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**Chemicals
Close-Up**

page 28

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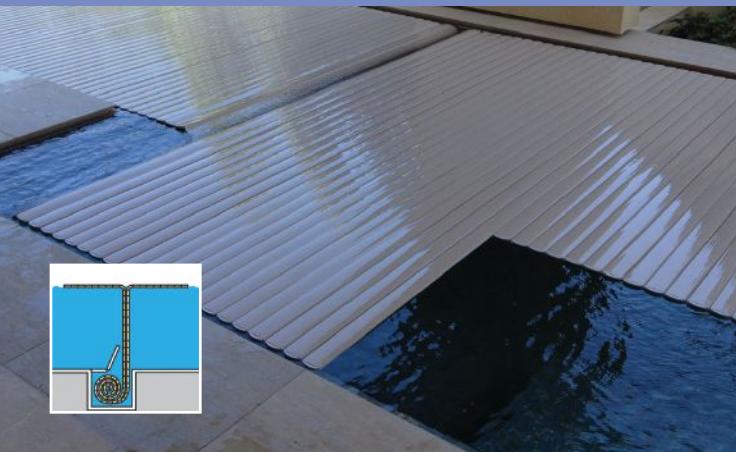


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ABOVE LEFT: ADOBE STOCK/GENERATED WITH AI
ABOVE RIGHT: ADOBE STOCK

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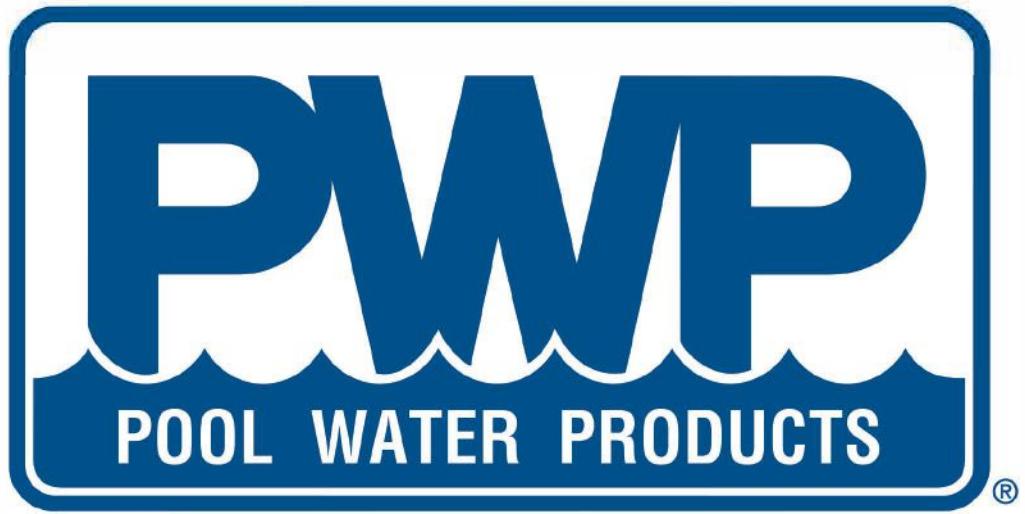
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Editorial

Joanne McClain Editor-in-Chief
jmcclain@zondahome.com
Rebecca Robledo Deputy Editor
rrobledo@zondahome.com

Sales

Gary Carr Director, Strategic Accounts
gcarr@zondahome.com
Lisa Heitner Director, Strategic Accounts
lheitner@zondahome.com

Art

Carolyn Sewell Design Director, Media
Melissa Krochmal Graphic Designer

Published by Zonda Media

Jeff Meyers Chief Executive Officer
Melissa Billiter Chief Financial Officer
Andrew Reid Chief Operating Officer
Mia Vallo Executive Vice President/General Manager
Steve Ladurantaye Senior Vice President, Content
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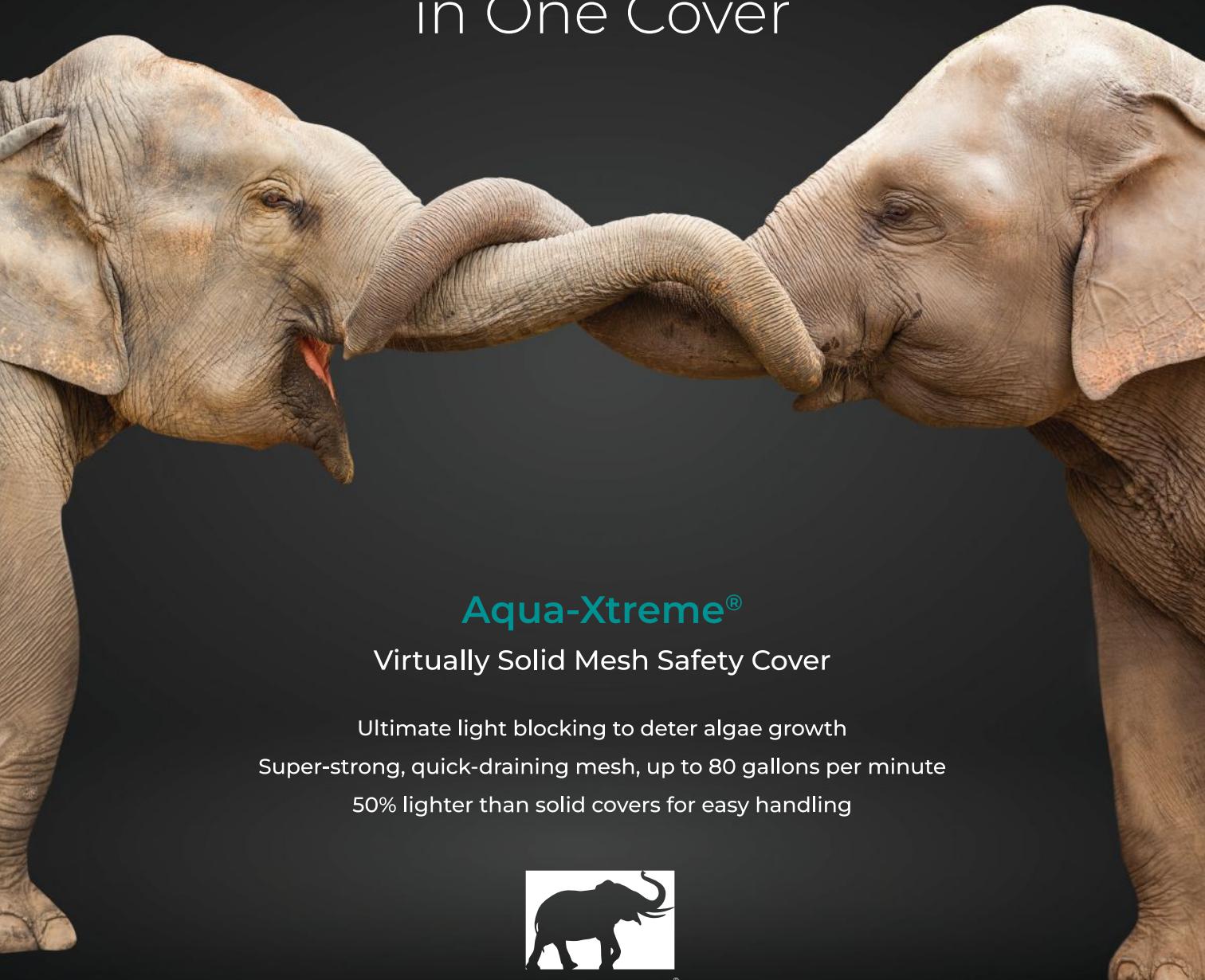


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From Prada to Pools



Joanne McClain
Editor-in-Chief, PSN

THERE'S A SCENE IN THE NOW ICONIC 2006 movie, "The Devil Wears Prada," that you may or may not recognize. In it, the protagonist Andy, played by Anne Hathaway, is a new assistant to Miranda Priestly, the editor of the world's most important fashion magazine, played brilliantly by Meryl Streep. Andy is new to the industry and dismisses fashion as unimportant.

During a meeting about an upcoming photo shoot, Miranda can't decide between two belts. Andy snickers. Priestly asks what's so funny, and Andy replies, "They look exactly the same to me."

Priestly's response is arguably the best scene in the movie: "You think this has nothing to do with you. You... go to your closet and select... I don't know, that lumpy blue sweater, for instance, because you're trying to tell the world that you take yourself too seriously to care about what you put on your back. But what you don't know is that that sweater is not just blue, it's not turquoise, it's not lapis — it's actually cerulean.

"You're also blithely unaware of the fact that, in 2002, Oscar de la Renta did a collection of cerulean gowns. And I think it was Yves Saint Laurent... who showed cerulean military jackets.

"Then cerulean quickly showed up in the collections of eight different designers. Then it filtered down through the department stores and trickled down into some tragic casual corner where you, no doubt, fished it out of a clearance bin.

"However, that blue represents millions of dollars and countless jobs, and it's sort of comical how you think that you've made a choice that exempts you from the fashion industry — when, in fact, you're wearing a sweater that was selected for you by the people in this room... from a pile of 'stuff.'"

Why mention this scene in a swim-

ming pool industry publication? Trends are a funny thing.

Like Andy with her cerulean sweater, it's easy for some in our industry — especially those focused on function — to dismiss design trends as superficial. But do arches, brass fixtures, or a particular shade of orange really matter?

Yes, they do.

What's trending in residential design will, inevitably, trickle into our corner. Just like cerulean filtered from Paris runways into clearance bins, design elements make their way into backyards — sometimes subtly, sometimes loudly — but always eventually.

Builders who stay current with interior and landscape design are better equipped to speak their clients' language. When a homeowner says they want a "Palm Springs vibe," the builder who understands that wins.

More than that, trends guide material choices, colors, and layout. Pools are no longer just pools — they're lifestyle features.

Clients are researching. They're watching HGTV. They're talking to designers before they call you. If you want to stay competitive, understanding what's shaping them isn't optional — it's essential.

That's why we're highlighting "9 Home Design Trends That Will Shape Spaces in 2025" from our sister publication *Builder* on page 20. At *Pool & Spa News*, we believe design isn't fluff, it's strategy.

The wave is coming. Will you ride it — or be left treading water?

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

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FSPA Names New CEO

by **REBECCA ROBLEDO**

THE FLORIDA SWIMMING POOL ASSOCIATION HAS HIRED ITS CEO to replace Elizabeth McMurray, who departed the organization in January.

The group chose to hire from within the industry, selecting Lyndsey Shock, who took over the post May 5. She was chosen from among 200 applicants.

She has held several positions at Florida Water Products, including as an owner. She also owned a small business outside the pool industry, and has experience working as a sales representative for Gorman Company.

For FSPA, Shock has served as the Tampa Bay chapter coordinator and as a member of the Board of Directors in the past.

“We were looking for someone with a background in our industry, and who knew about associations, because associations are different to govern than a business,” said FSPA President Deidre Bedford. “What we found in Lyndsey was basically everything. There’s just so much involved in the industry that knowing it like Lyndsey does, she’ll be up very quickly.”

PHOTO: ADOBE STOCK

As Shock takes over the helm, the organization’s priorities will center on growing membership beyond its current 800, Bedford said.

“We have been slowly but surely growing it,” she said. “But there’s about 4,000 builders in Florida, probably 2,000 pool cleaners or more. We want to reach all of Florida. Growing our membership will make us stronger.”

She expressed confidence in the incoming CEO.

“The years of experience Lyndsey has in the pool industry gives her an understanding and leg up in entering this role,” Bedford said. “We are confident good things will come from her leadership and implementation of FSPA’s goals.”

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Please direct questions to Joanne McClain at jmccain@zondahome.com and/or Rebecca Robledo at rrobledo@zondahome.com

In Memoriam: Andy Pansini

The former president of Jandy and son of its founder ushered the company into a new era under his leadership.

by **REBECCA ROBLEDO**

ANDY PANSINI, THE FORMER PRESIDENT/CEO OF JANDY WHO ushered the company into a new era with its product expansions and eventual sale, passed away suddenly on April 12. He was 76.

The son of Jandy founder and inventor Andrew L. Pansini, he also managed a family real-estate business and wrote two books.

Andrew A. Pansini was born in San Francisco Oct. 30, 1948 and grew up in nearby Marin County. A businessperson at heart, he received a bachelor's degree in economics from the University of San Francisco.

He joined Jandy in the early 1970s, and headed it from the late 1980s to 1996, while it was still its own company. Under his father's watch, the company had focused on selling the automatic pool cleaner he is known for inventing. When the second generation Pansini took over, he had a different vision, expanding its product offerings to include waterfalls, valves, and the control system that has become one of its anchor products.

"He grew the portfolio, widened it," says Dave Nibler, vice president and general manager of Fluidra's Commercial Pool division.

Upon retiring, Pansini made another foundational change in the company, selling it to heater manufacturer Teledyne Lars. This led to other acquisitions before Jandy became a flagship brand of Fluidra North America.

Pansini was known as a solid behind-the-scenes complement to Vance Gillette, the company's charismatic vice president of business development who served as the face of Jandy and its subsequent acquirers.

"It was a very good combination," Nibler says. "Vance was an extroverted sales/marketing guy. He's out driving sales and marketing — and being Vance. Andy was very



much a finance/business guy, running the business financially."

In addition to running Jandy, Pansini headed Savoy Corporation, a real-estate company also started by his family. He memorialized his family with the books, *"Fathers of Invention"* in 2017 and *"A Family of Invention"* in 2020.

"He and Vance were really my symbol of what a business leader was," Nibler says. "Andy was a very gentlemanly, astute, financially minded, even-tempered business leader. He cared about the people, cared very much about building a company culture. It had grown from a family business, so it was very much a family business culture that he ran with a very respectful, positive company culture."

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"This acquisition bolsters our ability to serve our Florida customers in new and different ways" stated Vincent Servantez, President of Cody Pools Florida. Cody Pools has 15 locations serving the

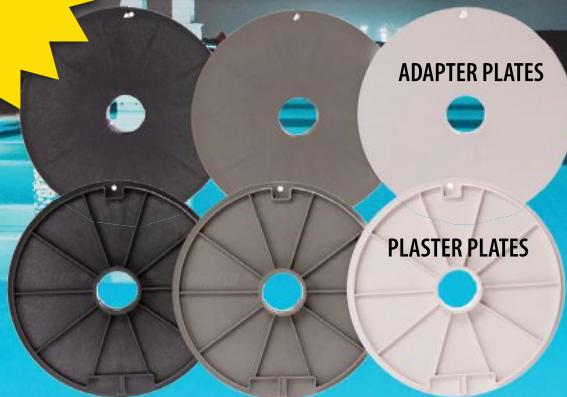
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AZUREON ACQUIRES THIRD COMPANY

The recently formed Northeastern service/construction consolidator Azureon has made its third acquisition — Northern Pool & Spa, based in Eliot, Maine. Through the transaction, Azureon enters the Maine, New Hampshire and Massachusetts markets.

Northern, a pool maintenance and construction company, will maintain significant ownership in the platform. Northern President Peter Paul will remain.

"We expect Peter Paul's reputation for excellence and quality in the region will also attract other like-minded operators to join the group," said William Laffrey, vice president at O2, Azureon's private equity backer.

FLORIDA HVAC BILL DIES

A bill that would have opened the door for the HVAC industry to work on backyard pools has died in the Sunshine State.

The bill would have expanded the scope of HVAC professionals to include installing and replacing pool heaters.

Currently they can perform repairs on existing pool heaters. The Florida Swimming Pool Association objected to the bill, saying HVAC professionals don't have the specialty needed to work within pool hydraulic systems.



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Hines Enters Employee Ownership

PSN TOP 50 BUILDER HINES POOL & Spa has become employee-owned. Through an Employee Stock Ownership Plan (ESOP) last month.

The move takes place as the company works to actively expand.

“With the formation of the ESOP, Hines Pool & Spa is securing its long-term independence in a consolidating pool industry,” the company said.

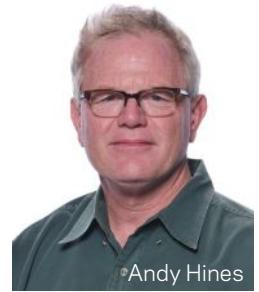
Founded in 1986, the company now employs more than 60 and manages several thousand residential and commercial accounts in Central Texas.

“This transition allows us to write the next chapter of our incredible story and I could not be more excited,” said Andy Hines, founder and president of

the company. “We’ve always had a high-involvement ownership culture, and this move takes it to the next level. The ESOP provides an employee-focused succession framework, ensuring our company’s vision stays true moving forward.”

While the transition is underway, Hines plans to remain president, and the current management team will continue to operate in its existing capacity.

As part of its expansion, the company is seeking new staff. It also recently moved into new headquarters that measures twice the size of Hines’ most recent location. It includes offices, a warehouse, a facility for training employees and commercial customers,



Andy Hines

and a showroom for renovation and new construction clients.

“We have been discussing how to best reward our employees for years and transitioning to employee ownership fits everything we were looking to do,” said Jeb Foster, general manager of the company. “With all the private equity consolidation occurring in the pool industry, that was not a direction we wanted to take our company. With this transition we remain the largest independent pool service company in Central Texas.”



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Joe Garcia, Senior Business Development Manager, National Sales at Lyon Financial, shares insights to empower pool builders to help homeowners achieve their backyard dreams.

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9 Home Design Trends That Will Shape Spaces In 2025

Sister publication *Builder* reports on data-backed design trends that homeowners are searching for next year.

by **SYMONE STRONG**

MOVING TOWARD 2025, HOMES ARE EMBRACING A FRESH blend of functionality and artistry. From sustainable materials to tech-integrated spaces to bold color palettes, next year's trend predictions reflect a desire for both comfort and innovation. Here's a look at the design shifts set to transform homes in 2025 from Houzz and Zillow.

1. Cozy Vibes

According to Zillow, listings mentioning "cozy" have in-

creased by 35% compared to last year. Home buyers are embracing smaller, cozier spaces and rejecting the pandemic-era need for more space. The great room might soon be replaced by smaller, color-saturated rooms that serve a specific purpose, such as dens and dining rooms.

2. English-Style Kitchens

Continuing the cozy trend to kitchens, Houzz reports some homeowners are drawing inspiration from classic English country style. Cabinets with rich woods, natural countertop materials, range alcoves, wood ceiling beams, and collected looks that appear pieced together over time are all highlights of the trend.

3. Old-World Comeback

Taking the English style a step further, Zillow echoes the belief and says "2025 is set to go full granny, with floral patterns, tapestries, antique furnishings, and chintz making a strong return." Nostalgia is a growing trend, appearing in 14% more of the site's listings than in 2023, while "vintage" mentions are up by 9%. The Victorian-era scullery, or second kitchen, is also making a 21st-century comeback.

4. Abundant Arches

Another extension of organic modern style, arches are showing up frequently in today's homes, says Houzz. Arches add a touch of playfulness and help soften harsh angles to generate a welcoming, cozy feel. Design pros are incorporating arches throughout the home for doorways, windows, niches, cabinets, and millwork details.

5. Wet Rooms

In bathrooms, wet rooms continue to catch on, reports Houzz and Zillow. While typically seen in spacious master bathroom layouts, wet rooms are also being adopted for smaller bathrooms. When designers combine

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the tub and shower into one space, it gives homeowners a wet room arrangement that looks and feels more luxurious than the standard shower-tub combo.

6. Wood-Infused Warmth

Warmth has been a consistent priority for homeowners in

recent years. Paired with neutral palettes, earthy tones, and organic colors, Houzz is seeing wood elements used as ceiling beams, trim, millwork, wall paneling, posts, and cabinetry to add architectural warmth to spaces throughout the home.

7. Electric Features

Many of today's home buyers are seeking out homes with sustainable and environmentally friendly features. Zillow reports whole-home battery mentions have surged by 62% since last year. Solar panels are appearing 18% more often and electric vehicle chargers are appearing in 34% more listings than a year ago.

8. Mindful Maximalism

Designers are getting requests from homeowners for a more-is-more approach that layers bold color, pattern, and texture. Whether you call it maximalism or "cluttercore," this design approach celebrates abundance and allows homeowners to furnish their homes with pieces that reflect their personalities, such as bold wallpaper or funky furniture.

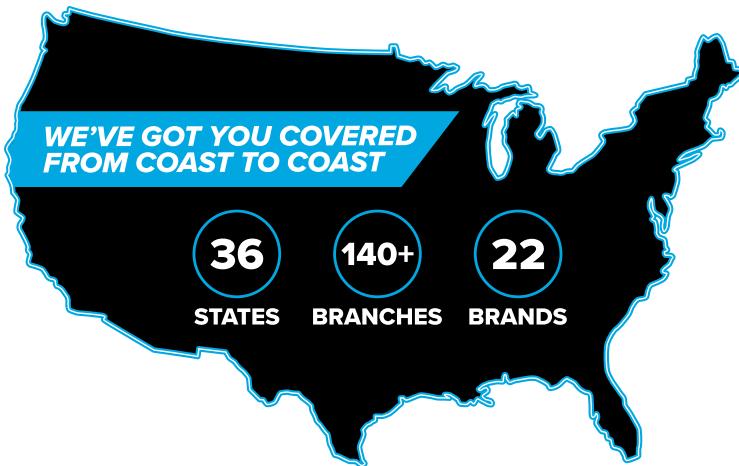
9. Climate Resiliency

With climate-related disasters becoming more frequent, some sellers are highlighting features that offer some degree of protection. Zillow research finds that 86% of recent home buyers say it's very important that a home have at least one climate-resilient feature. The share of listings that mention flood barriers is up 22% compared to last year, seismic retrofitting is up 20%, and references to water catchment systems are up 19%.



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AI in Home Building: Enhancing Efficiency

Sister publication *Builder* sat down with AI expert Francesco Iorio to learn what's happening with the technology in the building industry.

by LEAH DRAFFEN

MANY PEOPLE IN THE BUILDING INDUSTRY HAVE A MAJOR concern about the use of artificial intelligence — the replacement of humans in important jobs.

But for Francesco Iorio, co-founder and CEO of Augmenta, a leading AI platform for the built environment, it's just the opposite. "AI isn't here to replace humans; it's here to help us do more with less," he says.

Iorio believes AI has the potential to infuse practical efficiency, project cost savings, and home buyer affordability into the industry. He shares his thoughts below.

How do you think AI is viewed in the built/construction industry?

There is much optimism about incorporating AI and its benefits. The industry is massive and complex and is aware of

the need to keep up with the growing demand for new buildings and construction. Finding ways to build more quickly, efficiently, safely, and ecologically is critical. AI presents an opportunity to advance the industry much faster than we've seen in recent history.

At the same time, the industry is very practical; there isn't room for experimentation on live projects, and the costs of mistakes are extremely high, so any solution, whether it be AI or otherwise, is looked at through the lens of "What have you done that can be verified?" Meaning is the solution a real, practical, tested, and validated solution?

What are some unconventional ways AI could be utilized in residential construction?

Think about how homes are built today: architects create designs, different specialists plan their systems (plumbing, electrical, HVAC), and contractors have to somehow make it all work together on site. This fragmented process leads to constant re-designs, delays, and increased costs. AI can fundamentally reshape this by acting as an intelligent coordinator that understands all the requirements and constraints simultaneously.

For example, a generative AI system could take basic inputs about a home's requirements and site conditions and automatically generate complete sets of construction drawings. But it goes further, imagine home buyers using an AI-powered configurator that lets them customize their future home in real-time, seeing instant 3D visualizations while the system ensures all choices meet building codes and stay within budget. The AI could automatically generate detailed material takeoffs and cost estimates as changes are made.

This same AI system could optimize the layout of all building systems simultaneously, eliminating the traditional back-and-forth coordination between trades. It could break down custom

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designs into standardized components that can be manufactured off-site, while maintaining design flexibility. The system could even generate optimized assembly sequences and identify potential safety risks before construction begins.

The implications for housing affordability are significant. By reducing design time, eliminating rework, optimizing material usage, and enabling more prefabrication, construction costs could drop substantially. This AI-driven approach also helps address the industry's labor shortage by increasing productivity and reducing required on-site work. Construction quality improves through standardization and optimization, while project timelines compress dramatically.

The real innovation here is moving from today's fragmented process to one where AI serves as a central coordinator that can understand and optimize all aspects of home building simultaneously. This could help make quality housing more accessible while improving construction efficiency and sustainability. Rather than just automating existing processes, AI has the potential to fundamentally reimagine how we approach residential construction.

Are there any common misconceptions you see surrounding AI in the built environment?

One of the biggest misconceptions is that it will take jobs from construction professionals. This fear is understandable, but it's misplaced. The truth is that the construction industry is facing a severe labor shortage. We simply can't find enough skilled workers to meet the growing demand. Therefore, AI isn't here to replace humans; it's here to help us do more with less.

Think of it this way: AI can take over the tedious, repetitive tasks that often bog down skilled professionals and save their time for higher-value strategy and creativity. The key is to see AI as a powerful ally, not a threat. Another misconception is that AI is only for the big players with deep pockets. However, AI is becoming increasingly accessible to companies of all sizes. Platforms like Augmenta are designed to be user-friendly and affordable, putting AI's power into everyone's hands, from small contractors to large construction firms.

How could AI better benefit large-scale residential builders?

By operating at scale, builders can leverage AI to create standardized but customizable design libraries that dramatically streamline the development process while still offering home buyers personalization options.

The AI-powered workflow particularly shines in large developments, where it can optimize the layout and construction sequencing of multiple homes simultaneously. For instance, the system could coordinate material deliveries and crew schedules across an entire subdivision, maximizing efficiency while minimizing on-site storage needs and traffic disruption. The traditional 30% material waste rate

could be slashed through AI-driven procurement that accounts for bulk purchasing opportunities and cross-project material sharing.

These builders can also benefit from AI's ability to learn from each project. As more homes are built, the system continuously refines its understanding of construction timelines, material usage patterns, and common challenges. This feedback loop enables increasingly accurate predictions for future projects, from cost estimates to construction schedules.

For sustainability, AI can optimize each home's design based on its specific orientation and local climate conditions while maintaining the efficiency benefits of standardized components. This enables builders to deliver energy-efficient homes at scale without sacrificing construction speed or affordability. The result is a more predictable, profitable, and sustainable approach to large-scale residential development.

How are you seeing builders and construction companies using AI to build their businesses?

I've seen firsthand how builders and construction companies leverage AI to enhance their businesses. Through our partnership with ENG, a global leader in Building Information Modeling (BIM), electrical contractors are using our platform to automate the design of conduit systems, resulting in significant time and cost savings.

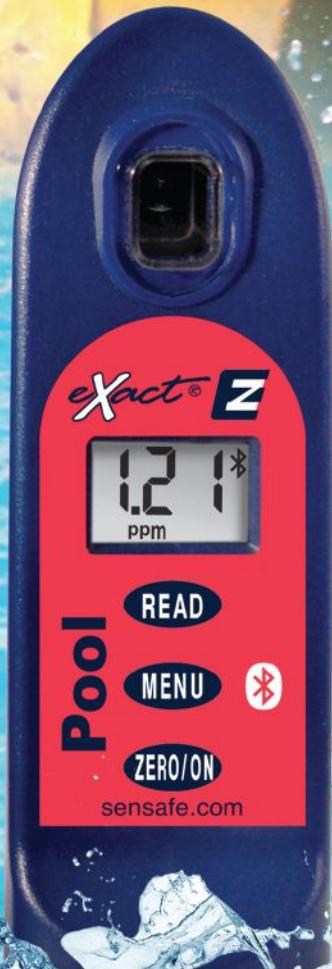
For example, C&R Electric, LLC and KTS Engineering Group used Augmenta's AI to design and coordinate over 11,000 feet of conduit for Mount Hope Elementary School in Michigan. This project demonstrates how AI creates sustainable and efficient designs for essential public buildings.

We're also seeing construction companies use AI to improve project planning, enhance safety on construction sites, and even gain a competitive edge by offering more sustainable and innovative building solutions.

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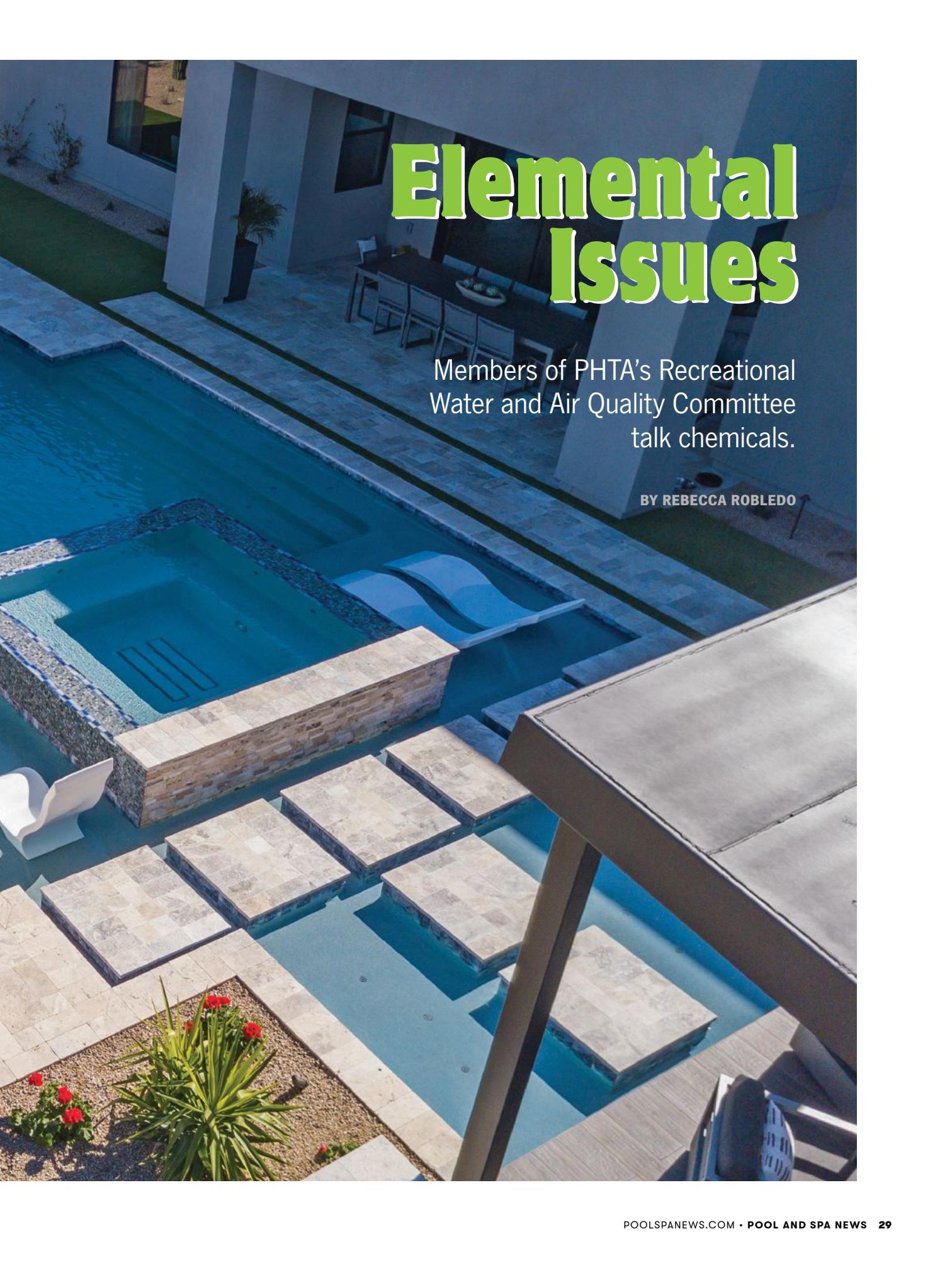
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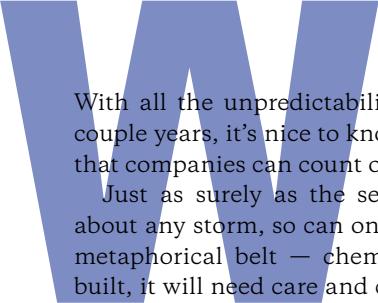
PHOTOS: MATT MANFREDI/MANFREDI, INC.; POOL DESIGN BY CREATIVE ENVIRONMENTS; BUILD BY SHASTA POOLS



Elemental Issues

Members of PHTA's Recreational
Water and Air Quality Committee
talk chemicals.

BY REBECCA ROBLEDO



With all the unpredictability being experienced the last couple years, it's nice to know there is a mainstay product that companies can count on.

Just as surely as the service sector can weather just about any storm, so can one of the key tools in pool pros' metaphorical belt — chemicals. Once a pool has been built, it will need care and chemicals, so both provide the recession-proof business that supports companies through the highs and lows.

Here, a handful of members of PHTA's Recreational Water and Air Quality Committee (RWAQC) discuss a potpourri of topics involving chemicals, including how they believe the category will fare through the talk of tariffs, the state of specialty chemicals, and changes being made to the industry's water-quality standard.

Topic of the year

With new home sales slowing down a touch, that has had some impact on the chemicals market, but it's negligible, says Joe Laurino, former chair of PHTA's Recreational Water and Air Quality Committee, and president/CEO of Periodic Products, based in Fort Lauderdale, Fla.

"Once the pool is built it has to be maintained," he says. "So there are very different drivers within [the new pool versus chemical] markets."

The market is somewhat insulated from the ups and downs of the economy, agrees Terry Arko, of Hasa. It is more impacted by Mother Nature, he says.

"I don't really think the economy necessarily plays into that as much as the weather," he says. "People may not swim as much, and chemicals don't get consumed as quickly when the weather is cooler. But it's going to get hot at some point, and people are going to need chemicals."

If anything, some people worry whether chemicals will become more expensive due to tariffs. But these experts see a scenario where it does not become an issue for the chemicals market.

But it's not cut-and-dry. If significant tariffs are imposed, other factors will determine their impact. Whether or not a specific product is made in the U.S. or a country being charged tariffs will affect the cost to businesses and consumers. But, while many chemical products are manufactured in the United States, some components still may come from other countries. In some cases, domestic suppliers could step in and provide substitutes for components that come from out of the country, thereby reducing or eliminating the impact of tariffs on their costs.

"So it will take a while in terms of supply line shortages developing or [increased prices] for that to be known," Laurino says. "We're seeing no impact yet in chemical

sales based upon economic factors, or tariffs and costs."

A lot of this has to do with timing. Manufacturers make their big production push leading to early-buy season in fall, when retailers, service firms and builders stock up for the following spring and summer. So, by the time tariff announcements arrived, most companies had what they need for the year ahead.

The real test will come in fall or next season, Laurino says.

"Because the supply chain will have that delay [before production and early-buy season begin], there's a lag," he says. "So we probably won't know until this fall when price increases start to hit chemicals."

"If tariffs are eliminated in [May or June] and we go back to more normal trade relationships, I don't think you're going to see much of an impact."

Arko says his company is more likely to monitor such factors as energy costs, transportation costs, as well as the availability and costs of packaging materials.

"From the raw ingredient standpoint, we can keep costs down because we have more control over that," he says. "But if there are any shortages or issues with energy costs, transportation costs, or packaging materials ... that can lead to cost problems or challenges."

For those who dread the idea of reliving the COVID price hikes and chemical-supply shortages, Laurino offers a confident perspective.

"It's not COVID," he says. "I don't think we're anywhere near COVID. With COVID you not only lost the supply chain, but you lost the labor as well. So when you went to purchase something, there was nobody to make it. So, it's not going to be the shock that COVID was, and things are going to normalize faster."

Professionals haven't been the only ones concerned about the potential impact of tariffs on chemicals.

Craig Sears hasn't had cause to raise prices on the chemicals that his commercial service firm includes in its maintenance program. He's fairly optimistic at this point. But he has been fielding questions from some concerned clients.

"We've gotten some relatively standard price increases from vendors," says the president of Sears Pool Management in Sandy Springs, Ga. "We're proceeding as usual and telling our customers that we're expecting things to stay steady Eddie, with no major hiccups or supply chain issues. But if a tariff starts to affect things, then we would notify them."

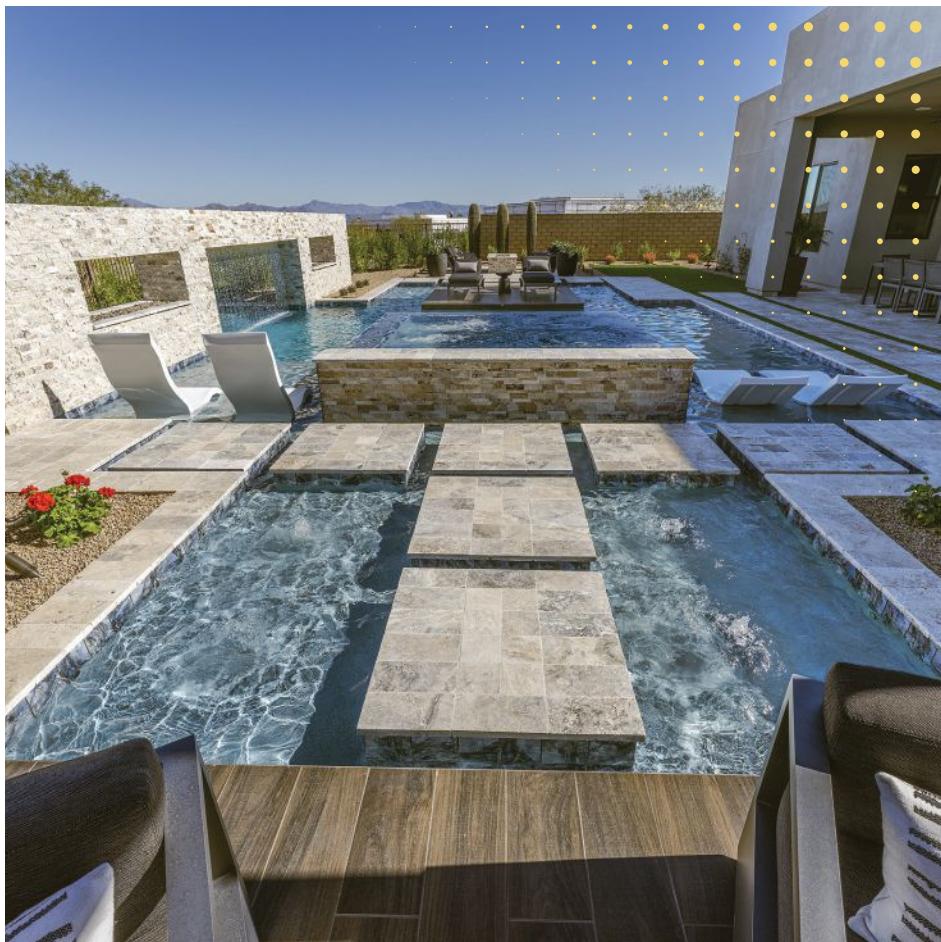
An upside

But even if shortages were to come, Roy Vore believes that pool professionals are more prepared.

A few years back, in addition to the pressures of the pandemic on the supply chain, the industry took another hit: A manufacturer fire that resulted in a shortages of trichlor products. As a way to adapt, many companies had to pivot to dichlor products. This is something that companies traditionally would avoid, since converting from one to the other requires a process.

But Vore believes the shortage at the turn of this decade caused companies to adapt more quickly, letting go of attachments to their chemical of choice and opening their minds to making a switch, even if only temporarily.

"I think there's been more of a realization that you could substitute one for the other if you know how to substitute a chlorine source," says Vore says. "I've talked to a number of people who were using trichlor and began to supplement with bleach or



cal hypo after the fire," says Vore, senior consultant with Vore & Associates in Suwanee, Ga., as well as a frequent instructor, and a former technology manager with BioLab.

As a CPO instructor, he hadn't previously taught how to change from trichlor to dichlor or vice versa. But now he's started.

"The tendency really would be that somebody would stick with one type of chlorine," he says. "In the last few years, that conversation about 'Maybe you could use this instead or that instead' ... I'm hearing more of that."

Converting from one to the other does require certain steps, though, so professionals still need to learn about that process before changing which form of chlorine a system uses.

Specialties on the rise

According to these professionals, the rise in sales and use

for specialty chemicals continues to rise.

Part of that, Laurino says, comes from the use of sanitizing equipment, such as ionization or salt. Some of these methods may bring peripheral issues such as metal staining, creating the need for stain removers. “As we start to increase the complexity of what’s going on in the equipment pad and the water itself, we have to manage the situation,” he says.

Sears specifically sees an increase in use of phosphate removers, enzymes and borates. But, as with so much progress in the industry, these changes have been gradual.

“I know it’s something that, as awareness increases, people see the value in those,” he says. “We’ve had some good experiences with enzymes for some of our high-bather-load pools, but ... these are incremental increases.”

Some of these chemicals are intended to optimize the performance of chlorine.

“We are becoming more cognizant of quality and trying to use our chemicals more efficiently so we don’t end

up with things like disinfection by-products,” says Jody O’Grady, chair of PHTA’s RWAQC and director of commercial sales for API in Jupiter, Fla.

In Southern California, following the historic wildfires that hit the Los Angeles area in January, certain specialty chemicals are increasing in sales there.

“For the LA fire areas, it’s going to be ... a lot of enzymes, clarifier and phosphate remover sales,” Arko says.

Work in progress

PHTA has made a change to its water quality standard that it expects will help the industry stay abreast of the latest developments.

Going forward, the PHTA-11 Standard for Water Quality in Public Pools and Spas has gone into continuous maintenance. Where before, the standard writing committee would update the language every five years, it can now be altered at any time. This means that change requests are continuously accepted, rather than only during a specified window in the updating cycle.

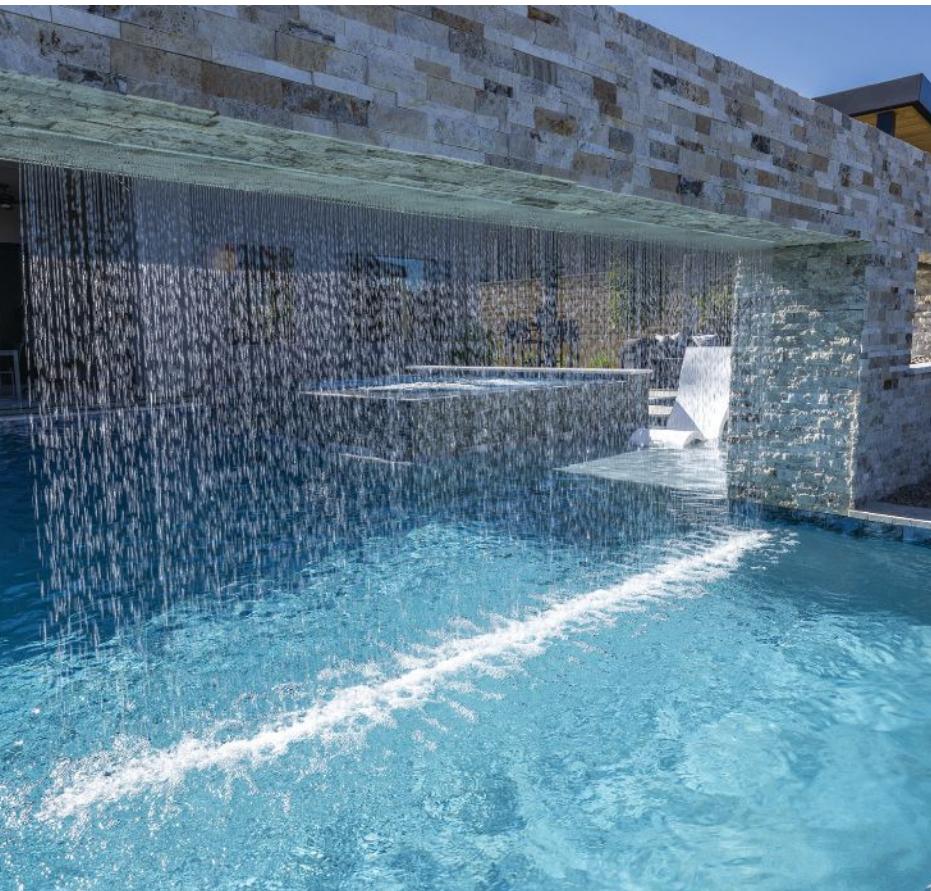
To help foster the change, PHTA has formed a dedicated committee for PHTA-11, where the standard previously was written and updated by the RWAQC.

“We know things are changing, so we can’t wait every five years to update the standard,” O’Grady says.

The RWAQC will continue to write and update PHTA-11’s appendix.

Vore, who heads up the writing committee for PHTA-11, expects that it will be updated annually. This is the first PHTA standard to go under continuous improvement, so the committee is adjusting to the pace.

“We’re working through a pile of change requests now,” says Vore, who expects some changes to be announced in summer or fall.



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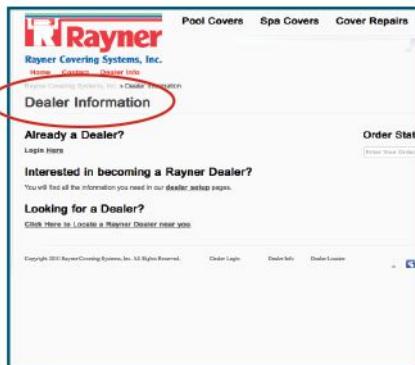


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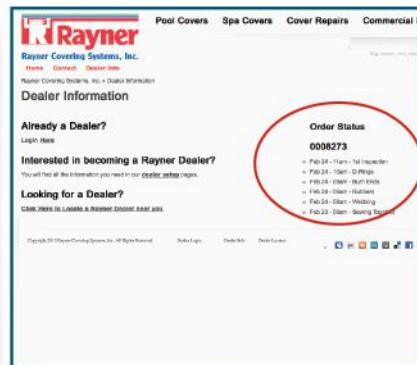
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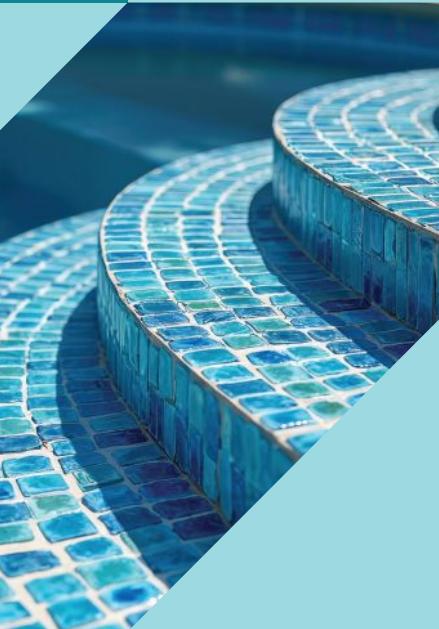
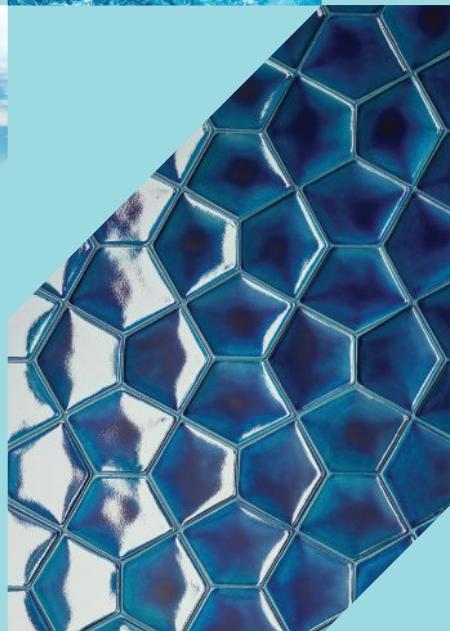
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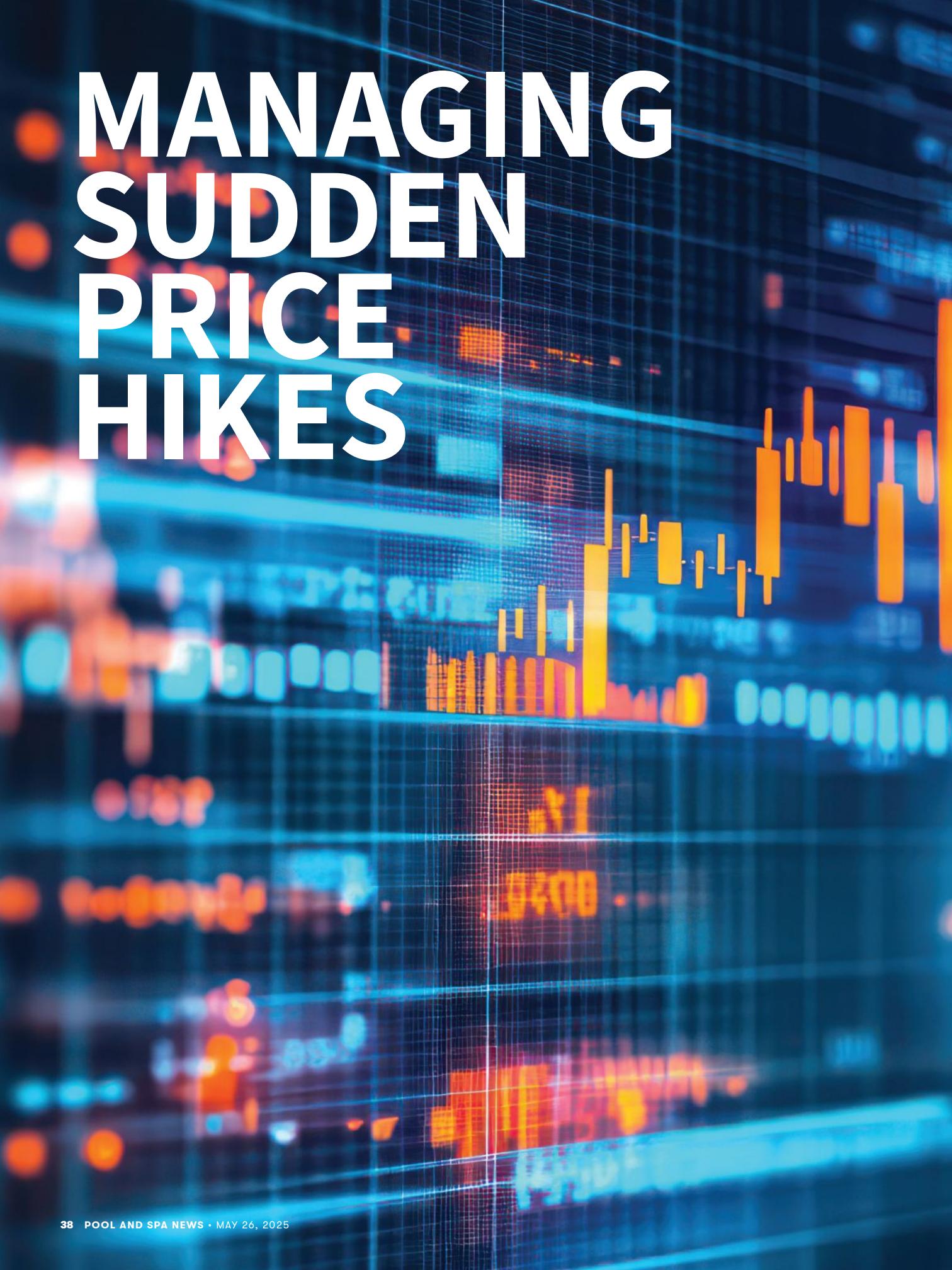
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MANAGING SUDDEN PRICE HIKES





*Options for dealing
with unanticipated
price increases —
and avoiding a
major financial hit*

BY GARY RANSONE

W

We've seen this before. The COVID pandemic taught the building industry just how quickly construction material prices can fluctuate wildly, up to and including the \$10 2x4s we saw for a brief period in my area of northern California — yikes, no builder saw that coming!

Some current economic and political indicators strongly suggest that builders may be headed for another bumpy material-price-fluctuation ride in 2025 as a result of new tariffs being placed on lumber, steel, goods, and construction-related raw materials and products being imported into the U.S. from other countries.

What will happen to the builder in 2025 who is relying on a material estimate that is several months old — and part of a signed, fixed-price contract — when they are caught in the cross-

ADOBE STOCK/GENERATED WITH AI

hairs of sudden, significant material price increases caused by factors such as tariffs, and they're forced to absorb these increases?

The outcome and losses for builders who have not taken preventative contractual steps are fairly predictable and may well be reminiscent of those many suffered during the pandemic.

Rebar, structural steel, piping, and duct work have already been facing significant price volatility since the beginning of 2025. Mexico, Canada, and China are facing steep new tariffs. Prices on gypsum used in drywall, softwood lumber, and various other goods and materials, especially those imported from Canada, Mexico and China, are expected to rise sharply this year.

Lumber production in the U.S. is supposed to rise, but how quickly can existing U.S. mills handle the increased milling? Can they get enough milled lumber to the U.S. market on time in 2025 to remove the need for imported lumber? Or will builders still have to pay for the higher-priced, tariff-laden lumber this year and in the foreseeable near future?

As of this writing, the National Association of Home Builders (NAHB) has estimated that tariffs could raise the cost of imported building materials by over \$3 billion, and the cost of building a single-family home by \$7,500 to \$10,000. The imposition of new and substantial tariffs as a result of executive orders has been a dizzying on-again, off-again proposition so far this year. Many material prices, including steel, aluminum, and the lumber futures market, already started to go up earlier in the year.

Exact timing and extent of price increases are impossible to predict. But it is fairly easy to predict that uncertain times such as will these will more likely bring volatile price fluctuations (mostly increases).

So what can a builder do when putting together fixed-price contracts that incorporate material pricing that may be several months old by the time the materials or products get ordered?

Pros and cons of an escalation clause

An escalation clause calls for an increase in the price charged for certain materials or labor if the builder's costs suddenly increase because of tariffs, supply chain disruptions, or other unforeseen economic forces that come down the pike after the construction agreement is signed.

The goal is that, in times of pricing uncertainty, the builder is not forced to absorb sudden increased costs or to buffer their fixed-price contract amounts with "SWAG" contingency guesses about how much certain materials might spiral in cost by the time materials are ordered. From the

builder's perspective, the need and justification for an escalation clause is similar in many ways to that for a concealed conditions clause.

The escalation clause typically calls for the builder to document and show the owner what the builder has to pay for the materials when ordered compared with what the line-item bid cost of the materials was so that the owner can be charged for the increased material cost. The builder may also want to include certain subcontractors in the clause in case their bids and pricing are not honored because their material prices also suddenly spiked since their bid. Some builders, in an effort to be fair and not have the escalation clause

SAMPLE ESCALATION CLAUSE

"Material/Subcontract Price Escalation: The contract price for this Agreement has been calculated based on prices for the component building materials and subcontractors at the time the project was bid. However, the market for building materials and subcontractors has been volatile and sudden price increases could occur due to tariffs, supply chain disruptions and other factors beyond Contractor's control. The Contractor agrees to use best efforts to obtain competitive prices from available building material suppliers and subcontractors during the project, but should there be a sudden increase in the prices of building materials or subcontractor work that are purchased after execution of contract, the Owner agrees to pay that cost increase to the Contractor. Any claim by the Contractor for payment of a material or subcontractor cost increase shall require Contractor's written notice to Owner along with full documentation showing the price bid, the price paid at time of ordering, price difference, including copies of backup documentation such as estimates, invoices, subcontract agreements, etc... As a gesture of goodwill, Contractor shall not mark up any price increase triggered by this clause with profit and overhead."

rejected by the owner, may also want to pass any price decreases in specific material costs on to the owner to balance the risk more fairly between the owner and builder.

The escalation clause may be especially useful where the time span between issuing the contract and ordering the materials is many, many months. Some larger projects can easily take 12 to 18 months, a near eternity when it comes to forecasting the future prices of things such as lumber, drywall, steel, concrete. With tariffs on the horizon, such a time span may make a huge difference between the bid and actual cost of materials.

How is an escalation clause triggered? That depends how it is written and how the builder wants to manage the risk. Many builders may want to have the trigger be simply the difference between the bid price and the actual cost when materials are ordered. Or, the triggering event can be a percentage difference that is something like 2% or 4% above the estimated material cost or subcontractor bid amount or whatever the builder and owner agree to as the threshold.

To the left is a simple sample escalation clause. There are many ways to write one. Be sure to review any escalation clause you want to use with your attorney before inserting one into your construction agreement.

The importance of documentation

Proper and transparent documentation of material bid costs and actual material costs is essential if you plan to submit an invoice to the owner for additional costs based on the escalation clause. If subcontractors are included in the escalation clause, showing the original and revised subcontractor estimates with a justification from the subcontractor is important.

A builder may or may not want to

SAMPLE ALLOWANCE CLAUSE

“ALLOWANCE WORK: Payment for work designated in the Agreement as ALLOWANCE work has been factored into the Lump Sum Price of this Agreement and any Payment Schedule set forth in this Agreement. If the final amount of the ALLOWANCE work exceeds the line item ALLOWANCE amount in this Agreement, the difference between the final amount of the ALLOWANCE item and the line item ALLOWANCE amount stated in the Agreement will be treated as Additional Work and this difference is subject to Contractor’s profit and overhead at the rate of ___%. If the final amount of the ALLOWANCE work is less than the ALLOWANCE line item amount listed in the Agreement, a credit will be issued to Owner for this difference after all billings related to this particular line item ALLOWANCE item have been received by Contractor.”

waive markup on the increased cost, as in the sample clause above. An argument in favor of doing so is that it may help encourage the owner to sign a construction agreement that includes an escalation clause. Also, the more the builder can limit the clause to lumber or lumber and a few other areas or subcontractors, the more willing the owner may be to sign. Keep in mind that if copper or drywall prices spike, and the electrician or drywall subcontractor refuses to honor its original estimate, then including subcontractors in the escalation clause (as in the example) may protect the builder from absorbing the higher price of a replacement subcontractor.

Some owners may have a hard time understanding or accepting an escalation clause in a construction agreement, and the escalation clause may become a point of negotiation for the owner or the owner’s attorney. The owner may assume, or prefer, that the risk of all material price increases should fall on the builder. But is this fair or a risk the builder is willing to assume in times like these?

The escalation clause, if not written well, understood by both parties, and administered well by the builder, may even lead to arguments and eventual legal disputes when the bill for additional costs is submitted to the owner.

Some builders may not like the escalation clause because the language may seem a little confusing. Some owners may feel taken advantage of by the few sentences in the escalation clause that could lead to a very large, unexpected price increase even though that increase has nothing to do with the builder and is not going into the builder’s pocket.

Alternatives to escalation clauses

Alternatives to the escalation clause include such things as using allowances for specific materials and subcontracts where pricing stability or information is in question. Or the builder can consider including an increased material cost contingency in the contract.

Allowances like the clause below are easy to define and may be more familiar to many owners than the escalation clause.

Line-item contingency for increased material cost:

The builder may also consider inserting a line item contingency in the contract for potential increased material costs. It may initially be factored into the lump sum contract amount. However, it may be difficult to know what amount to factor in, and doing so may make the builder's contract price less competitive with builders who don't factor in this contingency.

Force majeure clause:

The builder may also try to recoup sudden unforeseen increased material prices under a force majeure clause like the one below. In the absence of other clauses, this can be attempted but may not always be successful, because it is less specific than the escalation clause or allowances.

Last-minute price verification:

It almost goes without saying that another thing that the builder can do to minimize risk is to double-check with material vendors and subcontractors just before giving the owner the fixed-price contract to make sure that the builder has up-to-date pricing. There's no sense relying on and incorporating into the construction agreement a four-month-old lumber package bid if prices have already gone up.

Lessons learned?

Allowances have long been successfully used in construction agreements. Post-COVID, escalation clauses and the more general force majeure clause are becoming more common in construction agreements. If you decide to incorporate an escalation clause, don't forget that it will require detailed record keeping and open-book transparency in regard to the items encompassed. The devil is in the details when tracking increased costs and making a claim for those costs.

Trust is the best currency

Trust is often the builder's most valuable currency with the owner.

Good, up-front communication with the owner about an escalation clause and allowances, along with proper administration of the documentation for them, is critical to maintaining that trust between the owner and the builder/remodeler. Good communication and trust also make presenting the owner with an invoice for increased material or subcontractor costs under an escalation clause or an allowance clause a little bit less likely to turn into a dispute over the bill.

Be sure to consult with your own attorney before relying on the information herein or incorporating clauses into your construction agreement.

Gary Ransone has worked for the past 35 years as an attorney focused on construction law. He has also worked in the trenches as a laborer, carpenter, general contractor, home builder, and remodeler. He is the author of The Contractor's Legal Kit, including the digital updated version available at TheContractor'sLegalKit.com, along with the author's complete set of editable, user-friendly construction agreements and forms for homebuilders and remodelers.

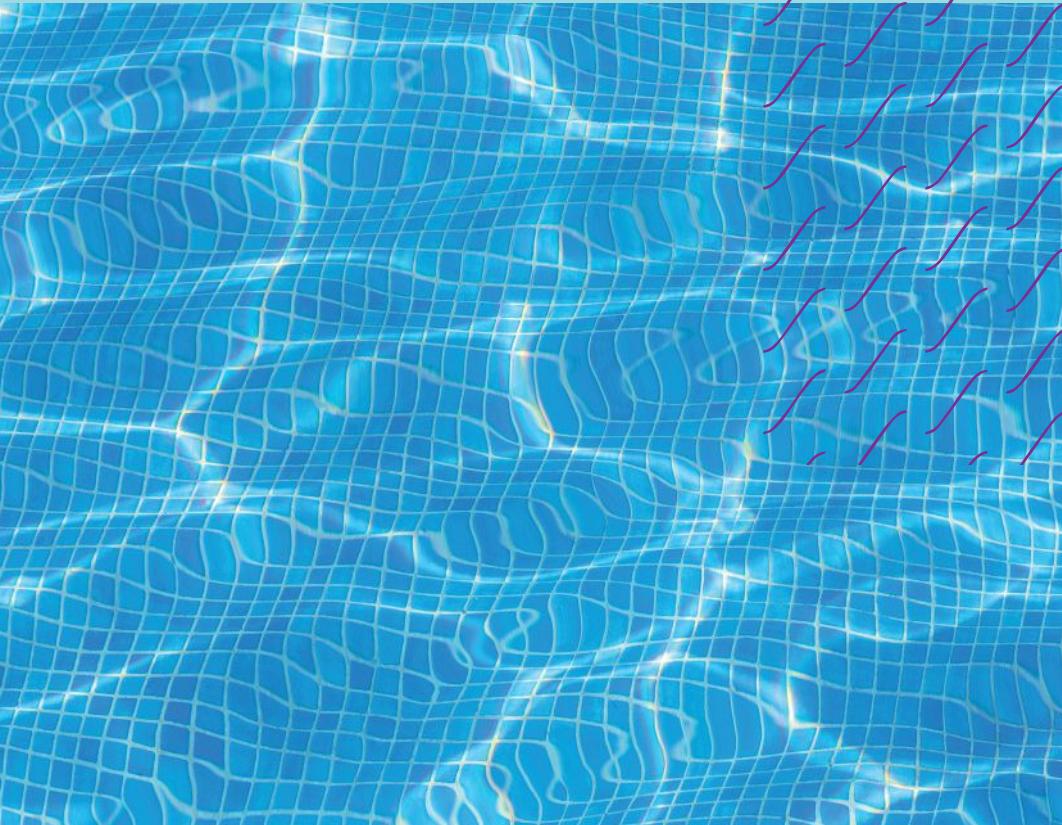
This article originally appeared in sister publication JLC.

SAMPLE FORCE MAJEURE CLAUSE

"FORCE MAJEURE EVENTS: The Contractor shall not be liable or responsible to the Owner, nor be deemed to have defaulted under or breached any portion of this Agreement for any failure or delay in fulfilling or performing any term of this Agreement when and to the extent such failure or delay is caused by or results from acts beyond the Subcontractor's control, including, but not limited to, Force Majeure events such as: (a) acts of God; (b) a natural disaster (c) epidemic or pandemic; (d) action by any governmental authority; (e) national or regional emergency; (f) strikes, labor stoppages, supply chain problems or shutdowns or other supply chain or work site disturbances caused by or related to the foregoing Force Majeure events."

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Product Profiles: Pool & Spa Covers



Anchor Safety Pool Cover Remake Program

Anchor's Safety Pool Cover Remake Program allows any manufacturer's cover to be remade with an Anchor cover.

Often times, other manufacturers do not want to remake large commercial covers and/or covers with various customizations. Anchor can measure and remake these covers right at their plant in Southern Indiana.

A dealer simply utilizes the Anchor provided box to ship the cover to Anchor free of charge. It helps to provide a clean cover free of debris as this saves valuable time in measuring and manufacturing the new cover.

Anchor can even make a mesh cover into a vinyl or a vinyl cover into a mesh cover. If the cover is an Anchor cover already, look at the warning label for a work order number, the cover will already be on file and no need to ship back the old cover.

Contact: Anchor Industries | anchorinc.com/products/remake

Winter Duck Plugs

Winter Duck Plugs are an essential product for "no drain" pool closings — they allow plumbing lines to be blown out while the pool water level remains above returns, says Brad Madison, technical sales manager at Anderson Mfg Co.

The unique "duck bill" valve design of the Duck Plug allows for high amounts of water flow with minimal resistance so lines can be cleared fast and with less strain on the blower. The heavy-duty rubber seals tight when water back pressure is applied and will not allow water back into the plumbing. This design eliminates the need for "burping" lines and makes blowing out plumbing lines into a fast, one-man job.

"This method of winterizing pools supports automatic covers and walls and conserves water," Madison says. "Winter Duck Plugs have been trusted to protect pools through the toughest winters for more than 10 years."

Contact: Anderson Mfg Co. | leaktools.com

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.

Contact: Aquamatic Cover Systems | aquamatic.com



Cover Care LLC Professional Auto-Cover Installation and Service

Cover Care, LLC, is a national, full service company specializing in installation and repair of automatic pool covers and removable fences.

Cover Care technicians are trained to install, service and repair all brands, makes and models of automatic pool covers.

The company has specialists in more than 50 major markets in the U.S., allowing any pool retailer, pool builder or pool service professional to partner with Cover Care in the installation and service of pools that include an automatic pool cover.

"We make it easy for pool professionals to subcontract out the installation and maintenance automatic pool covers, allowing pool pros to easily offer and profit from selling auto covers without having to train or have personnel on hand to maintain and install them," says Jacob Bloss, operation director of Cover Care LLC.

Contact: Cover Care LLC | cover-care.com

Coverlon Safety Cover

Offered in mesh or solid materials, these covers are available in a variety of colors. The solid covers come in gray and tan, in addition to blue and green. Super-mesh comes in green, blue and tan; regular mesh is available in those colors, plus black.

The safety cover is fabricated with durable materials, and strapping on the top and underside — the entire length and width of the pool — making for a stronger, safer cover, notes Frank Patel, company owner/president. "Our regular spring is what other companies refer to as 'heavy duty,'" he says. "Customers are pleased with the construction, especially for waterfeatures and complicated pools. They comment on the superior fit, construction and longevity of the covers."

Installed properly, children and pets cannot fall or accidentally slip into the pool. They also are tamper proof, requiring a special tool to remove or install.

Contact: The Cover Co. | coverlon.com

Swim Check Fix Phosphate Tablets

Swim Check Fix Phosphate Tablets are formulated to remove phosphates in swimming pool water. They are simple and easy to use.

"Add the tablet directly to the pool skimmer for efficient phosphate removal," says Mike McBride, marketing manager for Industrial Test Systems. "It's more affordable and longer lasting than liquid removers. One tablet lowers phosphates by over 500 ppb for 10,000 gallons."

The patent-pending, time-release tablets are individually wrapped.

Technical support is available by calling 803-329-9712, and marketing materials are available on request.

The product comes with a 1-year warranty.

Contact: Industrial Test Systems | sensafe.com



Kayden Safety Covers

Kayden Premium Safety Covers are offered in three types of materials: a standard mesh that blocks 90% of UV light, a SunBlocker mesh that blocks 99% of UV light and a solid material that blocks 100% of UV light.

The springs are made from ultra thick gauge steel with non-slip, attached keepers for easy adjustment, and feature stay-put spring covers that won't slip off. The webbing and thread are the strongest available with specialized stitching in every corner for strength.

The raised wall treatment is designed for easy installation as well as ease of opening and closing the pool.

The Kayden No Drag Cover Bags are more than big enough to fit the cover, no matter how it gets folded, and feature handles so the cover can easily be moved without having to drag it.

The covers are available in green, blue, tan, gray and black.

Contact: Kayden Mfg. |
KaydenMFG.com

Aqua-Xtreme Virtually Solid Mesh Safety Cover

The LOOP-LOC Aqua-Xtreme Virtually Solid Mesh Safety Cover is designed to keep pools cleaner while ensuring maximum safety.

Its advanced light-blocking technology prevents algae growth by significantly reducing sunlight penetration, resulting in a pool that stays clearer during the off-season, says LOOP-LOC CEO LeeAnn Donaton.

"The unique new weave mesh design is not only incredibly strong but also allows for fast drainage, handling up to 80 gallons of water per minute without clogging," says Donaton. "Unlike traditional solid safety covers, the Aqua-Xtreme is 50% lighter, making it much easier to install and remove."

It is available in four colors: Hunter Green, Sapphire Navy, Mojave Brown, and Steel Gray. Manufactured in the USA, the Aqua-Xtreme cover meets stringent safety standards and has been UL certified.

Contact: LOOP-LOC | looploc.com

SmartMesh Safety Cover

The SmartMesh safety cover is Merlin's patented mesh pool cover with exclusive high-tech weave.

"This special feature makes the SmartMesh the ultimate mesh cover for pools by offering 100% shade and debris filtration," says Rabia Danyaro, Merlin's marketing coordinator.

With this high level of shade protection, algae growth will be significantly reduced.

"This mesh cover is the right choice for winter closure thanks to its high burst and tear strength," says Danyaro. "The high shade protection, debris filtration, and tear strength all lead to a pool that is easier to maintain and ready for swimming sooner in the spring."

The SmartMesh safety cover is available in four colors, including green, blue, tan, and gray.

For technical support, call 609-807-1000.

This product comes with a 15-year limited warranty.

Contact: Merlin Industries |
merlinindustries.com



MeycoLite Winter Safety Cover

MeycoLite fabric was used in the original safety pool cover created by Meyco founder, Fred J. Meyer, Jr., and is the fabric of choice for some of the world's largest winter pool covers, says Phil Saltzman, Meyco's director of sales.

MeycoLite's weave eliminates the need for draining dangerous surface water, allowing rain and debris to naturally pass through while leaves dry up and blow away. Meycolite is treated for color fastness to minimize fading and requires minimal care over the winter.

"Meycolite also blocks 95% of the sun's rays, reducing UV damage to the pool area," says Saltzman.

Lightweight yet tough, MeycoLite outshines bulky, cumbersome tarps — making it easier and faster to install at the end of the swim season without sacrificing heavy-duty protection.

Contact: Meyco Pool Covers | meycocovers.com

Pool Safety Cover

Rayner Covering Systems manufactures duplicate and custom pool covers.

The company uses materials such as mighty mesh, which offers 98% UVA/UVB protection; standard mesh, which offers 93% UVA/UVB protection; or solid vinyl, which provide 100% UVA/UVB protection.

All covers are webbed on top and bottom with 1-inch web that is double stitched with UVA/UVB-protected thread for durability.

Rayner offers free measuring and install (for fee) programs for pools as well as a repair program for existing covers.

"Customers are very pleased with Rayner's ability to successfully cover very difficult or elaborate pools that other companies have turned down," says Richard Rayner, president.

Rayner offers up to a 25 year warranty on covers depending on the material.

Contact: Rayner Covering Systems | raynercovering.com

HD Mesh Safety Covers

Tara's HD Mesh Safety Covers provide durability, safety and water clarity while keeping pools protected year-round, says Thomas Kennedy, Tara's marketing director.

"Engineered with a densely woven mesh fabric, these covers block 99% of sunlight, preventing algae growth and making spring openings easier," says Kennedy. "Unlike standard mesh covers, Tara's HD Mesh delivers superior strength without added weight, making installation and removal easier for pool professionals."

The lightweight yet strong material allows water to drain efficiently while keeping out debris, reducing maintenance.

Each cover is custom-made to fit the exact specifications of the pool, ensuring a precise, secure fit. Tailored solutions are possible for complex pool shapes, including features such as spillover spas, slides, handrails, and more.

Available in green, blue, tan, and now gray.

Contact: Tara Pool & Outdoor Products | tarapools.com

Product Profiles: Landscape & Design



CFFA-P-101 Certified Vinyl

CFFA-P-101 certified vinyl sets a high benchmark for quality in the pool industry, offering durability, adaptability, and tested performance that pool professionals and homeowners trust, says Jennifer Oblock, executive director of the Chemical Fabrics and Film Association.

The CFFA sets the standard, and reviews vinyl liner pattern submissions from manufacturers to determine if they meet stringent standards that reflect real-world pool challenges.

CFFA's certification process subjects the vinyl to evaluations that simulate UV exposure, fluctuations in water temperature, and measure overall durability. The purpose of these tests is to provide confidence that the material will perform reliably over time.

"This certification is a mark of quality and consistency in a demanding industry," says Oblock.

Contact: Chemical Fabrics and Film Association | chemicalfabricsandfilm.com

Breeze XL

Breeze XL is a water conditioning agent, acidifier and surfactant for use with pesticides that are labeled for turf, ornamental, agricultural, forestry, non-cropland, and right-of-way uses.

Breeze XL is formulated to meet the surfactant and ammonium sulfate (AMS) recommendation for many glyphosate, glufosinate, paraquat, and diquat products or other herbicides requiring the addition of surfactant and AMS.

"You want your glyphosate to work and perform better," says Bruce Jump, agronomic product category manager for Heritage Landscape Supply Group. "We want a surfactant to do what its intended to do, reduce surface tension and spread active ingredients around the leaf. However, Breeze XL will also tie up hard water cations, lowering the pH which helps to make your glyphosate products work harder and better."

Contact: Heritage Landscape Supply Group | heritagelandscapesupplygroup.com/en

QwikLED Lighting Adaptor Plates

The new QwikLED lighting adaptor plate makes it easy and affordable to switch-out older incandescent pool lights with newer, energy-efficient LED lights, says Tony Madormo with Magic Plastics.

"This lighting adaptor plate offers pool professionals a hassle-free system to renovate older pools while giving clients cost-effective LED lights," Madormo says.

In addition to energy savings, LED lights can instantly upgrade pools with multi-colored options that enhance the entire outdoor living space.

The QwikLED is available in the Standard Plate and Plaster Plate. Available in Gray, Dark Gray, and White to match pool interiors. Now also available for spas.

Made in USA.
Contact: Magic Plastics | magicplastics.com



National Pool Tile

National Pool Tile (NPT) provides pool builders the most expansive product line of tile, finishes, hardscapes, and outdoor living accessories.

With over 20 years of expertise, the company offers product training, project guidance and local distribution with job site delivery — making it easy to meet deadlines without compromise.

Plus, local NPT showrooms can assist with product samples, a hands-on design experience, and personalized support — helping clients select just the right details for their backyard.

NPT builders also enjoy local distribution across the country in over 160 locations, jobsite delivery for all products and materials, sample and signage programs to complete builder showrooms, personalized 1:1 support and expertise, as well as product training and warranty support.

Contact: PoolCorp/ National Pool Tile | nptpool.com



Ultra Vinyl Privacy - Aluminum + Vinyl Privacy Fencing

The Ultra Vinyl Privacy Fence is a low-maintenance privacy fence that combines the durability of extruded aluminum top, middle, and bottom rails with rich, variegated-color vinyl panel inserts.

It is available in 8' wide x 6' high sections, with options for 3" or 4" posts. It comes in four textured frame colors and is designed to accommodate any standard 7/8" x 6" tongue-and-groove vinyl board. Many customers also opt for various 7/8" thick wood species as an alternative to the traditional vinyl inserts.

Ultra Vinyl Privacy panels offer steel-like strength without the risk of rusting, and the gates feature fully welded frames with a patented design that allows easy installation of the infill by contractors.

Contact: Ultra Aluminum | ultrafence.com

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New Products

by PSN STAFF



CPI Pool Products

CPI's Premium Vacuum Hoses are made of EVA (Ethylene vinyl acetate) plastics with a swivel cuff on one end. It's available for aboveground and inground pool sizes from 1½"; 25 feet to 50 feet and 1¼"; 18- to 36 feet lengths.

Contact: cpipoolproducts.com



Fluidra

Jandy's new X-Series AOP Systems are a line of supplemental treatment systems that combine UV-C and ozone to eliminate 99.9% of harmful waterborne bacteria. Available in both in-line and off-line models, the Jandy X-Series offers scalable solutions for pools up to 50,000 gallons.

Contact: Jandy.com/AOP



RainHarvest Systems

The new Pro Series and M Series ozone generator product lines offer six models for water purification. The Pro series deliver ozone by venturi side stream injection to achieve precise dosing and maximum output. The M Series are compact and ideal for smaller-scale needs.

Contact: rainharvest.com



Wrmth Corp.

Wrmth's Heated Muskoka Lounge Chair uses a patented thermal core to add controlled radiant heating to furniture. Hand crafted from modified stone, each chair is offered in a range of colours and patterns. The Muskoka is appointed with dark slate legs, contrasting brass legs, or matte silver legs.

Contact: wrmth.com



PEGASUS
Vinyl Liners



Sunburst



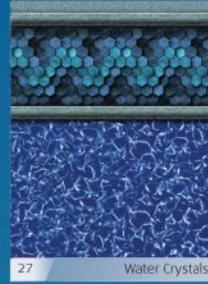
Seaglass



Starry Nights



Harmony



Water Crystals



Oxford



Waveburst



Lakeview



Bayview



Breaking Sea Wall



Silverstone



Stonebridge



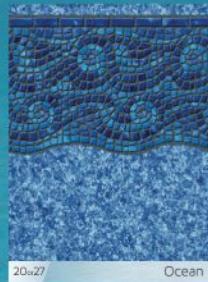
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Rustic



Mountain Top



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Pacifica



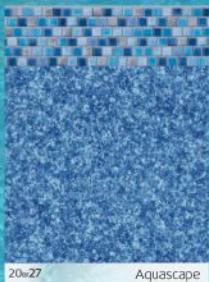
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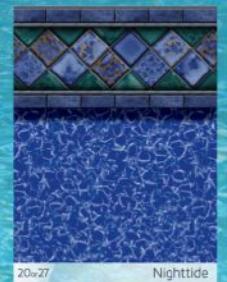
Aquascape



Sea Gate



Argyle Slate



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