

POOL+SPA

MAY/JUNE 2017
Vol.6 No.2

THE BUSINESS OF POOLS, SPAS AND POOLSCAPING



FENCING

Making it safe and beautiful

AUTOMATION

Benefits for your business

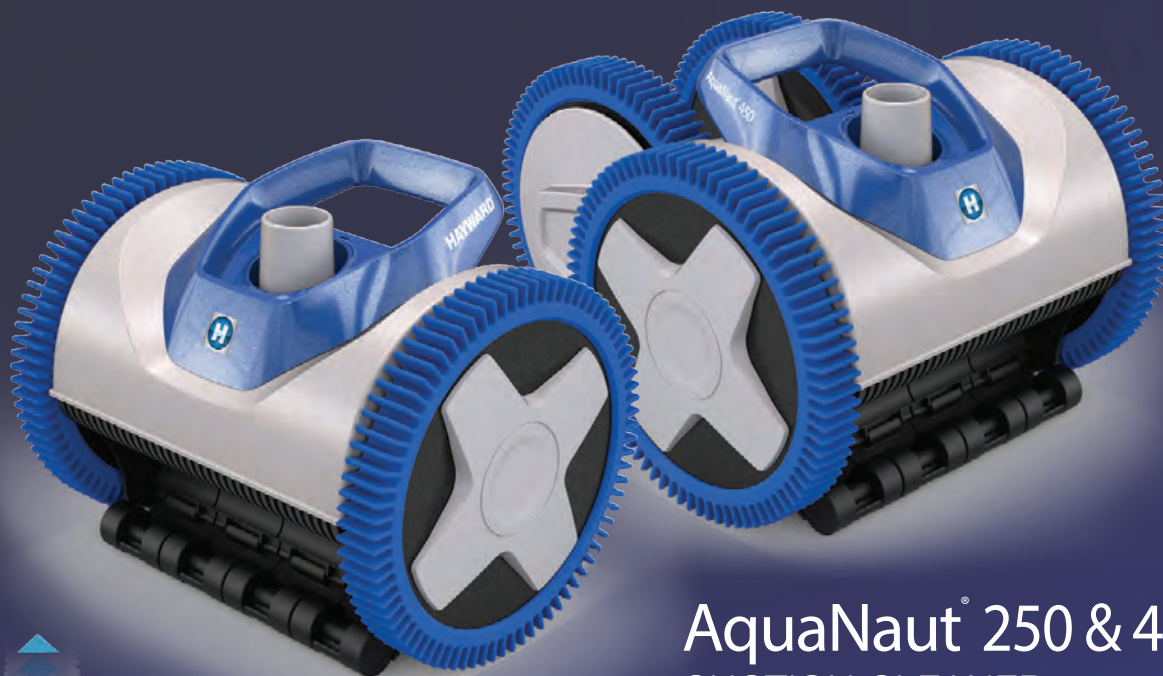
COMMERCIAL

Options for operators

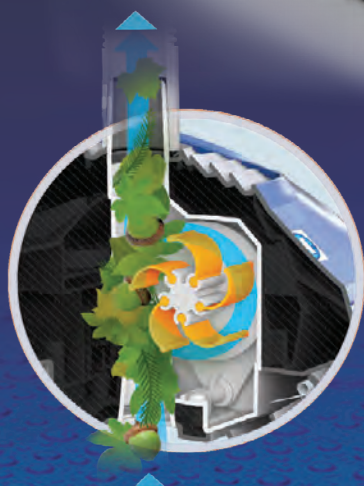
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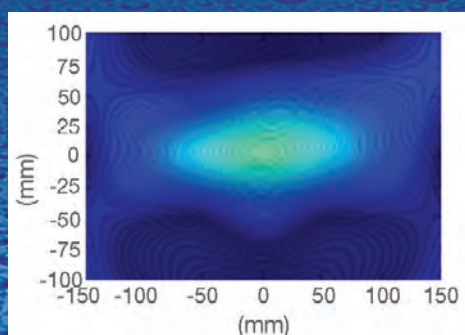
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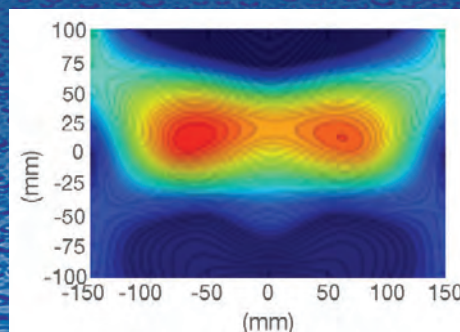
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FROM THE EDITOR

The two things people never have enough of — time and money — seem to work in opposition in the pool industry. The seasonal nature of the industry must be intensely frustrating: when the money's rolling in, you're too busy to work on growing the business; but when you have the time to strategise, the money has stopped flowing.

On top of this, times are tough. There's increased competition in the marketplace, businesses are operating with far slimmer margins in order to be competitive, consumers are expecting more for their dollar and the price of everything is going up.

Open the paper on any given day and you'll invariably be hit with doom and gloom, particularly for the pool and spa industry: electricity prices are increasing; block sizes are shrinking; people are removing pools in record numbers; another toddler has drowned due to a non-compliant pool fence.

Winter is a time for introspection; for reviewing the season just gone and planning for the season ahead. It's also a good time to examine what you've learnt and figure out what you need to know. While things may certainly be challenging at the moment, the pool industry can use the one thing it currently has on its side — time — to reassess where it's at and consider new ideas.

With that in mind, we have some thought-provoking new content for you this issue. Matt Leacy's article on balancing aesthetics and compliance in pool fencing is timely, given the debate in Victoria; the SPASA Australia Pool Tech of the Year shares his ideas on pool service success; we have some interesting solutions for commercial operators; and an electricity retailer explains how it reduced a pool's energy use from 40% of the household's



consumption down to just 14% while maintaining water quality — all food for thought for the cooler months.
Happy reading!

Kind regards,

Alice Richard

Editor

arichard@wfmmedia.com.au




FORM AND FUNCTION

INSTALLING POOL FENCING THAT WON'T RUIN YOUR CLIENT'S OUTDOOR AESTHETIC

Matt Leacy, Founder and Creative Director, Landart Landscapes

With more than 1.2 million Australians owning a pool and council laws across the nation requiring many property owners to have pool fences — even if retrospectively installed — the balance between legal compliance and great landscape design is becoming increasingly difficult to strike. And it's important to get it right. After all, our clients can potentially lose thousands of dollars in property value if they install a pool fence that detracts from their outdoor aesthetic.



One of the key problems is that retroactive laws are requiring many Australians to install or change pool fences in backyard spaces that weren't initially designed to accommodate a pool fence in that way — the layout, the gardens, the surrounds have all been designed to the legislation of the time, not realising that these legislations could be changed without consultation with associations or the industry, costing many people a lot of money.

Because property owners are often in a rush to comply and minimise installation costs, they bring a certifier in and get the job done quickly without properly considering how the fence is going to affect the look and landscape of their backyard — and the overall value of their property.

If you get it wrong and the fence looks terrible, you've potentially taken thousands of dollars off your client's sale or accumulative rental price — aside from inflicting on them the horror of looking at their backyard in a bad state. The wrong pool fence can be an eyesore, which is not only a problem for your client: you're less likely to get referrals for new business if your client's new pool fence spoils their poolscape.

Collaboration is key

Involving a good landscape designer from the start of the process will ensure that proper design considerations are factored into the installation plan. A landscape designer is going to look at things from a different angle and can help your client explore avenues that may not seem open to them if they're speaking solely to the council or a certifier.

There's more than one way to install a pool fence while still meeting legislative requirements, but if you don't know what your options are and what to look for, you're likely going to just do the basics, which can yield a result that may not be

as easy on the eye as it could be.

The ideal solution is for the pool owner to arrange a meeting with their certifier and landscape designer at the same time. This way, the three parties can have an open conversation and throw around ideas to arrive at the best outcome for the client: a beautiful poolscape that also meets council requirements.

Material choice

In terms of what pool fence materials look the best, it always depends on the individual property, but glass is usually a pretty safe bet.

There are plenty of different options — glass-finish, powder-coated aluminium, mesh, palisade and timber. Glass, when out in the open, is the most seamless and can disappear into a landscape more than other materials, but it will cost more than a standard aluminium fence.

If there's a large area to do and your client doesn't want to incur too much expense installing the whole area with glass, you might consider using glass for the main visual of the fence to keep the area open and visible, and then turn to a black-top aluminium fence that can be hidden in the garden and disappear around plants and the like.

If you choose a powder-coated aluminium, go for a black colour as it disappears more than green if it's up against plants. And whatever you do, steer clear of creams, reds and lighter colours because they stand out and often ruin the aesthetic of the backyard.

Material longevity

Durability is also an important consideration, with glass also being a top contender when it comes to low maintenance and repairs.

Most people automatically assume that aluminium fences will require the least maintenance, but when it comes down to it, glass is super strong and often held in



Landart Landscapes. Photography by Jason Busch.

place by really high-quality stainless steel and reinforced concrete.

There's rarely any issues with glass fences coming loose and when things go wrong with glass it's very obvious, whereas sometimes the screws and fittings on aluminium fences come loose and remain unseen for some time. I rarely see a glass fence that's moved or failed because they've usually got the right foundations. Glass is also, in essence, more difficult to climb than other materials because it's just a slippery front-faced surface.

Regardless of what material you use, it's most important to make sure that you have a certified product — and this is essential, regardless of whether your client is a home owner residing in their own property or an investor leasing it out.

Disappearing act

Each pool and garden is completely different — good design is never one-size-fits-all. The type of fence you use is important, but even more important is how you integrate that fence into the landscape.

Design-wise, when it comes to a pool fence, it's all about trying to make it disappear as much as possible — but not necessarily by choosing glass for every job. Integrating the pool fence into the surrounding landscape is the ultimate aim.

In the bad old days of pool design, you used to have the pool, the pool coping and then a pool fence right next to that, which really isolates the pool as a space where you go to swim and that's it. I believe the pool should be more integrated into the landscape so that whether you're in or out of the pool area, none of the spaces feel like they're separate or divided from each other.

To integrate the fence, you might use a level change in the property. For example, the pool fence can sit on a lower level to the pool. Even if it is only 400 mm, the separation between the spaces will be softened. It can still be compliant, but the pool fence will be much less visually intrusive.

Or you could make the fence transition through a garden bed, so it visually disappears in certain areas. You can even use different materials for different parts of the design to help it disappear into the garden. Visually breaking up the flow of the fence will make the whole space feel more cohesive.

Compliance and design can be friends

It goes without saying that it's vital to understand what the pool fence laws are in your state and to ensure that you don't install a fence which doesn't meet the requirements.

Installing a pool fence isn't cheap, so for your client's sake (and yours!) you want to make sure that you get it right the first time around. If the pool area backs up to one of the boundary fences, then you need to ensure the boundary fence is also compliant.

To create a beautiful poolscape for your client, the main thing is to have a close relationship with the person who's going to be certifying the pool fence, whether it's the certifier for the overall build or a pool fence certifier for a property that already has a pool. There's a lot of interpretation around pool fencing legislation and different certifiers can have quite different takes on the same situation — but you want to be able to assure your client that you'll deliver a certified product the first time around.

It can pay to develop a relationship with a certifier — someone whose experience and judgement you respect, and who you can call on for any projects that need certifying. You've really got to find someone who knows their stuff and is going to adhere to the legislation, but who can also think outside of the box to certify a design that's in accordance with the landscape.

It's really worth working through these things with a certifier at an early stage in the project rather than late, when you've already half-installed everything and the plans are in place. It's about ensuring that

what you're proposing to do is deliverable and, just before you're about to install the fence, getting it double-checked. A site visit from the certifying body at this stage really is worth the extra time and effort.

This does require a lot more work, and a lot more hours to get the job done — it's not as simple as just hugging the pool coping with a fence. However, if you're prepared to go the extra mile, you'll deliver a better result for your client.

Safety is the number one priority as we don't want any accidents. Second to that is aesthetics. If you install a fence that ruins the overall look and feel of the backyard, the property value is more than likely going to suffer. The potential loss your client stands to incur in property value terms far likely outweighs what they'd pay a landscape designer to make sure the fence looks great.

While it might cost a bit more up-front to ensure that compliance and design both come out on top, the initial outlay is often worth it in the long term.



Founder and Creative Director of Sydney-based Landart Landscapes, Matt Leacy has more than 20 years' experience in design, construction and maintenance services across landscaping and pool installation for both residential and commercial properties. A qualified horticulturalist and former president of the LNA Master Landscapers Association, Matt is a regular media commentator and column writer and also co-hosted Channel Nine's 'Garden Gurus' and three seasons of 'Domestic Blitz', as well as recently featuring in ABC TV's 'Dream Gardens'.

Editor's note: Pool fencing legislation varies throughout Australia. Please make your own enquiries to ensure you are adhering to the relevant legislation in your state or territory.

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POOL^{of} KNOWLEDGE ...

Pool+Spa: Can you tell us a bit about your background?

Paul Rojahn: I have been offering professional pool services since high school, first working in my family's hardware business in Boondall, until my parents' retirement in 2005. At that point, I continued on with the pool servicing side of the business, operating a mobile service with an already-established client base. I opened my own family pool shop in 2013 and have continued to expand and grow the client base.

P+S: What challenge do you think the pool industry is currently facing?

PR: The ever-changing array of products available on the market for residential pools presents something of a challenge to the pool industry — it's important to keep up with new developments. It is only with education and training that we are able to keep up with technology and the way to chemically treat pools.

P+S: What do you see as the biggest growth opportunities for the industry?

PR: I think the biggest growth opportunities are in areas of high population density and warm climate, as these areas have the highest number of pools per capita. According to the Australian Bureau of Statistics, the Northern Territory and Queensland have the highest percentage of households with a pool (28.9% and 17.9% respectively).

As a result, the coastal regions of northern New South Wales and Queensland are home to a disproportionately high number of the industry's establishments. These regions are some of the fastest-growing areas in Australia, so they are key to the industry's growth.

P+S: What do you love most about the pool and spa industry?

PR: Working and spending time outdoors. I find that breathing fresh air and enjoying the surrounding nature improves my focus and performance. When you enjoy the outdoors, it improves your mood, as well as reducing stress, anxiety and depression. It has also been proven to reduce levels of cortisol, a hormone that is released when the body feels stress. My work also increases physical activity and gives me a chance to socialise, creating positive experiences. The social interaction with customers is one of my favourite parts of the job and, as a skill, it leads to better communication both at home and on the job.

P+S: What has been the key to your success?

PR: The key to success is having a good support system in place — this includes staff, suppliers and industry bodies. Of course, product knowledge and a deep understanding of the work is also vital. I believe the key to my success is providing quality service, good support, expert advice and professionalism in all facets of my work, from water testing to in-shop service to pool equipment installation and on-site pool maintenance.

What has helped me grow professionally is the ongoing learning that the pool industry provides — no two pools are the same. I like to take on new challenges; read articles about changes in the industry; invest in my own professional development through training with dedicated training providers, suppliers or online training; and I like to surround myself with like-minded industry peers. Having a strong network of peers is important.

P+S: What advice would you offer to someone starting out in the industry?

PR: The pool industry is filled with knowledgeable, experienced people, from suppliers to industry bodies. They are a great source of information, support and training — learn from them!

Education is vital to the future of the industry — everyone needs to make sure their knowledge is up to date, from pool builders installing equipment and maintaining chemical balance, to service techs repairing equipment, to retailers testing water chemistry. Education is also key to ensuring that we can advise pool owners on how to have a hassle-free pool so they can work less and swim more.



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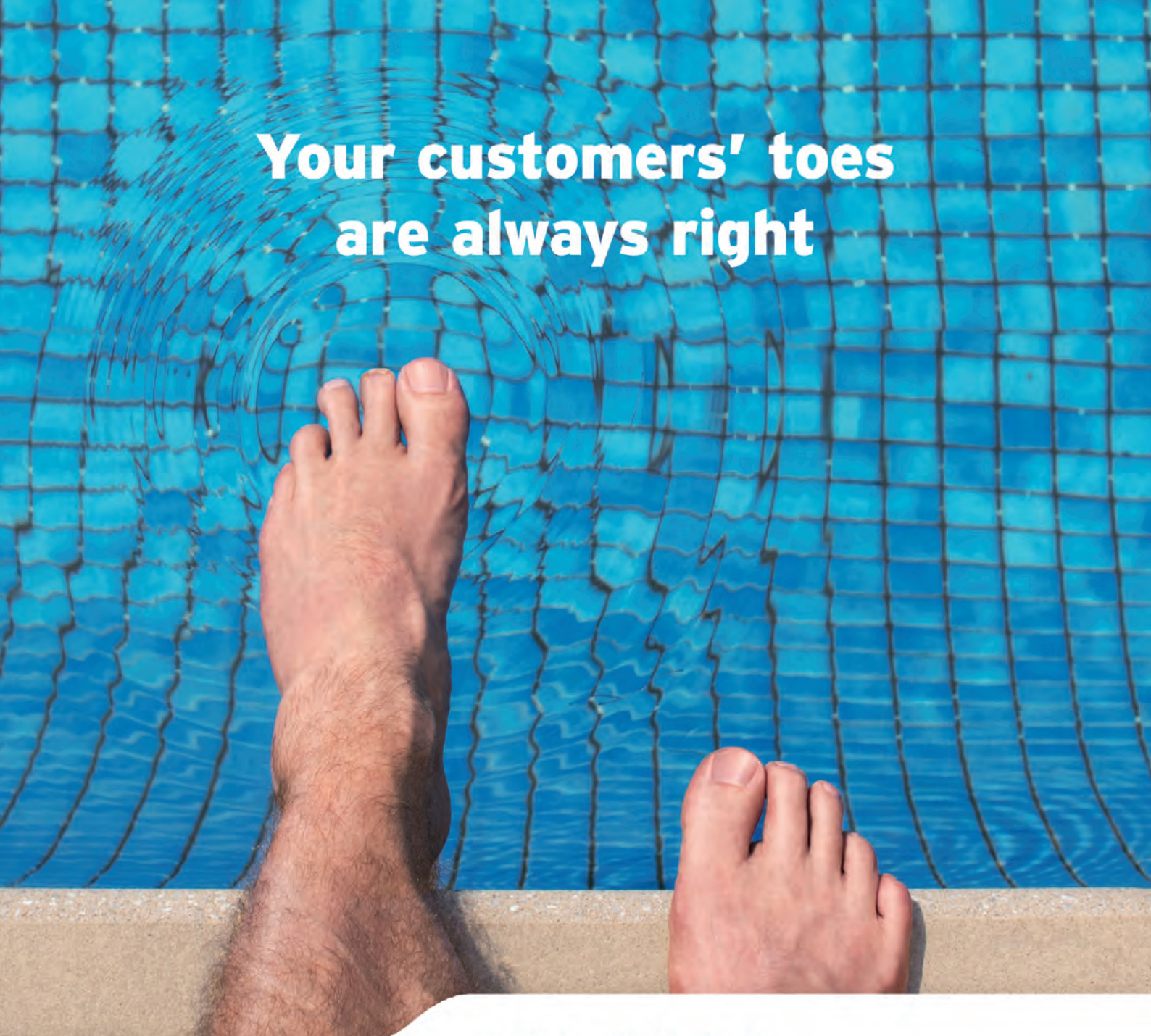
PAUL ROJAHN

Atlantis Pool Services



Paul Rojahn is no stranger to the SPASA Awards of Excellence: he was the 2016 Pool & Spa Service Technician of the Year for both Queensland and Australia, the 2015 silver award winner (and Queensland gold award winner), and his business Atlantis Pool Services won silver as the 2016 SPASA Queensland Pool Store of the Year.

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MAKING WAVES



Ben Beale with sister Lynley Papineau at the 2016 SPASA National Awards of Excellence.

Vale Ben Beale

Pool+Spa is saddened to report that Ben Beale of Aquatic Leisure Technologies has passed away. The 47-year-old died suddenly of a suspected heart attack on 24 April while holidaying with his family.

Beale was training for a charity boxing match to raise money for the children's charity ToyBox, following his son's battle with a rare form of bone cancer. While his son made a full recovery, Beale was inspired to raise money for those families who are not

so fortunate. His fundraising page is still live; to donate, visit <https://rqcc2017.everydayhero.com/au/toybox-fundraising-3>.

In a family statement, Beale's father Lew said, "One of my great joys of life has been coming to work together on a daily basis in the family business. At the moment we are wrapping our arms around his wife, Sarah, and his children."

"He was my brother first but also my business partner. We were extremely lucky to be able to work so closely together in business and still enjoy a glass of red together as a family. We are devastated to have lost a great leader, family member, colleague and friend," said Lynley Papineau.

"Ben was a people person and built many strong business relationships that formed the platform for success for ALT. We will all unite together at ALT and continue to build the business, taking strength from Ben's legacy."

Our thoughts go out to Beale's family, friends and colleagues.



Pentair sales manager retires after 23 years on the job



Pentair NSW Sales Manager Harry van Veen has retired after 23 years with the company. Adrian Plebani (formerly with Zodiac) has been recruited to fill the position.

Migrating to Australia in 1985, Harry started out managing a pool shop in Sydney, taking a role with Onga in 1993 as the company's service coordinator. He briefly worked in the company's rural business arm in 1997 before moving across to the leisure aquatics side of the business.

"Harry has been a great asset to our business ever since," Pentair Product Manager, Aquatic Systems Robert Sterland said. "He had a great rapport with customers and was much liked around the Sydney pool industry, where I'm sure he'll be sadly missed."

Harry and his wife have moved to Crookwell, near Goulburn, where he's happily embracing country life and enjoying the slower pace.

Pool+Spa wishes Harry all the very best in his well-earned retirement.

Waterborne inflatables Australian Standard announced

Standards Australia has published and confirmed a new Australian Standard for waterborne inflatables used in amusement park and water park rides.

AS 3533.4.5:2017, Amusement rides and devices, Part 4.5: Specific requirements — Waterborne inflatables was originally published as an interim standard in 2012 and is now confirmed as an Australian Standard following industry consultation.

The standard provides guidance to manufacturers and operators of waterborne inflatable equipment and facilities on how to design and operate this type of device. Prior to the interim standard being released, no standard had previously existed specifically for waterborne inflatable devices in Australia.

"Amusement rides are meant to be a fun and entertaining experience for all. Our intention is that at the end of the day amusement parks are safer for everyone's enjoyment," said Anthea Hammon, chair of the committee ME-051, Amusement Rides and Devices.

Standards Australia said the standard was developed through consensus from industry, government and community interests. The standard is available through SAI Global.

MAKING WAVES

Pools add at least \$140K to inner Melbourne home value, research shows

A swimming pool can add at least \$140,000 in value to a house in Melbourne, research conducted by buyer's advocate Secret Agent has found.

Analysing 10 suburbs in Melbourne's inner east and south east, Secret Agent found that, on average, a swimming pool added between 10 and 16% to the value of a house. However, this varied between suburbs, from as low as 6% in Camberwell, up to 35% in Hawthorn East.

Houses in Kew were expected to sell for a huge \$450,000 more — a premium of about 30%. In contrast, adding a pool to a house in Hawthorn would only add \$180,000 (11%) to the value of the property.

The differences in added value can be attributed to factors such as extensive renovations, number of car spaces and school zoning, the study acknowledged.

"A swimming pool can be a wonderful addition and a good investment despite its seemingly high upfront costs, since the lowest expected value it can create is around \$140,000," the study said. The research looked at the following 10 suburbs: Kew, Hawthorn, Hawthorn East, Toorak, Kooyong, Armadale, Malvern, Glen Iris, Camberwell and Brighton. Only houses with three to five bedrooms were analysed, in order to ascertain a more realistic representation of the value a pool would add to the property.



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SPASA-APSP partnership

SPASA Australia has formally struck up a collaborative affiliation with the US-based Association of Pool & Spa Professionals (APSP), the world's largest and oldest association representing the pool and spa industry.

"We're thrilled with the opportunity to pool resources with such an established body as the APSP. It's an exciting time to be looking beyond our borders to collaborate with like-minded associations, to share skills and provide benefits and efficiencies to our members," said SPASA Australia CEO Lindsay McGrath.

"Distance is not a significant barrier when we have similar strategic goals: to promote our industries, which create happier and healthier people by swimming in more pools more often."

The partnership will involve the sharing of knowledge and ideas relating to education, industry best practice, advocacy and research, benefiting both organisations and their members

"We are excited to partner with SPASA on a number of initiatives. With shared common goals to professionalise and protect the pool and hot tub industry, we are embarking on a new path toward collaboration that can strengthen both memberships and provide consistency for companies doing business in Australia, the US and the world," said Rich Gottwald, president and CEO of APSP.

Latest edition of Dangerous Goods Code released

Edition 7.5 of the Australian Dangerous Goods Code (ADG) has been released.

Updated every two years, the latest version of the ADG became effective on 1 March 2017. A one-year transition period applies, during which either Edition 7.4 or 7.5 can be used.

The ADG sets out the requirements for transporting dangerous goods by road or rail. The code is given legal force in each Australian state and territory by each jurisdiction's dangerous goods transport laws.

The only state exempt from this version of the code is Western Australia, where it will become effective once legislation is passed.

To download Edition 7.5, click here. A comparison of Editions 7.4 and 7.5 is available here.

New recruits for Hayward

Hayward Pool Products Australia has recently appointed two new district sales managers — one for Western Australia and one for Victoria.

John Zanghellini, who is taking on the Victorian role, has been a successful new business development manager over the last 10 years, predominantly with BOC Gas. He also has extensive retail experience with companies such as The Good Guys and Betta Electrical.

In Western Australia, Gino Perez comes to Hayward highly recommended for his sales skills, reliability and consistency spanning his 15-year career. He has experience in various fields including wastewater, mining and fluid power with companies such as Cooper Fluid Systems and Georg Fischer Piping Systems.

Both are new to the pool and spa industry, which Shawn Scurrah, Hayward's national sales manager, said will bring fresh enthusiasm and ideas to the team at a time of exciting growth opportunities.



Gino Perez



John Zanghellini

PROJECT COMPLETE

NON-SLIP FLOORING CREATES MAGIC ON CARNIVAL CRUISE SHIPS



In late 2015, Life Floor, a US-based manufacturer of resilient aquatic flooring, had one eye on the growing cruise ship industry. Specifically, the company believed its floor tiles, which are designed especially for aquatic recreational areas with barefoot traffic, would be a perfect solution for on-deck water parks and pool beach effects.

"We'd been interested in the cruise market for some time," said Life Floor CEO Jonathan Keller. "And while we'd received the necessary testing and certifications to prove our tiles were seaworthy, we'd yet to find an advocate within any of the cruise lines who was willing to be the first adopter."

Enter Dominic Chancellor, the Brand Manager for Outdoor Decks at Carnival Cruise Line. Chancellor met the Life Floor team at the World Waterpark Association tradeshow and symposium in 2015, and invited Life Floor and its installation partner, New Look Construction, to visit the *Carnival Magic*, scheduled for dry dock the following February. "We talk about ideal applications at Life Floor, and this was definitely one of them,"

said Keller. Carnival planned to install Life Floor tiles on the deck of its WaterWorks, an exciting, onboard water park complete with slides, spray features and other attractions. Life Floor would be going over the top of an existing resin that had not met expectations.

Life Floor was also able to meet Carnival's design needs, an important consideration for a company that makes brand and onboard experience a top priority. Life Floor tiles would not only look good, they'd also give the area more traction while also providing better cushioning for barefoot traffic and better padding for any inevitable falls. Carnival decided to use the Magic installation as a trial run. The company would see how Life Floor performed on this first ship and, if it was successful, it could add more ships quickly. What Life Floor didn't anticipate was how quickly.

"After six weeks aboard the *Carnival Magic*, Life Floor had already demonstrated significant improvements to guest comfort, safety and overall satisfaction. That's when they invited us onboard *Carnival Sunshine*," said Keller. *Carnival Sunshine* followed *Carnival Magic* in April 2016. These ships were soon joined by *Carnival Fascination* (June 2016), and a meeting at Carnival's corporate headquarters in Miami, Florida.

"Carnival indicated that they wanted Life Floor on all their WaterWorks as soon as possible. They also wanted to try it on a handful of their 'beach effects', which are the areas around the pool. From that point on, it became an ever-evolving challenge to get our tiles on these ships. We realised Carnival knew this product was making their guests safer, and they were serious about rolling it out quickly. It was very exciting."

The WaterWorks on *Carnival Imagination* was fitted in September 2016, followed by *Carnival Ecstasy* (January 2017), *Carnival Sensation* and *Carnival Dream* (both February 2017), *Carnival Glory* (March 2017) and *Carnival Breeze* (April 2017).

"We've spoken to a number of other vendors in the cruise industry, and they're usually shocked to learn how quickly this happened. They ask if our product is on any ships yet, and when we say we've been installed on nine ships in less than 13 months, they think we're joking. We think the partnership is perfect, though," said Life Floor Director of Marketing Gwen Ruehle.

Most importantly, Carnival's guests love the refitted WaterWorks decks. "Safety and brand are both important to Carnival, and Life Floor understands this completely," said Chancellor. "Not only does rolling out Life Floor across multiple ships provide the consistency expected from Carnival, but the tiles improve the safety, image and guest experience of every area where they're installed."

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POOL AUTOMATION

*Bret Jacob**

MAKING A SPLASH WITH BUILDERS AND POOL OWNERS ALIKE

The development of automation has important implications for the pool and spa industry. Let's take a look at the benefits that remote pool management systems can bring to a builder's or technician's business, and to their clients.



Traditionally, maintaining a pool has required a fair amount of personal attention and effort. Maintenance meant grappling with managing a pool's chemistry, filtration and cleaning — tasks that have deterred many would-be pool owners from taking the plunge into pool ownership. But as pool automation has become increasingly more sophisticated, the hassle of operating and maintaining a pool or spa has been all but eliminated. Automation minimises human effort and maximises the time spent enjoying a pool.

Establishing credibility

The benefits of pool automation for the home owner are obvious

— but what about the benefits to pool builders and contractors?

First and foremost, presenting an automation system to a customer during the sales presentation of a mid-to-high-end pool establishes the builder or contractor as credible and tech-savvy. Offering this option benefits the builder, and of course it benefits the customer if they choose to implement an automation system with pool control.

Money talks

Automated pool systems have a wide range of benefits for home owners, which gives pool builders and contractors new selling points. Most importantly, automation systems help home owners



AUTOMATED POOL SYSTEMS HAVE A WIDE RANGE OF BENEFITS FOR HOME OWNERS, WHICH GIVES POOL BUILDERS AND CONTRACTORS NEW SELLING POINTS.

Images courtesy of Core Brands



save money. For example, if they are not running a pool's heat pump around the clock, their energy bill will be lower, much the same way a programmable home thermostat saves money on energy for the house. Various pool systems — heating, filters, lighting — are frequently left on more often than needed. It's very common to crank up a pool heater and then forget to turn it down. Automation systems leave features like heating on only when necessary, therefore saving the home owner money.

Checks and balances

Automated chemical balancers minimise chemical costs by adding chemicals with precision. An automated pool and spa system can

manage chemical balance for home owners. It can report on pH, ORP and salt levels for pools equipped with compatible chemical controllers, making it even easier to care for pool and spa water. Automation also helps to keep swimmers safe by preventing chemical balancing systems from overcorrecting imbalances.

Depending on the platform and accessories installed, many manufacturers allow builders to view historical information on their customers' pool or spa chemistry. These configurations allow builders to receive alerts if the chemistry falls out of balance, which helps them to ensure that their customers understand how to manage their pools or spas properly. This can also help prevent damage to the equipment, pool finish and other accessories — ultimately saving the customer money while avoiding warranty issues.

Problem-solving

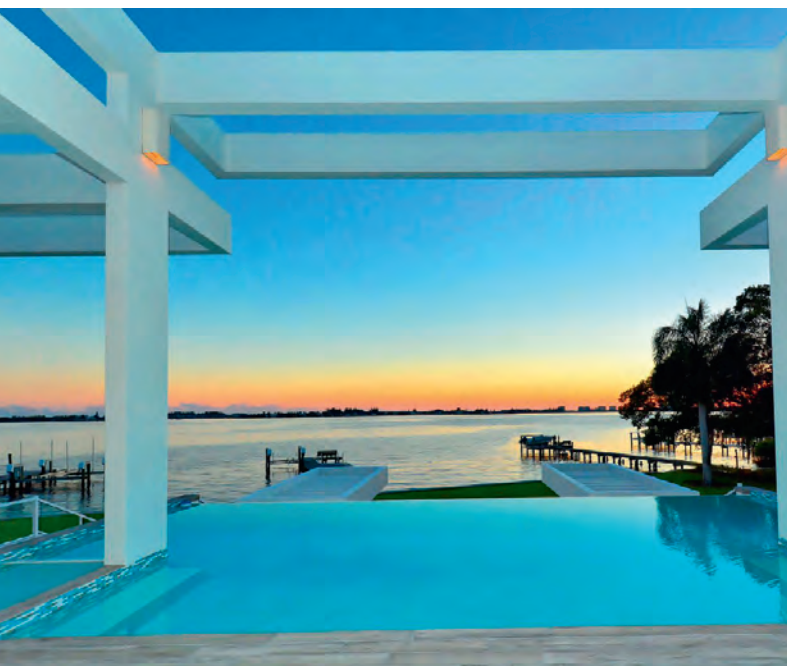
Remote access and automatic reporting make it easier than ever for a pool technician to diagnose a problem — and sometimes even fix it — without having to leave the office. By receiving alarms and remotely monitoring chemistry levels, they can better plan their routes, make sure they have the necessary chemicals and equipment on hand when dispatched and proactively address issues to avoid serious chemical imbalances, saving their customers money on consultation and testing. It's no surprise that an increasing number of home builders and pool companies are making these products standard on all new installations knowing that, down the road, the time and money they save will more than make up for the initial cost.

The pH of pool water can move up and down quite a bit within just a few hours. And pH affects all the other elements of water quality: if the pH drifts too high, the pool's chlorine loses nearly all of its sanitising ability and algae, bacteria and viruses make their way into the pool water and thrive. An automation system provides constant pH control, resulting in a cleaner, safer pool.

Mod cons

Automation offers home owners simple control and convenience. Through an automation system, mobile apps can control the various functions of pools and spas on-premise or remotely via Wi-Fi or smartphone. These apps provide a simple, intuitive interface that enables users to easily and conveniently monitor and control water temperature, pool covers and other pool features.

Aside from being practical, automation can also be fun. Automation can enable the automatic programming of lights, jets, fountains, waterfalls and other features. Home owners can turn on the spa heating remotely from the office so the spa is ready to sink into when they arrive home at the end of the day.



Imagine an automated pool lighting system that mixes and matches combinations of LED lights to create a vibrant spectrum of colours in a pool. These combinations can be automatically sequenced to illuminate and cycle through colours at varying speeds, and in different sequences of colour. It's like having a theme park in the backyard!

In addition to pool control and automation, a decorative fountain, a disappearing waterfall, a Koi fish pond, an irrigation system or an ornamental garden stream in the backyard can all be integrated into an automation system. This can allow the scheduling of decorative water fountains to turn on and off to conserve electricity, the monitoring of pumps used in garden fish ponds to keep aquatic life healthy, the scheduling of irrigation systems to optimise watering and more.

Inside and out

Beyond the backyard, an automation system also helps to manage everything inside the home — from temperature to lighting, blinds, audio/video and media, etc — in a similar manner to what remote pool management provides in the backyard. Home own-



ASIDE FROM BEING PRACTICAL, AUTOMATION CAN ALSO BE FUN.



Images courtesy of Core Brands

ers want to be able to use one interface to control their entire property — from opening their garage doors to engaging security systems, turning on lights and music and firing up the jets in a spa. Fortunately, modern control and automation systems enable control of an entire property.

Advanced technology and remote pool management starts with insight from a technology integrator. Interested builders should consider partnering with an expert who can assist in designing the perfect system for their customers.



**Bret Jacob is the Director of Builder Sales at Core Brands, where he recently celebrated his 15-year anniversary with ELAN. During this time, he has become an industry authority on residential and commercial market smart control technology. ELAN, from Core Brands, develops a line of whole-house entertainment and control solutions distributed through a comprehensive channel of select dealers around the world.*

ELAN Home Systems
www.elanhomesystems.com

Whose job is it anyway?

Spiros Dassakis, Chief Operating Officer, SPASA Australia

We've all heard the story about a job that needed doing and Everybody was sure that Somebody would do it. Anybody could have done it, but Nobody did it. Somebody became frustrated, because it was Everybody's job to do it. Everybody thought Anybody could do it, but Nobody realised that Everybody wouldn't do it. So it ended up that Everybody blamed Somebody when Nobody did what Anybody could or should have done. It's a story that plays out every day in almost every organisation, big and small.

A good leader should always be able to plan for and structure the tasks they expect employees to perform. Any new tasks should be delegated to the most suitable employee as and when they arise.

Sometimes in a project 'team' environment, employees find themselves working alongside their colleagues in a flat structure — ie, no hierarchy. In such environments, there may have been times when you may have heard an employee declare, "That's not my job."

It could be argued that this type of attitude is consistent with someone who just does the minimum and is not a team player. This may be overgeneralising but that's how it may look to your colleagues and managers.

Whilst I understand that everyone has a job to do for which they are responsible and accountable, there are times when we all have to do a little more to support others, even if it's not specifically part of our job description. That's what being part of a team is all about.

The 'that's not my job' mentality is a potential symptom of a deeper problem that can affect a whole team if not fixed quickly. So how can a manager proactively address this mentality?

- Ensure everyone understands this is a team effort.
- Make sure everyone is clear on the final result.
- Allow and guide employees to make choices that support the project's objective.
- As the team leader, make sure that you jump in and help others when you can.
- Make it someone's job if a specific task is not assigned.
- Don't support the blame game.

Good employees understand that their leaders take particular notice when they embrace challenge by taking on new responsibilities, take advantage of chances to improve their skills, volunteer for specific tasks and understand that they are truly mutually benefiting from their employee-employer relationship. That's the kind of employee that companies want to keep and groom for bigger things!



Spiros Dassakis

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PRODUCT PAVILION



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Each rail is crafted with rail-bending technology from marine-grade, 48 mm OD stainless steel with carefully polished weld joints. For installation flexibility, rails and ladders are available in standard or flanged styles.

For added durability as well as a decorative finish, a powder coating can be added to any product. Powder-coat colour options are Pearl White, Stone Beige and Aztec Black. For more information, including where to buy, visit the company's website.

SR Smith

www.srsmith.com/au



ROBOTIC POOL CLEANER

Available from Pentair, the Prowler 920 Robotic Pool Cleaner offers good cleaning for in-ground pools. It gives the pool's walls and floor a deep scrubbing and strong vacuuming action, all the way up to the tile line.

The cleaner comes with separate mesh baskets made for either large or fine debris so that users can customise the filtration level or quickly swap them out as required. To use, it simply needs to be plugged in.

Its scanning software covers the pool's floor and walls via the most efficient route. It automatically navigates around obstacles and quickly returns to its cleaning pattern.

The multidirectional water flow ensures constant grip on all types of vertical surfaces for cleaning along walls and the waterline and enhanced navigation control. The cleaner has programmable daily cleaning schedules and a built-in weekly timer.

Pentair Aquatic Systems

www.pentairpool.com



POOL AUTOMATION SYSTEM

Available from AstralPool, the Viron Connect LITE range is an entry-level and expandable integrated pool automation system that can be easily upgraded to include a full-colour touch-screen controller. The AstralPool internet gateway can then be easily added to enable full control from the ConnectMyPool app.

The automation system offers control of up to four colour-changing LED lights, timer periods for the filtration pump, chlorinator and lighting. It can be expanded to include internet connection for control by the ConnectMyPool app from anywhere in the world.

The system offers automation that integrates with the Viron and eQ chlorination system. It is supplied with a handheld remote control.

Viron Connect LITE+, the advanced version of the range, also includes four timers and 240 V outlets to connect extra devices and give complete control of the pool.

Using the platform's mobile app, users can check that the different pool elements are working properly at all times, receive interesting parameter and control data on chemical product levels and check whether water and energy are being used efficiently.

AstralPool

www.astralpool.com.au

POOL ACCESS HOIST

The Hoist is designed to enable access to a pool with the assistance of a Carer. The hoist rotates a full 360 deg manually and the ascent and descent is controlled by a 24v Winch assembly mounted on the top of the unit.

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PROJECT COMPLETE

AUTOMATION SYSTEM REDUCES BIG POOL'S BIG ENERGY BILLS



Before: The Pooled Energy system was installed, the pool struggled to maintain water balance and could not cope with the leaf load from surrounding trees.



After: The pool is clean, the water is balanced and the running costs have been significantly reduced.

Weighing in at 250,000 L, this huge pool — five times the size of the average residential pool — came with a huge electricity bill. Serviced by two undersized filters, each with its own 1600 W pump, the pool accounted for more than 40% of the entire household's energy consumption.

The original 30 g/h salt chlorinator and pool cleaner were not sufficient for a pool this size and couldn't handle the large leaf load from surrounding trees, forcing the owner to make many trips to the pool shop for supplemental chlorine and acid.

"I was making so many trips that the chemicals started to affect the boot of my car and the wire brushing of the persistent blackspot algae damaged the pool surface," the pool owner said.

In frustration, he shut the pool down for the winter months — an arduous task requiring several intensive days' work and several hundreds of dollars of chemicals to recover the pool each time. This was complicated by the fact that the pool was old and the finish on the walls was delicate and already damaged.

When the environmentally conscious pool owner bought himself a Tesla — a luxury electric car — he decided things needed to change with his pool, too. Not just for the sake of the environment, but also for the sake of his new car boot!

Pooled Energy updated the old equipment with correctly sized filters and salt chlorinators, and changed the plumbing around the filters for better flow. The company then automated the pool by installing its proprietary Intelligent Pool Controller, sensors for water quality chemistry and electricity use, and true variable speed pumps. The pool was also converted to Pooled Energy's proprietary Advanced Water Chemistry.

With the Pooled Energy system, the pool's energy consumption has dropped from approximately 40% of the household's energy use to about 14%. The pool owner says the water is now "genuinely spectacular". Operation is automatic and chemicals and salt only need to be added once a year (or twice if there is a lot of dilution from rain). There is no requirement for top-up chlorine and the pool owner is making large

savings on chemicals. The Intelligent Pool Controller connects via cellular radio or Wi-Fi to Pooled Energy's Network Operating Centre in the cloud. Instead of running dumbly from time clocks and doing the same thing every day, the Intelligent Pool Controller sets the pool to run based on the time of day, time of year, water chemistry, bather load, cost of power, forecasted weather and the technical state of the grid.

The system's true variable speed pumps change their speed as required by operating conditions and the cleanliness of the filter. (Pooled Energy contends that what is commonly known as 'variable speed' in the pool industry should be more correctly termed 'settable speed', as these pumps do not adapt to the requirements of the pool, minute by minute, as Pooled Energy's pumps do.)

An app shows the pool status, allows override control and semiautomates the backwashing. Pooled Energy advises when backwashing is required and when chemicals need replenishing, sending out what is needed by courier once or twice a year.

Backwashing is required only every eight weeks or so and takes just five minutes. The pool owner does still need to clean out the skimmer boxes and the cleaner bag, but otherwise the pool is hands-off between backwashes.

Importantly, the Advanced Water Chemistry has eliminated the need for pool acid, as it does for all but brand new pools with very chemically active surfaces. The pool now operates at its natural pH, the regular green and swampy events are a thing of the past, the water quality is excellent — and the boot of the new Tesla is safe.

The combination of true variable speed and internet optimisation greatly reduces energy use, chemicals, hassle and time, resulting in an automated pool with great water quality, Pooled Energy says.

The owner is delighted with the pool, as well as the electricity savings. "Excellent service. The pool water condition is the best it's ever been," he said.

Pooled Energy
www.pooledenergy.com

PRODUCT PAVILION



ROBOTIC POOL CLEANER

The Hayward SharkVAC Robotic Pool Cleaner is the last cleaner in the Hayward range to have a design refresh, giving the Clean Team range of cleaners a cohesive, modern look.

The affordable robotic cleaner is easy to maintain and offers good energy efficiency. The updated cleaner will be rolled out around Australia during winter 2017.

Hayward Pool Products Australia

www.hayward-pool.com.au

ENTERTAINMENT AND CONTROL SYSTEM

The ELAN Entertainment & Control System, from Core Brands, integrates pool and spa features including climate, lighting, irrigation, filters, security and more, all of which can be controlled with the ELAN app through a simple interface on any device, or through a remote, touchpad, touch screen, iPhone, iPad or PC from virtually anywhere in the world.



The system integrates with Amazon Alexa to enable advanced voice control, as well as with Nest, Lutron, DISH and others, eliminating the need to have multiple apps and control switches for managing the systems of a pool and spa. No matter which control device is used to operate the features, the same consistent interface will display.

Whether your client wishes to add a decorative water fountain or an additional pool cam, the system scales with your client's needs to make future expansions quick and non-disruptive.

However the user chooses to interact with the system, the intuitive interface remembers their preferred actions and will respond accordingly, creating a custom, personalised experience.

The system can react on a customised basis to seasons, time, motion, occupancy, temperature, humidity and other conditions. This means that users can configure certain actions to occur automatically on a regular basis throughout the year.

QualiFi Pty Ltd

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CLARIFYING TABS

BioGuard's Super Clear Clarifying Tabs have been updated to better fit with the company's label design. The individual tablets are packaged in a self-standing pouch that is easy to open and includes updated branding.

The product's counter displays have also been updated. The displays are easy to present and include two in an outer carton. They also have a call to action to prompt owners to take a tablet home, making them suitable for trials and add-on sales.

The updated 12 x 60 g box is suitable for stacking and is eye-catching on the shelf. Each box has a clear inner bag that is sealed to maintain product integrity during transport and stocking.

The 60 g tablets contain the proprietary clarifier Poly A 2000, which aids in the removal of both organic and inorganic wastes. The tablets work by gathering together particles that can cause dull and cloudy water, to make them easy to trap by the filter.

For more information or to purchase the product, call 1800 635 743 (Australia) or 0800 441 662 (New Zealand).

BioGuard

www.bioguard.com.au



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Big decisions

Lindsay McGrath, CEO, SPASA Australia



I speak to a lot of people who are thinking of taking a plunge, be it opening a new business or division, launching a new product, staffing potential growth or changing careers. It's a big decision. How do you know if you're making the right decision?

For major decisions, I like to use a model that was shared recently by author and implementation guru Peter Cook. I have used this principle for most of my adult life when making big decisions.

When you're facing a significant decision or opportunity, put yourself one, three and five years in the future. What year will that be? How old will you be? How long would you have owned your business or been in the role?

Then consider what happens if:

A) You do nothing. What does your life and your business look like tracking in the same direction as the last few years?

B) You give it a go and you're successful. What does that look like?

C) You try but you fail. What happens then?

Here is the fun part. In most cases, option C is not that bad... and generally it's still better than A — better than not having a crack and never finding out. Ask yourself: what could go wrong, and if it does can I get back to my current situation?

A little over a decade ago, my wife and I moved to Adelaide for a new opportunity. With a newborn and our friends and family in Queensland, it was a tough call, but we made the call based on the future. A year ago, we made another big decision — to move from the corporate world to a not-for-profit organisation — based on this same model, looking to the future and accepting the potential risk.

This process allows you to look at any situation in simple terms and forces you to ask: is trying and failing a better option than not trying at all? It doesn't mean you won't choose A, but most people don't do the thought experiment and A is the fallback — they end up doing nothing.

As leaders, when looking at making big calls, I encourage you to at least have the conversation with someone not emotionally connected to the decision. Use a mentor, friend or coach to robustly challenge the options of A, B or C. At the end of the day, it is your call.



Lindsay McGrath

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PROJECT COMPLETE

ENSURING A SMOOTH FINISH FOR FIJI RESORT POOL

There's no good time, really, to close a resort pool. But the pool at the Outrigger Fiji Beach Resort was 16 years old and was in need of some love: the existing finish was breaking down and there was spalling in some areas.

A cost-benefit analysis revealed that it wasn't economically viable to do spot repairs. Given the age of the existing surface, and the size and surface area of the pool, it needed to be completely closed down and emptied.

The resort's management earmarked late January and February — the quietest time of the year — as the best time to undertake the repairs. They also reduced occupancy to 25% so the guests who were in residence could use the adult pool without it getting too overcrowded.

While the resurfacing of the pool took about four weeks, the project actually commenced way back in 2014, with a whole host of factors needing to be planned out in detail first, including budgeting, supplier selection, resurfacing contractor selection, capital expenditure approval, workplace health and safety requirements and work permits. Travel wholesalers and travel agents also needed to be notified that the pool would be closed to guests.

"Research was carried out on different types of surfaces that would be suitable for our resort environment in Fiji. We had to be mindful of the time that would be required to carry out the project and we required a relatively smooth surface that looked great and stood out," said Peter Hopgood, the resort's general manager.

"We also had to be aware of other issues such as the weather, pool balancing and cleaning, maintenance and the ongoing costs associated with these. Having researched different products and then spoken with a number of pool finishers experienced in resort pools, we then carried out reference checks with other resorts."

The contractor selected to carry out the work, Graham Jones from Apex Pool Interiors, had worked extensively with the Blue Glass Pebble Company's products and recommended them to the resort. Resort management travelled to the SPASA show in Melbourne in 2015 to meet with Michael Kettewell from the Blue Glass Pebble Company to discuss their needs.

"Michael was very responsive to any requests and satisfied us that we would get the end result we were after," said Hopgood.

The resort pool is far from small: it has a surface area of approximately 1100 m², a circumference of 220 m and holds 1.3 megalitres of water. In all, the project required 1100 bags of the Blue Glass Pebble Company's premixed glass finish in the 'Noosa' colour, with each bag weighing 20 kg.

"From our perspective, as suppliers of the material, it was a very large order of 'Noosa', which had to be made on a schedule and packed in a way that would survive a sea journey well without going off in the extremely humid environment of a shipping container," said Kettewell.

While it wasn't the first order that the company had shipped overseas, it was the first of this scale. Kettewell said he researched the best



way to transport the materials and also tried to envisage any problems that might arise during the shipping. "Michael ensured the product was shipped to Fiji in plenty of time prior to the project commencing and installed dehumidifiers in the container to minimise any product spoilage as he had taken into account the conditions that would be experienced in shipping and also the high humidity experienced at that time of the year in Fiji," Hopgood said.

"The material was triple-wrapped and I bought 44 x 700 mL moisture absorbers (two for each pallet) which would take a total of 18.5 L of water out of the air in the humid container," Kettewell explained.

"Feedback from contractors was that it worked perfectly and the material was in excellent condition when they used it."

In the end, the project was completed ahead of time — and just as well. Cyclone Winston hit the island the day after the pool was completed. Needless to say, the resort management were very happy with the overall project, from start to finish.

"The pool looks great. We have had plenty of great comments from guests — in particular return guests who had seen and used the pool prior to the resurfacing," said Hopgood.

Blue Glass Pebble Company
www.blueglasspebble.com.au



PROJECT COMPLETE

HORIZONTAL FILTERS HANDLE 1000 VISITORS PER DAY

Having opened four Splash Kingdom water parks in Texas, the park owners knew what to expect when designing their fifth Splash Kingdom in the state: a 1000-person pool party each day. Opening in 2015 in the city of Nacogdoches, the park's management also had a fair idea of what the hot summer of 2016 would bring. Estimates forecast visitor numbers at 60,000 for the season.

The park's engineers provided very clear specifications for the park's filtration system to ensure they maintained a safe, healthy and fun environment for visitors. Not only did the filters need to be able to deal with typical pool water pollutants such as human body oils, dust and food particles, they also needed to be resilient enough to cope with 5000 gallons (18,927 L) of water per minute.

Besides a strict budget, the complex project was constrained by a specific time frame — everything needed to be ready in time for the scheduled opening date. Any delay in installing the filtration system would have a knock-on effect on other trades, preventing the park from opening and costing the owners.

The only outdoor water park to be built in the US in 2015, Splash Kingdom has four pools: Lazy River, Catch Pool, Kids' Area and Activity Pool. Seven horizontal commercial Micron filters from Waterco were specified for the park: the M5000, M4875, M48106 and HRV 36.

Waterco has introduced a hydraulically balanced lateral configuration for its entire range of commercial horizontal fibreglass filters. A conventional lateral system results in uneven fluidisation of the filter media bed. The beginning of the lateral system experiences a strong flow of water, which gradually decreases along the length of the lateral piping. Backwash flow also decreases towards the end of each lateral, resulting in non-uniform lifting of the filter media bed.



This lateral configuration provides a more natural flow of water through the filter, ensuring optimum water filtration and balanced fluidisation of the filter bed during backwashing. Its individual laterals are shortened while maintaining filter media bed coverage to reduce the friction head loss of each lateral and further improve the filter's hydraulic efficiency. This reduces backwash run times, saves valuable water and produces a flatter, more uniform filter media bed after backwashing.

The filters' compact, horizontal design also allows installation with the minimum amount of space wasted. The filters are available with a 500 mm (M) filter media bed and a 1200 mm (MD) filter media bed.

The technology proved the right solution for Splash Kingdom.

Construction of the park commenced on 20 December 2014 and the Waterco filters were installed the week of 14 July 2015. The park opened for business just 16 short days later.

According to General Manager Jared Troutman, the company chose Waterco because it had the right products to meet the needs of the entire park's water filtration requirements, and they were in stock and ready to ship immediately.

Ultimately, the water filter installation project was completed on time and on budget. "Everything happened on time and Waterco fully delivered on what it promised," said Troutman.

"The sizing met our filtration needs and they matched the specified requirements of the aquatic consultant. Waterco has been a good partner and addressed all operational concerns.

"The water clarity is perfect. It was also the most budget-conscious solution. A big plus here!"

Waterco Limited
www.waterco.com.au



VARIABLE SPEED PUMP RANGE

AstralPool has introduced the Viron XT variable speed pump range. The pumps have nine-star energy efficiency, fast primers and overdrive functionality. Two models are available: the P320XT and P520XT.

According to the company, the pumps save up to 85% energy and reduce carbon emissions by up to 90% compared to a conventional single-speed pump.

They are also simpler than previous models, with three separate speeds that are easily controlled with up and down buttons. The pumps' low speeds are reportedly up to 75% quieter than a traditional conventional single-speed pump, enabling them to be run at any time to capitalise on off-peak energy prices without invasive noise.

The pumps will be available in Australia from 1 June 2017.

AstralPool

www.astralpool.com.au



EPOXY GROUT

LATICRETE has added SPECTRALOCK PRO Premium Grout to its product range. It is a patented epoxy grout that offers all the benefits of SPECTRALOCK PRO grout — colour uniformity, durability and ease of installation — but cleans off more easily and offers enhanced performance.

Its non-sag formula caters for vertical installations, and it gives fuller, flusher joints on floors. It is stainproof (residential installations only) to common household cleaners, liquids and other goods. All spills should be cleaned up immediately.

The grout is designed for use on tile, glass tile and stone applications, both residential and commercial. It can be used for both interiors and exteriors, on floors and walls, and is suitable for re-grouting applications. It can be used for swimming pools, fountains and other wet area applications.

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COMPOSITE PLASTIC COMMERCIAL PUMP

Waterco has expanded its Hydrostar Plus series by producing a larger, commercial thermoplastic 12.5 hp model that can deliver 2500 litres of water/min. It has been engineered for aquatic facilities, water parks and large-scale commercial swimming pools.

Seamlessly constructed from an injection-moulded glass-reinforced thermoplastic, the pump is free of the welds, seams and tank linings that can corrode or electrolyse traditional custom-made strainers. It also has a transparent polycarbonate lid, enabling an unobstructed view of its 16 L strainer basket.

Equipped with a 6" flanged inlet port and a 4" flanged outlet port, the pumps in the range possess good mechanical and chemical resistance, enabling them to withstand damage from a range of harsh water treatment chemicals.

Unlike other commercial strainers that require tools or multiple bolts to remove the lid, the pumps' lock rings require no tools. Ergonomically engineered, the lock rings only require a quarter turn to disengage and remove the lid.

The pumps have a UV-stabilised glass-filled polypropylene housing and a heavy-duty IP55 weather-proofed motor with 431 stainless steel shaft, plus an enclosed glass-filled Noryl impeller.

The commercial pump range is available in 7.5, 10.0 and 12.5 hp models. According to the company, the pumps weigh considerably less than their stainless steel counterparts, while still being strong and durable. Easy to ship and install, the pumps' construction reportedly requires no maintenance nor repairs once operational.

Waterco Limited

www.waterco.com.au



THREE-TEST DISC FOR WATER TEST SYSTEM

LaMotte has released the 3-Test Disc for its WaterLink Spin pool and spa water testing system, which gives results within 60 s. The disc cuts this time in half.

With three tests per disc, the same unit can be used three times, compared to the single use of the original discs, significantly reducing the cost per test. Specifically designed for use in public pools, the disc includes the company's patented centrifugal fluidics.

The disc covers only three test parameters, compared to the original disc which covered up to 11. The tests provide results that cover most public pool needs: Free Chlorine, Total Chlorine (Bromine) and pH.

The disc is suitable for use with the most recent version of the company's photometer-based testing, the WaterLink Spin Touch. The system can be used anywhere in the field or in-store, without the need for a computer or mobile device. All the user has to do is fill a reagent disc, place it in the meter, tap 'start' and all tests are done automatically via the touchscreen.

A built-in lithium-ion battery means there's no need for a power connection, meaning tests are unaffected by power or computer outages. The disc has no incomplete blanks as the syringe fills in all blanks. In addition, there are fewer underfills, and users can easily see when enough water has been injected.

(Note that combined chlorine is computed by the WaterLink Spin Touch.)

Vendart Pty Ltd

www.vendart.com.au

PROJECT COMPLETE

FILTER MEDIA DELIVERS CRYSTAL CLEAR WATER FOR HYDROTHERAPY POOL



Founded by the retired English footballer, the Alan Shearer Activity Centre is a specialist recreational, sensory and social centre for people with disabilities, catering to a wide spectrum of need. It is the only short break centre in the north-east of England with its own on-site activity centre, set within acres of beautifully landscaped grounds.

With its hydrotherapy pool having seen better days, the centre's management set about replacing it with a £500,000 state-of-the-art facility that was bigger and better. Taking six months to design, the construction took a further six months to complete.

Twice the size of the original hydrotherapy pool, the new pool offers a mix of fun and relaxation with interactive mood lighting and water and music features. A distinctive full-length window looking out onto the beautiful grounds can be converted to opaque glass with the flick of a switch. The pool boasts an array of features, including a water cannon, air pad and swim jet.

"The new hydrotherapy pool offers all the grandeur of a top quality spa, but it also plays a serious role in providing therapeutic benefits to disabled people of all ages," said Mick Guthrie, MD of Whitewaters Ltd, the pool specialist which handled construction of the new pool.

Whitewaters chose OC-1 filter media to handle the pool's filtration. OC-1 filters the water by settlement rather than the traditional method of entrapment, and harnesses the recent advances in pump technology and variable speed pumps/controllers.

It reduces energy consumption, maintaining constant flow rates even when the media is dirty, so pumps can run at lower speeds. No downtime is required for heating, salt chlorinators or heat pumps going out on low flow. It has a large capacity for debris collection — more than 20 times that of sand or glass.

Using the filter media results in a reduced requirement for backwashing and a more efficient backwash. It reduces water consumption, chemical usage and heating. The lightweight media can even be shipped inside a filter, and it is easy to handle and install. It removes 80% of 10 micron particles on one turnover and even removes particles as small as 1 micron.

"The pool has been running for over a month now and the water clarity is crystal clear. Being extremely lightweight, OC-1 is so much easier than any other filter media to handle and work with. Although it's early days, I am highly impressed with OC-1 and its distinct benefits," said Guthrie.

The pool was awarded a Gold SPATA (Swimming Pool & Allied Trade Association) award for Special Requirement Pool of the Year in 2017.

OC-1 is exclusively distributed in Australia by AstralPool.

AstralPool

www.astralpool.com.au

NON-SLIP AND PUDDLE-FREE

RESIN-BOUND PERMEABLE PAVING FOR POOL SURROUNDS

Mike Dawkins, New Dawn Permeable Paving

If you're choosing which material to use for a pool surround, your first thoughts are probably options that have been on the market for many years: stone pavers, tiles, wood decking or concrete. However, while materials like travertine are popular, they don't drain water very efficiently, which can lead to slip hazards. If safety is one of your top design considerations (as it should be for any project) then permeable paving should be on your list.

Resin-bound aggregate is a new type of permeable paving that's only recently entered the Australian market. It's essentially small pebbles that are bound together with a clear UV-stabilised polyurethane resin and trowelled to a smooth finish. Enough glue is used to bind the rocks, but not enough to block all the gaps between them. This allows water to drain through instantly without having to find the edge of a tile first.

Rapid drainage isn't the only benefit of resin-bound permeable paving. As with exposed aggregate concrete, different coloured stones can be mixed to create a composite that complements other landscaping features, and the stones can be trowelled into



unique shapes and patterns. As opposed to exposed aggregate concrete, resin-bound permeable paving has a smooth surface, which makes it kinder underfoot than exposed aggregates. While smooth to walk on, the pebbles are also non-slip. Wet pendulum testing has certified Pebble Pave as class P5 and meeting Australian Standard AS 4586. In other words, it's proven to be safe for steps and slopes in wet areas.

All paving needs a strong base — and aggregate permeable paving is no different. For a poolside, permeable paving is typically laid on a normal concrete slab. This means that once the water has drained from the surface, it will flow through the paving in the direction the concrete is sloped, towards a drain.

For paths, driveways and other areas away from the pool, a permeable concrete base is typically used instead of a solid base. After the water has filtered through the paving stones, it travels through the concrete base to the soil underneath. This has the added benefit of hydrating the garden and preventing erosion from stormwater run-off.

Permeable paving isn't limited to new pools. The resin used in the paving sticks to almost anything, especially concrete. So existing concrete, tiles and pavers can be resurfaced directly over, eliminating the need for costly demolition work.

Another unique property of the resin binder is its inherent flexibility. This means that the paved area can tolerate normal movement in the ground, allowing large, unbroken paved areas without control joints. By contrast, traditional cement-based paving (concrete, pavers on mortar, etc) requires saw cuts and expansion joints to prevent unsightly hairline cracking.

While the product itself is highly versatile, it's also hard-wearing, requiring little maintenance. The resin binder we use seals the paving on application, preventing water staining. Periodic resealing with the binding resin is recommended every three years for a poolside, which costs around \$5–10/m². Reputable installers will extend the product's warranty if you engage them to do this job.

Permeable paving is a great way to manage drainage — both in fully permeable applications such as water-sensitive urban design-friendly driveways and in puddle-free, non-slip poolside. Using the correct permeable concrete base results in permeable paving that can be tailored to any specification. Most importantly though, we think it looks fantastic!

New Dawn Permeable Paving is an authorised installer of Pebble Pave permeable paving. It is suitable for any application from domestic poolsides to commercial truck-rated pavements. For more information, visit www.newdawnpermeablepaving.com.au.



PROJECT COMPLETE

LANDSCAPE COMPANY DOUBLES ROI AND INCREASES PRODUCTIVITY BY 15%



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Based in Rozelle, New South Wales, Marsupial Landscape Management (Marsupial) was founded more than 25 years ago. Marsupial noticed it had become impossible to prove to customers that staff had turned up to their site. The company sought out Fleetmatics GPS vehicle tracking to support its claims and help eliminate disputes.

"It was hard to prove we were there to do the work. So we got vehicle tracking to show that we did attend the site and prove how long we were there for," said Cameron Tracey, operations manager.

Being able to see the entire fleet via the system's live map helps give Marsupial managers peace of mind.

"We've got a lot of guys who start and finish from home. Fleetmatics helps with the safety aspect, so at least we know they get home okay. If there is a problem, we can quickly see their location and send some help," said Tracey.

GPS vehicle tracking helps Marsupial win more government tenders. The company can ease customer concerns about employees not turning up to site, with data from the system supporting claims.

"Vehicle tracking is definitely a value add-on to our tender submissions. We actually provide our customers with a link to Fleetmatics REVEAL. If they have any concerns we can show them that yes, we were there at this time. We have found that to be a real benefit," said Tracey.

Fleet tracking helps Marsupial Landscape Management become more efficient. Furthermore, the company can now be more competitive with pricing and earn more revenue because of its insight into labour costs.

"Our highest cost is labour. Fleetmatics helps us understand how long jobs take, so we can be more competitive with our pricing," Tracey said.

Productivity has increased too. Marsupial uses the system to help verify employee start and finish times.

"With the guys working by themselves, we have found they may get a little 'liberal' with their time sheets. Fleetmatics helps to know whether the guys are telling the truth with hours or not. So productivity has increased because of that," Tracey said.

Since the implementation of Fleetmatics REVEAL, Marsupial Landscape Management has not only strengthened its tender submissions to prospective customers but also increased productivity by 15%.

"We saw a return on investment from productivity straight away! We've probably increased productivity by an extra 15%. We're definitely doubling return on investment," said Tracey.

Fleetmatics
www.fleetmatics.com.au



CLADDING BOARDS

Futurewood's EnviroSlat Cladding Boards can be used for decorating as well as weatherproofing, both for interior and exterior applications. They require very little maintenance compared to timber and are made from environmentally friendly material which won't rot, cup or crack.

The product range is made from recycled and reclaimed materials. It does not require oiling, staining or painting, and is quick and easy to install.

The decorative cladding is stocked in a range of sizes including: 30 x 40 mm, 60 x 40 mm and 70 x 15 mm in a standard 5.4 m length and a range of colours. Other sizes include 90 x 40 mm, 140 x 35 mm and

184 x 24 mm that are made to order. Weatherproof concealed fix cladding comes in a 156 x 21 mm profile with a 135 mm cover and is made to order in multiple lengths.

Stock products are typically available in five colours: Chocolate, Mahogany, Saltbush, Slate Grey and Walnut. Custom-made cladding is available in multiple colours and finishes, and is subject to a minimum order quantity and lead time.

Futurewood

www.futurewood.com.au

100% PLATINUM MOSAIC TILES

Created for use in and around water, Bisazza's Platino mosaic tiles are made of 100% platinum. They are an alternative to the company's white gold product but are resistant to oxidation.

Due to their 100% platinum composition, the tiles can be trimmed or cut to size and still remain impervious to the effects of water. The purity of their composition also gives them a uniform colour.

The mosaic is available in the Bisazza BIS version, with a small bevel (the 'wall' configuration), in 20 x 20 mm and 10 x 10 mm sizes with a choice of smooth or undulating surface texture.

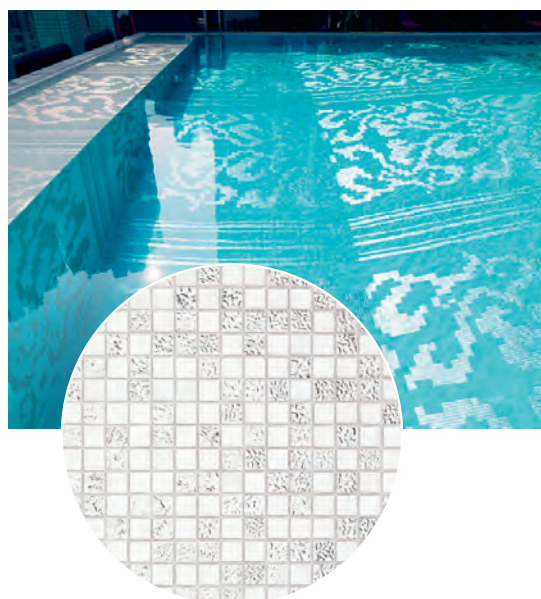
The mosaic tiles are presented with a certificate of authenticity that validates their composition and provides a guarantee for their use in water.

Platino can be specified as a replacement for Oro Bis Bianco (white gold) in any of the company's blends, shading blends or decorations, as well as personalised designs, for areas where mosaic designs come into contact with water or are completely immersed.

In swimming pools, showers and humid environments such as saunas, the tiles will completely prevent oxidation, the company says.

Bisazza Australia

www.bisazza.com



FILTRATION MEDIA

Exclusively distributed in Australia by AstralPool, OC-1 Filtration Media works through settlement, as opposed to the traditional method of entrapment, maximising the benefits of variable speed pumps.

By replacing commonly used media such as sand and glass with this filtration media, it is reportedly possible to reduce head loss in the filtration system. It is also possible to filter with a constant flow (regardless of debris entrapment) and reduce running costs while still filtering to the equivalent standard, as it can be used with a smaller pump or a variable speed pump or controller.

The filter media is supplied in 50 L bags that each weigh approximately 9 kg and have the equivalent volume of three 25 kg bags of sand.

The filtration media conforms to European and British standards and is recyclable at the end of its life. It has been independently tested by Cranfield University in the UK and IFTS in France.

AstralPool

www.astralpool.com.au



Coming Events



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June

What: Asian Attractions Expo 2017
When: 13 to 16 June
Where: Singapore
Website: www.iaapa.org/expos/iaapa-attractions-expo/home

What: 2017 Aquatics & Recreation
Victoria Industry Awards
When: 16 June
Where: Melbourne
Website: www.aquaticsandrecreation.org.au/Events/427/Overview.html

What: 53rd Annual ARI Conference
When: 18 to 20 June
Where: Hunter Valley
Website: www.arinsw.com.au/conference

July

What: National Sports Convention 2017
When: 19 to 21 July
Where: Melbourne
Website: www.nationalsportsconvention.com.au

What: SPASA Victoria Awards of
Excellence
When: 29 July
Where: Melbourne
Website: www.spasavic.com.au

August

What: SPASA Winter 2017 Spa & Pool
Show
When: 12 to 13 August
Where: Melbourne Convention and
Exhibition Centre
Website: www.spasashow.com.au

What: Australian Swim Schools
Association (ASSA) Conference
When: 21 to 23 August
Where: Darwin
Website: www.australianswimschools.org.au

What: SPASA Australia Leadership
Convention
When: 31 August
Where: Jones Bay Wharf, Sydney
Website: www.spasa.com.au

What: SPASA Australia National Awards
of Excellence
When: 31 August
Where: Sydney
Website: www.spasa.com.au

September

What: Euro Attractions Show
When: 24 to 28 September
Where: Berlin, Germany
Website: www.iaapa.org/expos/euro-attractions-show/home

October

What: Piscina BCN
When: 17 to 20 October
Where: Barcelona, Spain
Website: www.piscinawellness.com

What: 14th Annual World Aquatic Health
Conference
When: 18 to 20 October
Where: Denver, Colorado
Website: www.thewahc.org

November

What: 2017 International Pool|Spa|Patio
Expo
When: 1 to 3 November
Where: Orlando, Florida
Website: www.poolspapatio.com

What: FSB 2017
When: 7 to 10 November
Where: Cologne, Germany
Website: www.fsb-cologne.com

What: IAKS (International Association for
Sports and Leisure Facilities) Congress
When: 7 to 10 November
Where: Cologne, Germany
Website: www.iaks.org/en/congress/current-congress

What: Aquanale
When: 7 to 10 November
Where: Cologne, Germany
Website: www.aquanale.com

January 2018

What: Spatex 2018
When: 30 January to 1 February
Where: Coventry, UK
Website: www.spatex.co.uk

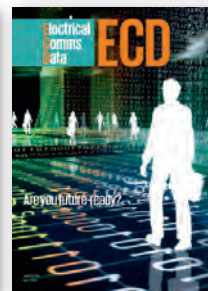
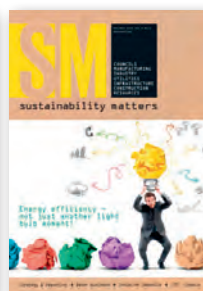
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to industry and business professionals



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