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POOL AND SPA NEWS (ISSN 0194-5351; USPS 793-180) IS PUBLISHED SEMIMONTHLY IN JANUARY, MARCH, AND MAY; MONTHLY IN FEBRUARY, APRIL, JUNE, JULY, AUGUST, SEPTEMBER, OCTOBER, NOVEMBER AND DECEMBER BY ZONDA MEDIA, 4000 MACARTHUR BLVD STE 400 NEWPORT BEACH, CA 92660-2543, AND PRINTED IN THE USA. SUBSCRIPTIONS ARE FREE TO QUALIFIED RECIPIENTS. PUBLISHER RESERVES THE RIGHT TO DETERMINE RECIPIENT QUALIFICATION. PERIODICAL POSTAGE PAID AT NEWPORT BEACH, CA, AND ADDITIONAL MAILING OFFICES. POSTMASTER: SEND ADDRESS CHANGES TO PSN POOL AND SPA NEWS, P.O. BOX 3494, NORTHBROOK, IL 60065.

PUBLICATIONS MAIL AGREEMENT NO. 40612608. RETURN UNDELIVERABLE CANADIAN ADDRESSES TO PITNEY BOWES, P.O. BOX 25542, LONDON, ON N6C 6B2.

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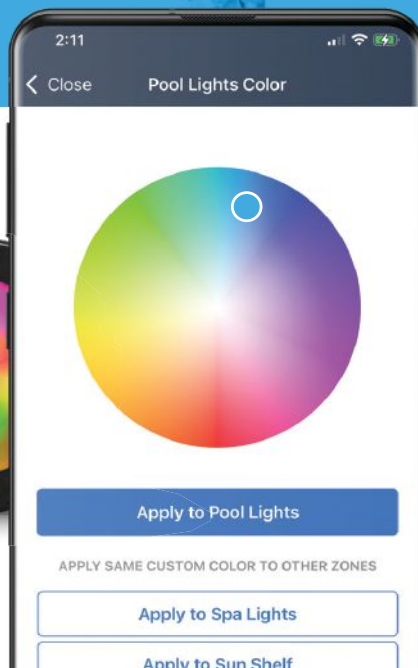
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Collaborative Burnout



Joanne McClain
Editor-in-Chief, PSN

I came across an article recently published in the Harvard Business Review called, “What’s Fueling Burnout in Your Organization?” I rolled my eyes. *Obviously, it’s caused by an excessive workload*, I thought. *Whether it’s due to staffing issues or a lack of resources, the amount of work required of one person has increased. Duh.* I continued to read the article with a frown of skepticism.

Well, by the end of it, I had made a 180-degree about-face and found myself nodding thoughtfully. Burnout, the article said, doesn’t necessarily come from an increased workload but primarily from the “increase in *collaborative demands* of the work.”

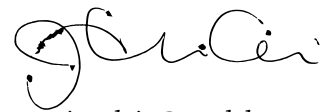
What does that mean? The authors went on to explain that “the volume and frequency of the collaborations that people have to engage in to complete the work — what we call the collaborative footprint — have risen over the past decade and a half, bringing exponential opportunities for stress.”

This happens frequently in times of company growth, when businesses begin to explore ways to strategically and efficiently manage that growth. They can build a traditional hierarchical structure; move to a matrixed organization, where team members report to multiple leaders; or use an agile or network-centric framework, where small multi-functional teams are empowered

to make decisions to quickly respond to changing conditions. But adding this level of complexity to a growing company means more staff interactions, aka that “collaborative footprint.” And these small interactions, or microstresses, say the article’s authors, have increased by 50% in the last 15 years. This is what ultimately leads to burnout.

The cumulative effects of microstresses are real. Take workplace communication, for example. When you think of the myriad ways in which a team member is now asked to participate in communicating with other team members — in-person and virtual meetings, email, instant messaging, group messaging, phone calls, team files, shared calendars ... The ways in which we’re required to communicate in collaboration seem endless, with each modality bringing its own set of particular frustrations.

So what are the solutions? Well, that topic is too big to address in the limited space left in this column. So, just for this month, let’s enjoy an end-of-the-year collaborative rant against collaborative demands. Here’s to less microstresses for all in 2024!


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PSP/Deck Expo Takes On Sin City

BY REBECCA ROBLEDO

This year's Pool | Spa | Patio/Deck Expo saw another brisk year.

"We're still crunching numbers and verifying attendance but are confident in saying we had more attendees register in 2023 than in previous years," said Show Director Kris Osterbusch.

Organizers attributed the success in part to new programs for the year.

For the first time, the Expo floor included a section called the "Women's Networking Area," featuring educational sessions and networking opportunities under a program called "Blossom and Lead." Organizers reported that 500 female professionals passed through the program. With that rate, they plan to offer it at next year's Expo.

"I think this is a good place to start," in efforts to elevate women in the industry, said Conference Manager Krissy Adams. "We're building a safe space, and we hope that in years to come it will grow and that we'll see more women putting on sessions and making connections at the show."

The industry podcasters and educators of Pool Nation presented their Boot Camp program at the Expo to more than 100 attendees, officials said. And for the first time, the show floor



featured a model pool/spa store called the Retail Innovation Zone, as well as the Outdoor Living Stage, focusing on decking education.

Also for the first time, the PSP Expo included the World Aquatic Health Conference. Organized by the Pool & Hot Tub Alliance and originated by the National Swimming Pool Foundation, WAHC focuses on commercial aquatics and such issues as safety and water quality. Those who attended WAHC sessions could walk the show floor. Informa, which runs the PSP Expo, is currently evaluating how the confer-

ence performed and will determine soon whether to carry the co-location over to 2024.

The event kicked off with a keynote address from Anthony Robles, an NCAA Wrestling Champion and National Wrestling Hall of Famer. Robles, who was born without a right leg, provided a motivational address about overcoming obstacles.

This year's conference and trade show took place immediately before the Formula One Las Vegas Grand Prix moved into town, which will happen again when the Expo returns to the city in 2025. Organizers said Formula One didn't interfere with its event.

"The impact was as minimal as we were expecting," Osterbusch said. "Luckily with the venue being so far from the Strip, there wasn't much of a traffic interruption ... Major road shutdowns didn't happen until Thursday after most folks had cleared out."

Next year's Pool | Spa | Patio/Deck Expo will take place Nov. 12-14, 2024 in Dallas.



New Federal Reporting Law Goes Into Effect

BY REBECCA ROBLED0

A new law meant to help prevent corporate corruption will require that companies report key personnel to the federal government.

Called The Corporate Transparency Act, the law is meant to help reduce money laundering, tax fraud, and other illicit activities by better accounting for smaller companies, making it harder for them to stay under the radar.

The law will require companies to provide key information about their beneficial owners — all senior officers and individuals who own or control at least 25% of a company. The person who files the information, if not one of the beneficial officers, also will need to provide certain information about themselves.

Companies that provide false information or fail to report could face penalties of \$500 per day up to \$10,000, or up to two years of jail time.

The requirement does not apply to nonprofit organizations or larger companies — those with at least 20 full-time employees located in the U.S., that generated at least \$5 million in sales within the U.S. the previous year, and that have a physical location in the U.S.

“It’s going to apply to almost the entire service section and most builders and retailers,” said

Steve Getzoff, outside national counsel for the Pool & Hot Tub Alliance, and a partner in New York-based Lester Schwab Katz & Dwyer.

The law goes into effect this Jan. 1, however the compliance window varies, depending on when companies were founded. Existing firms have the most time, until Jan. 1, 2025.

For companies established beginning Jan. 1, 2024, the compliance window is still being determined. Currently, the language only gives new firms 30 days to report their information. However the agency behind the law, the Financial Crimes Enforcement Network (FinCEN), is considering extending the window to 90 days, Getzoff said.

The online system for accepting the required information is still being set up, so companies cannot file immediately, Getzoff added. Once it is online, FinCEN may revert back to the 30-day window for newly established companies.

After the initial reporting, firms must update the information within 30 days of making any change.

“This is not just a one-time thing,” Getzoff said. “If there’s a change in your beneficial owners or officers, then that might require a supplemental report.”

Laurino Becomes PHTA Chairman of the Board

Joseph Laurino, Ph.D. has been appointed as chairman of the board for the Pool & Hot Tub Alliance. Laurino, president and CEO of Periodic Products, in Sarasota, Fla., will serve in this capacity until November, 2024.

Laurino has held several leadership roles within PHTA, including the chair of the Recreational Water & Air Quality Committee and of the Technical Advisory Council. He also helped develop the Greg Garrett Scholarship Award for PHTA members seeking to continue education.



AIS Water Names New Chief of Sales and Marketing

Lee Moore now is chief of sales and marketing for AIS Water.

Moore started with the Brisbane, Australia-based disinfection technology specialist in October, bringing with him more than 15 years of experience working in senior management within Australia’s pool and spa industry.

“My focus is on streamlining our business processes for our existing customer base and ensuring the Australian and international pool industries understand why AIS products are world-class ...” Moore said.

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Tree of Life

A unique custom privacy wall brings a dramatic yet calming focal point to this backyard space.

BY DAN PETTIT



Though only one of many unique elements in a multilevel outdoor living space that my company recently completed, the innovative “tree of life” privacy wall shown here plays a big role in bringing the project itself to life. During the day, the 6-foot-high framed wall with stone-veneer cladding and a three-panel, plasma-cut-aluminum insert visually separates my clients from their near-

by neighbors. At night, twinkling stars — created with the help of motorized fiber-optic lighting — ebb and flow from color to color against the tree of life backdrop to create a relaxing environment for my clients and their family members and guests.

We used double 2x4 studs to frame the wall for strength and to provide a cavity between the inner and outer walls for running the wiring

without having to drill through the studs. To reinforce the wall against wind pressure, we sheathed both sides and fabricated an engineered 3-foot-by-3-foot-by-¼-inch stainless steel L-bracket to connect the free-standing end of the wall to the deck framing.

We wove flexible fiber-optic strands through holes drilled through the deck board privacy wall cladding.

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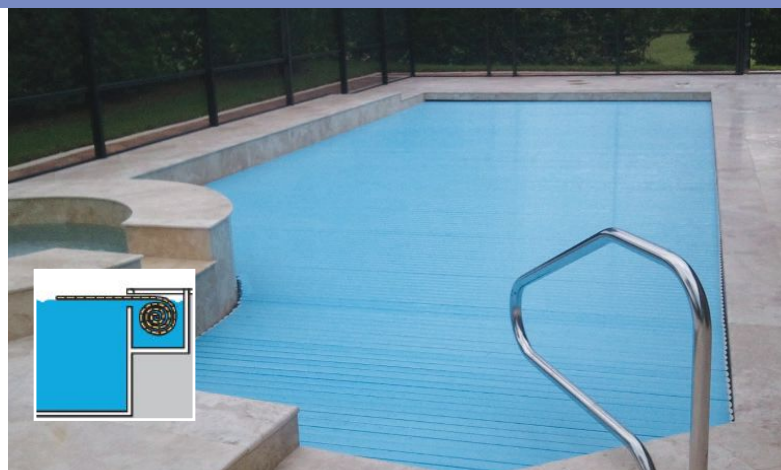
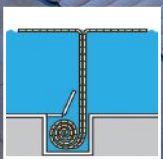
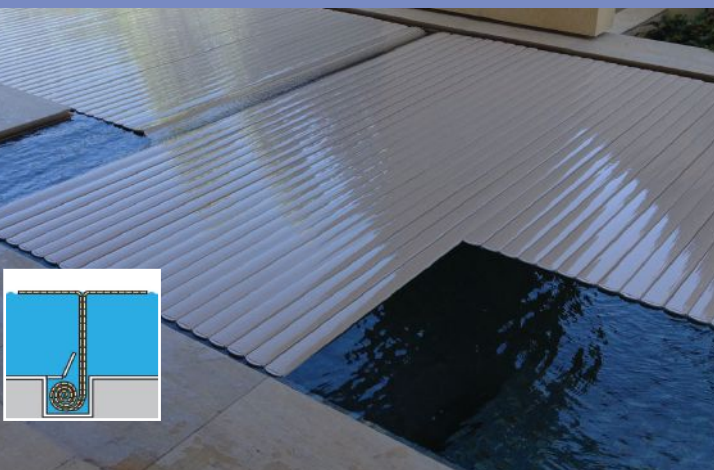


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The aluminum insert is backed with Deckorators Voyage deck boards that match the color and alternating widths of the decking. We also clad the back of the wall with deck boards and trimmed it with matching Decko-

rators mineral-based-composite trim boards, which are more stable and less prone to thermal expansion and contraction than PVC trim.

In the evening, the generator that powers the fiber-optic strands delivers

a wide range of special lighting effects to the privacy wall.

The lighting system that illuminates the privacy wall during the darker hours is my secret sauce, consisting of commercial-grade, off-the-shelf components that I sourced online. While my design is proprietary, it basically consists of a fiber-optic generator that produces the colored illumination and controls effects such as color changes, dimming, and twinkling. Flexible fiber-optic light strands bundled into harnesses — which I routed through holes drilled through the privacy wall's deck-board cladding in a carefully designed pattern — deliver these lighting effects to my clients.

Dan Pettit owns Northern Outdoor Living in Hastings, Minn. This article previously appeared in sister publication JLC.

PHOTO: DAN PETTIT

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Has The New-Home Market Hit An Inflection Point?

A roundup of articles from BUILDER about the housing market, its performance and prospects, and why some call this time “a tale of two housing markets.”

BY VINCENT SALANDRO



The majority of 2023 has been categorized as the tale of two housing markets with the existing-home market experiencing a different reality than the new-home market.

The new-home market has gained market share and benefited from limited resale inventory, the lock-in effect, and the ability to offer rate buydowns on high mortgage rates. However, qualitatively, October felt like “an inflection point in the new-home market,” Zonda chief economist Ali Wolf said during the most recent National Housing Market Update Webinar.

According to a survey of builders conducted by Zonda, 64% of respondents said demand was slower than expected in October. Notably, 32% of respondents said the slower demand is a cause for concern.

While seasonality is typically pres-

ent in September and October, Wolf said the current new-home market can be defined as “seasonality plus.”

“We are experiencing true seasonality for the first time in three or four years. But we don’t think it’s just seasonality. We think it’s a little bit more pronounced with some of the feedback that we’re getting,” Wolf said.

She said builders are expressing that velocity has “all but died out” in the market. Additionally, many entry-level buyers remain priced out, while move-up buyers are “spooked” by market dynamics.

“Similar to September, October data is still above where we were last year in most markets. But you are seeing a little bit more of a pronounced seasonal pullback than you would expect this time of year,” Wolf said.

CONSUMERS AND THE ECONOMY

While the housing market has potentially reached an inflection point, the overall economy remains resilient. In the third quarter, gross domestic product (GDP) had a “blockbuster” report, growing nearly 5% on an annual basis. Wolf said it was largely driven by continued growth in consumer spending for goods and services.

“We got to a point that people had excess savings, and that excess savings was being spent in the economy that is part of what fueled our inflation numbers. For most households, that excess savings has now been depleted with the exception of the highest-income households,” Wolf said.

She added that, while consumer spending remains elevated, savings rates are much lower than pre-pandemic levels, and credit card balances are increasing. In addition, many consumers with student loans face those payments coming back online, which could impact income-to-debt ratios and decisions related to the housing market. Wolf said the combination of loans, broader spending in the overall economy, and some consumers defaulting on loans provides an interesting backdrop for the Federal Reserve, which has elected to pause interest rate hikes for its previous two meetings.

Looking at the Federal Reserve’s dual mandate of maximum employment and price stability, the labor market has averaged gains of 240,000



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EXISTING-HOME SALES RECEDE AGAIN IN OCTOBER

Existing-home sales dropped once again in October, according to the National Association of Realtors (NAR).

Total existing-home sales, or completed transactions that include single-family homes, townhomes, condominiums, and co-ops, fell 4.1% from September to a seasonally adjusted annual rate of 3.79 million in October. Year over year, sales tumbled 14.6%, down from 4.44 million in October 2022.

"Prospective home buyers experienced another difficult month due to the persistent lack of housing inventory and the highest mortgage rates in a generation," says NAR chief economist Lawrence Yun. "Multiple offers, however, are still occurring, especially on starter and mid-priced homes, even as price concessions are happening in the upper end of the market."

At the end of the month, total housing inventory was at 1.15 million units, up 1.8% from September but down 5.7% from one year ago. Unsold inventory sits at a 3.6-month supply at the current sales pace, up from 3.4 months in September and 3.3 months in October 2022.

The median existing-home price for all housing types in October was \$391,800, an increase of 3.4% from October 2022. All four U.S. regions registered price increases.

"While circumstances for buyers remain tight, home sellers have done well as prices continue to rise year over year, including a new all-time high for the month of October," adds Yun. "In fact, a typical homeowner has accumulated more than \$100,000 in housing wealth over the past three years."

According to the monthly Realtors Confidence Index, properties typically remained on the market for 23 days in October, up from 21 days in September and October 2022. Sixty-six percent of homes sold were on the market for less than a month.

First-time buyers were responsible for 28% of sales last month, up from 27% in September. All-cash sales accounted for 29% of transactions. Individual investors or second-home buyers purchased 15% of homes, and distressed sales represented 2% of sales.

Single-family home sales declined to a seasonally adjusted annual rate of 3.38 million, down 4.2% from 3.53 million in September and 14.6% from the previous year. The median existing single-family home price was \$396,100, up 3% from October 2022.

Existing condominium and co-op sales recorded a seasonally adjusted annual rate of 410,000 units, down 2.4% from September and 14.6% from one year ago. The median existing condo price was \$356,000 in October, up 7.6% from the prior year.

Among the four major U.S. regions, sales slid in the Northeast, South, and West but were unchanged in the Midwest. All four regions experienced year-over-year sales declines.

— Symone Strong

tually good news for our industry. We saw it at the beginning of October: We got this really strong jobs report, and we saw that interest rates had gone up. That jobs report plus the GDP report changed investor sentiment [too]."

HOUSING MARKET UPDATE

Affordability shocks continue to impact sales in the housing market, most notably existing-home sales. As mortgage rates neared 8% in October, the monthly mortgage payment in many major markets was 60% higher than in January 2022.

"We have seen this low resell inventory funnel people into the new-home market. It's not only the fact that resale inventory is limited, it's also that it's aging and expensive," Wolf said. "Normally, new homes are more expensive than existing [homes]. We've seen that the price spread has narrowed."

However, despite the dynamics supporting the new-home market, builders are sharing the impacts of the "seasonality plus" on the ground. Tim Sullivan chief advisory officer for Zonda, said certain phrases were commonly used among builders surveyed by Zonda. These included "scarce land," "expensive and under-supplied," "challenging cost environment," "price sensitive," "cautious," and "slowing [and] competitive."

Builders remain enthusiastic about land acquisition, according to Sullivan, but land is becoming more expensive. While 43% of builders surveyed by Zonda reported pursuing land acquisition at a "full-speed ahead" pace, 53% are cautiously moving forward. With increased demand for land, prices are moving higher as well, with 40% of surveyed builders reporting land prices are increasing.

Sullivan said affordability is also becoming a bigger concern for builders, with consumer confidence, new-home affordability, and general economic uncertainty all ranking as a biggest worry for home builders. As

jobs each month this year, moving in the right direction but still elevated compared with pre-pandemic levels. Inflation has also cooled to between 3% and 5% from its high of 9% in 2022.

"Does the labor market continue to cool? Does inflation continue to cool? That's going to drive whether or not [the Fed] continues to pause or, if either at the end of this year or into the early parts of next year, they may

feel the need to do one more hike," she noted.

Wolf said that understanding the overall economic backdrop is important to the housing industry "because there are a lot of counterintuitive things going on."

She added: "We're in an environment today where good news coming out of the economy is actually bad news for our industry, and bad news is ac-

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a result, 71% of builders said they did not raise prices in October, while an additional 13% lowered base prices.

"Mortgage rate buydowns, funds

toward closing costs, and flex dollars [have been effective incentives]," he noted. "The sweet spot [for buydowns] is the mid-5 to mid-6, that's where the

builders are targeting."

These articles originally appeared in sister publication BUILDER.

OCTOBER NEW-HOME SALES FALL 5.6%

Sales of new single-family homes in October moderated month over month, declining 5.6% to a seasonally adjusted annual rate of 679,000, according to estimates by the U.S. Census Bureau and Department of Housing and Urban Development.

"The October inflection point was captured in the latest new-home sales report. New-home sales pulled back in October following higher rates and faltering consumer confidence," says Zonda chief economist Ali Wolf. "Since then, we have seen mortgage rates come down from the recent peak, but holiday distractions and affordability challenges remain a headwind through the end of the year."

The estimate for new-home sales in October represented a 17.7% increase above the October 2022 estimate of 577,000. "Even with the decline in October, new-home sales remained resilient compared to the pace of existing-home sales. New sales were up 17.7% from a year ago, while existing sales recently hit the slowest

pace since 2010," says Fannie Mae chief economist Doug Duncan. "Home builders continue to move toward more modestly priced products and are able to offer concessions to drive sales in [the] face of high mortgage rates."

According to October data, the median sales price of new homes sold during the month was \$409,300. The average sales price was \$487,000. According to NerdWallet home expert Holden Lewis, 32% of new homes sold in October cost \$500,000 or more, compared with 49% in October 2022.

"The median new-home sale price in October 2023 was 18% below the October 2022 median price, which, coincidentally, was also the cycle high at \$496,800," says Duncan. "We expect new-home sales to soften further over the remainder of the year, but with mortgage rates recently pulling back somewhat, we don't expect the decline to be large."

The seasonally adjusted estimate of new houses for sale at the end of October was 439,000, which represents a supply of 7.8 months at the current sales rate.

— Vincent Salandro

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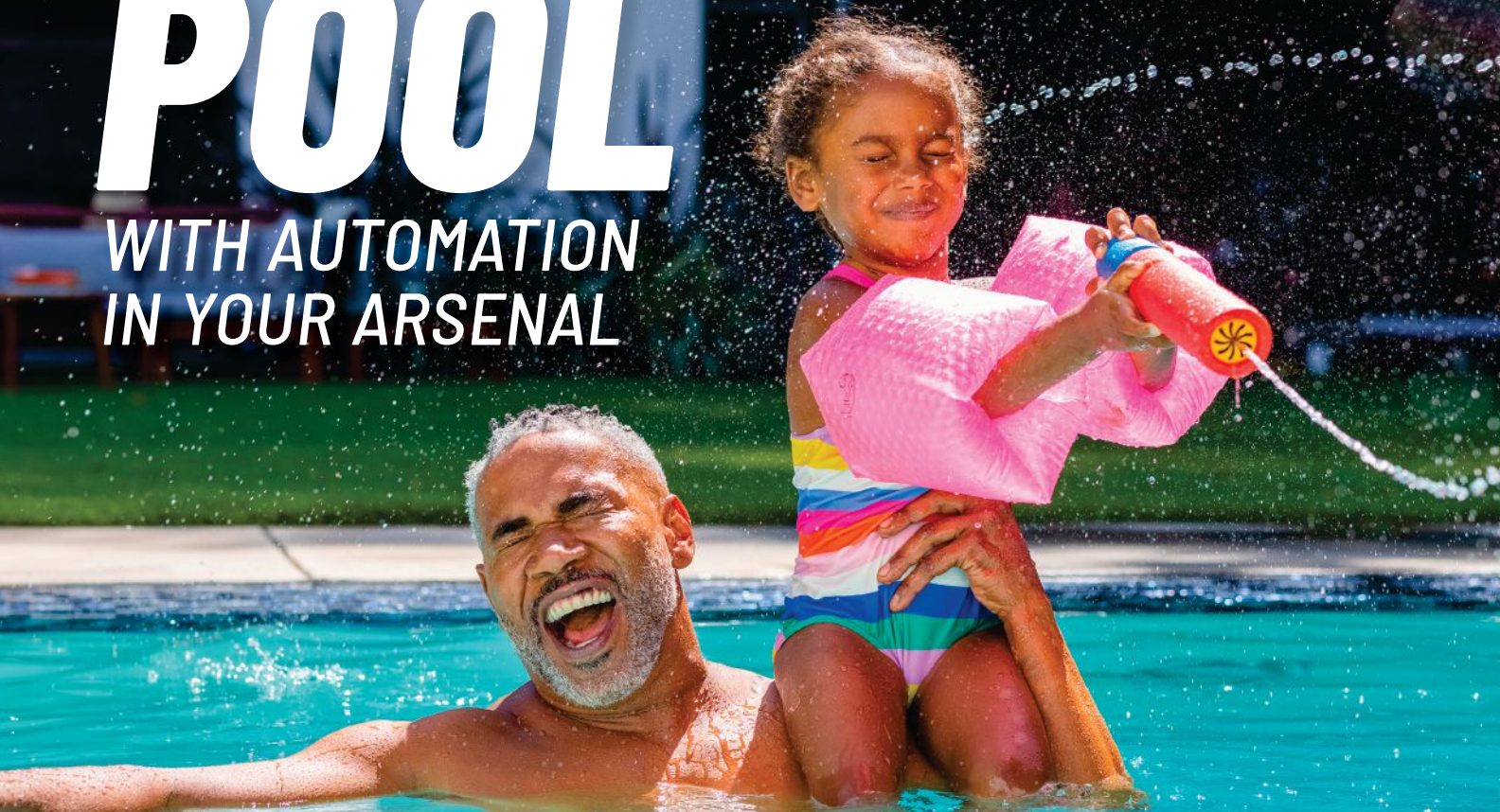
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Setting Client Expectations

An unhappy client is a one who expected something you didn't deliver.

BY PAUL WINANS



As a remodeling business owner, I always tried to avoid having clients say to our lead carpenter: “But we discussed this with Paul ...” Inevitably it was about something they wanted done, or didn’t expect to be done, and they wanted the lead carpenter to take care of it in a much different way than it had been defined in the written scope of work.

I thought I was good at setting expectations, but obviously there were times I wasn’t good enough.

When the front-end work is handled well, those in production can simply get the job done without having these frustrating interactions with the client.

So early on I learned to take these actions to avoid clients having a different idea of what was to be done after the job began.

SET THE EXPECTATIONS EARLY

On my first call with a potential

client and all the way through the sales process, I would stress that the front-end work is hard work. It’s the process of determining exactly what the scope of work is, including the clients’ reasons for having the remodel done, the plans and specifications, and, almost the most important point: what is not included.

I would mention we would work together, considering a lot of different choices about how to make the finished product the solution to the

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problems the clients wanted solved. I would tell them that this process is almost like having another job and they will likely get tired of all that must be done before the project could begin and be successful.

We needed to agree that if it is not written in the plans or scope, then what they thought was included is not.

I said all the above in a very caring way, pointing out the benefit of getting this clear sooner rather than later. It was actually a way of figuring out if we were a fit for the potential client and vice versa.

DOCUMENT EVERY INTERACTION

When our designer worked with the client, she would need to produce minutes of every meeting. The minutes would address what was decided about anything connected with the work the client and designer were doing together. As the salesperson, I would read these minutes, partly to make sure we were staying within the preliminary budget and partly to be able to talk with the client about the progress that was being made.

As their work progressed, the information in the meeting minutes would get more and more specific. Instead of simply saying the primary bathroom floor will be tiled, eventually a specific tile and setting pattern was picked and documented.

The more that was figured out and documented at this stage, the easier the project would be to build. The more difficult it was to go through this process, the clearer it sometimes became that we were not a good fit for the client. That would mean suggesting they might work with a different remodeler, someone who was comfortable postponing making decisions until the project was underway.

By the way, we used to postpone

We needed to agree that if it is not written in the plans or scope, then what they thought was included is not. I said this in a very caring way, pointing out the benefit of getting this clear sooner rather than later. It was actually a way of figuring out if we were a fit for the potential client and vice versa.

decisions. It took some serious problems in the middle of the projects to convince us to stop doing that!

ESTIMATE THE ACTUAL PROJECT

I hated estimating. Every minute I did it, I felt like I was one minute closer to being dead and having wasted my life. However, I came to believe that all the money that can be made during a project is made before the project starts.

If the estimate was not done carefully and accurately, then the project would not produce the profit we were planning on. Garbage in, garbage out.

We ended up with an estimator on staff. She had to write a scope of work, with the help of the designer and me, that would carefully lay out everything that was included and was not included. By the way, the final item in our list of exclusions at the end of the scope of work was 'anything that is not expressly included.' We added that phrase in honor of a particularly challenging client who I think actually thought we could read their mind.

I would read the work of the estimator three different times as it was being prepared. These were when the scope of work was written, when the subcontractor and vendor names and costs were entered, and when the in-house labor and materials were entered. I had to slow down and read

all this information very carefully because I had to own it.

WORD-BY-WORD REVIEW

When the plans, the specifications, and the pricing were all done and we had a contract prepared, we would invite the client into our office for the presentation. The designer and estimator were at the table for this. I told the client that the reason they were present is that they knew more about the client's project than I did.

I would do a broad strokes presentation, focusing on the motivations of the client and how the scope of work addressed all their concerns. I would also review the exclusions, focusing on that final one I mentioned earlier.

Then we would walk through the main points of legalese in the contract itself.

I would then ask the client what they wanted to do. The client had worked with our designer for weeks or months. The client had answered a question or two that the estimator had. I had been in contact with the client every two weeks or so, cheering the project on. The client knew us and trusted us to have their best interests in mind.

The client usually said "I'll sign the contract!" Yeah!

I'd walk the client through all the places in the contract that needed to be signed and initialed. I would also collect the first payment check.



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We needed to make sure the production manager and the lead carpenter for the project “owned” the information that sales, estimating and design had prepared. If they did not, then the client could take advantage of them regarding what the client “remembered” should be part of the scope of work, even if it was actually not!

Then I would tell the client that they were now going to be walked through our scope of work by our estimator and designer, saying they knew more about the project than I did. That this process would take quite a while, likely more than an hour (which I had mentioned when making the appointment to present the scope of work), but that it was important that the client actually understood what was included and what was not.

I’d excuse myself, returning after the review was done. I shook the client’s hand, thanking them for having us work with them. And I would remind them that they needed to read our scope of work at home, to make sure that everything in the scope was accurate, and to let us know if they had any questions at all.

OFFICE PASS THE BATON

Now we needed to make sure the production manager and the lead carpenter for the project “owned” the information that sales, estimating and design had prepared. If they did not, then the client could take advantage of them regarding what the client “remembered” should be part of the scope of work, even if it was actually not!

The production manager and lead carpenter were given their own copies of the plans, scope of work, estimate and any related information, all of which had been assembled into a job book. They got their job books at least one week ahead of the office pass-the-baton meeting.

They were to read and question everything in that package. Everything. And to make notes about any questions that they had.

The designer, estimator, me (the salesperson), production manager and lead carpenter would meet to get all the questions answered. This was a very important meeting, because we had to be sure as a team

that we all thought the information was complete.

Also discussed at this meeting were any insights sales, estimating or design had gathered about how to manage the client effectively. That was so the production manager and lead carpenter had an advantage they would have been lacking otherwise, making it easier for an “evil” client to take advantage of them.

CLIENT PASS THE BATON

Before the project commenced, we would have a final set-up meeting with the client at their home. Attending were the client, me, production manager and lead carpenter.

The purpose of the meeting was for all the players to get to know one another and to reassure the client that these production staff members “owned” the client’s project and all the information in the scope of work and related documents.

To help make that happen, any time I was asked a question by the client, I would defer it to the lead carpenter or the production manager. “Darrel, can you answer Mrs. Client’s question, please?”

By doing this, the client ultimately was reassured that they were working with good people who really knew their project, and they learned a bit about them personally.

I would also remind the client that through all the weeks of working together to plan, scope, and price their project that many, many things had been discussed, many of which were not in the scope of work. And that it would not be unusual if the client ended up during the project thinking that one or more of those cast-away ideas was in the scope.

I would tell the client that the only things the production manager and lead carpenter knew about the project were what was in the scope. And the scope that we all agreed to,

including the client, was the job.

After making sure everyone was hitting it off, I would say to the client, "Well, it looks like things are going well. Our production manager, Nancy, and our lead carpenter, Darrel, will stay and review a number of questions about logistics. Know that I'll be calling you every 2 to 3 weeks, checking in with you to make sure you feel good about the work we are doing with you. Please feel free to contact me at any time if you have any concerns that you think are not being addressed adequately. In the meantime, you have our best people working with you going forward! And thanks for having our company work with you."

Part of what the production manager and lead carpenter would do once I was gone was set up a weekly meeting date and time. They would encourage the client to save any questions, if possible, for those meetings, so the workers onsite could get the project done more efficiently. They would prepare minutes following the meeting, copies of which would go to the client and to me. I would review the minutes for any job we had open, asking questions of the production manager if I had a question about something.

THE RESULT

I hope you can see that a big part of preparing to do a project is getting very clear with your client about your expectations for them and what their expectations about you should be.

The key is to be proactive, to educate in a dynamic and reinforced way that the project is only as good as the clarity produced before the project starts. Clarity is needed about what the project is and, more importantly, how to work together successfully.

Very rarely did we have a client say, "We discussed this with Paul ..."

And, if a client did, we would change our process as needed to make it less likely that anyone else would go forward.

Paul Winans, a veteran remodeler, who worked as a consultant to remodeling

business owners, and a facilitator for Remodelers Advantage, is now enjoying retirement. Paul's book, "The Remodeling Life: A Journey from Laggard to Leader" is available on Amazon. This article previously appeared in sister publication Remodeling.

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Why You Should Consider The Switch From Hard Hats To Helmets

Our sister publication, *Builder*, addresses the reasons construction companies and OSHA are moving toward properly fitting safety helmets with straps.

BY SYMONE STRONG



Although hard hats have been used to protect workers' heads in the industrial and construction industries for over 100 years, the product hasn't seen a significant upgrade since the 1980s. This recently was explained by Scott Greenhaus, executive vice president at Structural Group, a Columbia, Md.-based company specializing in products and services to ensure the strength and durability of structures, during an Associated General Contractors webinar on the topic.

The problem with the older model — which has become an iconic staple

of identifying construction personnel — is that they were designed to protect wearers from impacts to the top of the head only and often fail to stave off head injuries during slips, trips and falls if they drop off the wearer's head.

In order to protect workers and prevent traumatic brain injuries on the job, many companies are switching to safety helmets with a chin strap. The government has taken an interest as well: Organizations such as the Occupational Safety and Health Administration (OSHA) recently proposed a rule explicitly requiring that

personal protective equipment (PPE) fits properly.

BUILDER caught up with Joe Brandel, business development manager at Mips, a leader in helmet-based safety, to share why safe helmet usage is so critical.

BUILDER: What is the current OSHA rule for headwear in the construction industry?

Brandel: Currently, employers are required to provide and maintain PPE, yet there are no regulations to ensure that it fits properly.

BUILDER: What exactly is the organization trying to update?

Brandel: OSHA has proposed to revise its PPE standard in construction to explicitly require that helmets fit properly.

BUILDER: Who would be affected?

Brandel: The proposed revision would impact all employees who are potentially at risk of head injury from impact, flying or falling objects, and electrical shock or burns. It is meant to affirm OSHA's current PPE standard for construction, requiring properly fitted PPE.

BUILDER: What are the benefits to

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helmets compared with traditional hard hats?

Brandel: Many accidents involving the head do not occur linearly but at an angle. As a result, rotational motion can act on the head and brain, which can potentially be very dangerous and lead to severe brain injuries.

The two helmet types under the ANSI/ISEA Z89.1 standard include Type I and Type II. Type I helmets are designed to reduce the force of impact to the top of the wearer's head, while Type II helmets are designed to protect against side (lateral) impact to reduce the force of impact resulting from a blow that may be off center, in addition to the top of the head. There are three classes of helmets: G, general; E, electrical; and C, conductive.

For those in the construction industry today, many employers are requiring that Type II helmets, which can include chin straps, be worn on jobsites. This is an improvement from Type I helmets, which often fail to protect workers from head injuries resulting from slips, trips, and falls if they fall off of the wearer's head.

BUILDER: With so many other sports and activities pushing helmet safety lately, why do you believe it's taken so long for construction?

Brandel: I believe that the main reasons are lack of awareness, increased cost, implementation and a perceived lack of need. Helmets can be multiple times more expensive than traditional hard hats, so if a contractor has hundreds or even thousands of workers, then the financial investment can be significant. What contractors need to realize is how expensive just one traumatic brain injury can be and how using the proper head protection can lessen the potential of that happening.



BUILDER: Are there any disadvantages to the switch?

Brandel: Passing this requirement would ensure that helmets fit properly and would be a step in the right direction to better protect those who work in the construction industry, which many consider to be one of the most dangerous professions. The key factors in PPE compliance are comfort and fit: Employees are far more likely to wear helmets and hard hats that fit correctly and comfortably. Proper PPE usage, including safety helmets, is a critical way to enhance safety and protect workers against accidents on the job.

BUILDER: Will helmets eventually be required over hard hats?

Brandel: Based on my experience with other forms of PPE, it will likely take some time before we see a standard requiring helmets on construction jobsites. This usually takes years and sometimes even decades. However, that should not keep companies from protecting their workers with

the best possible PPE when the need is evident.

BUILDER: What would be the most significant change to a worker's daily routine if helmets were required?

Brandel: This change isn't likely to impact workers' day to day too much. They would probably need to get used to wearing a chin strap, but, other than that, it shouldn't be too different than what they're doing now.

BUILDER: Are most construction companies in favor of helmets? Is there any opposition to the change, if so what?

Brandel: Most of the larger construction companies have or are currently transitioning to helmets, but there has been some hesitancy from some smaller companies and among certain trades. Most of the opposition is due to the cost and the perceived challenges with implementation.

This article originally appeared in sister publication BUILDER.



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Latin Flair on the Intracoastal

Take a look at the winning creation for this year's Million Dollar Pool Design Challenge.

BY REBECCA ROBLEDÓ



A winner for this year's Million Dollar Pool Design Challenge has been named.

Each year, professional and student designers enter their drawings and plans for a residential waterscape to suit a fictional family. The location and family circumstances change with every iteration.

The goal of the contest is to see what designers can do when they're

not tethered by budget.

Judges and organizers whittle the applicants down to five finalists. Video presentations of the final five are shown each year at the Pool | Spa | Patio/Deck Expo at a special session, where attendees vote for the overall winner.

This year, Brad Holley, design director of Pure Design in Plano, Texas was voted grand prize winner. With

sponsorship from Riverflow Current Systems, he earned a \$10,000 prize. All finalists receive a free pass and lodging to attend the PSP/Deck Expo, as well as some financial support for airfare and incidentals, so they can present their concepts. The winner then joins the judging panel for the next year's contest.

Take a look at this year's challenge and Holley's award-winning design.

WATERFRONT SCENARIO

This year's contestants were asked to design a pool for a pair of empty nesters building their forever home on the Intracoastal waterways in the Miami Beach area. With three young-adult children, this couple hopes to entertain up to 30 people and host its family as it continues to grow.

Guests would include some of the biggest names in Miami, so the space needed to impress, while providing a warm place for grandchildren and family gatherings.

The backyard also needed to include several pieces of Latin art, which the couple collects, as well as to show overall Latin flair.

The couple also wanted to showcase the view of the Intracoastal, while providing more secluded areas that can't be viewed by passing watercraft. Designers were required to incorporate a mass of features, including a lazy river, glass tile mural, acrylic glass element, fire and water features, sunken firepit, swim-up bar, splash pad, tanning shelf, dramatic

RENDERINGS BY BRAD HOLLEY

front entry and a dramatic fountain for the driveway.

THE WINNING SOLUTION

With so much to accomplish on one residential property, Brad Holley first focused on developing a concept that would anchor the entire design. For inspiration, he focused on a key element of the lifestyle on the Intra-coastal — yachts.

“One particular detail that many modern boats share is a feature called a ‘hardtop,’” he explained in his presentation materials. “It’s basically the upper-most shade cover of a boat, and it’s a signature of luxurious boat manufacturers to design a pair of sharply rear-swept support columns underneath it. The more you can make it look like the columns shouldn’t be able to support the hard-

top, the sexier it is.”

He decided to design a shade structure modeled after a yacht hardtop. This would provide the centerpiece for the backyard, as well as serve a number of practical purposes. It would have two levels, with the upper deck providing a spectacular view with seating and the putting green the clients requested. It would also act as a feature-packed island for the lazy river to wrap around. Such elements as the sunken fire pit, fire/water feature, tile mosaic and UltraVision multi-panel display would be placed here.

Holley put the main pool next to the structure, with an acrylic spa across from it, set on the centerline of the hardtop structure. The pool floor features a tile mosaic of Frida Kahlo, as just one of several works of Latin-inspired art. Another such piece could

be found at the splash pad, which featured a South-American two-headed serpent sculpture.

THE FINALISTS

Here is the full list of finalists and their prizes:

Second Place: Sam Abbara, Construction Plans Supervisor, Regal Pools, Tomball, Texas, \$3,000

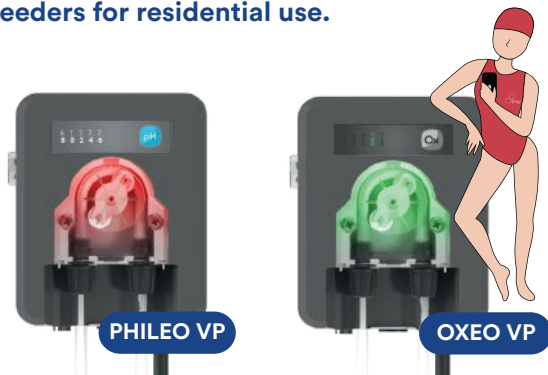
Third Place: Whitney Morris, Lead Designer; Stephanie Carnahan, Landscape Designer, Old North State Landscaping, Durham, N.C., \$1,250

Fourth Place: Kylee Polaski, Senior Designer; Paola Hidalgo, Designer; Travis Cisneros, Design Director; Sameepa Modi, Senior Designer, Aqua-Terra Outdoors, Carrollton, Texas, \$750

Fifth Place: Megan Trevino, Operations Manager/Project Designer; Ohana Pools, Urbana, Ill., \$500.

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Installing a Polycarbonate Patio Cover

Polycarbonate panels covering this free-standing pergola let in light and block out the rain

BY JOSÉ MULLET

PHOTOS BY JOSÉ MULLET

Recently, my company installed a patio cover for my aunt as part of a full exterior makeover of her house. The project also included a complete gut and interior and exterior rebuild of her rental property next door. The covered pergola described in this article was the finishing detail of the fairly involved makeover of the two properties, which are located in a small, rural town on the outskirts of Waco, Texas.

We had closed in the original front porch to add some living space, so we designed the pergola to provide a new sheltered entry and some curb appeal as well. But while my aunt wanted a covered porch, she also wanted to allow natural light into the front windows of the house, particularly the front kitchen window. These considerations guided her choice of a clear cover. Our research led us to Regal Plastics' Hercules System, which consists of commercial-grade, four-walled polycarbonate sheets and the accessories needed for their installation.

The 8mm-thick sheets measure a little less than 24 inches wide and are available in 12-, 16-, 24-, and 28-foot lengths. Custom lengths are also available; we ordered for coverage of 12 feet 6 inches and received 13-foot-long sheets. We installed what the company calls "clear" sheets, which offer 69% light transmission; bronze (32% light transmission) and ice white (22% light transmission) are also available. The UV-resistant sheets have a standing seam design to prevent leaks and are rated for winds up to 125 mph and snow loads of 40 pounds per square foot.

This was our first time using this particular system, and we found the panels



Framed as a freestanding pergola but with a clear roof, this patio cover is designed to allow plenty of light into the home.



The pergola's support posts bear on the concrete patio and on 16-by-16-inch piers with a washed aggregate finish.



The author used one jig to shape the ends of the double 2x12 beams ...



... and another one to shape the tails of the 2x6 rafters.



A simple guide made out of scrap material allowed the author to make the clean and accurate 45-degree-angle cuts needed for the diagonal braces that reinforce the post-to-beam connection.



Framed as a free-standing pergola but with a clear roof, this patio cover is designed to allow plenty of light into the home.

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to be a much higher quality product than what is often sold with greenhouse kits.

FOUNDATION

We had initially sized and poured a patio for a smaller, traditional

front porch, but as our client's plans for the porch changed and its size grew, we decided to go with a free-standing structure instead of attaching it to the house. To clear a hipped roof corner on one end, we pushed the overall height

of the pergola up above the eaves with a beam bearing on three 6x6 posts. These posts are located close to the front of the house and are connected to the patio slab with decorative powder-coated galvanized-steel post bases made

by Ozco Building Products.

Since the concrete patio that we had placed wasn't deep enough to support the posts for the front beam of the larger porch roof, we formed and poured in place three 20-inch-deep 16-by-16-inch concrete piers (there's no frostline in Waco) reinforced with a simple #4 rebar grid. These piers are located 10 feet from the front of the house and have a washed aggregate finish so that they will blend in with the owner's future landscaping plans.

FRAMING

We framed the roof structure with rough-sawn western red cedar, using 6x6 material for the posts and diagonal braces, 2x12 stock for the two double beams that bear on the posts, and 2x6 stock for the rafters, which are spaced 24 inches on-center.

Beams. Prior to installing the double 2x12 beams, we profiled their ends using a router guided by a jig that my dad had made for previous projects. After lifting the beams into position, we connected them to the posts with black Ozco hardware that matches the post-base hardware. I've been fortunate to learn from multiple talented old-school craftspeople, so making jigs to minimize human error has become a natural part of the way I work.

Diagonal braces. We don't build a lot of pergolas or work with large timbers often and don't have a beam saw with the capacity to cut through 6x6 stock in one pass. So I made a quick 45-degree jig to make the cuts for the diagonal braces; along with the jig, I used a circular saw to make clean cuts on both sides of the workpiece and then finished the cut with a reciprocating saw. To ensure nice fits, I cleaned up high spots as needed with a 24-grit sanding pad fitted to an angle grinder. I used Simpson



The panels are installed starting at the center and working towards both ends. They are fastened to the purlins with special metal clips.

Strong-Tie Outdoor Accents structural screws to fasten the diagonal braces to the posts.

A simple guide made out of scrap material allowed the author to make the clean and accurate 45-degree-angle cuts needed for the diagonal braces that reinforce the post-to-beam connection.

Rafters. After making the seat cuts on both the upper and lower ends of the rafters, we profiled them using a router and another jig with a slightly different profile than the one we used on the beams. We fastened the rafters to the beams 24 inches on-center with 8-inch-long Simpson Strong-Tie structural screws. On the low side of each beam, we added Ozco rafter clips, which helped plumb the rafters.

Purlins. To support the roofing



Friction-fit connector caps are tapped into place with a mallet to cover the raised seams between panels and prevent leakage, then plugged with matching end caps. The ends of the hollow panels are covered with a special vent tape followed by a flute cover, allowing for ventilation while blocking access to insects.

panels, we installed 2x4 purlins 16 inches on-center, fastening them to the rafters with 3-inch-long stainless steel screws.

ROOF SYSTEM

Everything needed to install the Hercules roof panels was supplied with the order, and the panels proved to be fairly simple to install. They come with a protective film on both the top and the bottom of the panel; we removed the bottom film prior to panel installation. We left the top film in place until the sheets had been installed, and even then only partially removed it along the edges to install the seam covers. Only after we finished the install did we fully remove the top film. Following the manufacturer's instructions, we covered the



The outside edge of the last panel is cut to fit, then covered with a metal U-edge profile that is screwed to the purlins (right).



Raising the inner beam of the free-standing pergola above the eaves of the home's hipped roof allows for air circulation as well as the recommended slope (1 inch in 4 feet) for the polycarbonate roof panels.



top edge of each panel with the supplied vent tape, then installed the flute covers over the vent tape prior to lifting the panel up into

position.

Starting at the middle of the porch, we installed the first panel using the supplied metal clips along

both edges. Then we worked toward both ends of the porch, connecting each panel along one edge to the clips holding the previous panel, and fastening down the other edge with more metal clips. As each new panel was installed, we used a rubber mallet to tap down the connector caps that cover each seam. Those caps then were fitted with end caps.

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As anyone who has installed metal roofing panels can tell you, roofs are rarely perfectly square. Because these panels arrived a few inches longer than their nominal length, we could easily trim them to length and — at the edges of the porch — to width with a circular saw. Those cuts were later covered with edge U-profile trim pieces, which added another ½ inch to the length and width of the panel (and thus must be accounted for when calculating the size of the end panels). Stainless steel screws driven through the metal trim pieces — but not through the panels themselves — secured the perimeter of the roof covering to the framing.

José Mullet operates Mullet Carpentry and Remodeling along with his father, Alfredo, who owns the Waco, Texas-based company. He currently is the director of construction for Waco Habitat for Humanity.

This article previously appeared in sister publication JLC.



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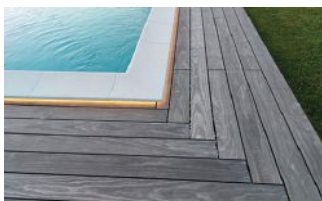
2024 NEW PRODUCTS



Welcome to PSN's annual parade of new pool and spa products. Whether you're a builder, service professional or retailer, you'll find the industry's latest in technology, design and efficiency in this handy guide. May these products help boost your business in 2024!

Debuted at PSP/Deck Expo

Accoya



Accoya Color Grey is made from FSC certified softwood, is modified through acetylation and transformed into a building material that is highly durable, stable, non-toxic, recyclable, say company officials. The product is low maintenance and is completely colored from the surface to the core with an organic pigment. It comes with a 25-year warranty.

Contact: accoya.com

Debuted at PSP/Deck Expo

Advantage Mfg.



The Pro Pool Performance Package is designed for pool service and maintenance pros and bundles the Port-a-Vac 2.0, Pool Service Cart 2.0, Vac Kit, a T-bar hitch and two cart hitches. Everything comes with no-mark wheels ready to mount onto a truck.

Contact: advantageman.com

Debuted at PSP/Deck Expo

Aiper



The Aiper Seagull Pro Cordless Robotic Pool Cleaner includes WavePath Navigation Technology, a powerful quad-motor system, and wall-climbing capabilities. With a run time of 3-hours and quick charge time of 90-minutes, it can perform three cleaning modes – floor cleaning, wall cleaning and auto-mode.

Contact: aiper.com

Debuted at PSP/Deck Expo

Aqua Technics Pools USA



Aqua Technics Pool has debuted its patented graphene technology. It integrates graphene, the world's strongest material, into every pool, resulting in strong, lightweight pools with higher resistance.

Contact: aquatechnicspools.com

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AquaStar Pool Products



The PureStar Ozone System is a corona discharge ozone generator that supplements chlorine. It features a venturi injector that auto-regulates for hydraulic system efficiency, which enables it to work with variable-speed pumps, even at lower speeds. PureStar is a plug-and-play unit that installs inline, requiring only 17 inches of horizontal pipe and plugs into a standard GFCI outlet.

Contact: aquastarpoolproducts.com

Debuted at PSP/Deck Expo

Artesian Spas



Artesian Spas' TidalFit WaVs features true variable-speed pumps, which allows users to adjust swim resistance, customize their workout routines and target specific muscle groups. The pumps run at 3.4 mph, 500 gpm and 10.4 amps, and is available on several Artesian swim spa models. It's designed to be energy-efficient, quiet and features 16 speed settings.

Contact: artesianspas.com/wavs/

Aspen Spas



Aspen Spas' new 13-foot S.W.I.M. model is a swim spa that offers a 100" x 83" swim basin and a max depth of 52" (without benches). S.W.I.M. is an exercise-based unit with up to three pumps and four swim jets. It's now available in three series to meet any price point.

Contact: AspenSpas.com

Automatic Pool Covers



The PowerTouch automatic pool cover controller uses industry-exclusive technology that is 100% tool-less, providing one finger torque limit adjustment. Rather than lifting heavy auto cover lids, this system allows users to adjust with the touch of a finger in seconds. The controller also has easy to read, more intuitive operational buttons that are also back-lit to see by both day and night.

Contact: automaticpoolcovers.com

Debuted at PSP/Deck Expo

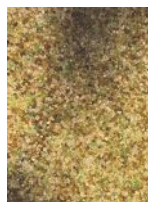
B Squared Pools



B Squared Pools are made from 2-inch-thick polypropylene twin wall material. Polypropylene does not chip, rust, rot, or decay. Used in Europe for more than 20 years, this material provides a durable and reliable pool that lasts longer than traditional pools, according to company officials.

Contact: bsquaredpools.com

Brightline Filter Media



This glass filter media is a 100% recycled, environmentally friendly media that can easily replace sand in the filter. It's engineered to offer better backwash filtration and more efficient particle suspension, improving clarity and extending filter life.

Contact: blackbeautyabrasives.com/brightline-filter-media

Debuted at PSP/Deck Expo

Bullfrog Spas



The all-new A Series by Bullfrog Spas is a premium spa line that features an updated design, improved ergonomics, and other thoughtful elements including the patented JetPak Therapy System, space-saving Simplicity filtration, and more.

Contact: bullfrogspas.com

Debuted at PSP/Deck Expo

CamerEye



CamerEye Edge is an AI Smart Pool System that now scales across the entire pool lifecycle. The system saves time and money with easier and smarter construction monitoring, water safety, and pool maintenance while meeting strict ASTM F2208 and UL 2017 inspection standards through continuous monitoring, detection and prompt notifications.

Contact: camereye.ai

Debuted at PSP/Deck Expo

Carvin Pool Equipment



The Lumina is the company's new resin pool.

Contact: carvinpool.com

Debuted at PSP/Deck Expo

CCEI Pool USA



The Oxeo VP automated controller is a connected, peristaltic chlorine/bromine chemical feed that automates chemical regulation. It measures ORP and adds/adjusts oxidizer to pool water as needed. A color changing LED light provides a quick visual indication of the water chemistry. It now sends alerts directly to mobile devices so users can check pool water chemistry. UL listed.

Contact: ccei-pool.com/us/

Debuted at PSP/Deck Expo

Celtic Hot Tubs



The Solstice 122 is a HDPE plug-n-play hot tub. Its features include 22 triskelion and turbo boost whirlpool jets, LED lighting, CD ozone with mixing chamber, energy-efficient insulation, large footwell and durable cabinetry.

Contact: celtichottubs.com

Debuted at PSP/Deck Expo

Clear Comfort



Designed for splash pads, multi-unit housing pools and spas, the CCW100 Dual AOP alternative sanitation system is powered by a patented hydroxyl-based AOP. Maintenance only requires a 15-minute cartridge exchange each year, without professional training, special tools or downtime. The CCW100 Dual comes with a 90-day money-back guarantee and 5-year system warranty.

Contact: clearcomfort.com

Debuted at PSP/Deck Expo

ControlOmatic



SmarterSpa+ now has a smaller control box for its saltwater chlorine generator for spas. SmarterSpa+ generates chlorine as needed and will never over-chlorinate the spa. The new, smaller control box (2.5-by-4.5 inches) mounts easily to the spa's skirt. Additionally, the unit comes with an improved, easy-to-use mobile app for automation control.

Contact: controlomatic.com

Cubic Electrical Appliance Ltd.



The new Supreme Series Heat Pumps are full inverter heat pumps powered by the company's "inver-Core" full DC inverter technology which allows users to vary the speed of the compressor and fan motor speed for optimum performance and efficiency. Its features and benefits include high COP; a quiet, soft start; and DC brushless fan motor. Wi-Fi capabilities is available as an option.

Contact: cubic-heatpump.com

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Deckorators



Deckorators offers two new colors in its Venture Decking line: Saltwater, a warm smokey-taupe; and Sandbox, a classic medium-brown. Venture Decking features a natural woodgrain, and is lightweight, easy to install and low-maintenance.

Contact: deckorators.com

Debuted at PSP/Deck Expo

Digger Specialties



DSI's Storm color infill for Designer Fencing is a variegated grey shade complemented by a choice of 12 aluminum colors for rails and posts.

Contact: diggerspecialties.com

DNA Vibe



The new Jazz Band Splash is the first wearable light therapy device to be fully submersible. It features silicone construction with advanced hydro-dynamics for "in-tub" use. All four modes of light therapy — red, infrared, magnetic, and micro-vibration — can be enjoyed in the comfort of a hot tub.

Contact: dnavibe.com

Ducky Wrap



Ducky Wrap wraps around pool brushes to enable users to easily clean algae from pool surfaces without the hassle of vacuuming. Simply remove and rinse to use again.

Contact: duckywrap.com

Debuted at PSP/Deck Expo

Dynasty Spas



The Family Island Oasis Spa is an 11-person, 92-by-132-by-39 inch spa with 63 jets. Its features include a standard K.1000 topside control, dual loungers, 2-7.0bhp pumps, blower, UV-treated pillows, 100-ft. filtration system, RMAX insulation, maintenance-free skirting, extra wide seating, underwater and top rail LED lighting, and a cascading waterfall.

Contact: dynastyspas.com

Debuted at PSP/Deck Expo

Elevate Pools



Elevate Pools' adjustable depth pools uses patented technology to allow users to adjust the height of the deck to whatever height is wanted for swimming, water volleyball, kiddie pool, splash pad, or party deck. In addition, when the pool is not in use, the pool can be raised to deck level, making it a safe, multi-use space.

Contact: elevatepools.com



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Feeney



DesignRail Modern from Feeney is a new railing solution with pre-drilled posts for CableRail and no bottom rail to enhance the view. Features also include an optional drink rail adapter available for the railing to create the perfect perch for beverages.

Contact: feeneyinc.com

Debuted at PSP/Deck Expo

Filter Preaux



The new Filter Preaux System is designed to clean pool filters for faster filter maintenance. The company's private label chemical pretreatment, combined with high pressure water flow, is engineered to achieve clean filters in as little as 30 seconds, more than doubling productivity and increasing profits, say company officials.

Contact: filterpreaux.com

Floating Luxuries



The Kai Side Table features a spacious top to hold larger items such as an ice bucket, towel, iPad/tablet, or book. The top also features a lip to keep things more secure and in their place. The unique engineered two-point grip securely holds the Kai Luxury Umbrella and is designed to resist tipping and lifting.

Contact: floatingluxuries.com

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Fluidra NA



The Jandy Infinite WaterColors Nicheless Lights lets users instantly select any color without having to cycle through. Choose from 10 pre-set colors and five light shows or create a custom color palette so users can turn the pool lights, red, blue, green and anything in-between. Works with Jandy AquaLink RS to make turning on/off lights and picking a shade simple using the intuitive iAquaLink app.

Contact: jandy.com

Fountain People



FXPRO Series LED color-changing light fixture illuminates fountain and splash pad spray effects (underwater, wet or dry locations) in parks and recreational settings. This fixture has on-board DMX for more control and includes an angle adjustable yoke to position the fixture as desired. Unit may be anchored to a finished floor or wall. Manufactured from cast 316L stainless steel.

Contact: fountainpeople.com

GreenStory Global Pool & Spa Filtration



The GreenStory Global Cyanuric Acid Remover filter fits in any skimmer basket to reduce overall CYA levels at an average of 10-20 ppm per week. There is no need to drain the pool and it has no effect on pool chemistry. It works at any water temperature and is environmentally friendly.

Contact: greenstoryglobalpoolandspa.com

SPHERE PRO

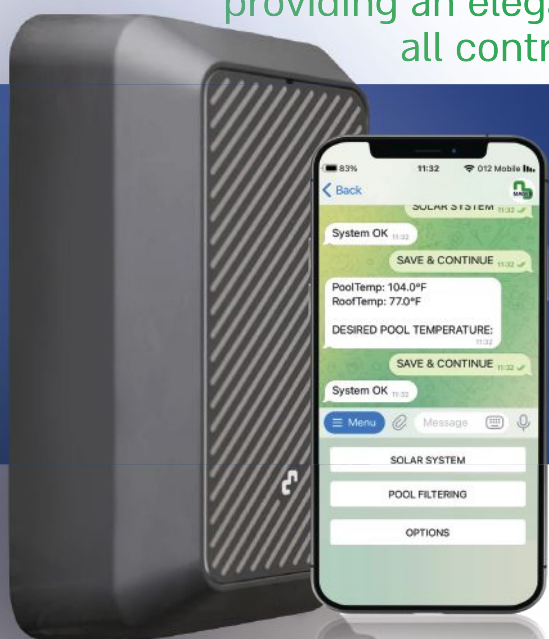
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h2flow Controls



The LevelSmart wireless autofill eliminates the chore of filling the pool manually and the risk of over-filling it. With 24-hour-per-day wireless monitoring, LevelSmart automatically maintains the water level of the pool, spa, pond, waterfeature, or tank.

Contact: h2flow.net

Hammerhead Patented Performance



The REMORA PRO Kit is designed for the pool pro. The kit includes a portable 21-inch vacuum head with a carry handle, Smart Switch to monitor power going to/from the motor, dual-speed motor, 25-foot premium floating power cord, wearable battery pack, a 10 amp battery charger, two easily interchangeable 18Ah LiFePO4 lithium-ion batteries, and one standard and superfine vacuum bag.

Contact: hammerheadvac.com

Harbour



The new Amalfi Collection includes eight sectional pieces that can be used to create a sofa, an ottoman, and two chairs. Soft to the hand, the fabric feels like an indoor textile that is resistant to sun, moisture, sweat, mildew, and staining. Mix and match the collection to create the perfect, custom outdoor seating area.

Contact: shopharbour.com

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Haviland Pool & Spa



Haviland Pool & Spa Products is now offering select sizes of water corrective and chlorine complimentary chemistries in resealable retail friendly packaging. This new line of resealable, bagged balancers use a gusseted base that allows the bag to stand independently on retail store shelves. Available in 5lb and 10lb sizes. Made in the USA.

Contact: havilandpool.com

Home Port Computer



The BufferZone Water Testing Software now includes a sales order system. It's designed to streamline the sales process by generating sales slips seamlessly within the software. During checkout, simply scan the sold items to automatically create a sales slip. Conveniently accept cash or process credit card payment. This feature is free when using BufferZone and Paystri credit card processing.

Contact: homeportcomputer.com

Imperial Pools



Persunal Pools is a full line of steel inground/semi-inground plunge pools. Standard sizes range from 8-by-10-feet, 10-by-20-feet, and 12-by-24-feet with a 54-inch steel panel wall height. These plunge pools offer many shapes and sizes and come with special options as standard features. Hand selected Interior finishes are in stock for complete pool delivery.

Contact: imperialpools.com

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Industrial Test Systems



The PoolCheck Xpress series introduces a unique feature: a color chart printed directly on the strip just below the test pads.

Contact: sensafe.com

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InnovaSpa



The Stream convertible 120v/240v is a roomy spa with comfortable seating and a spacious bed with a unique massage zone. Based on dealer feedback, the spa is now offered in white with black doors.

Contact: streamspas.com

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inSPAration



The Pool & Spa Refresh by inSPAration is a pH Neutral formula compatible with all sanitization systems. The added aroma adds a relaxing effect, minimizing chemical odors, and the product helps soften and moisturize.

Contact: inSPAration.com

JED Pool Tools



JED Pool Tools has improved its high-grade, commercial grade, helix spiral wound extruded vacuum hose. It's now more flexible and has an improved cuff. This 1½-inch diameter hose comes in 30-, 35-, 40-, 45-, 50- and 75-foot lengths. For commercial use, it is also available in 2-inch by 50- and 100-feet. Custom sizes also available. 5-year warranty. Made in the USA.

Contact: JEDPoolTools.com

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Jobe Valves



The Top-Up Turtle is an automatic pool level refill valve. It's placed on the pool edge and connected to a garden hose water supply, it will refill the pool water lost to evaporation and pool play to the designated water level.

Contact: Top-UpTurtle.com

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King Technology



FROG @ease for Swim Spas is a complete solution for swim spas. It's designed to kill bacteria in two ways. Shock only once a month, and use much less chlorine. Prefilled cartridges make for easy replacement. It floats when working, and flips when empty.

Contact: swimspasolution.com

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Kona Pools



The Hana Surround System is available for all rectangle Kona Pool sizes. The top shelves and brackets are made from High Density Poly Ethylene (HDPE). The side panels are a polymer material similar to spa skirts. The Hana Surround System is available in Ash Luxe or Mocha Luxe color. Entry systems and deck options are also available.

Contact: konapools.net

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Magen eco-Energy US



The SPHERE Pro is a pre-assembled solar pool heating interconnection device. It's designed to simplify installation by providing a self-contained, pre-engineered means of connecting solar pool heating to the swimming pool. It's pre-plumbed to reduce install time and features an onboard Wi-Fi-enabled controller, VSF pump control and scheduling, freeze protection and nocturnal cooling.

Contact: mageneco.com

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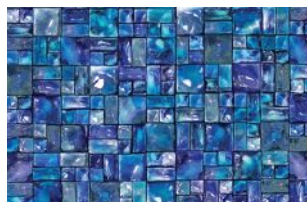
Marquis



Marquis' V174K Kona swim spa is 174-by-90-by-56 inches. Exclusive to the V174K are the Whitewater-4 Plus jets that utilize a special entrainment port to significantly boost the efficiency of each swim jet from 100 gpm to 125 gpm, with a total of up to 750 gpm from the six swim jets. It features four therapy seats, 27 Jetpods and optional Bluetooth audio, LED fountains and rowing kit.

Contact: marquisspas.com

McEwan Industries



McEwen Industries' newest exclusive in-ground liner pattern, Lennox, is a 27 mil pattern showcasing a play of light with shimmering hues.

Contact: mcewenindustries.com

Debuted at PSP/Deck Expo

Mini Bucket Test



The Mini Bucket Test is a simple way to test for a pool leak. First, turn off the pool's waterfeatures and auto-fill system (if installed), but leave main pool pump running. Place the Mini Bucket Test on the first swim step of the pool. Fill it up so the water level on the inside of the tester matches the water level of the pool. Come back in a day or two to see the results.

Contact: minibuckettest.com

Millboard



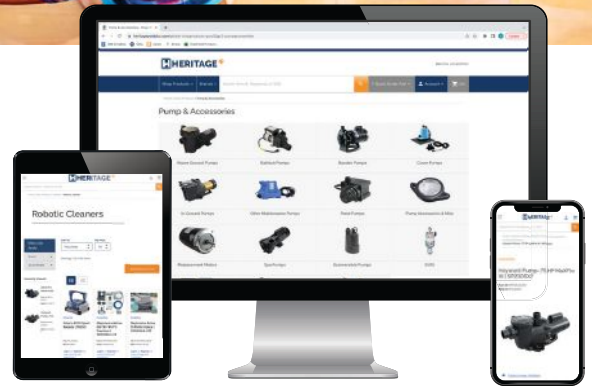
The new, multi-use 126mm Enhanced Grain Slim Board features a strong polymer core which provides structure while also resisting the elements. They require minimal maintenance, are slip resistant, and won't warp or rot from moisture decay, algae, or harbor insects, say company officials.

Contact: outlive.info



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Moasure



Moasure is a new measuring device with the ability to measure complex and irregular spaces simply by moving from one point to another, capturing and measuring changes in elevation while simultaneously drawing a diagram of the measured space.

Contact: moasure.com

Nature's Care



Nature's Care 'Open-Close' product is formulated to break down organics in cold water making pool openings faster. This environmentally friendly product uses a concentrated enzyme formulation to prevent hard to clean waterline rings and staining. It's biodegradable, non-toxic, and made in the USA.

Contact: naturescarepool.com

Natural Chemistry



Natural Chemistry's ProSeries now offers an Extra Strength Stain and Scale option as a part of its professional strength line of stain and scale products for pool pros. They are formulated to reduce metal-based staining and calcium scale buildup with consistent use. When applied according to label instructions, the product stays effective for up to four weeks.

Contact: proseriespool.com

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NeuTerra



The Venus Nicheless 1.5 360° Pro Flow Smart Return Light adds color to a pool, spa or fountain return. It easily assembles into any 1.5 wall fitting and features quick connect/disconnect. An app programs colors, movement and music to sync with other NeuTerra smart pool or landscape lights to create custom light shows. Smart 96W power adapter is included.

Contact: neuterrallighting.com

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Nidec Motor Corp.



The patented Neptune Hybrid™ features two motors: a high-efficiency BPM, and a PSC induction motor for higher horsepower. This lower cost, lower power consumption Hybrid is designed to offer significant energy savings for homeowners. Both Neptune products integrate with new or existing pumps and connect with customers' existing time clocks for worry-free operation.

Contact: usmotors.com

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Nordic Hot Tubs



The Retreat MS has a compact footprint at 80-by-70-by-34-inch depth with two deep therapy bucket seats and a bench seat, offering room for entertainment or for the whole family to enjoy. It features 28 Nordic Star jets, including a whirlpool jet to deliver a powerful massage to specific muscles. Options include Nordic Wrap insulation, Northern Lights and Bluetooth stereo.

Contact: nordichottubs.com



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Pentair



The Pentair IntelliFlo3 VSF Pool Pump features patented sensorless speed and flow technology to adjust to pool conditions. The pump is easy to install and energy efficient, with flexible options to suit any pool, including 3.0 and 1.5 horsepower, and entry-level automation that allows pool owners to control two other devices using the optional automation relay board and the Pentair Home app.

Contact: pentair.com

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Perma-Column



Perma-Column's precast concrete deck posts are designed to enable fast deck foundations. Combined with FootingPad composite footings, these precast deck posts eliminate the hassles of mixing and pouring concrete. Builders no longer need to wait for concrete trucks to arrive or for concrete to cure. Deck construction can begin immediately.

Contact: faster-decks.com

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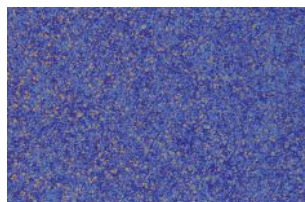
PhosLocker



PhosLocker is a ready-to-use pouch that gives 30 days of continuous phosphate removal from the pool, without the clouding that is typical of liquid phosphate removers. Simply place the pouch in the skimmer basket.

Contact: phoslocker.com

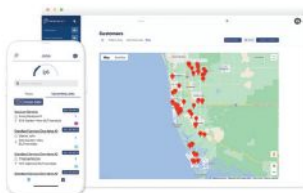
Poolside by CGT



The new Cirali Beach pool liner design uses sparkling gold pebbles combined with natural stones to make the pool water shimmer. Cirali Beach is printed on a medium blue colored base material, uses the company's exclusive aquashimmer feature to give the design a dramatic and fiery effect, and matches the latest deck and coping treatments.

Contact: poolsidebycgt.com

Pure Coastal Technologies



An enhanced version of ProValet.io field service management software now offers an Integrated Service Request Module for instant communication; Interactive Real Time Calendar to help manage field technician scheduling; and enhanced Offline Mode to secure data and fully operate while offline.

Contact: provalet.io

Raypak



AVIA HD with NiTek Gas Pool and Spa Heater is designed to reduce more than 50% scale formation, produces up to 2% more thermal efficiency than cupronickel, and the same thermal efficiency as copper. NiTek has 900% more nickel compared to cupronickel in critical surfaces.

Contact: raypak.com

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RENOLIT



RENOLIT SOLID is a reinforced PVC membrane created to renovate and waterproof decks around residential and commercial aquatic facilities. This 80-mil thick membrane renovates decks to make them waterproof and slip-resistant for safety. An ideal solution for common deck problems including cracks, chips, peeling paint and more. Available in a variety of colors.

Contact: renolit-alkorplan.com

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RB Retail & Service Solutions



New EZ SHOP app provides 'scan and go' shopping to customers within the retail store. This app is easily downloaded from a QR code and allows current customers to login to their online bill pay to view past orders and transaction history, create shopping lists and scan the products they need as they walk through the store. It syncs with discounts and can be programmed with specials.

Contact: rbpoolandspa.com

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Rico Rock



Rico Rock's new Temple Stones are a series of new cast concrete stones for use around pool and outdoor living spaces. Weighing far less than traditional stone, they are designed specifically to resist deterioration from pool chemicals, freeze-thaw weather conditions and the effects of salt-chlorine generators. They can be used as jump rocks on the pool deck, as seats or benches and even as platforms for planters and decorative sculptures. The stones can even be used for small waterfeatures with minimal noise for a calming effect. Available in dark grey and limestone that imitate the look of real rocks.

Contact: ricorock.com

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Safety Grip Handrail Cover



The new Safety Grip in Onyx is a handrail cover designed to keep swimmers safe. It offers heat protection against high temperature metal railings, using a neoprene material to ensure a safe and comfortable entry and exit. It reduces the risk of slips with its firm fitting, non-slip material, combating water and sunscreen oils. Safety Grip in Onyx was developed to coordinate well with pools and hot tubs trending toward a clean, minimalist look. Safety Grip is made in the USA.

Contact: safetygrip.net

SeaKlear



SeaKlear's Chitosan Clarifier now uses an improved high-quality chitosan formula. It contains recycled shells from the seafood industry that would have otherwise ended up in landfills. It works with high sanitizer levels and can be used at the same time as shocking your pool.

Contact: seaklear.com



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Our story begins more than 40 years ago with the production of swimming pool stairs and ladders for the North American market. In the early 2000s, already recognized as a leader in North America, we manufactured our first model of rotomolded spa.

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Simpson Strong-Tie



Simpson Strong-Tie's Outdoor Accents Decorative Hardware is a complete line of connectors and fasteners that makes it easy to build strong, safe and beautiful outdoor structures, say company officials. The connectors are available in two design styles and a wide range of sizes.

Contact: strongtie.com

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SKIN Microplaster



SKIN Microplaster is a microplaster and waterproofing system using proprietary micro-ceramic technology. It replaces pool plaster and offers wearable surface waterproofing for durability, aesthetic excellence, and versatility on various surfaces, including ICF, in both wet and dry environments. ASTM certified, NSF approved, Miami/Dade NOA.

Contact: skinmicroplaster.com

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Spazazz



Spazazz' has introduced two new lines, Spa Shock + Aromatherapy and the Full Body 1000mg Hemp Soak Crystal Collection. Aroma Spa Shock is potassium monopersulfate, aromatherapy infused, and chlorine free. It's available in three fragrances: Tropical Paradise, Mentha Grove, and Lavender Isle. The Full Body 1000mg Hemp Soak Crystal Collection is available in four scents: 06 Reset - Cooling Mint + Herbal Woods; 09 Ignite - Lush Citrus + Exotic Musk; 17 Unwind - Juicy Berry + Creamy Coconut Vanilla; and 22 Release - Exotic Greens + Sugared Citrus.

Contact: spazazz.com

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ColorQ 2x PRO 7 Photometer Kit

The new waterproof, Bluetooth ColorQ 2x PRO 7 pool and spa professional photometer directly measures Free Chlorine (DPD), Total Chlorine (DPD), Bromine (DPD), pH, Alkalinity, Calcium Hardness and Cyanuric Acid directly on a digital display. The ColorQ 2x eliminates the need to visually determine slight color variations using an innovative dual-optic design with wider path-length. The photometer, testing reagents and instructions are packaged in a compact carrying case for on-site testing.



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Stain Drop



New and improved Stain Drop No.2 is a specialty acid-based treatment designed to eradicate scale from surfaces. Treatments often are quick but can take up to ten days.

Contact: poolstaindrop.com

Strandkorb



Traditionally a beach chair from Northern Germany, the Strandkorb has evolved into an elegant piece of outdoor furniture, suited for residential use in backyards, patios and poolside. The reclining wicker cabanas are available in a large variety of styles, ranging from classic to modern.

Contact: strandkorb.us

Tara Pool & Outdoor Products — Shade Escapes by Tara



Shade Escapes Mod Shade Kits offer a stylish and practical shade solution for any outdoor space. The kits are ready-to-install, complete with durable galvanized steel or aluminum poles available in three colors, and come with all essential hanging hardware. Capable of providing up to 360 sq.ft. of shade, the kits come with a selection of 17 vibrant shade fabric colors to choose from. Mod Shades mount directly to existing concrete patios or pool decks.

Contact: shadeescapes.com

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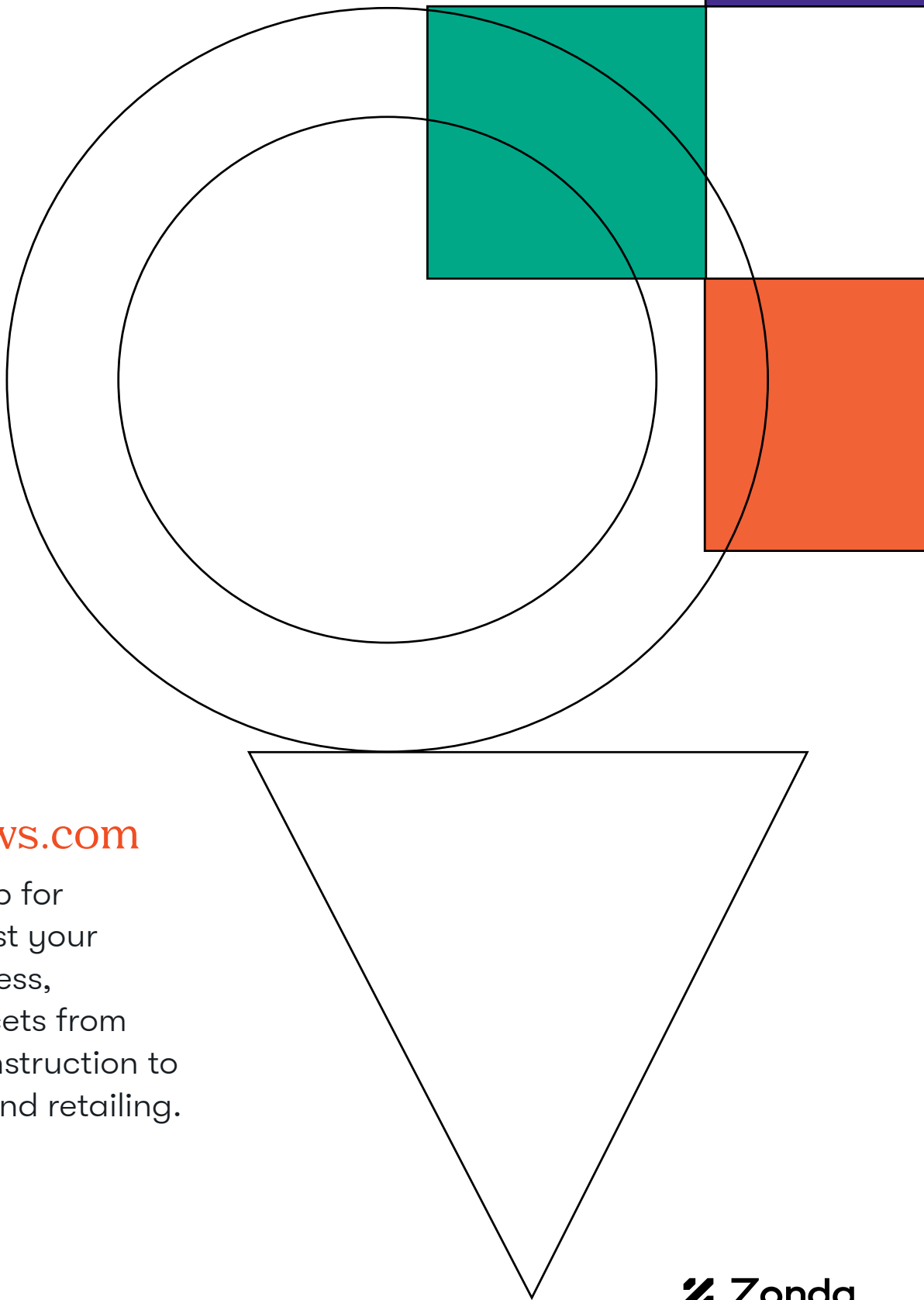
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Thursday Pools



Thursday Pools now offers its popular Goliath fiberglass pool in a smaller 14-by-29-feet long, 5-feet-8-inches deep size to fit in today's more compact backyards. The smaller size, with stairs and seating ledges strategically placed, offers a wide-open swim lane down the center of the pool.

Contact: thursdaypools.com

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Trex



Trex Signature Decking is a composite decking material designed to offer high performance, easy maintenance and sustainability of WPC with a proprietary shell formulation that delivers a realistic representation of wood.

Contact: trex.com

Vacbagz



Vacbagz are replacement debris bags for battery-operated pro pool vacuums. With its color coded and identifiable tags, users can quickly select the appropriate bag for different types of debris, whether it's leaves, small particles, or larger debris, ensuring efficient pool cleaning.

Contact: vacbagz.com

Waterco USA



Waterco's new HRVR Retro Fit Series filter was specifically engineered for HMAc applications and can be a direct replacement for Pentair's Triton. It is constructed from anti-corrosive, nontoxic materials with an 8-inch neck opening for ease of access to internals.

Contact: waterco.com

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Wonderfouta



Wonderfouta Towels are 100% cotton, and are compact and stylishly versatile — use as a towel, swimsuit cover up/sarong or a throw. The towels are quick dry, drying in only 8-10 minutes. Pool builders and service pros can use the towels as a thoughtful thank you gift to customers.

Contact: wonderfouta.com

WorkWave



WorkWave's new Dynamic Routing feature in its RealGreen product gives users the ability to plan the most efficient route in minutes by accessing real world scenarios around time windows, technician schedules, vehicle capacity, traffic patterns and service type prioritization.

Contact: workwave.com



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