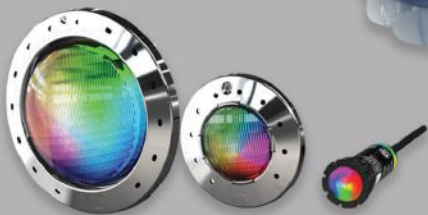


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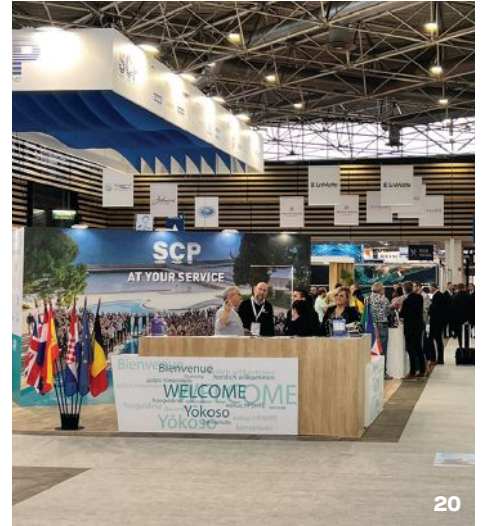
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ABOVE RIGHT: JOANNE MCCLAIN

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Follow These Three Rules When Delivering Feedback



Joanne McClain
Editor-in-Chief, PSN

I read somewhere that people don't leave bad jobs, they leave bad managers. Looking back from both sides of that coin as a manager and as an employee, I've realized that a large part of that equation comes down to communication and transparency.

In terms of communication, how you do so with your employees is so important. Think back to an experience with a great manager — how did they foster a positive relationship or connection with you? It was likely through continued positive communication over time, which helped build trust. And trust, as we know, leads to engagement, which then leads to productivity.

A key part of what managers do is to provide employees with feedback. I spoke with a long-time friend who's had a successful career managing many different teams. She stressed the importance framing feedback in a positive way. She offered a few suggestions:

1. Don't use the "f" word. In this case, it's "fail." It's a word that can only be applied in the past tense, which shuts down communication and offers no opportunity for improvement.

2. Use phrases such as, "You're not there yet." This is an encouraging, forward-facing affirmation of your belief in their ability to

improve. The implied, "but you will be," indicates that you're invested in their success and will be there to support them.

3. Supply the "why" whenever possible. When people understand the underlying reasons or principals behind decisions, processes or tasks, it's easier to accept, support and/or take pride in the work requested of them. This level of transparency will help foster trust.

Building trust takes time. Feedback (positive or negative) shouldn't be doled out once a year at review time, but rather, should be offered on a consistent basis through regular one-on-one meetings in an understanding and focused way. This gives people time and the opportunity to process and respond.

Lastly, ask for their feedback in return — find out how you can best support them. And once you receive suggestions, don't sit on them but act on their behalf. They'll know you have their back and will have yours in return.

A handwritten signature in black ink that reads "Joanne McClain".

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Home Depot Agrees to Purchase Heritage Pool Supply

BY REBECCA ROBLEDO

The home-improvement giant The Home Depot has entered into an agreement to purchase the parent company of Heritage Pool Supply Group.

Heritage's parent company, SRS Distribution, is expected to sell for \$18.25 billion. The transaction is expected to close by the end of January 2025.

SRS had been backed by private equity firms Berkshire Partners and Leonard Green & Partners, but now will be part of a publicly traded company.

Heritage expects the move to help increase its reach into new product categories and customers. For its part, the Home Depot looks forward to deepening its reach with the professional contractor market, particularly general contractors working on complex projects and consolidating product purchases.

The Atlanta-based home-improvement giant expects the acquisition to grow its addressable market from approximately \$50 billion to \$1 trillion.

Home Depot CEO Ted Decker said approximately half of Home Depot's sales go to professional customers. "Over the last several years, we've been building out capabilities required to gain a greater share of wallet with the larger pros' more complex purchase occasion, targeting residential pro customers with a focus on renovator/remodelers, small home builders and property investors," he said in a conference call regarding the acquisition.

SRS' focus will remain on the specialty contractors it has served, Decker added. "Where they're complementary, we can expose their catalog to our customer, and likewise we can provide more convenience to their

customer," he said. "Their customers are obviously buying ladders, increasingly cordless nailers, and brands that we have will service that."

SRS will continue operating as an independent business unit, with its senior leadership team intact. SRS President/CEO Dan Tinker will remain to lead that operation and report to Decker. Matt McDermott will remain as president of Heritage Pool Supply Group.

Officials said it's too early to know how they will address branding. "There's no urgency to do that," Decker said. "We'll review that with Dan [Tinker] and his team."

Heritage Pool Supply is SRS's newest distribution company. It entered the industry in 2021 and, through some key early acquisitions that included marquee names such as Hachik, Bel Aqua Pool Supply and Pool & Electrical

Products, quickly became the second largest in the U.S. It also grew through the opening of new Heritage-branded locations. The pool/spa distributor now boasts 115 locations in 32 states. Among its various brands, SRS holds 760 locations in 47 states.

Home Depot officials credited such quick growth positioning among SRS' various brands for making it a desirable acquisition. They also said SRS has a track record of growing sales faster than its competitors.

SRS Distribution is based in McKinney, Texas. Its brands serve roofing, landscaping and pool/spa contractors. Home Depot officials said approximately two-thirds of SRS's business falls on the roofing and lumber side, with landscape and pool/spa supply businesses nearly evenly splitting the rest.

Call for Entries: 2024 Masters of Design



Pool and Spa News is calling for entries for our 2024 Masters of Design Awards — the most prestigious awards in the pool and spa industry.

Any residential pool and spa builder, installer, designer or architect is eligible. Residential pools, spas and water features must have been completed within the past 5

years. Commercial installations, or those older than 5 years do not qualify.

Award winners will receive a profile in PSN's Masters of Design issue, be featured on the PSN website and be shown in the Masters of Design Gallery at the International Pool | Spa | Patio/Deck Expo.

Deadline: Wednesday, May 8, 2024, 11:59 p.m. Pacific Daylight Time.

Apply at psnmastersofdesign.com.

Commercial Builder Moves Toward National Expansion

BY REBECCA ROBLEDO

Landmark Aquatic, a commercial pool/spa building firm formed by a merger last year, made its first acquisition in a bid to become a national player.

In October, two well-established commercial companies joined to create Landmark. St. Louis-based Westport Pools brought its Midwest service area, primarily Missouri, Kansas and Illinois. Houston-based Progressive Commercial Aquatics brought in the west, with offices in Denver, Austin and Houston.

Landmark now has acquired Indianapolis-based Spear Corp., whose service area primarily includes Indiana, Kentucky and Ohio.

Like Westport and Progressive, Spear was founded approximately 40 years ago and is managed by its second

generation of ownership. All three operations provide design, construction, renovation, and maintenance services, and will continue to operate under their existing brands in the foreseeable future, with current management and staff.

J. Ryan Casserly, previously the sole shareholder of Westport, serves as Landmark's CEO. Russell Leto, president/CEO of Progressive, also is president of Landmark.

The company strives to become perhaps the only commercial pool and aquatics building firm with its own crews to hold locations across the U.S.

Westport Pools began to consider consolidation about two years ago before approaching Progressive. "There

was limited M&A activity in the commercial space, and we figured it's a matter of time before somebody does that. So why not us?" Casserly said.

Such a firm could fill the needs of developers and other organizations that build across regions and would rather partner with the same contractor on various projects when possible.

It gained a private-equity partner in Denver-based Bow River Capital.

Casserly said the company plans to grow organically, as well as through acquisition.

While he couldn't share details, he expects more acquisitions in the next 12 to 18 months, with the company ramping up its service and renovation teams through organic growth.

Western Pool and Spa Show Sees Brisk Activity

Despite a rainy weekend, the service sector of the industry showed up in force at this year's Western Pool and Spa Show.

The conference and trade show took place March 28-30 at the Long Beach Convention Center in Long Beach, Calif.

This year's event saw nearly 10,500 in attendance, including exhibitor staff, officials said, with the floor bustling nearly the whole time. "It's usually busy Thursday, slows down a little on Friday, then busy on Saturday," said Eric Nielson, Show Director for the WPSS. "But all three days it was full this year. If I can't see all the way down the aisle, that's a good thing!"

In addition, almost 1,600 seats were filled across the education program, which included 94 courses.

Business classes, in particular, are drawing more interest than before, said Stan Basowski, who serves as WPSS president and organizes the education program.

More and more, he and Nielson see service professionals expanding their attention past the technical side of their jobs.

"Certainly there's interest in pumps, filters, automation and those kinds of things," Basowski said. "But people are wanting business courses — not just accounting and invoices, but more so marketing, how to grow their businesses, hiring, and those aspects of a business."

Pre-show programs by Pool Nation, Watershape University and PHTA also saw attendance at or near capacity, they added.

Next year's show will be held earlier — Feb. 6-8, 2025 at the Long Beach Convention Center.





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Child Killed in Suction Entrapment at Houston Hotel

In March, an eight-year-old girl was killed in a suction entrapment.

On March 23, Aliyah Jaico disappeared while swimming in a lazy river

at the Doubletree by Hilton's Houston Brookhollow location. According to a lawsuit filed on behalf of the child's family, surveillance footage showed

she had sunken underwater without resurfacing. A search specialist was retained to work with police. The team attached cameras to 20-foot poles and lowered them into the pipes. They found her in the plumbing, said to measure 12- to 16 inches in diameter.

The pool was inspected shortly after, with approximately 20 infractions listed, several not related to the entrapment. The inspection report said part of one suction drain cover was missing where the search and recovery had taken place. It did not specify whether the damage was pre-existing or occurred during the recovery. In addition, a return inlet for the lazy river did not have a cover.

The report also said the hotel failed to provide documentation showing the drain covers complied with the Virginia Graeme Baker Pool and Spa Safety Act. Approved site plans did not show the lazy river flow suction, return piping and feature pump information, the report said. And the suction outlets on-site did not match those specified in the approved plans.

The pool was recently remodeled. Officials said no pre-opening inspection was conducted after the renovation, as required by code. It has been shut down and cannot re-open until re-inspection shows it is safe. In addition to correcting the violations, the property owners must provide documentation indicating that the flow rate generated by the lazy river pumps do not exceed that approved for the wall suction outlet grates. Property management was told not to operate the pump connected to the line with the broken drain cover until that cover is replaced.

The wrongful-death lawsuit names the specific Doubletree location and Doubletree's parent company, Hilton Worldwide Holdings.

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Hayward Makes Key Appointment

Manufacturer Hayward Holdings has appointed Eric Sejourne as senior vice president and chief global operations officer of the company, effective April 15, 2024. He succeeds John Collins, who became chief commercial officer last year.

Sejourne oversees all integrated operations across the company's global enterprise, including manufacturing, distribution, sourcing, materials management, quality, and environment, health and safety.

Sejourne brings more than 30 years of experience in global operations, lean manufacturing and supply chain management. He came from Assa Abloy, where he worked for 15 years, most recently as chief operations officer of the Americas division.

Big Green Egg Names New CEO

Kamado-style grill maker Big Green Egg has promoted Dan Gertsacov to the position of CEO. He replaces Ardy Arani, who now serves as vice-chairman.

Gertsacov became the company's president in August 2023, initially focused on product development, marketing, omnichannel and IT/digital strategy. Before that, he held such positions as chief commercial officer at Focus Brands; chief marketing and digital officer at Arcos Dorados, McDonald's largest independent franchisee; senior advisor at McKinsey & Company; and head of new markets, Latin America at Google. He trained to become a professional chef in his youth.

He takes the role as Big Green Egg celebrates its 50th year.

Arizona Tile Makes Executive Promotions

Distributor Arizona Tile announced three promotions to its executive management team.

Beth Gaughan now serves as the company's senior vice president, sales and marketing. She joined the company in 1987 and has served in various sales positions, most recently as vice president of sales and marketing.

Jared Ekas is now vice president, commercial sales. He joined Arizona Tile in 2004 and became part of the commercial sales team in 2006. Since 2020, he served as director of commercial sales.

Chad Raymond was named vice president, West region. He joined the company in 2002. Before taking his new role, he had served as a regional sales manager since 2015.



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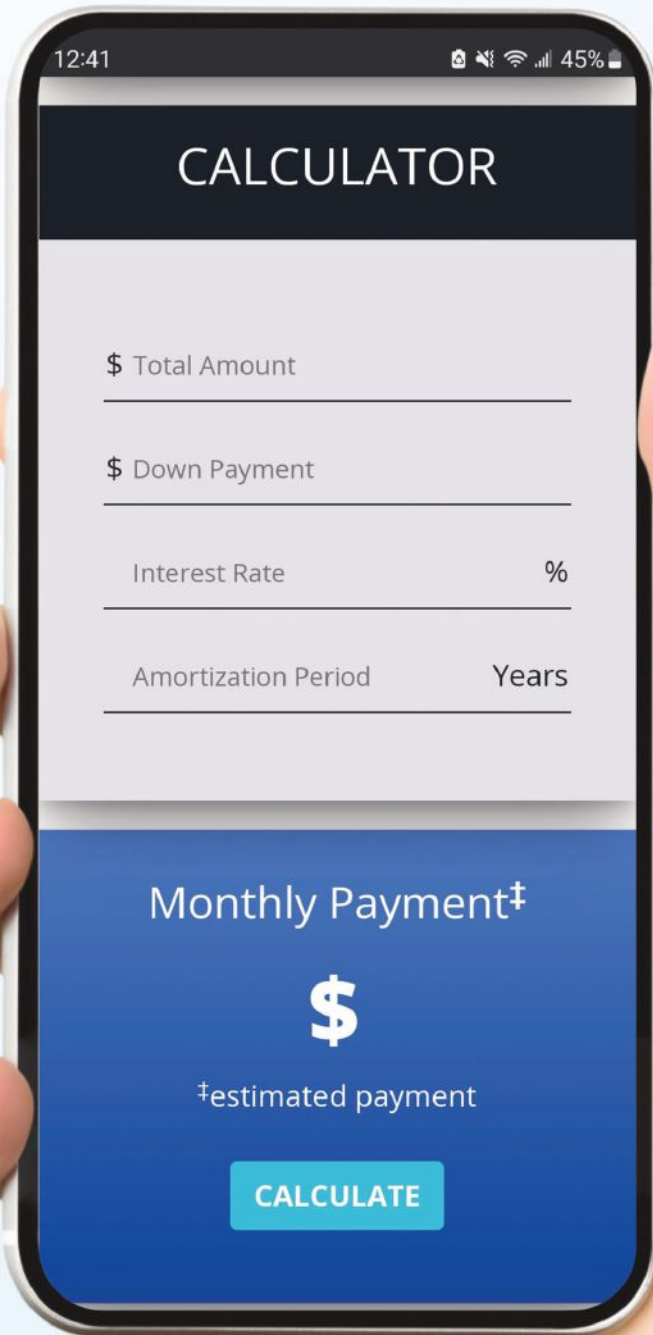
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Across the Pond

A preview of what to expect at Piscine Global 2024, the largest pool and wellness expo in Europe



Piscine Global 2024, the four-day swimming pool and wellness expo held in Lyon, France, will take place Nov. 19-22.

Organized by GL Events Group and the Fédération des professionnels de la piscine et du Spa (FPP, or the Federation of Swimming Pool and Spa Professionals), the biennial event encompasses four distinct areas of focus in the pool market: residential, commercial, outdoor and wellness.

The French pool market is the larg-

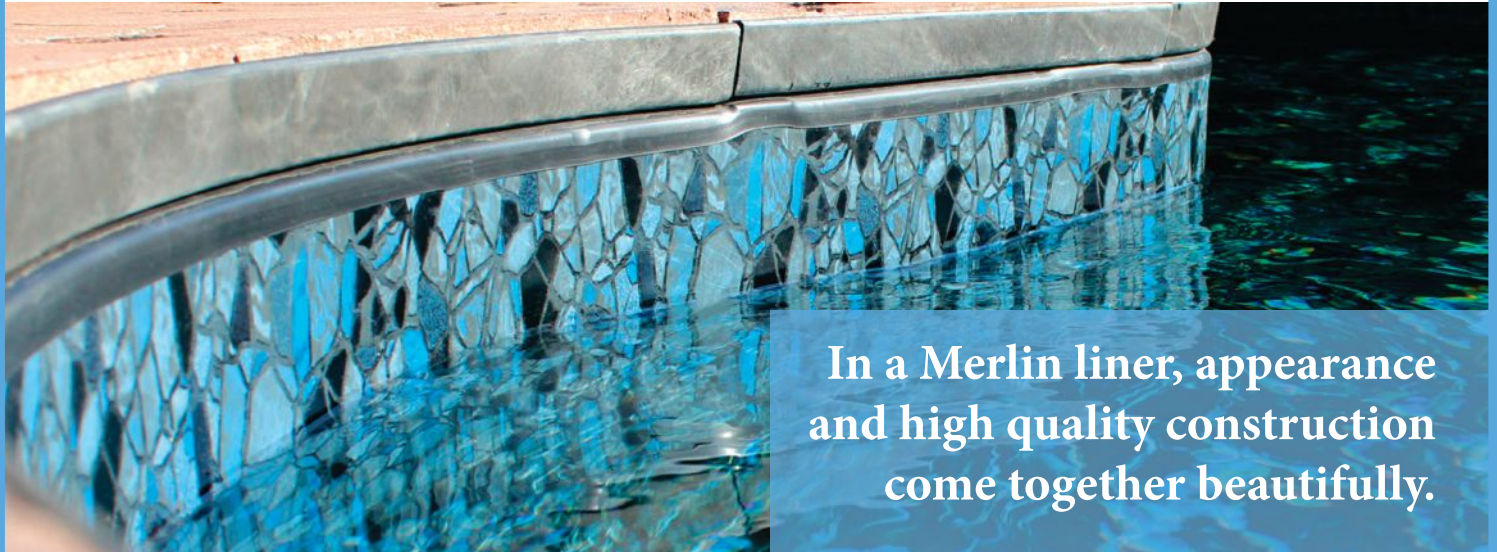
est in Europe, and second only to the United States worldwide. Piscine Global is reported to attract nearly 25,000 attendees and 1,300 exhibitors and brands from around the world.

This year, the event will focus on offering workable solutions through educational sessions and networking opportunities to address industry challenges such as water management, sustainable development, training and recruitment, and automation and digitization.

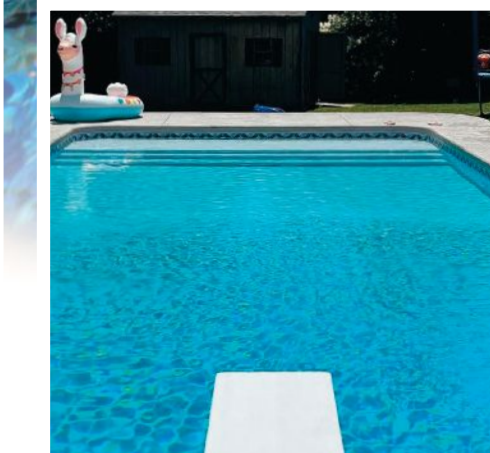
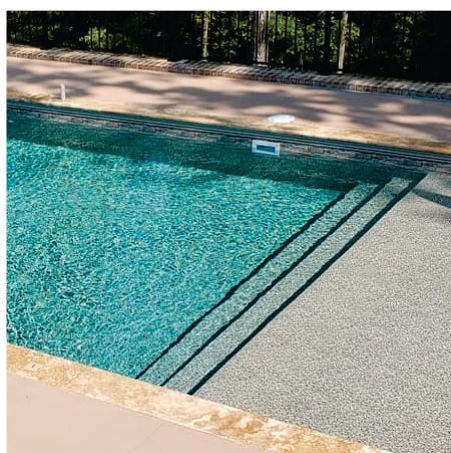
In addition, Piscine Global will hold two competitions: The Pool Innovations Awards will tout state-of-the-art products in multiple categories, while the Pool Design Awards will showcase creativity and technical prowess, whether it's through construction and engineering to water treatment and aesthetic features. The latter is open to all pool designers worldwide.

For more information and to register, go to piscine-global.com.

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How to Build a Leadership Team

Forming a leadership team is not a cure for a burnt-out company owner.

BY PAUL WINANS



The owner of a small business often feels like they're on an island, even if they have a number of employees. The stress of having to make decision after decision with little or no input wears on them, making the idea of growing their company all the more difficult to surmount. So, they get the idea it would be good to create a "Leadership Team."

The problem is they don't have a clear idea of what that means. Consequently, Leadership Team meetings

occur but the murkiness that needed to be clarified is still there.

Does it ever make sense to have a Leadership Team? If it were highly functioning, what would a meeting of that group look like?

Here are some suggestions.

WHAT'S THE POINT?

Define what the Leadership Team is supposed to be responsible for, how it's going to function, and what it's supposed to accomplish. The owner

should have some idea before creating the group, but the purpose needs to be agreed on as a group.

The needed dialogue to make this clear will also uncover sooner rather than later how effectively the group functions, something good to know sooner rather than later.

This work will take some time. But it shouldn't take forever. On less than one page, codify why the group was created, what its role is, and how one gets to be on the team. Often,

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reading a book, such as “Traction” by Gino Wickman, can help with this work.

Be clear that the owner is still the decider. That the group provides advice, the owner listens and considers, and then makes the decision. Because the team had the opportu-

nity to provide their perspectives, they will commit to supporting the owner’s decision.

WHO SHOULD BE ON THE TEAM?

This is a tough question to answer. Often there is a long-term employ-

ee who has made the journey with the owner to the current version of the company. A good employee, by all means, but one who is not very concerned about the company as a whole. Rather, they tend to stay focused on only what they do and are responsible for. And they do that well.

While an asset to the company, this person would not be an asset to the team. One of the things the team should be helping the owner to do is look forward. Not all long-term employees can do this.

That said, who should be on the team? Any key manager should be considered. But I don’t think that because they hold that position that they should automatically be on the team.

Why? Because the owner wants to get the input of individuals in the company that will meaningfully inform the owner’s current perspective. People who think ahead, who are always looking to make the company even better, are who should be on the team. Not all managers do this, even if they are getting their department to function well.

Sometimes there is a newer employee who brings a fresh perspective to the way things have always been. That energy and a sense of possibility is what’s needed to make the team less constrained by the past and more open to the future.

You see that I am not being specific about who should be on the team because I believe one can’t be. And that is one of the challenges about having a Leadership Team!

WHAT IF IT DOESN'T WORK?

In their initial conversations, the owner wants to be clear that this is an experiment. The team will exist for six months, maximum, at which time the owner and the team will decide if the team should continue to exist.

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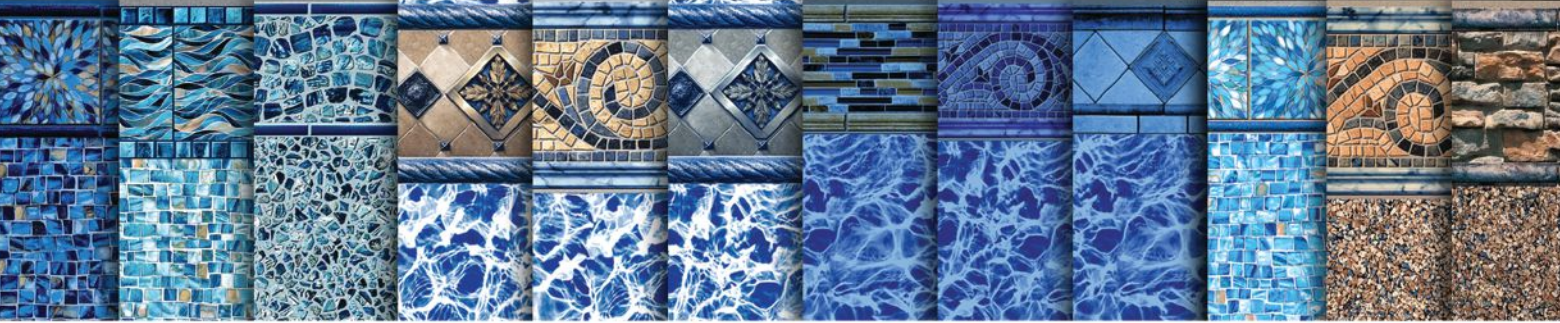
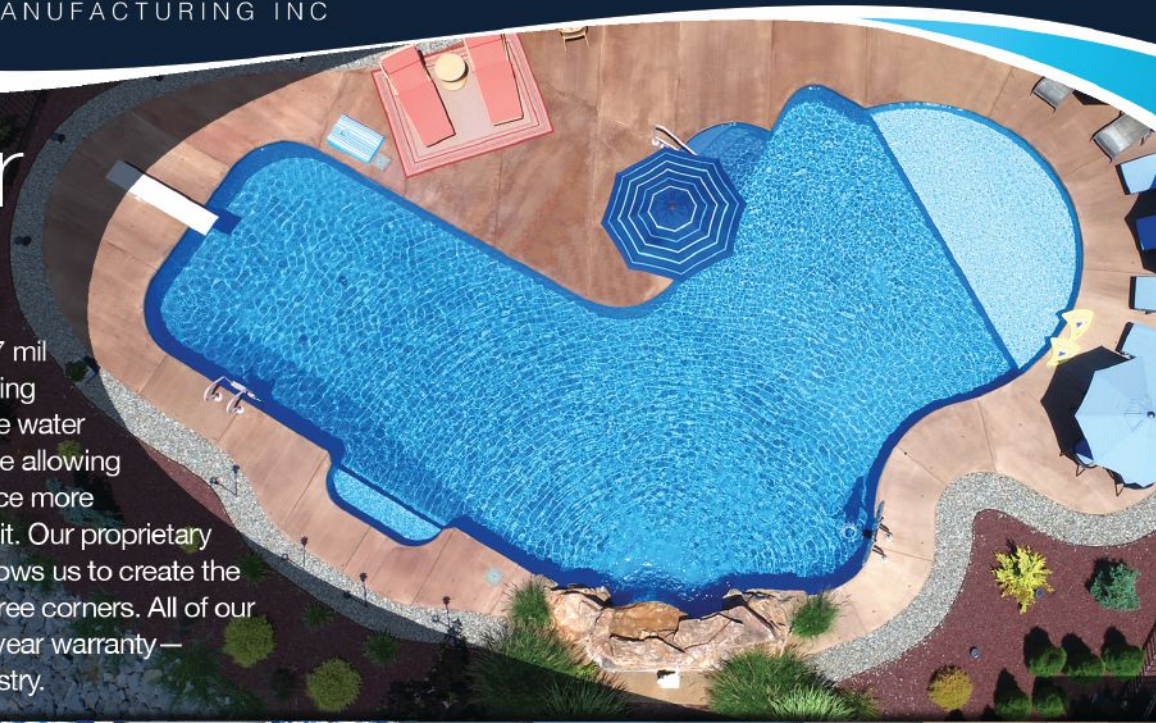
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Robust & Smart Safety Covers



Inventor of The Pool Bladder™



The owner must be very clear. What I've sometimes seen is a Leadership Team that has disengaged members. The meetings are pointless, consuming the time of those attending them for no apparent gain. The owner gets none of the forward-thinking input they were looking for. And everyone who is part of the Leadership Team sees that happening.

Better to be able to say that the idea of a Leadership Team was a good one, but it didn't work out during the trial period. At least all the people in the company will respect that this possible outcome was anticipated.

THE TRUTH

The company needs an engaged and motivated owner. There is no work-around for a company with a burnt-out owner.

It could be better for an owner in such a state to get the appropriate counselor or business consultant to work with them one-on-one for a while. Get that stable foundation established first, by helping the owner find their mojo.

Then the owner might establish an Advisory Board/Team, a semi-formal group that meets when needed for the owner to get alternative perspectives from. For example, "This project has some things that are very attractive. It also brings some challenges. What do you think we should do? Pursue the project or tell the potential clients we are not interested."

So, what are the takeaways?

- The owner must do what they need to stay vital and to stay engaged, which might mean working on themselves.
- A Leadership Team is no cure for

a disengaged owner.

- Be careful about how the Leadership Team is supposed to function.
- Be ready to disband the Leadership Team if it doesn't accomplish what it was supposed to.

An asset or a crutch? With all aspects of your business, always be asking that question. By simply consistently doing that, you will improve the company's environment and productivity, even if you don't have a Leadership Team.

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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INTRODUCING THE 2024 TOP 50 PRODUCTS

A photograph of a modern outdoor pool and spa area. The pool is rectangular with a light blue finish and a white concrete deck. A covered patio with a dark wood frame and a light-colored ceiling is attached to the pool. The patio features a white sofa, a black wicker chair, and a black wicker coffee table. The area is surrounded by lush greenery, including a large tree and various plants. The sky is overcast.

In this special issue, PSN honors the year's top pool and spa products. The chosen products come from those published in our December 2023 New Products issue. Information on this list is based on data provided by manufacturers.



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



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



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



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



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



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

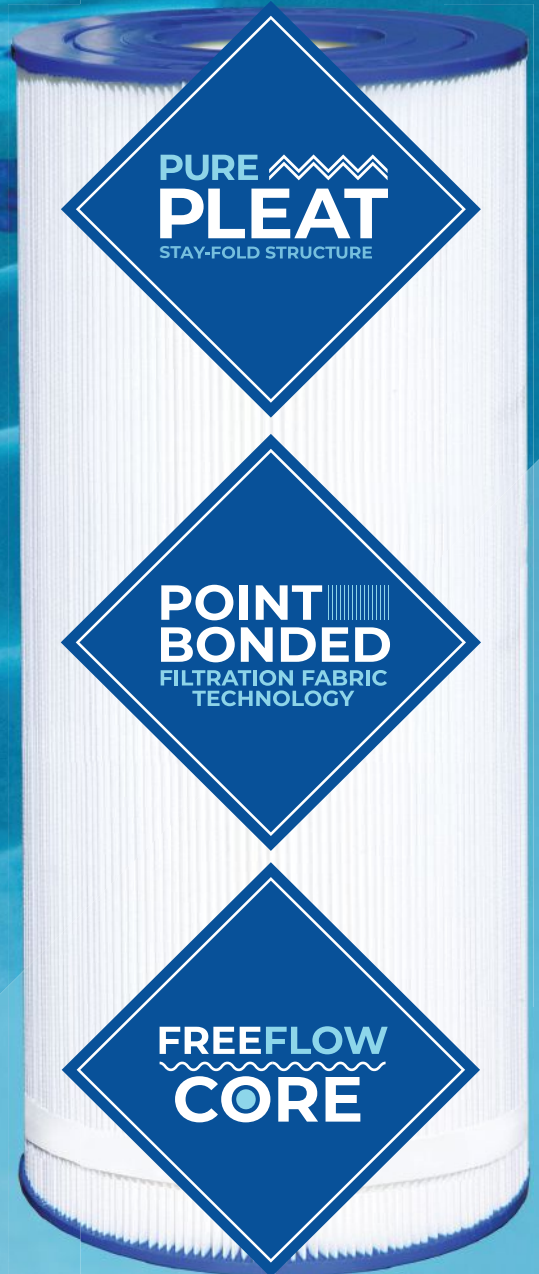


RULE THE POOL

WITH THE ONLY CARTRIDGE USING
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ULTIMATE DIRT CAPTURE

PLEATCO ULTRA™ POOL REPLACEMENT CARTRIDGE

Only Ultra uses PurePleat™, Point Bonded and Free Flow Core technologies to achieve ultimate dirt capture. Plus, it's a replacement cartridge that fits most major pool brands.



DIVE INTO THE
THREE TECHNOLOGIES

pentair.com/PleatcoUltra

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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.

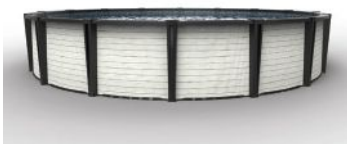
Contact: bullfrogspas.com



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



CARVIN POOL EQUIPMENT

The Lumina is the company's new resin pool.

Contact: carvinpool.com



CCEI POOL USA

The Oxexo 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/



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



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

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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.

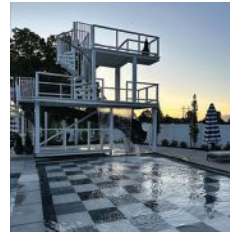
Contact: cubic-heatpump.com



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



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



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



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



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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



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 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 floating power cord, wearable battery pack, a 10 amp battery charger, two 18Ah LiFePO4 lithium-ion batteries, and one standard and superfine vacuum bag.

Contact: hammerheadvac.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

Personal 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



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



The Ultimate Cohesive Eco-Friendly Pool Heating System

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Contact Your Trusted Authorized Dealer or visit mageneco.com



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



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



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



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



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



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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Are you a high-quality fiberglass pool installer looking for a supplier of high-quality pool shells? If so, we want to hear from you. Our product is market-leading and we seek builders with aligned values to partner with and grow.

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- Over 50 designs to choose from.

Contact Christopher on (949) 899-3353 or scan the code.
All inquiries are treated as confidential.

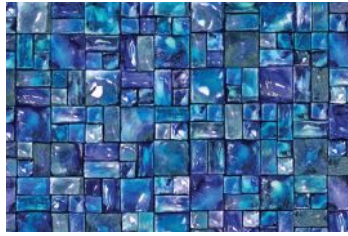
aquatechnicspools.com





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



MCEWEN 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



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

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U.S. MOTORS® is excited to introduce the Neptune Hybrid™ variable speed pool pump motor. An innovative hybrid of high-efficiency BPM and PSC motors, this two-in-one solution delivers variable speed that powers water circulation in residential pools. Homeowners can expect significant cost and energy savings while complying with upcoming 2025 DOE efficiency regulations. We are honored for this new solution to be recognized by Pool & Spa News as a Top 50 product for 2024!



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Easy-to-Implement Tech Solutions for Pool and Spa Businesses

Learn how these business trends can boost profits in 2024.



Pool and spa businesses are adding easy-to-implement tech tools that boost customer convenience and help build customer loyalty. In-store shopping apps, online bill pay systems and loyalty rewards offer simple technology solutions that are convenient for customers to use and can help differentiate your business from competitors to thrive in 2024.



1. In-store shopping apps

Your customers are the reason you are in business, so give them an easier, more seamless buying experience. This is where implementing an in-store shopping app can boost the ease and convenience of shopping at your store and be a key differentiator to increase sales next season.

In-store shopping apps, such as the new the EZ Shop app, allows customers to use 'scan and go' shopping within the retail store. Customers can create shopping lists and then scan the products they need as they walk through the store. The EZ

Shop app syncs with any discounts in the customer's profile and can be programmed with specials. All scanned items are quickly pulled up for payment making shopping and check-out fast and easy. Providing a smooth and efficient (and fun!) checkout enhances the customer experience so they want to return in the future.



2. Online payment system

When was the last time you evaluated your customer's buying process? Are you making the path to purchase as easy as possible? If your answer is no, this is a great time to look to technology solutions like an e-commerce site with an easy-to-use online payment system.

Integrated pool and spa business software makes it easy to set up an online e-commerce store so clients can order, pay, and arrange for delivery or pick-up of their supplies online. Be sure you have an online bill pay solution to make the buying process seamless and easy. Online Bill Pay creates a reliable billing process so customers can pay bills, process credit cards and eliminate mistakes to ensure the correct end-of-the-day tally. Using pool industry integrations will also ensure inventory and delivery dates are accurate to set and meet customer expectations.

3. Loyalty programs

Remember to look for opportunities to create and build positive customer relationships and loyalty. Consumers love rewards programs that provide perks with every purchase while increasing customer loyalty. Luckily, there are simple tech solutions, such as the RB Fun Pass, that make it easy to create and manage a loyalty rewards program to automatically track purchase history and determine which customers are loyal and which may be at risk so you can adjust your marketing efforts accordingly.



'Make it easy' mindset

Having a 'make-it-easy-for-customers' mindset points to the importance of implementing an integrated business software designed specifically for pool and spa businesses. Unifying your business operations will provide the best customer experience and enduring loyalty and profits. Easy-to-implement technology solutions will make your pool and spa business a convenient place to shop to ensure a loyal customer base and a steady stream of profits in 2024.

Schedule an online demo at rbretailandservicesolutions.com/schedule-a-demo.



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



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



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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SCAN QR
TO BECOME
A NEW
CUSTOMER



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.

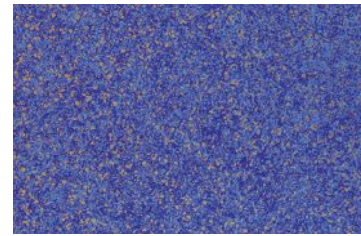
Contact: pentair.com



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 Ciral Beach pool liner design uses sparkling gold pebbles combined with natural stones to make the pool water shimmer. Ciral 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

DISCOVER WHAT'S NEW FOR 2024!



POOL CHECK Xpress

WORLD'S FIRST VISUAL STRIP WITH BUILT-IN COLOR CHART!



Pool Check Xpress® 3
Part# 482030

3-WAY

TESTS FOR:
TOTAL ALKALINITY
FREE CHLORINE
pH



Experience worry-free pool maintenance with *Pool Check Xpress*®. Forget carrying bottles or charts; the safe range indicators are right on the strip, the first of its kind in the world! *Perfect for on-the-go testing!*

NO LIQUIDS! NO FLOC! NO CLOUDY WATER!

SWIM CHECK FIX PHOSPHATE

PHOSPHATE REMOVING TABLETS FOR POOL




I'LL DEVOUR
YOUR
PHOSPHATES!



ADD DIRECTLY
TO YOUR
SKIMMER BASKET

10

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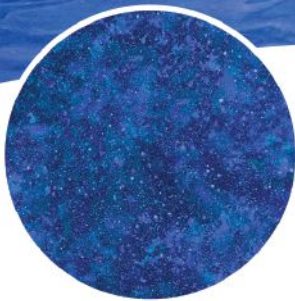
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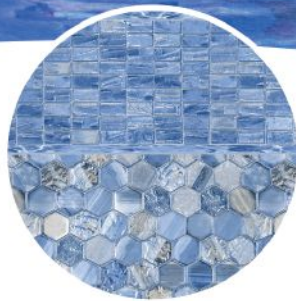
TARA



Sales of our Celestial Skies Pattern will benefit the Cure Alzheimer's Fund.



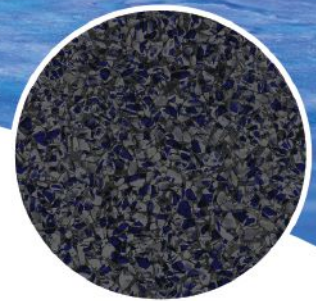
Celestial Skies
Supporting the Cure
Alzheimer's Fund



Keystone



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Shimmertone™



Black Opal
Shimmertone™

Creating the perfect outdoor living space has been our passion for four decades. Every Tara vinyl liner is custom designed and built using state of the art design software and manufacturing equipment. Our high-quality vinyl liners provide the perfect finishing touch for the ideal backyard.



Precision Fit

Our experienced technicians transform your drawings into precision-fit pool art.



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We only use high-performance American Made luxury pool vinyl.



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Our collection of patterns features the most stylish designs with 16 exclusives.



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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



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



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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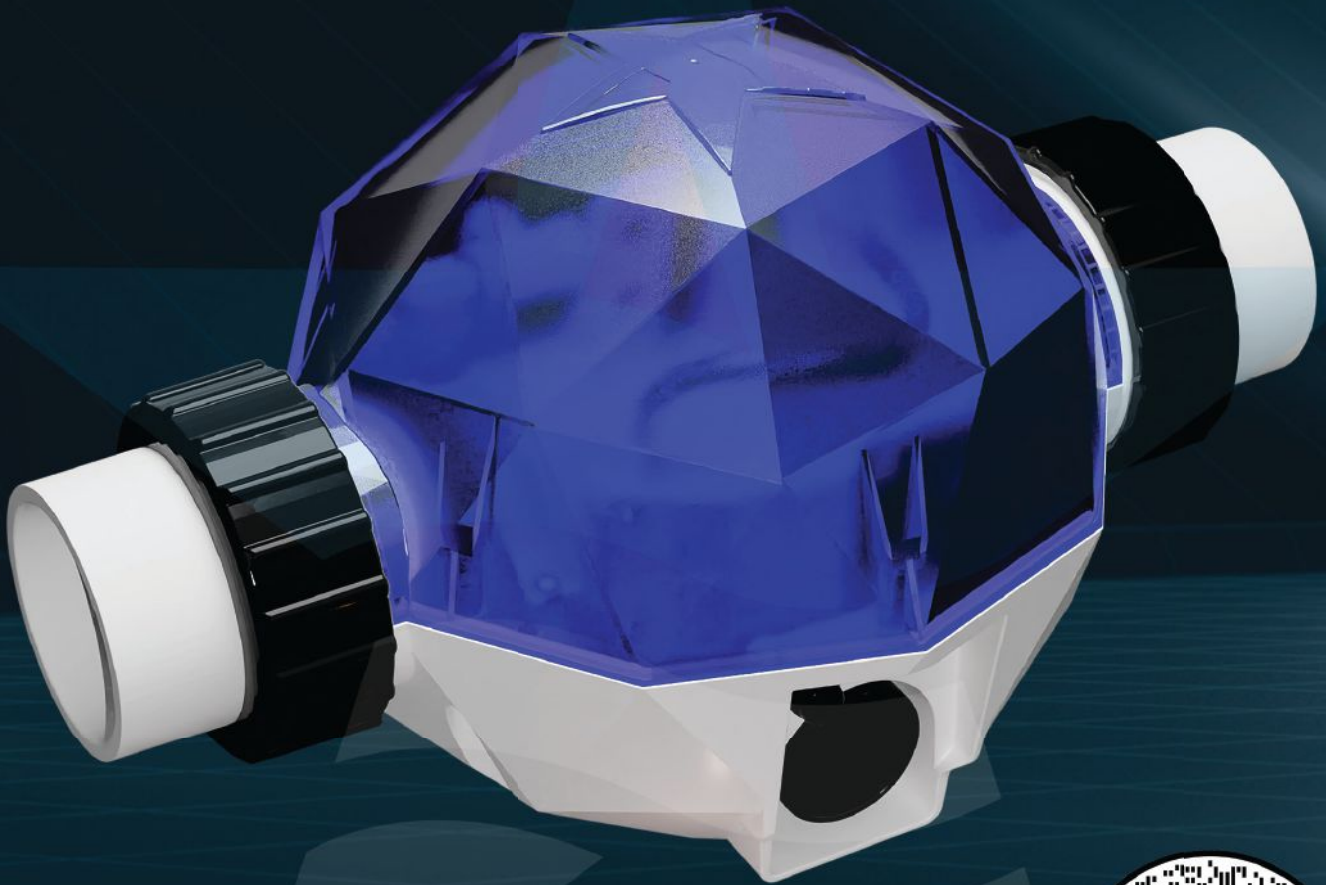


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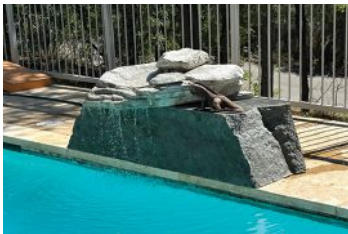
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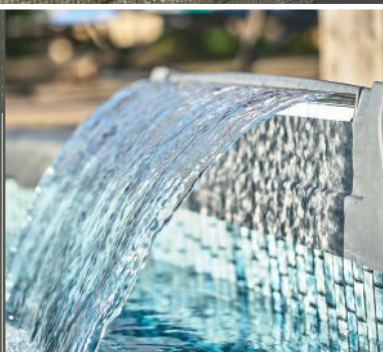
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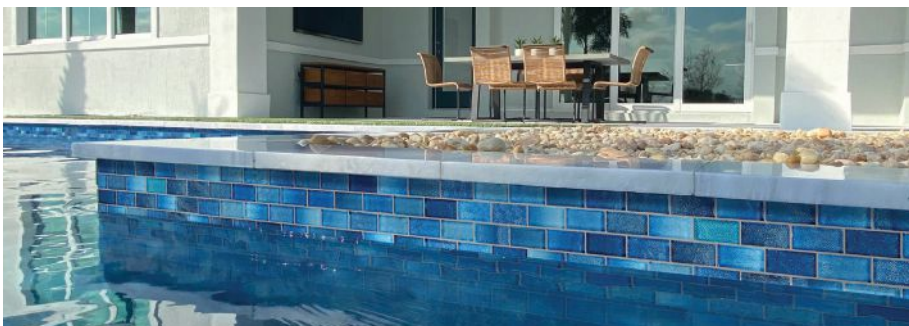
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On Trend: **ACRYLIC PANELS AND WINDOWS**

Experts offer tips to ensure these glamorous features hold up structurally and aesthetically.

BY REBECCA ROBLEDO



MARK BOISCLAIR PHOTOGRAPHY COURTESY REYNOLDS POLYMER TECHNOLOGY



Acrylic vanishing-edge walls are placed in a slot. While the manufacturer or specialty installer generally will have their own installation method, pool builders must know what to expect so they can act accordingly. For instance, provide enough space for blocks, backer rods and other devices used to set and attach the panels.

If you ask someone to create their dream pool, it seems, more than ever, it would include a window or see-through wall.

That can be seen each year at the Million Dollar Pool Design Challenge, where several submissions each year include viewing windows or see-through walls, many with vanishing edges.

“They’re the next sexiest thing, and everybody wants to be part of that,” says Rick Chafey, co-owner of Red Rock Pools & Spas in Mesa, Ariz.

But simply adding this component tips a project into the category of most technically challenging. Joining acrylic or glass to concrete creates another opportunity for leaks, which would be catastrophic, especially if that window is connected to the home. But other concerns may not reside top of mind.

Here, designers and engineers

highlight the keys to making these projects hold up structurally and aesthetically.

THE MATERIAL

For the most part, glass has gone by the wayside in favor of acrylic, for several reasons. It’s more workable: It can be made into larger, thicker panels; and it remains clear regardless of thickness, where glass begins to take on a green tinge. Perhaps most importantly, acrylic will provide hints before it fails, where glass will just blow.

In the case of acrylic, thickness will be determined based significantly on the need to prevent deflection, says David Peterson, president/CEO of San Diego-based Watershape Consulting. While deflection generally won’t cause the panel to fail, it will create microscopic cracks

that compromise clarity. And at a certain point, deflection will cause the material to bulge, which looks unsafe even when it’s not.

Acrylic panels are made in a furnace, so they can only be so long. Peterson has found lengths of more than 24 feet are difficult to source. For more length, panels may be fused together on site so they look like one long panel. Or they can be joined with a mullion, a thin vertical separator between the panels, in this case made of stainless steel.

When looking to create a two-sided acrylic wall, sometimes two panels can be fused together to create a seamless look. But some manufacturers limit when they will fuse corners. One, for instance, won’t do it with panels thicker than 3½ inches.

Fusing corners can create undue

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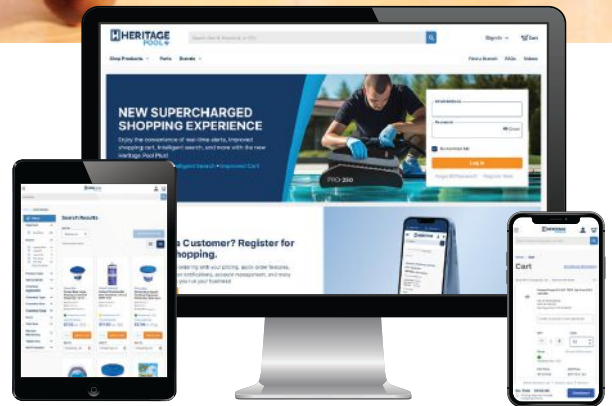
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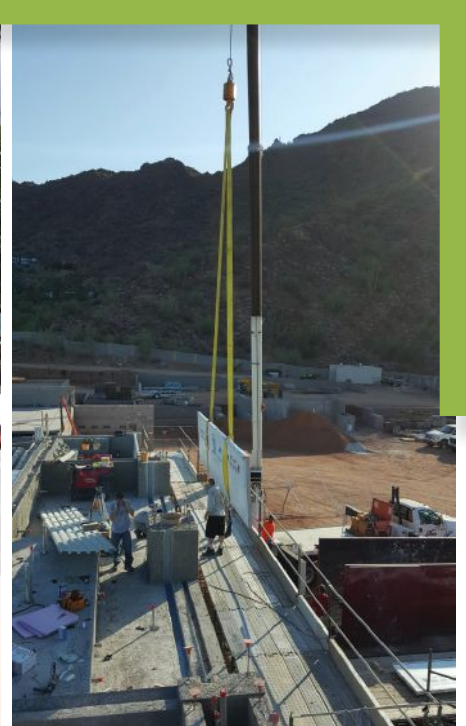


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Acrylic expands and contracts more than concrete. Experts generally recommend flexible caulks, grouts and membranes so the panel can move. In the case of vanishing edges, the hydraulic system should probably allow for more water in transit so flows can be adjusted as the wall expands up.

stress on that spot, Peterson says. “Imagine you have an L-shaped window and, in the heat, the two [panels] are pushing toward each other at perpendicular angles ...it’s really stressing out that corner.”

In many cases, he’ll recommend using mullions instead of fusing. That’s not as important when temperatures remain constant and/or the panel is always immersed in water, he says.

IN THE FIELD

Most pool builders do not install windows or panels. Instead, they rely on specialty installers or manufacturers who perform that service. Each of these specialists has their own method.

Installation varies between windows that are supported on four sides, versus those acrylic walls that may serve as a vanishing edge. With the latter application, installers

must work to prevent rotation of the wall, since they’re not supported on top. To do this, Peterson says, the walls must be placed in a deeper slot in the floor — at least three times the thickness of the acrylic — then packed with a non-shrink grout.

“So at the end of the day, it’s like the panel and the concrete are one and the same,” he explains.

On the other hand, windows that are supported on all four sides by the shell should go into the concrete by at least the thickness of the panel. If you have a 4-inch-thick panel, then it should have at least 4 inches of bearing all around, meaning it goes into the concrete by that much.

When forming the area around the window, the opening should be large enough to provide at least another inch of clearance to make room for the blocks, backer rods and sealant that the installers will

use to secure the panel and set it in place. Be sure to consult with them when determining this.

The pool shell will be thicker than the acrylic or glass panel. Generally, designers like to place the window so it’s flush with the pool interior, so there will be a recessed area in the back of the wall. This is called the rebate.

The rebate isn’t just the byproduct of needing a thicker wall or floor than the acrylic or glass — it plays a key role in supporting the panel. “You need the concrete structure to kind of reach around the backside of the window and keep the window from popping through,” Peterson says.

Even if the panel is only 4 inches thick, you’ll probably need a wall at least 12 inches thick around it.

“That doesn’t mean all the walls need to be 12 inches thick,” Peterson says. “But at least around the

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Preventing leaks entails not only using the correct caulks, grouts and waterproofing agents, it also requires a structure that's engineered to support the panel. Engineers also will help determine what waterproofing membrane should be used.

window they probably need to be 12 inches thick so you could have 8 inches of concrete on the backside of the window to hold it in.”

DESIGN CONSIDERATIONS

When planning a pool with acrylic panels, designers must consider several moving parts to ensure they last and look good.

- **Consult the engineers:** Whether incorporating an end panel or window, the pool should be engineered.

Preventing leaks entails not only using the correct caulks, grouts and waterproofing agents, it also requires a structure that's engineered to support the panel, says Rob Holmer, president of H2 Engineers in Sacramento, Calif.

“The water is going to push against the window,” he explains. “The concrete sill structure and the surrounding swimming pool shell need to be designed and constructed to transfer the loads on the window itself out to the sill. So the concrete framing around the window will have higher loads than would be subjected to a standard pool.”

So engineers will generally specify more steel reinforcement than normal, as well as higher-strength concrete mixes.

Holmer generally recommends that the area around the panel be made of poured-in-place concrete, rather than shotcrete or gunite. The forms will leave a cleaner, flatter, smoother surface, making it easier to keep the glass straight and to apply the waterproofing membrane.

If the rest of the pool will be made of shotcrete or gunite, then a cold joint is needed to properly bond the cast-in-place window frame area and the shot product.

Engineers also will help determine what waterproofing membrane should be used on the wall or

walls around the window or panel. (On this front, you also must find out what waterproofing system the installer will use directly around the panel and ensure that the two are compatible.)

- **Finish considerations:** To keep things as clean as possible, Peterson places a tile border around the panel extending 3 to 6 inches out. This way, if plaster, pebble or other troweled material is used on the interior, the applicators and their equipment will stay healthily away from the window.

“If you do it right at the edge of the window, then as you're buffing and cleaning up the plaster, you're probably going to scratch the window,” he says.

- **Expansion/contraction:** Acrylic expands and contracts more than other construction materials such as concrete and steel. So the see-through panel will expand more when hot and shrink more when cold.

“Maybe the pool moves $\frac{1}{4}$,” but the panel might move $\frac{1}{8}$ ” or more,” Chafey says.

Larger acrylic panels can expand as much as 1” or more in length and $\frac{1}{8}$ - $\frac{1}{4}$ ” or more in thickness. This particularly affects regions with more dynamic weather changes, Chafey adds.

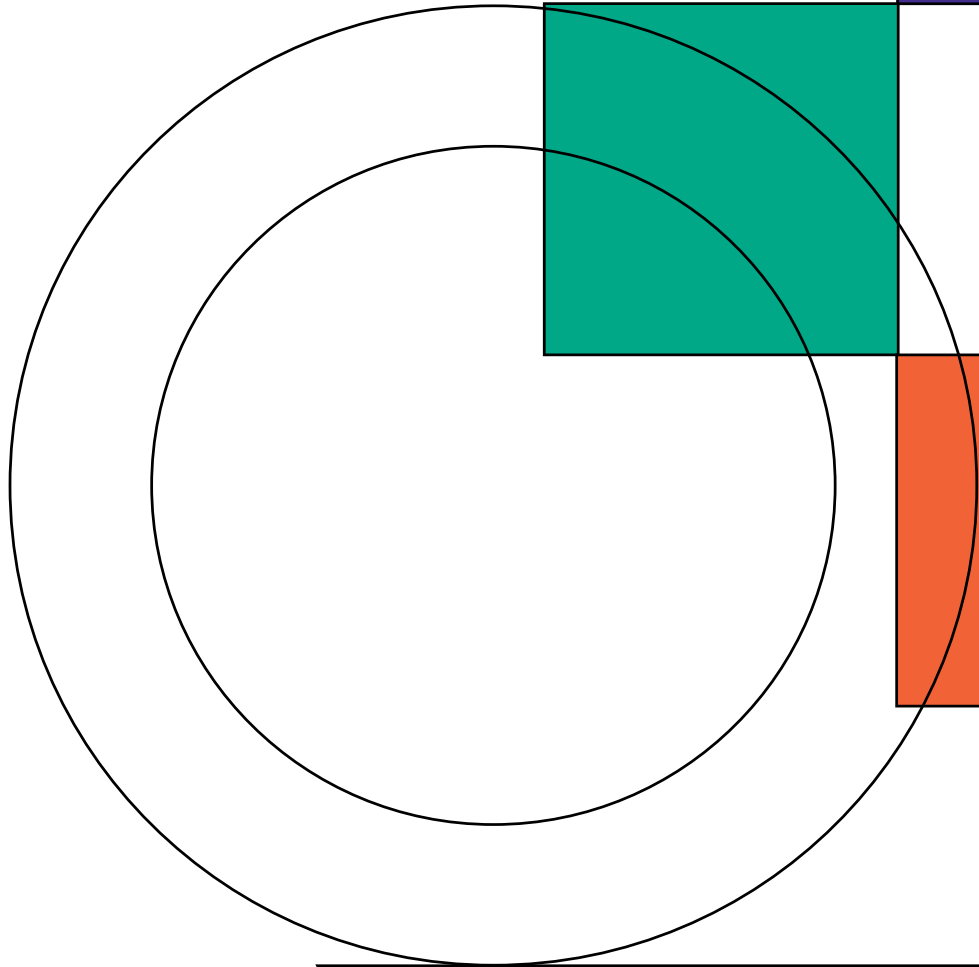
For this reason, flexible grouts and waterproofing agents are generally used, though each manufacturer and specialty installer makes their own recommendations.

Because the amount of movement can increase with the panel's size, Peterson likes to limit the length of single or fused panels. When they exceed a certain size, he often connects smaller panels with mullions. This allows each piece to move separately.

For acrylic end panels used to make a vanishing edge, this is

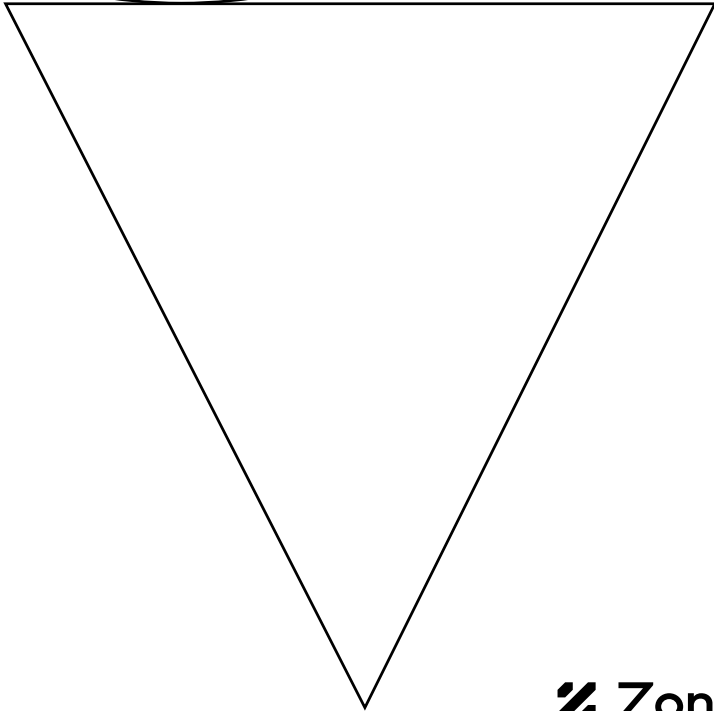
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particularly important. Not only will the panel expand and contract from side to side, but it will grow taller in the heat and shrink shorter in the cold.

Consider this when using an acrylic panel as a vanishing-edge. Try to avoid installing during temperature extremes, and engineer the hydraulic system accordingly: When the wall grows taller, the water still needs to spill over it. So design the hydraulic system for more water in transit than you otherwise would.

Additionally, prepare the service technician, operator or homeowner to adjust the flow as needed during temperature extremes. This especially becomes important with two-sided vanishing edges, or when a vanishing edge meets up with an overflow slot, because you need to ensure that water spills on all sides.

Consider expansion and contraction when using an acrylic panel as a vanishing-edge. For instance, avoid installing during temperature extremes.

- **Establishing expectations:**

It's true that acrylic panels can singlehandedly add another layer of stunning. But that happens only from certain vantage points.

As with vanishing edges, the illusion will not hold from every angle and distance. While an acrylic end wall can make a pool look like a block of ice from some spots, reflection and refraction will cause it to look like a solid wall from others.

Chafey designed and built a rooftop pool with glass panels on

the outside edge, where it could be viewed from the yard below. From ground level, one can see into the pool and you get that block-of-ice effect.

"When you're on the deck side and you think you're going to look out and see through the water and through the panel and down to the ground, it doesn't even happen," he says.

That effect doesn't occur until you're standing on the coping directly opposite the panel, he says,

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but not from farther away. "If you have an acrylic-panel negative edge and you're 30 or 40 feet away looking at that edge, as far as the viewer's eye, it might as well be concrete," Chafey says.

This isn't conveyed with 3D drawing software yet, so renderings and videos make the acrylic ethereal from every angle. So designers should warn homeowners.

• **Keeping it clean:** On the other hand, a key point of attraction for acrylic is its crystal clarity, especially from close up. That means that, from spots, you can see everything happening in the pool. Plus, thicker acrylic will act like a magnifying glass. This can pose problems if certain measures aren't taken. "If you're going to be looking at the pool through the panel, you have to make sure the inside of the pool

looks perfect," Chafey says.

He remembers seeing spas with acrylic panels at a resort. "In the mornings, they all look decent," he says. "If there's a big pool party going on, it is the grossest-looking water you have ever seen in your life!"

To combat this, designers should boost filtration and use cartridge or diatomaceous earth to sift out smaller particulate, especially on commercial installations, because of the higher usage.

But that's an easy solution. More problematic are workmanship errors that can show through the acrylic. Flaws and irregularities in step forming or interior finish become magnified. Even worse, any sloppiness in the joinery between the panel and pool shell also become obvious. That bead of caulking or layer of setting material isn't

going to be very attractive.

To help conceal the latter issue, panels should be painted where it will make contact with concrete. If it will be set 4 inches in the shell, then a 4-inch edge should be painted. If the panel will sit flush with one side of the floor or wall, then it should not be painted on the flush side, as it will be visible. This means builders must know exactly how much of the acrylic's edge will make contact with the concrete, so the right amount is painted. If too little is painted, then caulk and the like will show in the unpainted area.

If he can, Chafey will avoid placing a panel where the pool interior can be viewed from the outside close by. He tries to situate the panel so people can see out from inside the pool, and so they can look in the pool from a distance.



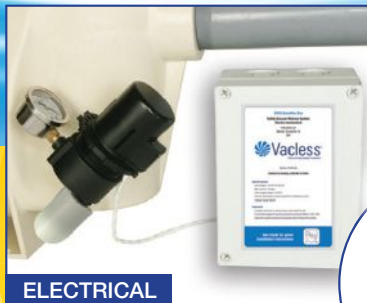
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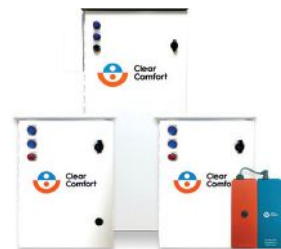
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Contact: CCEI USA | ccei-pool.com



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Contact: Clear Comfort | clearcomfort.com



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Technical support is available by calling 800-222-0169 or by emailing: customer.service@kingtechnology.com

Contact: King Technology |
frogproducts.com



Ultrapen PT4 FCE Pocket Tester

The Ultrapen PT4 Free Chlorine Equivalent (FCE) Pocket Tester provides one-button, instantaneous, reagent-free pH, ORP and FCE testing in a rugged aluminum field tester.

Daniel Robinson, North American sales manager for Myron L Co., explains how it came about: The firm took decades of industry knowledge and combined that with years of pocket tester user feedback to design and build “the benchmark in accuracy, reliability and simplicity — the PT Series Ultrapens. By fully potting this product line in an aircraft aluminum tubular enclosure, it provides the toughest, most reliable pocket tester on the market.”

A quick-start guide, product data sheet/brochure and posters are available for the PT Series Ultrapens. They come with a manufacturer’s warranty.

Contact: Myron L Co. | myronl.com



IntelliCenter Pool Control System

The IntelliCenter Pool Control System now is powered by AWS cloud technology for improved stability, connectivity, and scheduling.

It’s designed to provide reliable centralized control for multiple pool devices, supporting five relays. It’s easily expandable to 40 for additional functionality and control.

Contact: Pentair | pentair.com



Concentrated Phosphate Remover

Concentrated Phosphate Remover by Waters Choice is formulated to remove phosphates from a pool, spa or swim spa.

It is designed to work quickly to drop phosphates out of the water, and is made with lanthanum chloride.

“This product will take away the food source for algae making the care of the pool easier and less expensive,” says Josh Vaughan, sales for Waters Choice.

Concentrated Phosphate Remover is available in multiple sizes to fit every need and budget.

Technical support is available by calling (208) 949-2800 or emailing info@waterschoice.com.

Contact: Waters Choice | waterschoice.com

Product Profiles: Commercial Equipment



Hydramatic Automatic Safety Cover

The motors of Aquamatic's Hydramatic covers run on hydraulic pressure rather than electricity. That means one-fourth the moving parts, no lubrication, and ropes that self-adjust, says Tom Dankel, company vice president.

The Hydramatic's modular design takes only four bolts to assemble, making installation simple. Another time-saver is Aquamatic's patented cable compensator, which automatically aligns both sides of the cover as it extends and retracts. "Technicians are constantly telling us, 'I started your system up, and it worked right away with no fuss,'" Dankel says.

Every Aquamatic cover meets the ASTM F1346-91 safety standard and is custom-fitted down to the half-inch. Consumers can choose from 11 standard colors and six designer colors.

Manuals, brochures and promotional videos are available.

Contact: Aquamatic Cover Systems | aquamatic.com



Scroll Centerpiece

For more than 35 years, Artistry In Mosaics has created lasting, custom tile murals for commercial and residential spaces across the U.S., says Missy Kent, project estimator/marketing coordinator for Artistry In Mosaics.

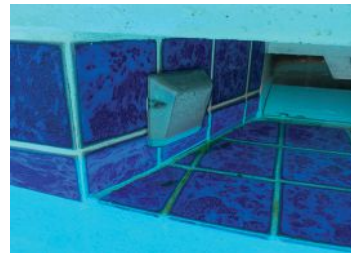
"Express yourself with a custom one-of-a-kind work of art — the possibilities are unlimited," Kent says. "If you can image it, we can create it."

The ceramic mosaic tile designs are handcrafted from a box of clay and are suitable for all applications. The tiles undergo a seven-step quality control process and are frost proof and meet or exceed TCNA standards.

Marketing materials such as brochures and a no-cost mosaic sample program are available.

The tiles are covered under a fill 2-year warranty.

Contact: Artistry In Mosaics | artistryinmosaics.com



LevelSmart Wireless Autofill

The LevelSmart wireless autofill system is designed to help homeowners, property managers and pool professionals with the challenges of maintaining water levels in pools, spas, ponds, waterfeatures and tanks.

LevelSmart eliminates the chore of filling the pool manually and the risk of overfilling it. With 24-hour wireless monitoring, LevelSmart automatically maintains the desired water level in any body of water.

Position the LevelSmart sensor at the desired water level within the pool. The sensor will measure the water level every 30 minutes and, when necessary, wirelessly communicate with the LevelSmart valve controller to fill the pool for 7 minutes.

The LevelSmart system can be easily retrofitted to an existing pool without tearing up the deck.

Technical support is available by phone at 888-635-0296, via email at sales@h2flow.net, and online at h2flow.net/levelsmart-install-tutorials.

Contact: H2flow Controls | h2flow.net



REMORA PRO Kit

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: Hammerhead Patented Performance | hammerheadvac.com



Loop-Loc Commercial Pool Covers

Loop-Loc Safety Swimming Pool Covers not only help keep facilities safe, but they're real money-savers as well, say company officials.

Regardless of a pool's size, complexity or obstructions, Loop-Loc's computer-aided design ensures a perfect custom fit for commercial pools, providing facility operators with peace of mind and big water cost savings since there's no need to drain the pool at season's end.

Loop-Loc covers come with a 15-year prorated warranty, and not only meet, but exceed, the ASTM standard for safety swimming pool covers.

Contact: Loop-Loc | looploc.com



Commercial Safety Covers

Merlin's Commercial Safety Covers protect commercial pools from debris and prevents guests from falling in when the pool is closed for the season.

Commercial Safety Covers come with an industrial-strength, advanced grade mesh, which is designed for high-load, high-stress and high wind environments.

"Our advanced grade mesh makes it resistant to harsh weather," says Rabia Danyaro, Merlin's marketing coordinator. "The mesh material lets water through the cover while providing burst strength nearly double of other standard mesh covers."

Merlin Professional Safety Covers are custom designed to account for obstacles, angles, and unique shapes of any commercial pool.

Technical support is available by calling (609) 807-1000.

The advanced grade mesh comes with a 20-year prorated limited warranty.

Contact: Merlin Industries | merlinindustries.com



Mini Grout Plant

The Mini Grout Plant is capable of pumping epoxy grouts, cementitious grout, heavily bodied materials, repair mortars, and also spraying fireproofing, waterproofing, EIFS, artificial rock work, stucco, and other commercial coatings.

This compact unit consists of a standard Carousel Pump and 31-inch U-Blend Mixer mounted onto a skid frame. The Grout Plant sits on 16-inch pneumatic tires, which makes it easy to move on the jobsite. In addition, the skid frame has fork pockets installed to allow contractors to move the unit with a forklift.

The pumping system is easy to clean by running a sponge ball and water through the system, no disassembly needed. The U-Blend mixer also features easy clean up: The mixer uses Square-Drive Technology, which enables the operator to remove the mixing blades with no tools and wash the blades within seconds. This speeds up cleanup time and the longevity of the equipment.

Contact: Quikspray | quikspray.com



Coverlon Swimming Pool Safety Covers

Coverlon's commercial pool covers are made from an industrial grade black fabric. This material's durability and safety features make Coverlon Covers well suited for swim clubs, community pools and hotels.

The commercial grade fabric is recommended for commercial pools but is also available for residential uses.

The covers come with a 20-year warranty.

Contact: The Cover Co. | coverlon.com



Pump Shut-off System/ SVRS

Vacless' VGB-compliant SVRSs feature an electrical pump shut-off system with an alarm or siren, which instantly turns the pump off upon entrapment.

The SVRS is automatically resettable in 3 minutes, and features no nonsense programming, no false tripping, choice of air or no-air induction, and no by-passing for pool vacuum cleaning.

It installs in 5 minutes onto the pump in place of the suction side drain plug without the use of tools, and is designed for use with pumps of up to 25 horsepower.

"The best thing about this product is the easy installation, no nonsense programming and unquestioned reliability," says Hassan Hamza, Vacless' president.

Marketing materials and technical support are available.

The units are covered under a 3-year warranty.

Contact: Vacless Systems | vacless.com

PSN

POOL AND SPA NEWS



HRVR Retro Fit Series Filter

Waterco's new HRVR Retro Fit Series filter was specifically engineered for HMAC applications and can be a direct replacement for Pentair's Triton.

The filter is constructed from anti-corrosive, nontoxic materials with an 8-inch neck opening for ease of access to internals.

Contact: Waterco | waterco.com

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www.pcbc.com

New Products

BY PSN STAFF



AquaStar Pool Products

The new FlowStar Actuator is designed for universal compatibility, retrofitting effortlessly to third party valves. They offer plug-and-play connectivity for 24VAC systems, feature easy-to-adjust back-mounted rubberized dip-switches and an easy drop-slotted cam setting ability for precise control.

Contact: AquaStarPoolProducts.com



Haviland Pool and Spa Products

POOL RESCUE is designed to make it easy to remove leaves and other organic settled debris from the bottom of the pool. After application, the debris will rise from the bottom of the pool and float to the surface, minimizing manual labor in cleaning.

Contact: havilandpool.com/pool-rescue



Nationwide Industries

The Trident Safe Signal Magnetic Latch helps prevent accidental pool entries, especially by young children, and helps maintain pool safety even in low-light conditions. An audible alarm sounds if a gate is left unlatched for more than 15 seconds, and eye-catching blue LED lights provide 360-degree visibility.

Contact: nationwideindustries.com



RB Retail & Service Solutions

RB's Smart Pay now makes it easy to pass along credit card fees to consumers. Simply determine a percentage between 0-4% to charge customers for each electronic payment transaction. RB will automatically calculate a Program Fee to be added to the transaction total based on the specified rate.

Contact: rbretailandservicesolutions.com/rb-smart-pay



PEGASUS Vinyl Liners



20x27 Sunburst



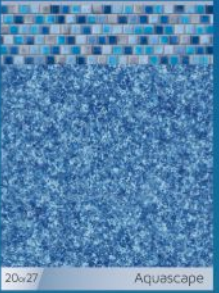
27 Seaglass



20x27 Harlequin



27 Water Crystals



20x27 Aquascape



20x27 Oxford



20x27 Waveburst



20x27 Lakeview



20x27 Bayview



27 Breaking Sea Wall



27 Silverstone



20x27 Stonebridge



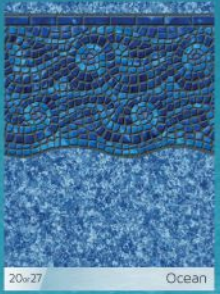
20x27 Rocklyn



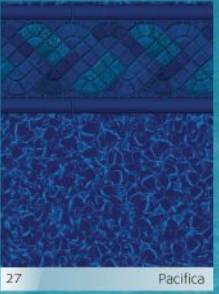
27 Rustic



20x27 Mountain Top



20x27 Ocean



27 Pacifica



20x27 Braid



20x27 Garden Gate



20 Wavecrest



20x27 Brenton



20x27 Sea Gate



20x27 Argyle Slate



20x27 Nighttide

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