

# SPLASH!

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October/November 2010

## Great glass FENCING

Plus revised safety requirements

## GOLD COAST REVIEW

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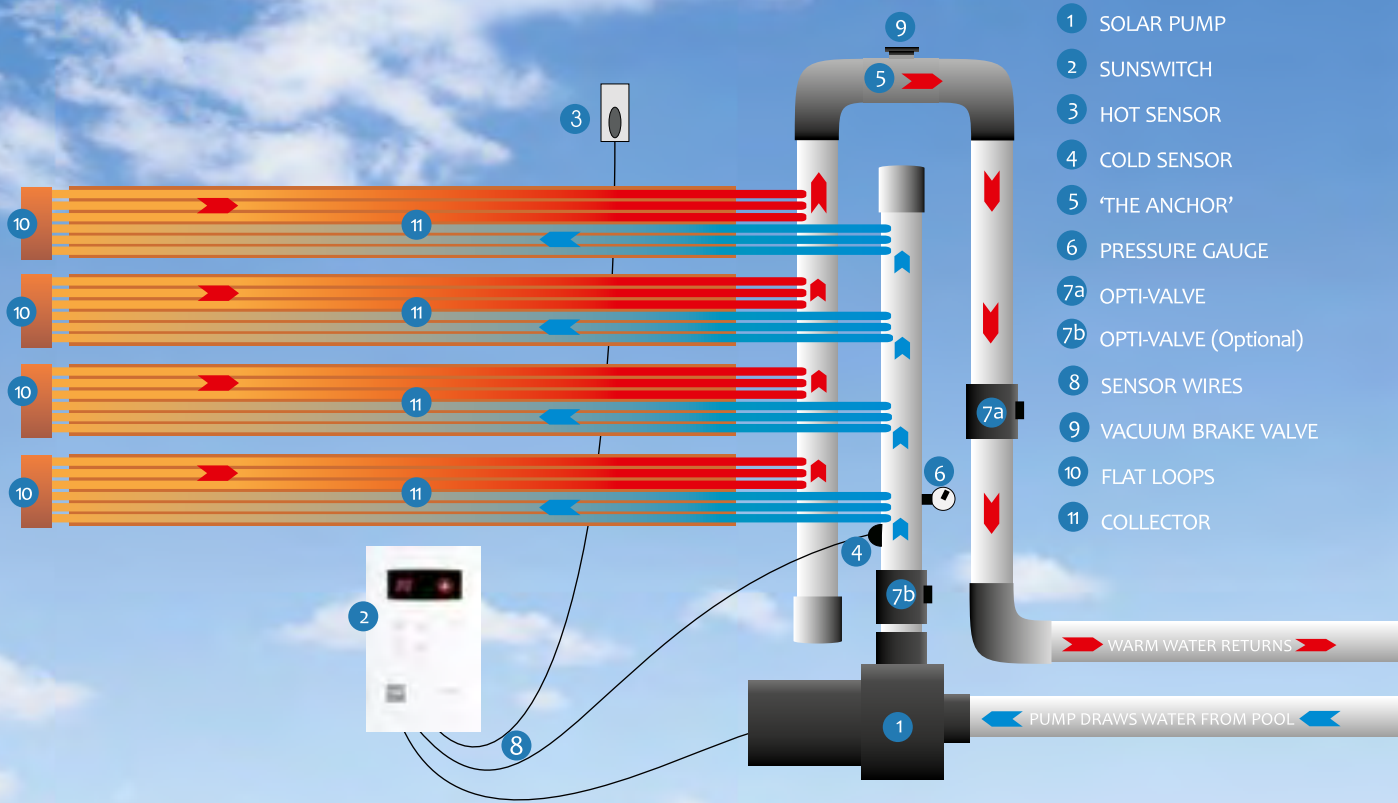
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# SPLASH!

Swimming Pool Lifestyle And Spa Hi-tech

**Published by**

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 Average Net Distribution Per Issue, 4,367  
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## Welcome to SPLASH!



As we put this issue to bed, Sydney is celebrating the tenth anniversary of the 2000 Olympic Games. How time flies (and it seems to fly faster as the years progress).

It was an exciting time back then – and SOPAC was buzzing with euphoria as Thorpie and the boys and Susie and the girls tore through the water and made us all proud. One of the most exciting things was being able to meet so many people from around the world, and one of the most surprising was how quiet Sydney traffic was.

It was like Christmas Day as you had free rein to drive unimpeded, thanks to half the city going overseas on holidays (ironically, to avoid the supposed crush).

And then the slightly parochial waiting for Juan Antonio Samaranch to utter the words: "The best Olympics ever!" Once he said that we at once felt great pride, but also knew it was going to be a tough act to follow.

Now, it may be a bit of a long stretch to compare SPLASH! on the Gold Coast with the Sydney Olympics, but some of that feeling was reprised after the most recent event. Everyone was saying it was the best pool and spa trade show ever held in Australia. Now, that's going to be tough to follow. But don't worry – everyone as SPLASH! will give it a red hot go.

There's a complete rundown on the show and awards, starting on page 28. If you were at the show, I hope you enjoyed it. If you weren't, I hope you enjoy the review and look forward to seeing you at one of the upcoming SPLASH! events in 2011 – in Singapore and Wellington.

**Chris Maher**  
 Editor  
 chrismaher@intermedia.com.au



## This issue's cover

The cover shows A Total Concept designed pool, featuring a frameless glass pool fence. There is more on pool fencing and Standards on page 48. The inset shot shows kids enjoying an inflatable device in Europe, where operators and manufacturers must abide by strict regulations. There is more on inflatables and Standards on page 80.



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Davey CEO Carsten Andersen and AMAG CEO Ian Harrison

## Davey boasts its Aussie credentials

DAVEY Water Products has been an Australian manufacturer of pumping and water solutions for more than seventy five years.

Now, everyone will be able to associate Davey with its Australian heritage, thanks to the use of Australian Made logos on its products as part of Davey's induction into the Australian Made Australian Grown (AMAG) industry support program.

More than seventy percent of the Davey product range is locally manufactured at the company's Melbourne facilities. Davey's General Manager Marketing Colin Nash says Davey is proud to manufacture many of its products in Australia and undertakes all its product research and development locally.

"Davey sees Made in Australia as a clear signal of its manufacturing excellence, quality control and environmental standards," says Nash. "Davey is a lean manufacturer and has recently achieved the key environmental standard ISO14001 for its Melbourne manufacturing centre.

"We employ over 200 people directly at our Scoresby manufacturing centre and also support significant local parts

## AEE takes over Brisbane consumer show

SPASA Queensland will no longer be co-ordinating the Brisbane Consumer Expo, but has handed the reins to Australasian Exhibitions & Events (AEE) who handled the 2010 event and the Melbourne and Sydney shows. AEE will hold a Pool, Spa & Outdoor Living Expo at the RNA Showgrounds in Brisbane on May 21 and 22, 2011. For more information call (03) 9676 2133.

and components suppliers. Local patents include the RainBank rain water system and the Silensor pool pump."

## Be careful of special offers

NSW Fair Trading is currently investigating promotions and special offers from swimming pool vendors and builders in NSW.

The investigations will include offers and promotions in newspapers, magazines, radio, television, signs, websites and brochures.

Under the Fair Trading Act 1987: "A person who, in trade or commerce, publishes or caused to be published a statement promoting, or apparently intended to promote, the supply of goods may be required to provide the Director-General with proof of any claim or representation (express or implied) made in the statement."

Builders and vendors should consider the following points when launching a promotion or special offer:

1. What research has been done into the amount of stock or resources needed for the promotion or special offer?
2. Can the business demonstrate that

the offer was made in good faith with reasonable stock to last the length of the promotion or special offer?

3. It is essential that a start and end date be provided with any promotion or special offer.
4. Wording in the advertisement should be clear and accurate.
5. It is important that you have the ability to supply the goods and/or services during the entire promotion or special offer period.
6. Ensure that you have evidence of the value of each item or service before and after the promotional or special offer period.
7. Make sure you specify any conditions or limits to the promotion or special offer.

## Jadan looks to new manufacturer

AQUATIC Leisure Technologies (ALT), the owner of the Jadan Spas brand, is currently in negotiations with major spa manufacturers to secure a new manufacturing arm of their spa business. Jadan Spas are marketed both in Australia and overseas.

Since the recent demise of the Maax Spa Australia manufacturing business, Jadan Spas has had to look elsewhere to produce their range of spas.

ALT Executive Director, Ben Beale, says that Maax Spa's manufacturing business being forced into receivership has allowed ALT to move quickly to negotiate with other manufacturers.

"To date, our discussions have been very positive and our aim is to continue to provide first class spas under our very strong Jadan Spas brand," he says. "We have recently introduced new models to the range and to date these spas are proving very popular, so it's important for this manufacturing change to be seamless."

Jadan Spas, apart from selling the Jadan range, are also the sole distributors for American imported LA Spas and Sundance Spas in Western Australia.

## Profit jump for Waterco

**REDUCTION** of losses in North America and steady trading in Australasia saw Waterco post a \$3.7m after tax net profit, up 63 per cent on the previous financial year.

Australasian sales growth only accounted for a one per cent increase, but further profitability was achieved through restructuring and better foreign exchange management.

Earnings Before Interest and Tax (EBIT) of \$6.62 million before unrealised foreign exchange adjustments and goodwill impairment for the year compares favourably with \$5.11m reported the previous period.

"This is a good result for a difficult trading year, with current uncertainties globally, particularly in Europe and a mild recovery in the USA," says Waterco CEO, Soon Sinn Goh. "While forecasts were met, results were hampered and would have been significantly better under normal trading conditions.

"While revenue was generally flat, margins were retained and strengthened in some areas from the elimination of products with poor profitability," says Goh. "We are positive that there will be more improvement ahead, particularly in North America."

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## Mandatory reporting of dangerous products

AUSTRALIAN businesses must begin preparing now for new mandatory product safety reporting requirements that take effect from 1 January 2011, Australian Competition and Consumer Commission (ACCC) deputy chair Peter Kell has warned.

“From January 1, 2011 businesses will be required to notify the ACCC when they become aware that a product they have supplied has caused, or may have caused, serious injury, illness or death,” he says.

“The mandatory reporting requirement means businesses need processes to track and take action on consumer complaints promptly. The reporting requirement was introduced to enable potential product safety hazards to be identified more readily, enabling a more rapid and targeted response to emerging safety issues.

“Suppliers will have to notify the ACCC within two days of learning that a consumer good or product-related service they have supplied has caused, or may cause, serious injury, illness or death.

“To help suppliers prepare, the ACCC has issued draft guidelines on the new requirement for comment. In addition, the ACCC will engage directly with suppliers and supplier intermediaries at a number of forums to be held later in the year.”

Information on the mandatory reporting requirements is available at [www.productsafety.gov.au/mandatory-reporting](http://www.productsafety.gov.au/mandatory-reporting) or can be accessed via a Quick Link at [www.splashmagazine.com.au](http://www.splashmagazine.com.au).



## Wide Bay gets accredited

JAMIE Austin and Colin Douglas have been accredited in the NSPI Domestic/Commercial Pool Water Servicing Accredited Specialist course.

Austin has worked for Wide Bay Pool and Spa for nine years and prior to that had two years pool maintenance experience in the Whitsundays. Douglas has worked for the business for six years.

“The guys are both happy that their years of experience have now been recognised with this accreditation,” says Wide Bay co-owner Marion Gruber.

Having staff undertake recognition of prior learning (RPL) gives them the opportunity to review all the hard yards they’ve put into developing their careers, and see just what they have achieved.”

It also gives Wide Bay Pool and Spa a marketing edge, as all Accredited Specialists are listed on NSPI’s website Accredited Specialist Register, which gives clients another way to find and compare companies in their area. Companies who employ Accredited Specialists can also use the Accredited Specialist logo on their marketing materials.

## SPRAA accepted to skills council

THE Swimming Pool Retailers Association of Australia (SPRAA) has been accepted as a member of the Construction and Property Services Industry Skills Council (CPSISC).

CPSISC is one of 11 Australian industry skills councils established to bring together industry, educators and governments to take united action on skills development and workforce development.

Members of CPSISC include the Real Estate Institute of Australia (REIA), Associ-

ation of Professional Engineers, Scientists & Managers Australia (APESMA) and the Australian Institute of Business Brokers.

SPRAA President, Peter Barr, says that membership of CPSISC puts them on the right path towards developing an apprenticeship scheme and providing a career pathway for young people entering the aftermarket pool and spa retail industry.

“Our aim now is to enlist the support of CPSISC to obtain formal recognition of the skills required to work in our industry and the development of a training package,” he says.

“A training package is a set of nationally endorsed standards and qualifications for recognising and assessing people’s skills. If we can obtain a training package then it will significantly enhance the reputation of the industry and support the industry to maintain and improve professional standards.”

## IQ picks up PoolWerx awards

At the recent PoolWerx annual convention International Quadratics (IQ) scooped the prize pool. Chris Smith took out Representative of the Year Award, while IQ also picked up the gong for Supplier of the Year.

David Lloyd, Managing Director of IQ says he is particularly pleased to win these awards, as they are voted on by franchisees. “They are our end customers,” he says. “So it really was an honour for our company and all our employees to be recognised in this manner.”



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## Around the Globe



### MAGNAPOOL'S FRENCH VILLA

**POOLRITE** has established a European headquarters in France for its MagnaPool business. The headquarters has been set up in an impressive 14th century villa at Serezin de la Tour, just outside French pool industry centre, Lyon. It includes sophisticated testing facilities. Photo shows Marc Lucian, Europe Manager, Dan Kwaczynski, Ross Palmer and Pascal Fleutelot who is handling the French market.

### FROM NEW SOUTH WALES TO SOUTH WALES

**LO-CHLOR UK** has opened production facilities in South Wales, UK.

Paul Simons, Managing Director of Lo-Chlor Chemicals Australia, says that they needed to look at replicating the very successful Australian business model in the UK with a suitable partner. "Initiating a dedicated facility and the ability to work with a trusted partner in sharing the same common goals has taken time, but we are now making great progress," he says.

Lo-Chlor UK is a joint venture between Total Water Products and Lo-Chlor Chemicals Australia.

### FLUIDRA RISES ON BACK OF EURO IMPROVEMENT

**FLUIDRA**, international parent company of AstralPool, issued results for the first half of 2010, showing a boost in sales on the back of a strong recovery of residential pools, water treatment and irrigation to reach 335.5 million euros accrued to June. This shows a 4.9 per cent increase compared with the same period in the previous year.

The Asia and Australia market showed an upward trend with an accrued growth to June of more than 20 per cent. Also

of interest is an 8.5 per cent increase in Spanish sales, which amongst other factors was buoyed by strong recurring sales in private pools and strong growth in commercial pools.

### US PUMPS FOR STARS

**FOLLOWING** Australia's adoption of energy star ratings for pool pumps, the US Environmental Protection Agency (EPA) has flagged pool pumps as one of several consumer items being considered for the energy star treatment.

### INDIA GETS POOL MAG

**THE** Indian swimming pool industry's rise has been given another boost with the launch of a swimming pool title, Waves. There is great potential on the subcontinent, with up to an estimated 300 million people in the new middle class.

Waves is published by Media One Group, an Indo-American joint venture. The magazine will publish six issues per year and is ostensibly a B2B publication targeting architects, designers and builders, but is also hoping to attract a secondary consumer readership.

### FREE UK SWIMMING GOES WITH COALITION

**THE** new coalition government in the UK has axed the much discussed free swimming program for under-16s and over-60s.

According to the government, although 18 million free swims were taken up in the first year, many of those who took part would have done so anyway, even if they had had to pay. Ending the scheme early will save \$AU68 million of its total \$AU236 million cost.

### US POOL BUILDER ON TRIAL FOR MANSLAUGHTER

**THE** date has been set for the trial of David Lionetti, owner of Shoreline Pools, who was charged with second-degree manslaughter after the drowning of a six-year old boy in one of Shoreline's pools. The boy died in an entrapment incident after being caught by a single-suction outlet. Lionetti is pleading not guilty. The trial will start on October 5.

### US RETAIL GIANT FOR SALE

**LESLIE'S** Poolmart, the biggest pool and spa retailer in the US, is for sale for

a reported \$US1 billion. Leslie's operates 640 stores across 35 States. In the most recent financial year, the company posted \$US510 million in sales, generating about \$110 million in net earnings. However, the company has been reported as holding \$250 million in debt.

### DIGGING UP THE PAST

A pool builder in Tennessee has found a dinosaur while installing a drain line for a new swimming pool. Dave Mason from Affordable Pool Contractors dug into the dirt and heard a crack. Upon inspection he found a dinosaur tooth, and then the rest of the fossil three metres below the ground.

The fossilised remains, which may be as old as two-million years, have been donated to the local Memphis Pink Palace Museum. Mason, who is new to the State of Tennessee, said that he grew up in New Jersey, where digging for a swimming pool you might find a body, but not a prehistoric animal.

### DOG WATER PARK OPENS IN IDAHO

**THE** first water park strictly for dogs has opened in the US resort town of La Tuna Canyon, Idaho. Paradise Ranch Pet Resort opened at the Bora Bora Club, where dogs can dive off a dock, frolic under a cascading waterfall and play beneath water geysers. They can also take surfboard and boogie board lessons and jump off diving boards.

For a mere \$US49 per night, dogs of some celebrities have already enjoyed the facilities, including pooches belonging to Nicole Richie, Rihanna and Shaquille O'Neal.

### JESUS TO THE RESCUE

A New Hampshire, USA, water park was suffering low patronage and needed a miracle to keep operating. Then, as Kevin Dumont, owner of the Liquid Planet Water Park in Candia, unfurled his new life-guard flag – the desired miracle arrived. There in the material was the face of Jesus. Dumont says that since the flag was opened, there have been a string of perfect days and business is up 200 percent.

The Catholic Church is sending Father Volney DeRosia to visit the park to determine if the image is a miracle, or could have been intentionally fabricated.



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[info@poolwaterproducts.com.au](mailto:info@poolwaterproducts.com.au)

## The SPLASH! DVD Library



### WELCOME

AS readers know, SPLASH! regularly reviews books of interest to the industry. These may be included for work, business or simply because many people involved in the wet industry also like swimming in general.

Now, we'll also be reviewing films that include an element of swimming, pools or spas.

The first one is *Welcome*, recently out of France. This film has won a swag of awards in its home country, and has been well received on the film festival circuit, including at the Australian festivals.

Written and directed by Philippe Lioret, *Welcome* is the story of Calais swim teacher Simon who helps refugee Bilal learn how to swim, so he can cross the Channel and save his girlfriend from a loveless marriage of convenience.

The acting is first class, featuring the classic French style of showing the emotions of the characters through expression and action, rather than words. The swimming scenes are very tense and realistic, particular once he hits the ocean.

As well as the human emotion of the story, there is a political thread running through the story adding to the drama: in France, anyone helping a refugee can face imprisonment under new severe laws.

Copies of the DVD can be bought directly from Madman at [www.madman.com.au](http://www.madman.com.au).

### Win a copy of *Welcome*

SPLASH! has a copy of *Welcome* to give away, thanks to Madman Entertainment. Details will be in the next eNews. To be in with a chance, make sure you are subscribing to the free newsletter. Simply go to [www.splashmagazine.com.au](http://www.splashmagazine.com.au) and click on the Subscribe to Free eNews button.



## Industry calendar

### FUTURE INDUSTRY DATES TO KEEP IN MIND

#### 2010

- Oct 2-17 Rescue 2010, Alexandria, Egypt
- Oct 6-8 World Aquatic Health Conference, Colorado Springs, USA
- Oct 10 Piscina, Santarem, Portugal
- Oct 13 Interbad, Stuttgart, Germany
- Oct 15 FSB Fair for Amenity Areas, Sports & Pool Facilities, Amsterdam
- Oct 25-27 Ibero-American Conference, Sao Paulo, Brazil
- Nov 3-5 IPSPE, Las Vegas, USA
- Nov 3-5 DesignBUILD Commercial, Perth
- Nov 10 SPASA Victoria AGM
- Nov 14 SPASA NSW Xmas picnic
- Nov 15-19 IAAPA Attractions Expo, Orlando USA
- Nov 16-19 Piscine, Aqualie and Wellgreen, Lyon, France
- Nov 19 SPASA WA Sundowner
- Nov 26 SPASA Queensland general meeting and Xmas function
- Dec 7-9 Canadian Pool and Spa Experience, Toronto
- Dec 15-19 FINA Shortcourse World Swimming Championships, Dubai, UAE

#### 2011

- Feb 5-7 Spatex, Brighton, UK
- Feb 24-26 Forum Piscine, Bologna, Italy
- Apr 14-15 Landscape Expo, Brisbane
- May 4-5 **SPLASH! Asia, Raffles City Convention Centre, Singapore**
- May 11-13 DesignBUILD, Sydney
- May 21-22 Brisbane Consumer Spa & Outdoor Living Expo, RNA Showgrounds
- Aug 17-18 **SPLASH! New Zealand, Wellington Town Hall**
- Oct 18-21 Piscina International Swimming Pool Show, Barcelona
- Oct 26-29 Aquanale, Cologne, Germany

More details and dates are available at [www.splashmagazine.com.au](http://www.splashmagazine.com.au).

These dates are subject to change and should be checked with the relevant organisation. Please send calendar submissions to [chrismaher@intermedia.com.au](mailto:chrismaher@intermedia.com.au)

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# Healthy winter proves promising

## DA FIGURES FOR THE WINTER MONTHS OF JUNE AND JULY SHOW A MARKED JUMP.

POOL DA numbers for the Year-to-July showed a one percent increase over the same period last year. However, comparing June and July with the same period last year showed a dramatic increase in DA numbers.

Three states showed improvement over the Year-to-July figures: New South Wales (18 per cent), Victoria (14 per cent) and South Australia (11 per cent), while Queensland (-15 per cent) and Western Australia (-10 per cent) showed declines.

Taking the two months only into consideration, there was a 27 per cent increase over the same period last year. The biggest increase was for New South Wales (175 per cent), while Queensland had a 27 per cent increase and South Australia a nine per cent increase. Other States held steady.

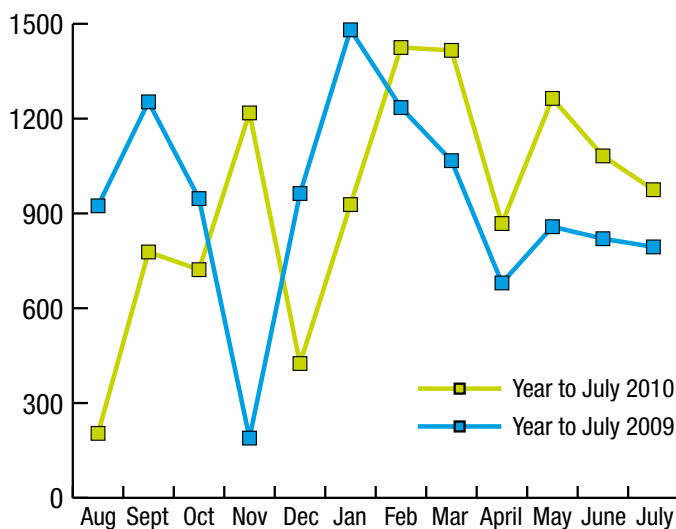
It should be taken into consideration that comparisons of DA numbers against insurance scheme numbers indicate that some figures could be considerably higher.

Additionally, these figures would exclude most renovations, pool projects that are included as part of a new home, or smaller projects under the cost threshold –these projects are estimated to be an additional 30 per cent, meaning total pools actually built could be considerably higher than the quoted DA figures.

However, while these quoted figures may miss some swimming pools, spas and renovations, they do give an indication of how the market is trending.

For further information and more complete reports, contact Magdalene Miller from Cordell Information on 1800 80 60 60.

Comparison of Australian pool approvals Year-to-July 2010 with Year-to-July 2009



Pool Approvals by State Year-to- July 2010 and Year-to- July 2009



## Western Melbourne new growth king

THE western edge of Melbourne has become the fastest growing region in Australia, according to new research.

KPMG demographer Bernard Salt said the municipalities of Wyndham and Melton added 18,000 new residents over the past 12 months to June 2009. The area has overtaken the Gold Coast by 1000 residents to become Australia's fastest growing region.

Mr Salt said the finding had come as a surprise to KPMG researchers.

"This extraordinary growth in Melbourne's West has come out of the blue," he said.

"Just ten years earlier this region was attracting approximately 4000 new residents per year, but is now attracting more people than the Gold Coast."

Mr Salt said Melbourne was "rebalancing to the West" due to housing affordability.

"There are new house and land packages on the market in Werribee for less than \$280,000, compared to Melton South where packages start at around \$260,000."

The research also found that over the next decade the Western edge was projected to add 175,000 residents and 82,000 dwellings.

## National dwelling approvals rise in July

ABS Building Approvals show that the total number of dwellings approved rose in July 2010 following falls in the previous three months in seasonally adjusted terms.

According to the ABS, New South Wales (9.7%), Victoria (12.1%), South Australia (8.3%) and Tasmania (4.4%) recorded more dwelling approvals this month, while Queensland (-18.3%) and Western Australia (-4.9%) recorded less dwelling approvals in seasonally adjusted terms.

Private sector houses approved fell 0.1% due to falls in New South Wales (-5.3%) and Western Australia (-14.4%). Victoria (6.9%), Queensland (3.2%) and South Australia (4.8%) all rose.

The value of total building approved fell -1.3% in July in seasonally adjusted terms. The value of total residential building rose by 6.6% while non-residential building fell by 15.8%.

Further information is available in Building Approvals, Australia (cat no. 8731.0) on the ABS website.

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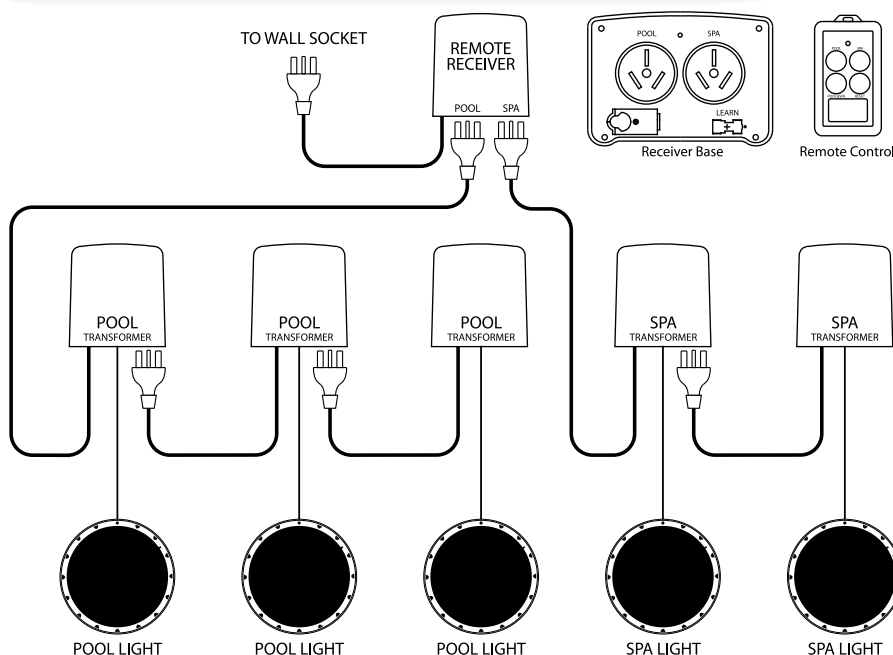
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Example Connection Diagram showing multiple light connection

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# Industry moves



## POOL RANGER MOVES TO WARRIEWOOD

POOL Ranger has recently moved its business from a warehouse in Brookvale to larger premises in Warriewood on the northern beaches of Sydney.

Pool Ranger has always been headquartered in northern Sydney ever since John Griffin started the company in a 50sqm space in a Manly Vale self-storage warehouse. As the company grew over the first few years, Michael Griffin, John's son, joined the company first as a salesman, and in recent times as general manager. He is also a director and a shareholder in the company.

The company's sales effort was originally confined to the NSW market. However, as the product range has grown, distribution has been established throughout the main cities of Australia.

Over the years the company has also become involved in the sales and distribution of products supplied by major organisations in the pool industry such as Pentair, Davey, Spa Electrics and Zodiac.

The new address is 4/1 Prosperity Parade, Warriewood NSW 2102. Phone: (02) 9979 3490; toll free: 1300 731 905. For further details contact Michael Griffin on 0414 542 486 or at the office.

## NEW PEOPLE AND POPPITS AT BIOGUARD

BIOGUARD recently made some key appointments.

The company's IT resources have been bolstered with the addition of Shawn Webster as IT Systems Support Engineer. While studying at the Saskatchewan University in Canada, he earned a highly sought-after internship with IBM where he further developed his knowledge of software engineering.

BioGuard has also appointed a new

Business Development Manager for South Australia and Western Victoria. Former customer service advisor, Hannah Eakin takes on the role and brings



Shawn Webster



Hannah Eakin



Della Wilson

with her an extensive knowledge of BioGuard products and services.

The company has also boosted the resources of its Customer Care team with the addition of Della Wilson as Customer Care Manager. Wilson brings with her extensive experience in administration and customer service.

BioGuard recently reinvigorated its Business Development team with some new faces and a reallocation of territories. The team is headed by Julian Quinn as National Sales Manager & Poolside Manager. BioGuard will soon appoint a new head-office-based Business Development Manager to support the field team and the retail network.

Meanwhile, BioGuard has been appointed Australian distributor for the Poppits brand of spa chemicals. The announcement follows the company recently being appointed as New Zealand distributor.

Poppits brand spa chemicals were made available through BioGuard from August 2010. Customers looking for support with Poppits products should call their local BioGuard Business Development Manager.

## THREE SAD PASSINGS

GEOFF MacDonald, former owner of Kellyville Pool Shop and longstanding member of the New South Wales industry passed away in August. In South Australia, long term industry member and former president Terry Scott passed away. In Queensland, Danielle Slowiak, daughter of industry member Frank Slowiak, passed away after a long struggle with illness. She was 22 years. Sincere condolences to all friends and family.

## NEW SA APPOINTMENTS

SPASA South Australia has two new people at the helm: Lindsay McGrath of BioGuard is the new President, while Fred Frede is the new State Manager.

## RAIN DROP APPOINTS AUSTRALIAN REPRESENTATIVE

US interactive water play manufacturer Rain Drop Products has appointed Farley Pools to represent the company in Australia. Farley Pools are headquartered in Elphinstone, Victoria, and director Peter Farley has more than 35 years swimming pool industry experience.



## Pump testing facilities now available

**W**aterco is offering testing facilities for suppliers and manufacturers of swimming pool pumps who would like to provide energy efficiency star ratings on their products.

The recently-published voluntary Australian Standard AS5102 for star labelling applies to all residential swimming pool pumps that are imported or manufactured in Australia.

"Swimming pool pumps account for almost 80 per cent of a pool's energy use and both the environmental and money saving benefits of having a reliable energy star labelling program have long been recognised," says Bryan Goh, group marketing manager, Waterco Limited.

"Waterco has worked closely with the Department of the Environment, Water, Heritage and the Arts (DEWHA), Australian Standards and other key stakeholders to establish this new standard for the swimming pool industry. Developing and investing in the necessary testing tools that meet Australian Standard's stringent requirements was a natural next step," he says.

Waterco's test rig has been designed and constructed in consultation with Peter Seebacher, a specialist consultant to Australian Standards on the energy labelling program. The rig is capable of testing from 40mm up to 150mm ports and consists of sound-measuring hardware and customised software for testing efficiency and accuracy.

In order to determine energy ratings, a minimum of three units of the same model are required for testing at any one time. In some circumstances, where the performance of three pumps is too variable, additional units may be required. The cost per single pump model starts from \$1500 (+ GST), although Waterco reserves the right to increase the test charge accordingly, if the individual pump test exceeds one hour.

Once tested, Waterco will provide the results in accordance with AS5102 and will calculate the pump's star rating. The labels are then to be displayed at the time of sale.

"Energy efficiency star ratings are an important step for the industry, finally bringing us into line with the wider electrical appli-



ances industry. Given that there are moves to make this standard mandatory from 2011, we encourage suppliers and manufacturers to comply as soon as possible," says Goh.

The pump star rating process consists of measuring the input power (PD), head (HD) and sound power (LWD) for various flows (QD) for each pump unit tested, then calculating the energy efficiency and the projected annual energy consumption (PA-ECD) of the unit.

The energy efficiency is then used to calculate the star rating index and the star rating. The final Waterco test report will then contain the following information:

- Model name design (single-speed etc)
- Efficiency (EFD(av)) – (L/Wh)

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## Builders can have big effect on greenhouse gases

THE Australian Sustainable Built Environment Council (ASBEC) released its Second Plank Update Report 2010 – showing the significant potential of additional energy efficiency measures in the building sector.

The report provides an economic analysis of the potential role the building sector can play in reducing greenhouse gas emissions (GHG), and forecasts energy efficiency savings under both a Carbon Pollution Reduction Scheme (CPRS) and a non-CPRS scenario.

The report shows that under both scenarios there are significant additional savings.

Key findings in the report include:

1. Under a CPRS, additional energy efficiency measures would achieve a further reduction of 33.2 megatonnes of emissions
2. In the absence of a CPRS, additional energy efficiency measures would realise a reduction of 46.7 megatonnes of emissions. (This is a larger figure because the CPRS would achieve some of the energy efficiency potential abatement).

This figure represents a reduction of approximately 5.5 per cent of Australia's total GHG.

You can download the full Second Plank Update Report 2010 from the ASBEC website at [www.asbec.asn.au](http://www.asbec.asn.au).


## 80 percent of Aussies concerned about the environment

**REINFORCING** the idea that environmental considerations are a business issue, a recent Australian Bureau of Statistics report shows that Australian consumers are keenly interested in environmental issues.

The ABS data shows that more than eight out of ten Australian adults are concerned about at least one environmental problem, with seven out of ten concerned about climate change.

The middle age groups – the spending consumer – are the most likely to act on these concerns. While people aged 65 and over were less likely to be concerned about climate change, young adults (aged 18-24) were the least likely to have taken positive steps.

- Flow (QD(av)) – (L/min)
- Head (HD(av)) – (m)
- Power factor (PFD(av))
- Projected annual energy consumption (PAECD(av)) kWh/y

- Noise (LWD(av)) – dBA  
To organise testing, suppliers and manufacturers should contact Bryan Goh at Waterco Limited on [bryan.goh@waterco.com](mailto:bryan.goh@waterco.com) or call 02 9898 8643. 

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# From the past to the future: changes to 1926.3

**Long-standing industry member Cal Stanley helped draft the latest swimming pool safety standard. Here he gives a rundown of the history and process that led to the changes to the Standard.**

## The process

I have been a member of Australian Standards Committee CS-34 since the late 1980s.

In 2003, the Committee was reviewing 1926 – Parts 1 & 2, when Standards Australia (SA) suddenly sprang a review of Part 3 (water recirculation systems) on us.

No-one present, including myself, had a good knowledge of hydraulics and their safety implications in swimming pools and spas.

Consequently the Standard received little change and remained very prescriptive. A prescriptive Standard is one that prescribes for an industry precisely how it will produce a product – in this case, safety covers and skimmer boxes. Even at that time we knew we really needed a performance-based Standard: one that tells the industry how a product is to perform, thus allowing for future development and product improvement by manufacturers. But we didn't have either the time or the expertise to do so.

This resulted in the production of a Standard that prescribed a suction cover that was inherently dangerous and excluded other cover designs that have proved to be safe.

In June 2002 in the USA, seven-year-old Virginia Graeme Baker became entrapped by a suction outlet in a spa and died. She wasn't the first such fatality, nor would she be the last, but what made her death unique was that she was the granddaughter of former US Secretary of State James Baker.

The outcome was that on December 19, 2007, the Virginia Graeme Baker Pool and Spa Safety Act was enacted. Anticipating the Act, the industry in the US upgraded their standard (AMSE A112.19.8) on suction covers and their installation to a strict performance Standard.

On March 26, 2006, 12-year-old Shannon Rankin drowned in a suction incident in a spa at Forster, NSW. This was the second such incident within a few years. There were

elements of the spa that did not conform to AS1926.3 – 2003. Four years later, on February 16, 2010, the NSW Coroner delivered his report on the inquest into this death.

As a consequence of this incident, the industry began agitating for changes to AS1926.3 to bring it more into line with the US Standard, but primarily to convert it to a performance standard. As a member of the committee I felt I should lobby SA to get this underway. After seeing letters to SA from SPASA Victoria, I approached them in August 2008. After many months I received a promise that a committee meeting would be held before the end of February 2009. By May 2009 when nothing had happened I gave up.

Later in 2009, when the coroner began looking into the Forster incident, Spiros Dassakis from SPASA NSW got his teeth into things. Being in the same State as Forster and the SA office, he pestered them and even local politicians so much that they finally gave in and called a committee meeting for February 25, 2010. Only a year late, but good news nevertheless!

SPASAs NSW, Victoria and WA attended the meeting and by this time we had been able to rope in Des Berry as well. Des, a plastics and hydraulics engineer, is likely the most qualified person in Australia in the area of safety suctions, skimmer boxes and hydraulics. Des was on the CS-34 committee in the 1980s when I first became involved. His expertise was enough to convince SA that AS1926.3 was in dire need of revision. Only one other member of the committee and a representative of the Building Code of Australia turned up, along with five or six SA personnel.

In recent years and with less government funding, SA have changed the way Standards are produced and funded. Now, the industry that wants the Standard or the review has to pay all costs associated with it. We were advised this could cost us as much as \$40,000

to \$50,000! However, after negotiation it was resolved that SA would in this instance carry the costs provided SPASA took on the responsibility of writing it.

The rewrite – because that is what it became – had to be published and in the hands of the Building Codes Board on or before September 1 for it to be adopted into the next edition of the Building Code of Australia – that is, the 2011 BCA. All agreed this could and would be done. I was assigned the job of drafting the new Standard. Spiros accepted the job of overall management of the process and compilation of a Preliminary Impact Assessment (PIA) for the BCA. This was a document where we had to estimate the cost burden that any changes in the standard would impose on the industry and on the pool-buying public.

After all the work was well underway we received a time flow bar chart from SA indicating that the time line was going to stretch well into 2011 – meaning it would not get into the BCA and thus legislation in most states until 2012. We were devastated, but carried on with preparation of the new Standard. Out of the blue in late May I received a phone call from Colin Blair, the General Manager of SA. He asked me how I thought things were progressing so I started to tell him how frustrated we were that SA had reneged on the time line agreement. He said "That's what I've called about, because I am not happy with it either." He agreed to stir the pot at SA and between us we would get everything back on track for a September 1 completion.

SPASA Australia is fortunate that Rob Portbury (ex Pool Water Products Victoria) is retired, I am semi-retired and Des Berry (Edgetec, Victoria) was able to find time to assist. When SA originally quoted up to \$50,000 I was staggered – but now I know why it costs so much. I don't know exactly how many hours of work Spiros, Des and Rob put in but it was considerable. I only know that through-

out the process I spent about 200 hours, sent and received more than 200 emails and made and received 80 to 100 interstate phone calls.

Our part of the process was finally completed at 2pm on Wednesday, August 25, 2010, when I authorised one final change to appease one of the “social engineers” on the CS-34 Committee.

## The changes

The principle of the review was to provide manufacturers with a Standard based on performance as opposed to the old standard which was prescriptive. As much as possible, this was achieved not by stating how a cover or a skimming system should be designed, but by what it must do.

## Skimmers and skimming systems

The standard skimmer box remains unaltered and still somewhat prescriptive.

The aboveground pool skimmer has more favourable dimensions attached to it.

Skimmer lids have been introduced for the first time. Skimmer lids when installed in their designed position must not be capable of being removed vertically with a force of less than 100N or 10kg.

The Standard now allows for “alternative skimming systems”. These are already in use, primarily in acrylic and fibreglass spas, many of which use skimming devices that do not comply with or even resemble the standard pool skimmer box. The skimming system may include any or all of: a skimming device, one or more suction outlets, plus the pipes and the pump. Such systems

## Potty skimmers and unsafe outlets banned

**CRAIG Emerson, Federal Minister for Competition Policy & Consumer Affairs, has published a notice declaring a temporary ban on certain goods known to contribute to pool and spa entrapments.**

The banned items include:

- Potty skimmers;
- Pool or spa outlets not designed to reduce or minimise entrapment;
- Transportable swimming pools or spas which contain integrally moulded potty skimmers or outlets not designed to reduce or minimise entrapment.

A copy of the notice is available at [www.splashmagazine.com.au](http://www.splashmagazine.com.au).

will need to be tested, as installed, for safety by a NATA-registered testing authority and when passed can only be installed and sold in the tested configuration. A change in configuration will mean a new test.

## Outlets and outlet covers

Outlet covers can now be designed in any size or shape. Openings can be any size, shape or in any position on the cover. Water velocity through the cover is immaterial from the cover design point of view. That’s what has been removed from the standard.

What has been added is this: All manufacturers wanting to continue to use their existing covers or upon designing new ones will have to subject them to tests by a NATA-registered testing authority where they will be tested for hair entrapment, body entrapment, physical entrapment (fingers and limbs) and undergo a strength test. They will also have to be sold with written installation instructions.

## Transition

In order to give time for design and testing


of existing and new covers, the old Standard will not be withdrawn until 12 months after the commencement of the new standard.

## Summary

At first glance, the above changes may not seem to add up to all the time and effort put into them. However, they are only a brief summary of the major points. As soon as it is available, it would be wise for all manufacturers and all builders to obtain a copy and study in depth the many provisions and tests required.

Pool builders and spa retailers also need to be aware that AS2610-2007 Parts 1 & 2 for Public & Private spas are also to be amended with both having all provisions for skimmers, outlets and covers removed and replaced with a reference to AS1926 Part 3.

Builders and retailers should be aware of the provisions of these two Standards as they contain safety provisions that are normally omitted from 99 per cent of spas – concrete and acrylic – sold and installed today.

In due course the Standard will be available for purchase from [www.saiglobal.com](http://www.saiglobal.com). 



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Industry members came out in force to Accent Heating's HQ to learn about the new insurance regime from Jon East.

# NSW industry updated on insurance changes

In August, SPASA NSW organised a meeting where Jon East, manager of the Home Warranty Insurance Fund (HWIF), a division of the Self Insurance Corporation (SICorp), explained the new system to assembled pool builders.

Most of the details of the new home warranty insurance regime were covered in the August/September issue of SPLASH! However, several points were clarified in the occasionally lively August meeting.

The first is that, contrary to fears in the industry, premiums are actually likely to go down. However, there may be extra costs to be borne if you go on the Managed Builder Program (MBP).

SICorp is a not-for-profit branch of NSW Treasury. The organisation maintains that the main reason for insolvency (and consequent claims on Home Warranty Insurance) is poor business management. The new regime is designed to help pool building businesses operate with good management, which will help them be viable in the long term and reduce the risk of insolvency.

The scheme also works on the belief that pool builders who manage their businesses properly and viably shouldn't have to compete with underfunded builders who don't know how to run their businesses.

There is a provision to ensure that the most a premium will cost a builder is 130 per cent of what it would have cost them for the same job last year. This provision is scaled, rising 30 per cent per year until it reaches the normal premium price.

However, it is anticipated that 90 per cent of builders will get a reduction in their premiums. To get a premium estimate, you can go to the HWIF website and use the premium calculator ([www.homewarranty.nsw.gov.au](http://www.homewarranty.nsw.gov.au)) or go to [www.splashmagazine.com.au](http://www.splashmagazine.com.au) for a Quick Link).

For example, the premium for a \$42,000 pool in the Hills District would cost \$453.

Builders will be obliged to take part in periodic reviews to resubmit their financials. However, this will not stop them from buying a policy. For major builders (>\$20m turnover), SICorp will want to see some financials every quarter; if you're between \$5m and \$20m, they'll want to see financials every year; under \$5m it will be every three years.

## Managed Builder Program

*Mark Batger of Home Warranty Insurance Specialists (HWIS) will be handling the Managed Builder Program. He has given SPLASH! a rundown of how it works.*

The bottom line is that builders for the

first time have an option when applying for Home Warranty Insurance. Under the privately run scheme, if a builder failed to meet the insurer's financial model, they simply couldn't build.

Under the Government's scheme, they have recognised that difficult market conditions can affect a builder's bottom line. That doesn't mean the builder is a poor contractor but perhaps simply a victim of circumstance/timing. In any case, those builders represent a risk to the underwriter, and that's where the MBP fits in.

For those builders who do not meet the Home Warranty Fund's financial model, they will be given three options:

1. Capitalise their company to a level satisfactory to Home Warranty Fund (this is often not possible as they don't have the cash);
2. Sign a Deed of Indemnity over their personal assets (but often builders – and their wives – don't want to tie up their personal assets);
3. Enter the MBP.

The MBP is a risk-management program run by independent private companies on behalf of the government. In effect, these companies provide a series of checks throughout the building contract period aimed at reducing the risk for the govern-

ment. The program is not aimed at being interruptive to the builder, but rather run alongside the builder's normal construction management.

There are four components to the MBP that will be conducted by HWIS.

#### Component 1 – Contract Administration

- Review of the details of the contract parties
- Review contract conditions
- Review Provisional Cost items
- Review the Progress Claim schedule
- Certify that the contract has been examined

#### Component 2 – Reasonableness of Cost Component

- Ensure contract price is reasonable for the scope of work
- Identify any anomalies in the pricing structure
- Certify that cost check has been completed

#### Component 3 – Quality Assurance/Building Inspection (Part 1)

- Determine the number of inspections to be undertaken in order that:
  - The quality of the residential work is of an acceptable standard
  - The work complies with provisions of the contract
- Certify that the QA & Building inspections are complete

#### Component 4 – Quality Assurance/Building Inspection (Part 2)

- Monitor progress of the construction
- Undertake inspections at predetermined milestones
- Check that any variations are in writing
- Complete Inspection Reports
- Certify whether it is appropriate for scheduled Progress Claims to be made
- Reporting of anomalies to SICorp
- Complete a final report on the project

The MBP can also be used for one-off projects. For example, if a pool builder has a project limit of \$75,000 but has an opportunity to build a pool costing \$150,000, the builder can apply to have this single project fall under the MBP. This is a great benefit over the old scheme.

The other big advantage of the MBP is that pool builders who have signed Deeds of Indemnity with the current insurers will, on October 1, be required to sign a new Deed of Indemnity with Home Warranty Fund. If the pool builder wants to break this cycle and release his assets in the future, rather than signing a Deed with the government, he

simply opts to go into the MBP.

Costs of the MBP will range between \$1900 and \$2400 per project depending upon the contract size. There are no joining fees or subscriptions associated with the MBP. The Home Warranty premium will be additional to the MBP cost.

It should be noted that if a builder is on the MBP, projects under \$50,000 will not require the risk management services and associated costs.

*You can find out more about the MBP by contacting HWIS on (02) 9525 4666 or emailing [admin@hwis.com.au](mailto:admin@hwis.com.au).*

### Freeman's point of view

*Peter Freeman of Nationwide Insurance will be assisting clients through the new Home Warranty Insurance procedures. Here he offers his opinions on the pros and cons of the new regime.*

I think it's pretty clear that this new system is here to stay, so we've got to teach people how to work within it.

For me, it's a real concern that it can be more expensive if you're in the Managed Builder Program, because it's taking away the competitive edge that the new builder needs to get his client base and his name known.

It may be only for jobs over \$50,000, but these days we see from the insurance certificates, pool renovations can be worth \$65,000 and \$70,000.

However, because consumers are spending more and more money, they want more and more protection. More people are putting money into their existing homes, making them more modern and beautiful. So, somehow the government's got to protect that, because otherwise they get voted out of office.

But I think the government is trying to make it an easier process for all concerned.

The MBP fund could cost up to \$2300 per job. I can see the temptation for a new builder to absorb the \$2300, but if they do they're not going to survive for long, because they're not going to be able to build a financial base. They're just going to be working for wages. They might as well go and be an employee and not have any of that financial stress.

The insurance is of no benefit to the builder whatsoever. So the insurance premium must be paid [in the end] by the consumer, because they're the beneficiary. And any builder who's absorbing that cost is just plain nuts. Because that would be eroding their profit margin. They might say "that's my competitive edge". But that's crazy.

Where I think the new system has real advantages for a builder, is that if they do fall on hard times – or when they're starting out – they have those three options, which they never had before.

The MBP is a lifeline to a drowning man. If his business is going bad, he's not going to get cut-off. He's got the opportunity to survive by doing quotes, getting the work and using the MBP to get him through that.

And it gets rid of the bank guarantee and indemnity requirements. He doesn't have to sign the indemnity. The good thing about the new indemnity is that – okay, they still last while you're working, but when you stop working after three years it's gone. Whereas before it was six years from the completion date of your last contract.

The bad thing is that if you have an indemnity under the old system, and you need one under the new system, you're doubling up. The old one won't cancel until that six year period has passed.

Another beauty of the new indemnity is that there's a monetary limit – the old one was unlimited. The limit – I imagine – will be no greater than the contract. That means if it falls over at an early stage, they can only reclaim what it would have cost – under the old system, there was also all the administration costs and any other cost that may be involved.

What the new system is about is that the builders must manage their business.

I think the professionalism and business management of many pool building companies will be improved. If they're going to set up a business, they want it to last and to be viable – even if only to sell to somebody else. That's what they should be doing. Setting up their business to do well.

This new system will force them to think about their business. Certainly, those who are tapped on the shoulder for a review are suddenly going to think very carefully about their business.

All business should be geared to make a profit. It might not be a big one. But it should be a profit, not a loss. If they're not, then they're not viable, and the consumer is unlikely to get the protection.

So I think this will actually help the industry down the track, if everyone does it right. Having set this thing up, if the politicians allow Jon and his team and the insurance agents to administer it properly, I think it will work.

*For more information about how to navigate your way through the new system, call Peter Freeman on (02) 9634 6600 or email [nationwide@nationw.com.au](mailto:nationwide@nationw.com.au).*



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# Even more records fall at SPLASH! 2010



## For the third time in a row, SPLASH! on the Gold Coast has broken records for an Australian pool and spa trade show.

The records tumbled almost as much as the rain this year at the SPLASH! Pool & Spa Trade Show on the Gold Coast. The event reinforced its stature as the leading trade show for the wet industry in Australasia.

The very heavy rainfall ensured even greater attendance from pool builders, pool shop owners and pool technicians. The trade show attracted a record 2287 registered visitors, representing an increase of 30 per cent over buyer numbers from 2008.

A noticeable trend this year was the increase in overseas visitors, with significant increases in buyers from New Zealand, Thailand and the USA.

In addition to the record buyer attendance, other events during the week attracted greater participation. The SPLASH! Environmental Awards drew substantially more entries than in 2008, and a group of more than 170 attended the Awards dinner with guest speaker Stephen Bradbury. Brad-

bury's "last man standing" auction achieved a winning bid of \$9000, with proceeds going to the Hannah Foundation.

Education was at the forefront of the week. Thanks to the sponsorship by Pentair Water, international guests Genesis 3 gave a series of workshops and seminars that received rave reviews.

David Tisherman presented a full day course on an Introduction to Basic Perspective Drawing and a seminar on Understanding the Elements of Renovation that were both very well received. Skip Phillips and Brian Van Bower presented The Beauty of the Edge to more than 200 very receptive attendees.

(SPLASH! will give a more detailed report on these educational workshops and seminars in the next issue of the magazine.)

The Queensland branch of the Australian Leisure Facilities Association (ALFA) held its inaugural conference alongside SPLASH! and according to president Stephen Butler,

there are hopes the conference will grow at future shows.

Interpoint Managing Director, Simon Cooper says that the success of the 2010 event is going to be hard to beat.

"Record exhibition and visitor attendance indicates that the pool and spa industry is emerging strongly from the GFC," he says. "On the show floor there was a sense of cautious optimism – with strong support for the Environmental Awards and the Andrew Simons Golf Day."

Cooper also thanked the sponsors for their support, including platinum sponsor Focus Products, gold sponsor Bioniser, silver sponsors AstralPool and Sancell, as well as SPASA Queensland who sponsored the welcome drinks, and Lo-Chlor who sponsored the Andrew Simons Golf Day.

Interpoint Events also announced the launch of a new show for the Asia market, which will take place in Singapore over May 4 and 5, 2011.





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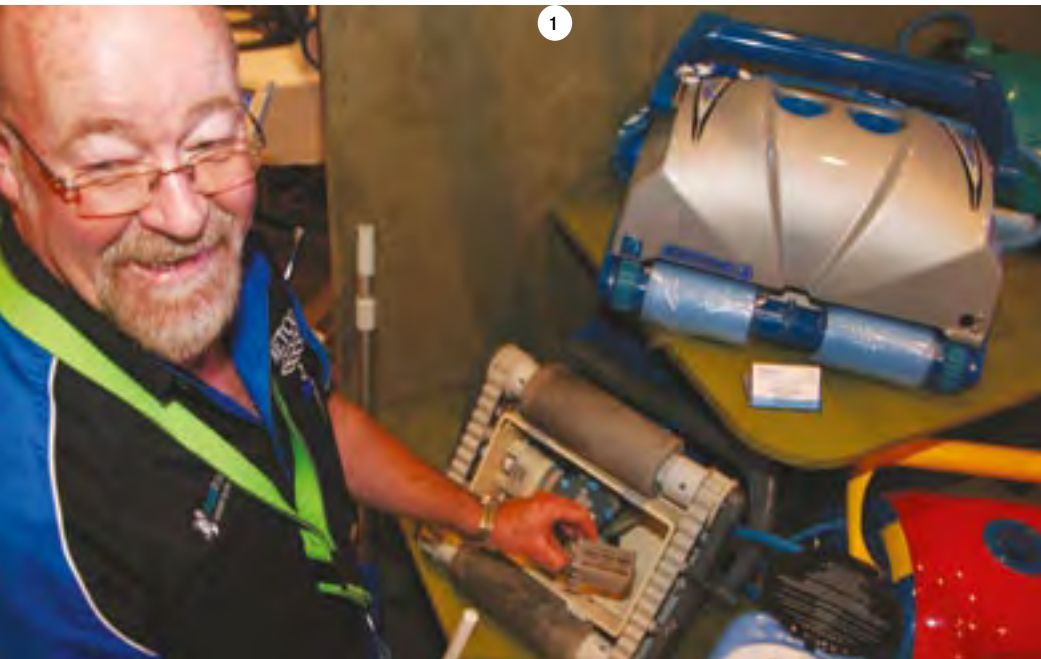
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1. – 7. The rain helped bring in a big crowd  
 8. Focus had the first ever two-storey stand at an Australian pool and spa trade show. The top level was Club Focus, where customers could relax over a coffee or conduct meetings  
 9. Entertainers drew visitors into the second pavilion  
 10. Sancel's attractive geometric stand  
 11. Zelbrite's theme was "we don't need smoke and mirrors"  
 12. David Tisherman presenting Understanding the Elements of Renovation  
 13. One of the attentive seminar audiences  
 14. Brian Van Bower and Skip Phillips had the audience enthralled with their tag-team presentation, The Beauty of the Edge  
 15. Living Aussie legend and NFT board member, Jack Brabham with SPLASH! organiser Simon Cooper  
 16. The Lo-Chlor sponsored Andrew Simons Memorial Golf Day was a great success [and the SPLASH! editor can confirm he lost far fewer balls than last time!]  
 17. The MagnaPool race car drew some attention (as did the assistants)  
 18. The Bathing Beauties, who directed traffic towards the second pavilion



# New at SPLASH!

There were lots of new things to see at SPLASH! on the Gold Coast. These are just some of the innovations on display.



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1. The previously unseen Aquabot from Metco with its in-built salt chlorinator, producing 16gm of chlorine per hour. The unit can run anywhere from two hours to 22 hours per day. It splits the processes between cleaning the pool for five minutes, and producing chlorine for 55 minutes

2. Chelmsstone's stone skimmer box lid which helps get rid of David Tisherman's pet hate – the ugly lid in an otherwise beautiful poolscapes

3. Alvin Crosby from the NZMPBG and David Close from NSPI announced a new arrangement for NSPI to do training in New Zealand through the Guild. It is planned to commence at the SPLASH! Trade Show in Wellington next year

4. Davey's updated ChloroMatic, with new livery, a new timing system and a totally refreshed unit

5. The new Triphibian is more than just a "bottom feeding" suction cleaner: it can replace handover equipment because a pole can be directly attached to it to steer it to particular spots; the head rotates, so it can manoeuvre itself out of corners; and when combined with the purpose built Poolrite dual-weir door skimmer, it allows the cleaning system to alternate between skimming the top of the pool and suction-cleaning the bottom

6. Autopool's new Aquatight LED light with 16 different programs and colour combinations

7. AstralPool's brand new Viron connect system, so you can control the pool lighting from inside the house via an easy-to-use touchscreen

8. The Waterco Opal XL has been adapted to have a high-dome lid so it can now accommodate a 270sqft cartridge. It also has a low tank, so it's easy to remove the cartridge

9. The CompuChlor X3 is Compu Pool's new look "old school" chlorinator – it's proven itself over time and is highly user-friendly

10. The Waterway pool range (including skimmer boxes, pumps and filters) is now distributed by Lincoln in Australia. To celebrate, they launched the new SVL 56 pump at the Show

11. Remco now has UV-protected polycarbonate slats for their Swimroll pool cover. The long-lasting clear slats act as a passive solar device by magnifying the heat of the sun

12. Action Corrosion showed a new product, Action Clear Coat, which is a hard clear coating with full UV-tolerance and salt-spray tolerance to protect all metals including stainless steel as well as plastic and fiberglass, including equipment such as heat pumps, pumps, chlorinators and fencing

13. Australian Hydraulic Systems (AHS) exhibited their Praher water gym for the first time in Australia. It received a lot of serious enquiry from the hydrotherapy segment

14. One of the several new products Zodiac launched was their new T5 Baracuda cleaner which will supersede the X7

15. Jewels4Pools showed their cementitious render for the first time. They say as it has no oxide, it is easy to maintain; and as it's 100 per cent crystal, it is very smooth

16. Wonderlight showed their new UV system. It gained a lot of interest and will also be exhibited in Singapore next year



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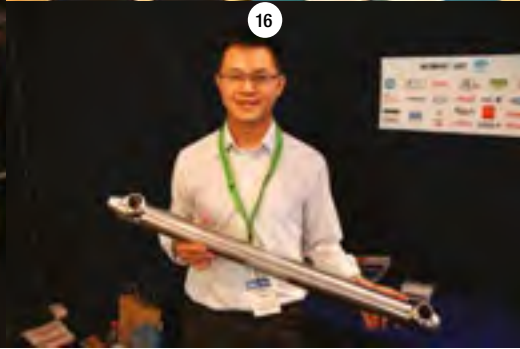
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# Vox pop

We asked the people as SPLASH! what they thought of the show, seminars and activities.



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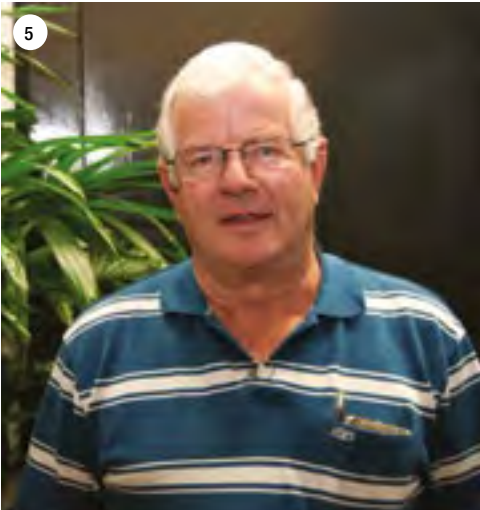
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**1. Out from the Blue's Gary Kilworth (with Ezio Picarelli):** "The Genesis 3 seminars were fantastic. Educational and informative. A lot of people don't want to open up their book of secrets, but these guys have. And without people doing that, the pool industry won't grow."

**2. Arthur Lai of Emaux:** "The show was perfect. Fantastic. This is the best exhibition we have been to anywhere in the world. And it's the best organised. We've been in Lyon, Dubai and China. And this is the best. We had a very good result."

**3. Dean Bevis from Blue Water Pools in Sydney:** "The vanishing edge seminar was very educational. Very informative. We learned something about the hydraulics and some of the applications. There was certainly some stuff we know now that we didn't know when we went in. We were very impressed with the exhibition as well, and saw some things we didn't know about before. We'll see you in Singapore."

**4. Michael Croker from Sun City Pools in Townsville:** "I'm new to the industry, only been in it for six months, constructing concrete pools and installing Narellan pools. The show for me has been fantastic – to be able to see this range of products and services under the one roof has been a sensational learning opportunity. I was previously unaware of many of them, quite frankly."

**5. Cal Stanley, Neptune Pools in Perth:** "Without a doubt, the best show SPLASH! has done. I've found things I've never found at other shows. There's been more people here

than other shows. I was astonished at 11 O'clock yesterday morning to discover people in a queue three deep, right back to the bloody bar!"

A very long term and highly active industry member, Stanley told SPLASH! that he is now moving into semi-retirement. "I haven't started a new pool in the past 20 months. I have decided to close the business down and not sell it. I've eased into semi-retirement, and now I'm doing some arbitrations for members, and consulting with architects and builders, and have started to do some training of concrete pool builders – and I've just co-drafted 1926.3. I'm staying involved with SPASA as well. I don't want to get out of the industry – I'm still learning!" SPLASH! wishes him all the best in his active post-pool-building life.

**6. Ashley from Reliable Pool Care (with Mitchell and Jeffrey; and Roy from Zodiac):** "It's been good mate, a few new products plus all the people we already know are here. It's good to catch up and get them to buy us a few beers."

**7. Brahmin from Hot Water Heat Pumps (with Don):** "We've had a lot of enquiry, especially regarding commercial pools from city councils. I thought it was very good the council guys were here, so they can look at the environmental options for pools."

**8. Fiona from Leader Landscaping and Pools in Canberra:** "It's been really good. We've been here for a couple of days, and saw some good seminars too – the vanishing edge and the marketing one."



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**9. Austin from Skypebble:** "I'm very happy to be at SPLASH! This is the best show in Australia by far."

**10. Brett Mooney from Active Pool Supplies in Queensland:** "It was great – found some interesting things, and a few things I hadn't seen before."

**11. Charlie Annett from the Mobile Pool Shop in Christchurch, NZ:** "Pretty informative. Always looking for one idea I can take back, and I think I got a few here; new products, technology – it keeps you alert."

**12. Hugh Smith from Pentair (with Fiona Claassen):** "Fantastic, it couldn't have been better for us. Traffic's been good, great solid leads, a lot of discussion about technology and energy savings. And absolutely looking forward to Singapore."

**13. Andrew Plint from Hannah's Foundation:** "I really enjoyed getting to meet and talk to the people who put the pools in and service them, because that's the first step for us in getting the compliances in place."

**14. Ivars Jauna Kias from ITS:** "We got close to 80 or 90 enquiries, which is very nice."

**15. Nick Bohm from Prominent:** "We made some contacts with people who knew of our gear, or may have even serviced it, but didn't know us personally."

**16. Frank Slowiak:** "The shows were very good, excellent. And a good quality of lead: the commercial leads in particular were good."

**17. Margaret Rose from Jaymac:** "Always a good show, always see new faces and new products. But this one would be the best one I've been to. The best show in Australia." **Terry Evans from Legend:** "This year I'm just a visitor and having a ball. There's probably about twenty new things I've seen this year, so that's really good."

**18. Ian Jones from Bioniser:** "In one word, fantastic. A lot of enquiry. We came here to speak to pool builders because it's really hard to catch them offsite or at work, and it's been tremendous. Couldn't ask for anything better."

**19. Thanusak Phungoet from Thailand:** "Very very good show, with about a hundred shops, with many new things."

**20. Mark Budden from Filtermaster:** "Been very good for us this year – the distributor in Queensland's here, a lot of manufacturers are here, and a lot of our New Zealand customers, so I've nailed a few birds with one stone. I'm a happy man."

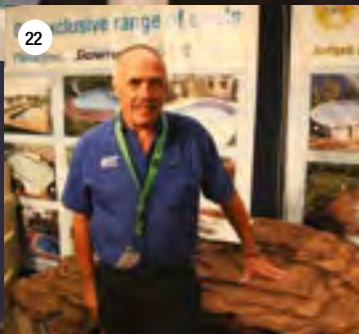
**21. Narong from Thailand:** "The show was good. The show here is always good."

**22. Michael Chapman from Classic Pools:** "A record for us. Absolutely. The number of overseas visitors was great – we had some very strong enquiries from the Philippines and Indonesia."

**23. Peter Common from Gator International:** "Very good – we had a lot of good responses from New Zealand and throughout Australia. Now we know which market to target – we've found a lot of pool builders are now interested in doing their own fencing, so we'll go straight to them."

**24. Raj Baratraj, consultant for Ozone 1:** "Pretty good. I had a look at quite a number of exhibitions with very up-to-date and modern presentations."

**25. Valeri Orlingis from Australian Innovative Systems (AIS):** "This is much better than anywhere else in Australia. It's a great show, and we'll definitely come back. This is the one to be at."



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Steven Bradbury kept the audience on the edge of their seats



Bradbury proved to be a hard task master, testing the stamina of Lindsay McGrath, Byron Kennedy, Jake Brandish, David Gartrell and Mark Spelta



Lindsay McGrath of BioGuard picks up the commemorative framed photo after a very generous bid in the Last Man Standing Auction. Proceeds went to Hannah's Foundation

# SPLASH! Environmental Award Winners

As a fitting close to the enormously successful SPLASH! Gold Coast Trade Show, a gala evening was held at the nearby Sofitel to celebrate environmental advances in the swimming pool, spa and aquatics industries.

The SPLASH! Environmental Awards – the world’s only environmental awards for the swimming pool, spa and aquatics industries – were presented at a gala dinner at the Sofitel Gold Coast.

In total, 19 winners, finalists and encouragement awards were handed out to all sectors of the industry – from pool designers and builders to pool shops, from local council pools to theme parks, from humble inventors to large international manufacturers.

The event was hosted by world famous Olympian, Steven Bradbury – the speed skater famed for being the “last man standing” in the Salt Lake City Winter Olympics.

As well as presenting the awards (and doing a fine job getting around such unaccustomed terms as “reverse-osmosis backwash system”) he performed a hugely entertaining and inspiring Last Man Standing one-man show.

By the end of the evening, everyone thoroughly convinced that Bradbury was not lucky in the least, having trained for more than a decade, won world championships and Olympic bronze and survived a broken neck barely a year out from his golden performance. Not only was his story told with great heart and humour, it inspired industry guests with the belief that you have to work hard



Foundation Sponsor

to be in the right place to take advantage of a turn of events – something that can apply equally to business as to sport.

The night culminated with an auction of signed memorabilia – a framed photo of Steve’s winning race – won in a “Last Man Standing” auction with the proceeds going to Hannah’s Foundation, the organisation that supports the families of children who have drowned.

Lindsay McGrath of BioGuard bid an incredibly generous \$9000 for the print, saying that he was happy to see the money go to such a great cause. Andrew Plint from Hannah’s Foundation was visibly overwhelmed when he learnt of the industry’s and BioGuard’s generosity.

It was a big night for McGrath, having previously come equal with Mark Spelta in a different last man standing contest which tested several people’s quadriceps in a gruelling trial of strength.

At the end of the evening, Bradbury said it was one of the best gala nights he’d been a part of.

Earlier in the evening Simon Cooper had expressed his great pleasure at the success of this edition of the Awards.

“The aim of the Awards is to encourage and recognise environmental achievements in the Australasian swimming pool, spa and aquat-

ics industry," he said. "I hope that the Awards will encourage others to emulate the great work done by the winners and finalists; and also project a better image to the wider public through this recognition."

With 57 entries, it was clear the Awards are gaining substantially in popularity, and it was also clear that many great advances had been made in that time, particularly with the manufacturers.

Cooper thanked the expert judging panel of Peter Seebacher, consultant for the Department of Climate Change, Julian Gray, CEO of Smart Approved WaterMark, David Hallet, General Manager of Archicentre and Alan Lewis, pool consultant for Aquazure.

He also thanked the sponsors, without whom the Awards quite simply would not take place. The sponsors were Sunbather who have supported the Awards from the very beginning; AstralPool, ClevaQuip, Phoenix Pool Equipment and Supreme Heating.

Foundation Sponsor, Simon Boadle of Sunbather Technologies then said that in the early days, when Sunbather and SPLASH! came together to discuss the concept of the Awards, there was more than a little trepidation from both parties.

"At the time, there was a lot of talk in the media about 'being green'," he said. "But the majority of the population including many from our industry thought that didn't really have much application in our industry.

"So we were mindful that if there was going to be any change in the pool industry, then it was going to happen at a snail's pace, but on balance the concept was still worth proceeding with. We were both wrong, as over the past two years this issue has gone from snail's pace to a gallop!"

Boadle added that the industry as a whole will suffer if owning a pool gets boxed into a corner where it is viewed as being a selfish and environmentally unfriendly purchase. However, we will all benefit if owning a pool is viewed by the general public as being non harmful to our shared environment and remains an aspirational purchase.

He said that this is where the Awards can play an ever important role. The attendance of nearly 170 people showed that support for the concept and the Awards is growing – and it is set to be a permanent event of the calendar.

He finished by saying that supporting these awards is helping to protect the future growth of our industry.

Below is a list of all the winners and finalists.

## MAJOR AWARDS

### SPLASH! Environmental Project of the Year

The major project award this year went to Gosford Olympic Pool.

The project is a renovation of a 1950s public Olympic outdoor swimming pool on the New South Wales Central Coast.

As with many pools of this age, the Gosford Olympic Pool faced the challenge of an aging infrastructure and needed to lessen the impact of the pool operations on the environment while fulfilling the demands of the local community.

By establishing a sophisticated Triton backwash plant which includes a reverse osmosis system and a 170,000 litre water storage system, the water requirements of the swimming pool have been reduced by an enormous 90 per cent. It is estimated that the combined system will save more than 4 million litres of town water each year. This is especially beneficial as the Gosford area has suffered from severe water shortages.

Additionally, the renovation reduced the energy requirements for the pool by installing a solar heating system and using high quality pool blankets which enables the pool to shut down the boiler from



Anthony Burling (r) and Bob Binger from Gosford Olympic Pool receive the SPLASH! Environmental Project of the Year trophy from Steve Bradbury and Simon Boadle (l)



Gosford Olympic Pool



The protected solar collectors



The Triton reverse osmosis backwash plant

October through to March each year, while maintaining the pool water at the desired 25-26 degrees. Additionally, a new gas heater with a titanium heat exchanger was added to the system.

They are in the process of adapting the solar system so it can also heat the indoor pool water, resulting in a further 50 per cent reduced requirement for the gas boiler.

The judges were impressed that this type of renovation could be applied to existing pools of a similar age – of which there are a great number across Australia. Therefore, this project could have a very substantial influence on water and energy use in the aquatics industry.



## SPLASH! Environmental Product of the Year

The major product award went to Waterco for its MultiCyclone pre-filter.

MultiCyclone is an Australian innovation which filters the water prior to it going to the main filters, reducing the load on the filter and therefore the amount of backwashing required.

An average sand filter may use more than 8000 litres for backwashing each a year. This can be vastly reduced by using the cyclonic pre-filter, which itself only needs 15 litres of water to purge.



The MultiCyclone pre-filter

Potential water savings are estimated at about 7000 litres per year for an average pool.

The judges were impressed that this product is economically priced and as such is something that most existing and new pool owners could benefit from.

The judges also wanted to make sure Pentair received a special mention for its Intelliflo VF pump.

## PROJECT AWARDS

### Residential Pool (Outdoor)

**Sponsor: Sunbather Technologies**

**Winner: A Total Concept**

**(Landscape Architects)**



The winning pool was designed by A Total Concept Landscape Architects and built by Pride Pools.

The judges found this pool to be the best entry, as it covers all the criteria: energy efficiency, water efficiency, chemical efficiency as well as noise minimisation and re-use of excavation material.

It has an automatic slatted swimming pool cover, which can have a very substantial effect on water efficiency as well as energy efficiency by minimising heat loss. The fact that the cover is automatic is an advantage, as the convenience means it is more likely to be used by the owners, therefore maximising the benefits. The pool cover also assists with keeping dirt, leaves and organic matter out of the pool. This helps reduce chemical and filtration requirements, which in turn reduces chemical usage, and water usage through less need for backwashing.



Simon Boadle of Sunbather Technologies presenting Bryan Goh of Waterco with the SPLASH! Environmental Product of the Year award

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The winning residential pool by A Total Concept

The pool features a 10,000 litre underground rainwater tank linked to a Davey Rainbank rainwater management pump. The water is used for pool top up, as well as watering the garden and lawns, and toilet flushing.

It features a glass fence which reduces wind-borne evaporation, and a Hurlcon sand filter with Zelbrite filter media which reduces the required frequency of backwashing and therefore the volume of lost backwash water. The garden features waterwise plants and native varieties.

The pool is heated via Autumn solar. The Remco pool cover, glass fencing and planted windbreak reduce wind-borne heat loss and

maximise the effect of the solar heating. Additionally, pool siting and interior colour were chosen with thermal efficiency in mind. Lighting is by AquaStar low-voltage LED lights.

The pool utilises twin pumps to enable more efficient and economical use of power. The pool equipment is situated under the house to make it quieter for use at off-peak times, and the excavated material was re-used in the landscaping.

The pool has a wet edge, which is very attractive but can increase water loss. However, the judges decided that the water-friendly features of the pool outbalanced the negatives. One judge commented that the pool cover and water tank actually enabled the use of a wet edge. Additionally, the pool features a winter mode for the balance tank so it can be turned off.

### Encouragement Award: Placid Pools

This is a natural pool project, which uses biomass media beds to filter the water and carry out the vast majority of the sanitisation.

The concept is based on a European natural biomass system, which includes the use of specific plants to assist with the sanitisation process. It has been further developed by Placid and adapted to the Australian environment.

The judges found this project very interesting, but felt they needed more information to be able to judge it more accurately. The main environmental positive effect was to do with chemical usage, while water and energy efficiency had a lesser impact in this particular project.

However, the judges found the concept something very much worth keeping an eye on. They acknowledged that at the present

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The natural pool by Placid Pools

time, this system would be for a niche market – limiting its overall impact on the swimming pool industry. However, the judges believed in the future and with development the concept could become more widely used and have a greater impact for more pool owners.

## Commercial Pool or Aquatic Centre (Outdoor)

**Sponsor: AstralPool**



**Winner: Gosford Olympic Pool (see above – SPLASH!)**

**Environmental Project of the Year**

**Finalist: Kuranda Aquatic Centre**

The Kuranda Aquatic Centre was built by Placid Pools and is the first commercial swimming pool in the world equipped with MagnaPool mineral water technology.



Duncan Smith of AstralPool presenting the Finalist Award to Joe Spelta of Placid Pools

The MagnaPool system provides superior filtration efficiency of less than 3 micron as a result of constant micro-flocculation and coagulation via hydroxination. The system includes the use of Diamond Kleen recycled glass filter media in four Waterco 1400 SMDD deep bed filters.

In combination, this advanced sanitisation and filtration resulted in the requirement for only four backwashes in the past 12 months, indicating a saving of 1 megalitre of water from backwashing each year. Additionally, the backwash water has been used to irrigate an adjacent orchard. The MagnaPool sanitisation system results in backwash water containing potassium and magnesium – which can be beneficial for plants, rather than traditional sodium which could add to the salinity of the soil.

Additionally, the pool also has a reduced demand for acid as the by-product of hydroxination (magnesium hydroxide) has a pH of 9, compared with the by-product of chlorination (sodium hydroxide) which could be as high as pH 14.

The Kurunda swimming pool utilises a number of other water and energy saving features, including total coverage with Daisy soft pool covers.

Energy efficiency is maximised by using 100mm pipe all round, and heating the pool with Poolrite PoolTherm heat exchangers from May to August. The pool also utilises an in-floor circulation system for more efficient circulation of chemicals.

## Finalist: WhiteWater World

This popular Gold Coast water park utilises a number of water saving processes and systems that reduce water consumption dramatically. The main aspect of the system is regenerative media filtration or RM. The Neptune Benson RM filtration system slashes annual water wastage from backwashing by an estimated 3 million litres if compared to traditional sand filtration systems.

Additionally, WhiteWater World houses two detention ponds designed to capture and store rainwater run-off. These ponds hold 600,000 litres each and are used to irrigate the park's landscaping system, gardens and grassed areas. Each pond fills to capacity during rain periods and takes several months to empty.

Other water saving initiatives include maximum capture of splash-out and run-off for treatment and re-use, and the extensive use of shading to reduce evaporation and increase customer comfort.





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## Commercial Pool or Aquatic Centre (Indoor)

**Sponsor: Supreme Heating**

**Winner: Ryde Aquatic Leisure Centre**

The Ryde Aquatic Leisure Centre was originally built in 1961, but was re-built prior to the Sydney Olympic Games as a venue for water polo. From that point, the centre consisted of five pools plus a multi-purpose indoor sports stadium.

However, the water efficiency was still lacking. This was addressed by a recent series of water saving initiatives. Prior to the implementation of these initiatives, the centre's use of potable water was averaging 146.6 kilolitres per day. Following the initiatives, the centre uses only 58.5 kilolitres per day, despite an increase in patronage.

This represents a 67 per cent decrease in water usage per patron, and a 60 per cent decrease in total usage. The initiatives included the installation of a Prominent reverse-osmosis backwash water recycling plant that allows the RALC to reuse approximately 65 per cent of backwash water that was previously sent to waste; and the installation of a 220,000 litre rainwater tank for topping up the balance tanks of the pools after going through the RO plant.

Other measures include changing the disinfection of the two large pools from chlorine and ozone to chlorine and UV, plus the installation of flow restrictors in taps and showers, as well as a waterless urinal.

The judges were impressed that this type of renovation could be applied to existing pools of a similar age – of which there are a large number across the country.



Bree Bonoro of Supreme Heating presenting the trophy to Simon Cooper, who stood in to accept the trophy in place of a representative from RALC

## POOL SHOP AWARD

**Sponsor: Phoenix Pool Equipment**

**Winner: Poolside Frankston**



Poolside Frankston won a Highly Commended Award in the 2008 SPLASH! Environmental Awards, and this time they've come back with some more activities under their belt. In the intervening time they have increased their commitment to spreading the word about environmental friendly practices and products for pool owners in person, in the press and also through the electronic media. For example, the shop owner has been a special guest on 3AW, promoting the Water Neutral Pool Shop program and answering questions about environmental practices in the industry.

They have more Water Neutral Pool-compliant pool owners on their books than any other pool shop, and plan their pool services in clusters to minimise fuel consumption.

While the judges were satisfied that Poolside Frankston had done enough this time to deserve the Winner's Award, they feel that the category is still lacking. As one judge said, "This is a crucial category because it is the most direct interaction with pool owners, and so there is the greatest potential to bring about positive change."

The judges appealed to more pool shop owners to demonstrate positive change and to enter the next Awards in 2012.



Frank Slowiak of Phoenix Pool Equipment presenting the Pool Shop Award to Lindsay McGrath of Poolside



The staff at Poolside Frankston

## PRODUCT AWARDS

### Energy Saving Product

#### Co-Winner: Pentair for the Intelliflo VF

The computer-controlled Intelliflo VF variable speed pump uses a permanent magnet motor to optimise flow rates. It can save between 30 per cent and 90 per cent of energy costs by running permanently at the ideal speed for optimum efficiency. Additionally, it is very quiet so can be run in off-peak times, and will lessen wear on other pool equipment.



#### Co-Winner: Fasco for the imPower

As an axial flux brushless multi-speed motor, the imPower is a breakthrough product. At its core is a permanent magnet, which enables it to operate the optimum speed for each requirement, not only saving energy, but reducing wear on filters and other equipment, and improving overall filtration and therefore the health of the water. By operating more slowly, the energy saving effects are vastly magnified. It has been matched with proprietary wet ends to create highly efficient pool pumps.



#### Finalist: AstralPool for the Viron P300 pump.

A very efficient and relatively affordable pool pump based on the Fasco brushless motor.



#### Finalist: Supreme Heating for Heatseeker Maxi.

Evacuated tube solar collection system which greatly improves the efficiency of solar heating.



# Environmental Product of the Year

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## Water Saving Product

**Winner: Waterco for the Multicyclone**  
(see SPLASH! Environmental Product of the Year)

**Finalist: AIS for the Ecoline product**

Low TDS in the water means pool-water doesn't need dilution and backwash water can be easily recycled.



**Finalist: Elite for the Hideaway product.**

By enabling the cover to be hidden in the deck, soft pool covers become more attractive to pool owners.



**Encouragement Award: Ecos for the Backwash Filter**

A backwash filter system which enables the re-use of backwash water in the pool. The judges believe it is worth keeping an eye on.



**Mention: AIS for Autochlor**

Enables the use of salt water for filling and topping up pools – excellent idea but limited market.

## Mechanical Product

**Winner: Davey for Silensor**

Davey's water cooled Silensor pump is super quiet (typically below 56 dBA), making it suitable for use at night. This means that in applicable areas, the pump's energy requirements can be drawn from off peak tariffs. Not only does this save money for the pool owners, it also reduces the load on the power stations at the critical peak times. The pump achieves its low noise ability by using a small flow of water around the stainless steel motor shell, which absorbs the vibrations. Additionally, it does not need a fan, which is normally a big contributor to noise.



**Finalist: Toyesi for the Multi Function Heat Pump.**

Enables space cooling, ventilation, pool heating and energy recovery at the same time.



**Finalist: Air Change for Poolpac**

A heat exchanger system enabling a halving of the AC plant on a typical indoor public pool project.



## Sanitisation Product

**Winner: AIS for Ecoline**

A highly innovative Australian product enabling the generation of chlorine from the existing level of natural salts and minerals already present in fresh water. It saves chemicals as no chlorine or salt is required; saves water as backwash can be used directly in irrigation; and uses 60 per cent less energy than a typical chlorinator system.



**Finalist: AIS for Autochlor**

Sanitisation system generating chlorine from sea water – an excellent idea but limited market.



## Lighting Product

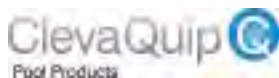
**Winner: Waterco for Britestream**

The Britestream provides ample illumination for swimming pools – only using 15 per cent of the energy of an equivalent halogen light. The super bright LEDs are capable of delivering up to 352 lumens of light (for the white LED) while operating on only 15 watts of energy. Additionally, each LED has a lifespan of more than 70,000 hours (up to 35 times longer than a halogen light), reducing replacement needs and associated costs.



## Spa Product

**Sponsor: Pure Silk by ClevaQuip**




**Winner: Sunlover/Spa Industries for the AquaTemp product.**

By incorporating a highly efficient heat pump inside the shell of the spa, it can recover the heat generated by the motors as well as the hot air under the spa cover, converting the energy into warm spa water and maintaining high Coefficients of Performance all year round. Sunlover estimates a saving in carbon footprint and running costs of up to 50 per cent.



Brad Wildermuth from CleVaQuip presents the Spa Product trophy to Rohan London of Sunlover

**Finalist: Davey for the Xcelsior product.**

A spa pump, heater and controller in one unit, capturing heat from the motor to heat the spa pool water. 



**“I hope that the Awards will encourage others to emulate the great work done by the winners and finalists; and also project a better image to the wider public though this recognition.” – Simon Cooper**



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# PRISTINE perimeters

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