian Skills Quality Authority (ASQA) for the following courses:

- 91520NSW - Certificate III in Swimming Pool Repairs, Servicing and Interior Finishes
- 91519NSW - Certificate III in Swimming Pool Building and Installation
- CPC40808 - Certificate IV in Swimming Pool and Spa Building

“The formal training provides industry participants with a pathway to obtaining a contractor’s licence with the Queensland Building Services Authority, which again only furthers the development of our industry,” says Hart.

Options include blended delivery, self-paced and RPL.

Meanwhile, Jeffrey Lehrer has been appointed as the new training manager by SPASA NSW, following the departure of Richard Gedz who had been responsible for educating hundreds of industry members over the past 12 years.

Lehrer is an experienced vocational education and development specialist with 10 years experience in the outdoor living industry, community organisations and the NSW Business Chamber of Commerce. He will oversee the entire SPASA NSW Training Division and will have responsibility for the current suite of courses, the new Certificate III and IV Pool Service courses when released, and the new national online training platform.

Lehrer has a Bachelor of Adult Education, Diploma of Quality Auditing and TAE40110 Certificate IV in Training and Assessment. Recently, Dassakis also completed a Certificate IV in Training and Assessment to add to his Certificate III in Swimming Pool, Spa and Interior Finishes. He is now also a licensed pool and spa technician.

Awards

BioLab veterans recognised



Jim Vouden



Paul Jacobson

Two business development managers from BioLab Australia have taken out the SPASA wholesale sales representative of the year awards in their respective states.

Industry veteran Jim Vouden took out the SPLASH!-sponsored award in New South Wales with the judges recognising the valuable contribution he’s made over his 20 years with BioLab to help grow his client’s businesses.

Paul (Jake) Jacobson won the SPASA Victoria award in recognition of his industry expertise and exemplary customer service. Jacobson has also been with BioLab for 20 years, during which time he’s gained valuable experience in senior executive roles in manufacturing and logistics, new business development, technical training, and national sales.

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Poolrite calls creditors meeting

Australian pool equipment manufacturer Poolrite called creditors together to garner support for the company to trade out of its current financial difficulties.

Poolrite licenses rights to Queensland manufacturer

Evolve Composites signed a heads of agreement to manufacture, market, sell and distribute Magnapool and Poolrite products.

Ex-staff band together for Poolrite bid

Creditor and former General Manager of Magnapool, Alan Miller, brought together a group of ex-staff to prepare a bid for Poolrite.

Unpaid staff angry at Poolrite’s sounds of silence

A failure to pay the last wage packet and a lack of communication from Poolrite management left ex-staff fuming.

Magna minerals and Diamond Kleen in stores

Evolve Composites advised that Diamond Kleen and Magna minerals were in stock and shipping to customers.



Upcoming events

2013

- Jan 24-26** UK Pool & Spa Show, Birmingham England
- Feb 1-3** Victorian Pool & Spa Expo (Summer Show), MCEC
- Feb 2-4** Spatex 2013, United Kingdom
- Feb 21- 23** ForumPiscine, Bologna, Italy
- Feb 23-24** NSW Consumer Pool Spa & Outdoor Living Expo, Rosehill Gardens
- Feb 24-25** Professional Spa and Wellness Convention, London
- 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**



- Apr TBC** Bob Stanley Golf Day
- Jul 13** Qld Awards of Excellence
- Jul 20** SPASAWA Awards Of Excellence Gala Dinner
- Aug 15** SPASA Convention, Sydney Olympic Park Aquatic Centre
- Aug 16** SPASA Australia Golf Day, Stonecutters Ridge, Colebee
- Aug 17** SPASA NSW Awards night, La Montage Leichhardt
- Aug 21 (TBC)** John Clark Memorial Golf Day, Queensland
- Sep 7-8** Get Ready for Summer Pool, Spa and Outdoor Living Expo, Perth
- Sep 18-20** Waves Pool Spa Bath Expo, New Delhi, India
- Oct 23-26** Aquanale 2013

More details, dates and links are available at 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

Colour your pool, colour your world with just one touch.



Davey now offers a complete range of LED lights for every pool application.

With the introduction of the PAL Touch range, Davey can now fulfil every pool light dream.

Choose from concrete or fibreglass pool LED, white or 6 colour multis, colour lock, colour change, Dip switches, brightness control, standard LAR or super bright LAR-P.

With the PAL Colour Touch wireless remote system, you can change and control the mood and brightness of your pool lighting with just one TOUCH.

DEPEND ON
DAVEY

WATER PRODUCTS



Expo News

Waves version 2

India's pool and spa show has conducted its second expo, building on the new ground broken in 2011. Waves combined pool and spa manufacturers, dealers, retailers, architects, contractors, hoteliers, wellness professionals, cosmetics suppliers, bathroom suppliers and consumers to address the opportunities and trends of the Indian home and wellness industry. This year there were 67 exhibitors with a doubling of the floor space from 2011. Waves organisers expect the third version to be bigger. It will be held on September 18 to 20, 2013 at the Pragati Maidan in New Delhi.

The Big Easy



Despite a nine-year absence at New Orleans as a venue, the International Pool | Spa | Patio Expo proved a success at The Big Easy, with expo organisers saying numbers were strong, and there was increased participation on the conference side of the show. There was also more floor area than last year, with more than 14,000 square metres of space and 548 exhibitors. The 2013 IPSPE will be held in Las Vegas.

Health

White paper shines light on healthy swimming

The CEO of the US National Swimming Pool Foundation (NSPF), Tom Lachocki, has published a white paper on the benefits of swimming. He identifies a variety of problems facing American society (which has close parallels with Australian society) including physical inactivity, obesity and an aging population, all of which help drive up healthcare and insurance costs. Each year, more than 3800 Americans drown (almost 700 in swimming pools) and the paper states that about half of Americans either fear deep water or cannot swim.

According to the paper, the solution is for government and the private sector to invest to increase physical activity. Aquatic activity is ideal for sedentary, obese and older populations. Because

so many Americans can't swim, aquatic activities that could improve health and longevity are lost to approximately 100 million people and those they influence. This aversion to water also places large populations at risk of drowning.

Lachocki says that pool, spa and aquatic businesses, associations, health-focused organisations and governments must commit to supporting organisations that teach people to swim. More swimmers will result in a healthier society, fewer drownings and reduced healthcare costs, with an increased number of people engaged in a healthy spectrum of aquatic activities.



For a Quick Link to the white paper, go to splashmagazine.com.au.



Piscine gets Europe excited

Piscine-Aqualie in Lyon was well attended, with a real buzz on the second and third days in particular. Simon Cooper and Karen Jaques from SPLASH! attended to promote the upcoming Piscine SPLASH! Asia pool and spa trade show, to be held at Suntec Singapore on May 20 to 21, 2013. Cooper says there was a lot of support for the Asia show by visitors, exhibitors and international agents.



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VARIABLE SPEED POOL PUMP

The Energy Saver

FEATURES & BENEFITS

The Onga Eco800 is the ideal pump for new or existing pools. Utilising advanced hydraulic design and the latest technology in permanent magnet, variable speed motors, the Onga Eco800 has the perfect combination of efficiency and performance. The Onga Eco800 delivers energy savings and the power when you need it. You will also have the peace of mind that you are doing your bit for the environment and reducing your carbon foot print.

TECHNOLOGY

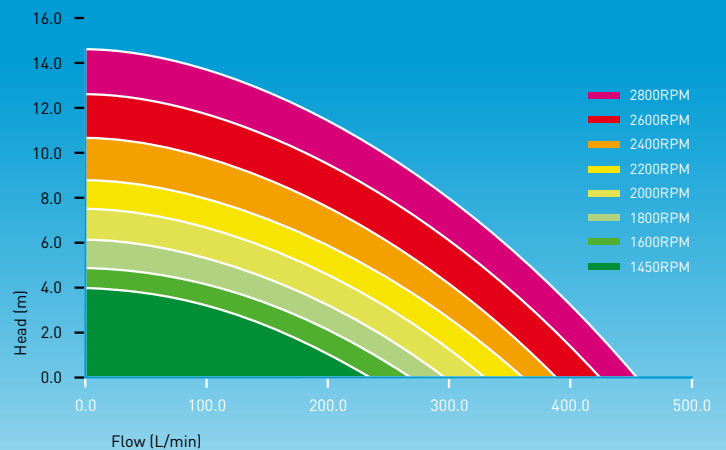
VARIABLE SPEED WITH 3 PROGRAMMABLE SETTINGS

The Onga Eco800 uses an axial-flux, brushless, DC motor which offers high efficiency levels compared with conventional induction motors. Combined with the latest in electronic control, this allows the motor/pump to run at varying speeds.

- The multiple speeds offered by the Eco800 enable the pump to run slower and consume less energy but still have the ability to run at full speed if required by the application.



PERFORMANCE





Top Tip

Caring for spa filters

1. Rinse the spa filters with clean water every week

This will help keep the debris from building up and the chemicals from eating away at the filter material. By doing this, the hot tub filters will work more efficiently and last longer.



2. Chemical rinse the filters using a standard filter cleaner every month

Spray the filters down with the cleaner and let them sit for about 15 minutes. This will allow the chemical to sink in and do its job. Then with clean water, rinse the filter thoroughly until all the soapy substance is gone.

3. Chemical soak the spa filters overnight every six months

While pool and spa shops may offer this service, consumers can also do this at home with a 20 litre plastic bucket and some spa filter cleaner.

4. Extra set

Some consumers buy two sets of filters so they can keep using the spa when one set of filters needs cleaning.

This information comes from Swim University's infographic for portable spa and hot tub owners. To view the infographic go to www.swimuniversity.com.

Safety

Attorney General partners industry to protect against terrorism



SPASA NSW has helped develop a podcast and video featuring the Australian Attorney-General, Nicola Roxon, aimed at building vigilance and preventing chemicals being misused for terrorist purposes.

Spiros Dassakis and Richard Dunn, the owner of Sydney's oldest Pool Shop, also contributed to the podcast. It is part of the Chemicals of Security Concern Campaign, a joint effort between the Australian Government, states and territories and industry.

The campaign raises awareness of the security risks of everyday chemicals and urges members of the community to report suspicious activity

to the National Security Hotline on 1800 123 400.

"Information from the public and industry is vital to the counter-terrorism work of our policing and intelligence agencies," says Attorney-General Nicola Roxon.

"We need the community, and retailers of chemicals, to report suspicious behaviour or unusual activity. If something doesn't feel right, people should report their concerns to the National Security Hotline."

The podcast and video can be found on the Chemical Security website at www.australia.gov.au/chemicalsecurity

SPASA NSW has represented the swimming pool and spa industry on the National Industry Reference Group on Chemical Security since 2009. The role of this group is to provide industry advice and assistance to Australian governments to limit opportunities for, and enhance detection of, the misuse of chemicals for terrorist purposes. This is achieved through improvements in Australia's regulation, monitoring, control, and education systems concerning such materials.

Giveaway

Win a copy of The Gardenist

Michael McCoy is 'The Gardenist': garden designer, author, broadcaster, speaker and obsessive home gardener.

In this new coffee table book he looks at both the design and the "plantmanship" of gardens. McCoy's approach is holistic one: he believes to build a wonderful garden you need to understand the role each plant type plays, how to use them in your design to their best advantage, and how to care for and maintain them.

The Gardenist teases out the anatomy of gardens to discover how these plant types can first define appealing spaces, and then decorate those spaces. McCoy shows how to harness the structural power of trees and shrubs to deliberately shape a deeply satisfying outdoor space – defining the boundaries of your garden, dividing the space within those boundaries, or even suggesting a skyline or roofline.

Practical and easy to navigate, but also beautifully designed and photographed, The Gardenist features inspiring images of gardens from both Australia and overseas. (Macmillan)



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

The perfect finish for the pools you build



Looking for a sleek pool cover that also adds safety, sustainability and a sense of finish to your indoor or outdoor pool? Remco has it covered!

We're Australia's leading quality manufacturer of automated, multifunctional pool cover systems. Our stylish, award winning covers keep pools safe, clean and beautifully warm all year round.

Remco has a 20 year history of developing the highest quality pool covers, manufactured to the strictest international standards.

Contact us to find out more about our range of standard and customised covers to compliment your pool design.



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Global news

Clark Hale has been

named the new president and chief operating officer of Hayward Industries. Hale had been president and CEO of industrial flow control business Brooks Instruments. Prior to that he had been executive vice president of piping company Victaulic for six years, and had also undertaken executive roles with Emerson Electric, ASCO Valve and Copeland Refrigeration.

Luca Inselvini has been appointed Managing Director Europe for Monarch Pool Systems Europe and Monarch Pool Systems Iberica. Inselvini had worked with Monarch in Europe for the past six years.

A US lawsuit which could potentially develop into a class action has been launched against pan-American pool equipment distributor PoolCorp, Hayward Pool Products, Pentair Aquatic Systems and Zodiac Pool Systems. US magazine, Pool & Spa News reports that the four parties have been accused of anti-competitive behaviour and restraint of trade, with PoolCorp also accused of violating a monopoly law. The case revolves around a Federal Trade Commission (FTC) accusation that PoolCorp had pressured manufacturers not to sell to new distributors entering the market. PoolCorp settled with the FTC while maintaining its innocence.

Franchises

From the car pool to the pool industry

Brisbane's PoolWerx franchise partners Michelle and Tony Graham chose to drop their corporate careers ten years ago and move into the swimming pool industry. Their move was validated recently at the National Excellence in Franchising Awards when they took home the Multi-Unit Franchisee of the Year Award.

They started with a mobile service van in Indooroopilly in 2002, and have since grown the business to six vans servicing pools across Brisbane's north and west side and four retail stores in the Gap, Indooroopilly, Keperra and Samford.

"To think that we've come out ahead of some very impressive multi-million dollar franchises across Australia is something that blows us both away. We totally didn't expect it," says Tony Graham. "We started out with the man-in-a-van model all those years ago and grew to where we are today through our focus on giving clients top quality pool servicing and advice."

Meanwhile, PoolWerx CEO John O'Brien was inducted into the Franchise Council of Australia's (FCA) Hall of Fame.

The FCA Hall of Fame recognises outstanding performers who have endured the trials of



Michelle and Tony Graham

business and contributed to the foundation of the sector's success. With 200 active territories operating more than 300 service vans and 70 retail hubs, O'Brien has grown the business from \$7 million to approaching \$70 million in the last decade alone.

Awards

Hybrid cleaner wins Piscine Award

Maytronics' Dolphin Hybrid robotic suction pool cleaner has won the coveted Innovation Award at Piscine 2012 in Lyon, France. The Hybrid was competing against 100 other entrants from pool companies at Lyon, one of the largest pool shows in the world.

"This is a great honour for us, it is simply fantastic when all the hard work and dedication of product development gets recognised by worldwide industry peers", says Dan Kwaczynski, Managing Director of Maytronics Australia.

"The Dolphin Hybrid is a true innovation in every sense of the word. Its design, functionality and features are unique and, when coupled with its price positioning, makes it a game changer in the pool cleaner market."

The Hybrid was released in Australia at SPLASH! on the Gold Coast in July and has already generated enormous interest and strong sales Australia-wide.



Manufacturing

Poolstore back in business

John Dick has taken Poolstore International off the market having decided not to sell the company, and will instead expand operations next year.

His decision to retire announced earlier in the year was prompted by a health scare. That scare has now passed and he is fit, healthy and keen to stay in the industry.

"I'm back in business and we've put an additional person in the office," he says. "It's a bit late in the season to expand any further this year – but we're looking at re-opening in Sydney. That will probably happen around May next year, to give us time to settle in before the following season."

He says he had five enquiries for the business from both local and overseas entities, but while everyone was keen on the company's extensive tooling, they couldn't agree on a price for the stock.

He has closed the Queensland warehouse in Bundall and will instead run Queensland through three distributors: International Pool Products, Pool Gear and Aquatic Elements.

Dick says Queensland sales have been very good – possibly due in part to Poolrite customers having trouble getting hold of equipment – while New South Wales sales have been over budget and Victoria is doing very well.



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.



Manufactured from pure glass, **Glass Pearls** are a new generation of filter media, capable of saving water and providing water of superior clarity.

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



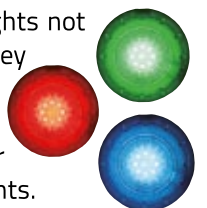
Admiral robotic pool cleaners, ensures your pool will be sparkling and effortlessly clean using less power than required to illuminate one halogen pool light.



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.





Watertech director Gary Stutt with the Enviroswim. Please note: ultrasonics is still very much a part of the Enviroswim system

Distribution

Watertech joins forces with Enviro Pool Solutions

Watertech Services International (WSI) Pty Ltd, the manufacturer of the Enviroswim ES-3 freshwater sanitising system, has joined forces with newly formed company Enviro Pool Solutions (EPS).

Enviroswim utilises oxidation, ionisation and ultrasonics and is suitable for domestic pools up to 100,000 litres. EPS has been engaged by WSI to manage all trade requirements for the Enviroswim ES-3.

Co-founders and directors of WSI Gary Stutt

and Phil Jones said in a statement that they are extremely excited about the future for fresh water sanitising systems in Australia and overseas.

“We have sold predominately to mums and dads directly for several years, but now we have solidified a relationship with EPS to look after trade customers. We believe that we can help fulfil the needs of the swimming pool industry for the ever-growing demand for alternative eco-friendly sanitising systems.”

EPS was formed earlier this year by sole

director Justin Ahern, who has been involved in the pool industry for a decade, previously being Queensland manager for Spa Electrics.

Ahern says that he had been listening to builders rave about the product for several years, and decide to do some homework.

“After listening and talking with customers of the Enviroswim ES-3, I was blown away by the continuing positive comments.”

Trade enquiries should be directed to Justin Ahern on 0425 238 906.

Making an impression

Impressions Landscape-Design has won the 2012 Australian Institute of Landscape Designer and Managers (AILDM) award for residential gardens \$50,000 to \$150,000. Impressions director Adam McDonald was presented the national award for his work on the poolscaped garden in Burraneer Bay. He was also awarded a high commendation for Best Planting Design for the same project.



Movements

Lo-Chlor and Poolgard part ways

Lo-Chlor Chemicals has withdrawn its involvement in Poolgard Pty Ltd and Poolgard has ceased to be a division of MI International Pty Ltd.

Poolgard had been trading for approximately five years under the guidance of Lo-Chlor and during the course of those years the company had shown consistent growth in the brand.

Paul Simons, Managing Director of Lo-Chlor says that the withdrawal of involvement by MI International was accepted by the other directors of Poolgard in an amicable and gracious manner.

Subsequent to the split, and under the umbrella of the newly formed Poolcorp International Pty Ltd, Lo-Chlor have begun manufacturing, wholesaling and

distributing a full range of dry chemicals sourced and packed locally in Australia.

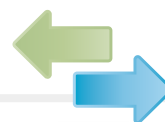
“Lo-Chlor has been active in the dry chemical market for a number of years now and it is proud to bring the same quality, professional support and vast experience to PoolCorp that Lo-Chlor is so well known for,” says Simons.

The new range complements the Lo-Chlor specialty chemical line and Simons says the initial response has been extremely favourable.

Meanwhile, Lo-Chlor has announced that Paula Botic has recently joined their NSW sales team and will be assisting John Harding, Lo-Chlor's National Technical Executive and NSW Sales Manager.

Botic comes from an IT supplier and retail background with more than 20 years experience in looking after the needs of retail stores. She can be contacted on 0406 435 155 or pbotic@lochlor.com.au

Lo-Chlor also announced their SPLASH! expo competition winners. First prize of 576 units of 1L Starver Pool Maintenance valued at \$13,250 went to Karrie and Nick from Andy & Sons (NSW); second prize of 120 units of 500ml Lo-Chlor Pool Algacide valued at \$2395 went to Paul Jeffree from West Coast Pool Service (WA); third prize of six display cartons of Lo-Chlor Sparkle Pills valued at \$590 went to Luke and Carl Gervais from Rode Pools Brisbane (QLD).



Industry moves

Sadly, a number of industry members have passed away in New South Wales over the past few months including: Frank Pliatsikas of XP Swimming Pools, who was a long established, well-respected builder and member of SPASA for many years; John Merry who had worked in many facets of the industry in New South Wales over a long period of time and was well respected amongst his peers; and ex-Navy man Norm Pindar who became a foundation member and pivotal advocate for SPASA after setting up his first pool shop in the 1970s. Condolences to all family, friends and colleagues.

Leo Mathey retired from AstralPool earlier this year, bringing to an end a 17-year relationship firstly with Hurlcon and then AstralPool Australia. For Leo it closed the chapter on a 30-year history in the industry. He had made a valuable contribution to the industry especially in country Victoria, southern NSW and the ACT.

Pool-Water Products has appointed former Pentair manager Ray Burgess to their team as the new NSW Sales Manager. With more than 25 years in the swimming pool and spa industry, he has a wealth of industry experience and extensive product. Previous NSW Sales Manager, Daniel Woodward has moved into the new NSW Technical and Service Manager role.

Contact for Ray Burgess is 0428 612 359.

Appointments

Swimart's new national manager



Dennis Limbert

Swimming pool and spa franchise group, Swimart has appointed Dennis Limbert as national operations manager.

Limbert will be responsible for all franchise communications including Swimart's website, intranet, e-commerce programs, training, operational performance and standards, and products and services for the Swimart business.

He has 30 years of retail management and marketing experience with companies including McDonalds, Woolworths, Century Yuasa Battery-

world, Fullife Pharmacy and Healthy Life stores. During this time he oversaw store operations and developed sector-leading marketing initiatives.

This included implementing a training college and training program, developing successful product merchandising systems, growing a customer loyalty program to over 580,000 members and setting up a very successful email and SMS marketing program that grew store sales by 20 per cent.

Aquisition

Waterco buys Pool & Spa Poppits

Waterco group marketing director Bryan Goh says their recent purchase of Pool & Spa Poppits reflects the growing demand for healthier water treatment products, especially by those who suffer from respiratory diseases and skin ailments.

The company, initially known as Pool Poppits, was founded following the Ash Wednesday bushfires in 1984. It was relaunched in August 2002 as Pool & Spa Poppits, and now provides specialist, chlorine free solutions to the pool and spa industry in Australia and New Zealand.

Approved by the Sensitive Choice program of the National Asthma Council Australia and the

Asthma Foundation NZ, Pool & Spa Poppits offers a viable alternative to traditional chlorine and bromine chemical solutions. No other system has been endorsed in either country. More than two million Australians have asthma.

Goh says that Pool & Spa Poppits was one of the first companies to market chlorine alternatives.

“These days, many progressive households take precautions to control allergens such as dust mites, mould and pollen,” he says. “But what about spas, spa baths and swimming pools? It's now possible to use a product that is safe and effective for all spa users, including people with asthma and allergies.”