

AUSTRALIA AND NZ'S NO. 1 GUIDE
TO A STRESS-FREE SWIMMING POOL

your perfect pool

How much does a pool cost?

A simple comparison between the most popular pool options

What type of pool would suit you best?

We explore the options including concrete and fibreglass

Tips for pool buyers

6 questions you should ask yourself when buying a pool

How long until you dive into your pool?

Learn what's involved in designing, planning and installing your swimming pool



Celebrating 35 years and over
35,000 pools across Australia and NZ



A personal note

Welcome to the first ever edition of 'The Perfect Pool... Australia's No. 1 pre-purchase pool guide'. This guide is for anyone thinking about a swimming pool but confused by all the options, industry jargon, and just feeling unsure if it's a good investment. In this guide, you'll find simple-to-understand comparisons (like concrete versus fibreglass pools) and you'll receive tips from pool industry experts based in Australia and the USA. You'll also hear from people just like yourself, that have taken the plunge into pool ownership.

I joined the growing ranks of families investing in a backyard swimming pool, just in time for the Christmas holidays in 2011. In the four years since then, our Compass pool has already helped create many memorable moments for our family, often captured in happy snaps like the ones beside. My wife and I both work and we have three children at school. The Autumn and Winter months are usually consumed by weekend sport, and then for much of Spring and Summer, family activities are centred around our pool. For my family, it's been one of the best decisions we've made.

Our approach at Compass Pools is a very simple one, to be the most trusted pool company in Australia and New Zealand. Why, because you too may be about to make a significant investment in a swimming pool, and we believe it should be one of the best decisions you ever make. But like all important decisions, you need to do your research until you're comfortable with a couple of alternatives, and then you need to make the final decision to place your trust in one company. So why can you trust Compass Pools to be that company?

At Compass Pools, we truly believe that you are a customer for life. Our pools are built with innovative and patented technology to last a lifetime, and our industry-leading warranties guarantee that they will. We also understand that no two pool buyers will have exactly the same needs and wants. And that's why Compass Pools offers more personalisation of features (such as our in-floor cleaning options) and more customisation of design (including one-off additions) than any other fibreglass pool company.

But at the end of the day, we simply want as many people as possible to enjoy the life-changing benefits of a backyard swimming pool. This is our motivation for preparing this guide... to help you choose the best type of pool for your lifestyle, even if that's not a Compass pool. If you do choose a Compass pool, then I take this opportunity to say congratulations and thank you for placing your trust in us. When you're finished with this guide, please pass it on so others can benefit from the helpful advice contained in these articles.

Anthony Cross
CEO
Compass Pools Australia



Anthony Cross
CEO - Compass Pools Australia



Compass 12.3m Fast Lane in Blue Granite
Also available in custom lengths up to 30m





Compass Vogue 10.2m in Blue Granite with sunpod

Index

How much does a pool cost?	p7
A simple comparison between the most popular pool options	
What type of pool will suit you best?	p19
We explore the options including concrete and fibreglass.	
How long until you dive into your pool?	p29
Learn what's involved in designing, planning and installing your swimming pool.	
Your guarantee of a longer lasting pool	p38
Article by Scott Mewett	
Tips for pool buyers	p43
6 questions you should ask yourself when buying a pool.	
Why good looks are so important	p52
Article by Kelli Mewett	
Match your pool to your lifestyle	p62
Article by Jan Cazemier	

Customer case studies

Case study 1	p16
Lisa's resort style living	
Case study 2	p24
The Newbury's Hilltop views over Christchurch	
Case study 3	p50
Effortless style in Victoria	
Case study 4	p66
The ultimate social centre piece	
Case study 5	p68
A hands-free pool - without the pool man	

Advice from Peter	p14
<i>Managing Director AstralPool Australia</i>	
Cost effective pool options	
Advice from Charles	p34
<i>Engineer to the swimming pool industry</i>	
What to look for when buying a pool	
Advice from Buzz	p58
<i>President Paramount Pool & Spa Systems</i>	
Three steps to a perfect pool	



Compass X-Trainer 11.8 in Quartz with sunken sunpod



how much

DOES AN IN-GROUND POOL COST?

It comes as no surprise that one of the first questions people usually ask is “how much will my new in-ground pool cost?” The answer to that question is best given in two parts.

1. What will it cost to get a new in-ground pool up and running?
2. What will be the likely ongoing costs involved with owning that pool?

Part one:



How much does it cost to build an in-ground pool?

Let's start by taking a look at the different options out there. The most common types of pool sold in Australia include concrete, fibreglass and vinyl-liner. Understandably, all pools are not equal and therefore have different price points in the market.

What does a fibreglass pool cost?

The entry level point for professionally installed fibreglass pools typically sits between \$25,000-\$35,000 and can range anywhere up to \$50,000 plus. I know what you are thinking; "that's a pretty big range".

And you're right, it is.

So what influences the price of your pool?

It all really comes down to your site conditions and personal choices, as well as the manufacturer's pool shell technology, but here are a few factors:

- Ease of access to supply and install the pool
- Ground and soil conditions as well as slope of yard
- The size and shape of the pool you have chosen
- The way you set up your pool to suit your lifestyle (will you choose an in-floor circulation and cleaning system for example)
- Any additional water features or lighting features you choose to enhance the look of your new in-ground pool
- The quality of the product you choose, including the pool shell manufacturing technology

There are some fibreglass pool manufacturers who offer DIY kits for around \$15,000-\$20,000, however, it is important before embarking on DIY that you also understand all the installation costs, including the hidden costs and associated risks of installing your own pool. Generally speaking, having your pool supplied and installed by a licensed pool builder is a much easier, safer and ultimately more cost-effective option.

Of course, while most manufacturers make a pretty good product these days, it goes without saying that not all fibreglass pools are made to be the same. It pays to be fully aware of what you are offered when comparing quotes (for example, there are important differences between traditional fibreglass pools and fibreglass ceramic composite pools manufactured by Compass Pools). What are the key benefits of the product you are looking at? Does it have features that you cannot get elsewhere? What operating system are they offering (operating systems can range from traditional filtration, to enhanced circulation systems)? What ongoing protection comes with the product (what written guarantees are provided in the manufacturer's defect warranty document)?

It also pays to consider how long it will take to build your new pool. One of the great benefits of choosing a fibreglass pool option is that it can reduce install time dramatically. A fibreglass pool can generally be installed in a matter of days whereas concrete pools can take weeks or even months. Find out more about how long it takes to build a pool on page 29.



Compass 12.3m Fast Lane in Pearl



Compass Vogue 9.4m in Granite

Vinyl-liner pool cost

Vinyl-liner pools come in two main types. **Above-ground** prefabricated vinyl-liner pools (with their lower initial cost) are a preferred option for some buyers and can be up and running for around \$10,000. However, pool safety standards and fencing codes in Australia still require most above-ground pools to be fully enclosed, adding to the final cost. **In-ground** vinyl-liner pools are less popular in Australia than fibreglass or concrete options, but can be professionally installed and ready to use for a similar price as a fibreglass pool. In-ground vinyl-liner pools can also be purchased as a DIY kit, however installation costs depend on installation methods. For instance most in-ground vinyl-liner pools require a concrete floor to be poured, as well as a concrete bond beam. So if you're going down the DIY track, make sure you understand the full construction requirements and related costs (excavation and concrete works usually require specialist contractors). Vinyl-liner pools may also require greater ongoing maintenance and care which we will explore in part two of this article.

The cost to build concrete pools

The benefit of a concrete pool is that your options are almost limitless when it comes to shape and size. This means it can be hard to give a detailed idea of pricing. Generally speaking however, concrete pools start at similar pricing to most fibreglass pools but they can have a much higher "top end" point.

Many people assume that concrete is a stronger and more durable option to build a swimming pool from; however, fibreglass technology has come a long way. These days, many fibreglass pool manufacturers have such well-engineered and durable products that their warranties match or surpass the warranties offered by concrete manufacturers. Compass Pools for example, offer a conditional lifetime structural warranty on their Bi-luminite fibreglass ceramic pool range. This warranty lasts the original owner's entire time whilst at the property and can even be transferred to new owners for the balance of the first 25 years.*

**Conditions apply. Vivid ceramic pools have different warranty terms. Refer to the Compass Pools Australia manufacturer's warranty for full details.*



Compass X-Trainer 11.8m in Granite with sunpod

A photograph of two children in blue bikinis jumping into a swimming pool. The pool is surrounded by a wooden deck and a black fence. The background shows trees and a clear sky.

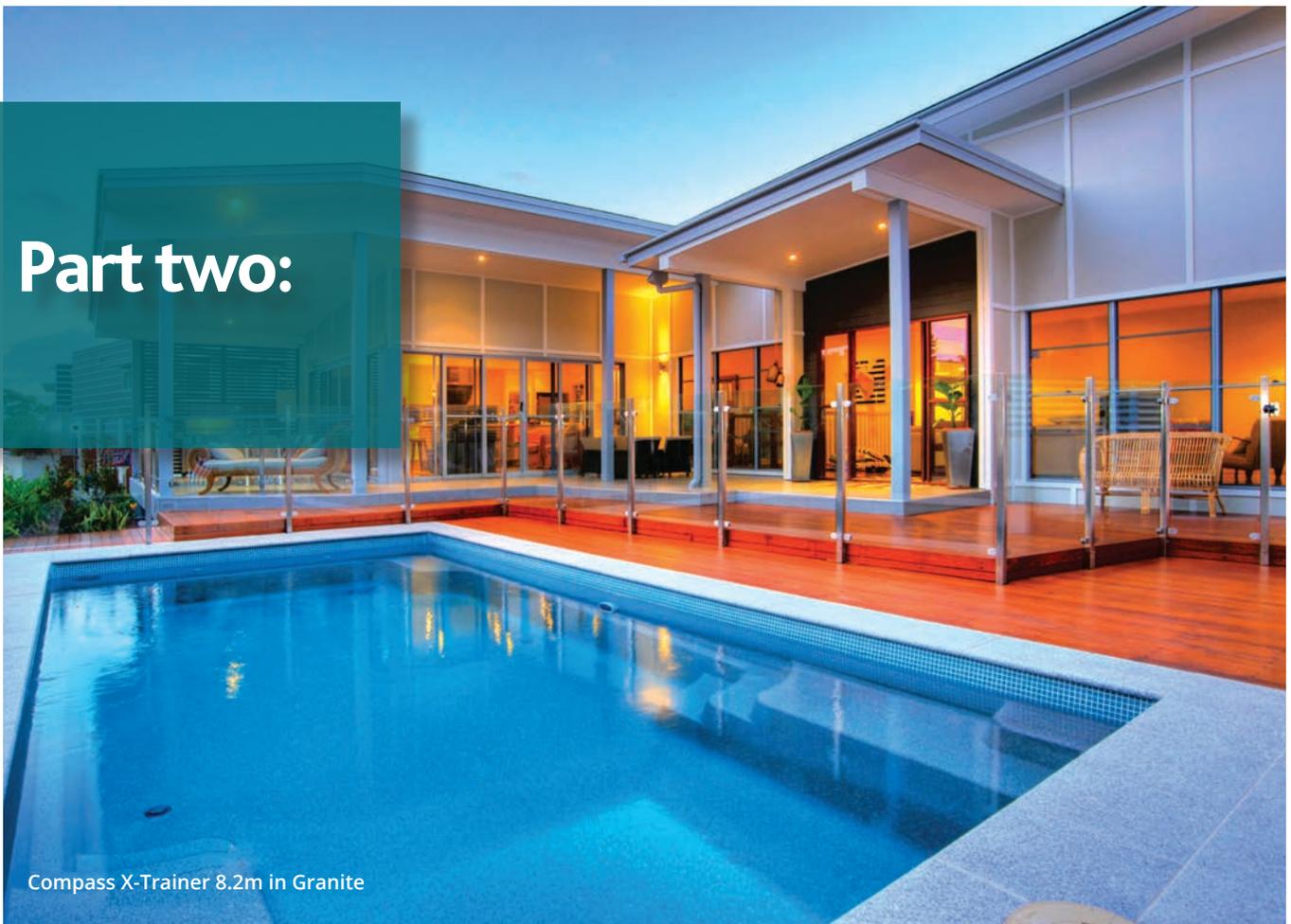
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Part two:



Compass X-Trainer 8.2m in Granite

What are the ongoing costs of owning a pool?

The ongoing costs of your pool are largely dependent on how you choose to set it up from the beginning. All pools require a certain level of care to ensure that they endure the elements and remain clean and healthy.

There are 5 main activities that influence the ongoing costs of your pool:

1. The way the water is filtered (the cost of running and servicing pumps and filters)
2. The way the water is sanitised (chemical costs/ salt water chlorinators etc)
3. The way your pool is cleaned (self-cleaning systems, robots, suction cleaners, or manually)
4. Keeping the pool's interior surface looking great (aesthetic maintenance)
5. The way you use your pool (heat-pumps, water features, pool covers or blankets)

Ongoing costs of a concrete pool

When compared to the smooth gelcoat surface of fibreglass pools, some concrete pool surfaces are more porous and require more ongoing attention to prevent algae and bacteria becoming an ongoing issue. As such, some concrete pools require more money spent on chemicals to keep them healthy and safe to swim in. Some concrete surface finishes for example are more susceptible to black spot algae, which can be particularly costly and difficult to remove.

Another thing to consider when weighing up if concrete is right for you is the long-term maintenance of the pool. Concrete pools, again depending on the type of surface finish used, can require resurfacing after 15 years or so. When this is necessary, it will become a significant cost to the upkeep of your concrete pool over its lifetime.

Ongoing costs of a vinyl-lined pool

Vinyl-lined pools (also known as vinyl-liner pools) can also have a higher maintenance requirement than fibreglass pools. Most vinyl pool linings have a life expectancy of up to 10 years, which means during a ten-year period you could expect to reline your pool at least once. It is also important to consider that vinyl-lined pools are more prone to damage from sharp objects, which also means you may be required to spend money on future repair work. A good quality liner is likely to cost over \$5,000 for an average sized pool.

Ongoing costs of a fibreglass pool

From an ongoing maintenance perspective, a fibreglass pool tends to be a low effort/low cost option. Once your fibreglass pool is in the ground, generally speaking there is very little that you need to do to keep it looking great. Fibreglass pool manufacturers usually recommend that you periodically



Compass X-Trainer 7.2 in Granite

hand-polish the gelcoat surface above the waterline (just like you would with a car or boat) but aside from that you should not need to resurface, repaint, or reline your pool (provided that you follow the manufacturer's guidelines and maintain balanced water and correct chlorine levels all year round).

Because the gelcoat surface on a fiberglass pool is smooth (compared to many concrete pool surfaces) it can be easier to control algae and bacteria. As such, the water in a fiberglass pool generally requires less chemicals and possibly even less filtration time, which can save you money in both chemicals and electricity.

The great thing about a Compass fiberglass ceramic pool is that you can opt to include the Vantage self-cleaning and circulation system. This system works to dramatically improve circulation in your pool making it even harder for bacteria and algae to grow. Not to mention that this exclusive in-floor system eliminates the need for suction cleaners or robotic cleaners. The Vantage system will save you significant amounts of money on electricity, chemicals and separate cleaning equipment.

One last thing to think of when comparing pool prices

Finally, another thing to consider when weighing up the cost of a pool is how much of your initial investment you are likely to get back (or even build on) when the time comes to sell your home.

Generally speaking, there are two types of buyers in the realty market. People either like the idea of having a pool or they are apprehensive of it. The main reason the latter group have concerns is that they don't want to be caught in the trap of constantly working on their pool, or paying someone else to do it.

A fiberglass pool minimises the effort and cost required to own an in-ground pool. A Compass fiberglass ceramic pool with the optional and exclusive Vantage in-floor system, takes that concept to the next level with almost hands-free pool care.

It makes sense that you think about the future and consider which pool option is going to be the best for you. When the time comes to sell your home, you'll want your pool to add to the appeal, not take away from it.

The bottom line is that there is more than the initial price tag to consider before you make a decision on which pool to go with. Sometimes the options which appear cheaper up-front can end up costing more than expected (DIY kit pools for example, with hidden install costs and associated risks). On the flipside, options which have the potential to be more expensive (concrete pools) sometime don't offer the assumed value that goes with the extra price tag.

Advice from Peter:

Cost effective pool options

Peter Wallace is one of Australia's leading authorities on swimming pool maintenance and filtration systems. As Managing Director of AstralPool, Peter and his team have led the way to smarter, more cost effective ways to own and look after backyard swimming pools. We asked Peter to share his thoughts on what to consider when buying a new pool. Here's what he had to say:

What advice would you give to someone who is buying their first pool?

"The first thing I would suggest is to think about how you are going to use your new pool. Each of us have different reasons for wanting a pool in our backyard. For some of us, our swimming pool is a way to get exercise or keep the teenagers at home, and for others it might be about creating the ultimate outdoor area. The way you intend to include your pool in your lifestyle will ultimately affect the way you'll need to set your pool up going forward.

The second piece of advice is to make sure you take the time to find a contractor / pool builder that you like and get on well with. A swimming pool is a major investment and the more you like and trust your pool builder the easier you will find the entire process.

The third piece of advice that I would like to give is that swimming pools require ongoing maintenance and have associated running costs. How big those costs are and how much of your time will be required to keep your pool healthy to swim in, depends on the decisions you make around your pool equipment. There are many different options when it comes to pumps, filters, heaters and so on. As with most things, it sometimes pays to invest more in the beginning to enjoy savings in the long run.

Energy-efficient pumps: How much do they really save you and do they work well?

To keep your water healthy, you need to complete three core functions. The first is to remove organic and inorganic matter from your pool through a skimmer and filtration system. The second is to mix healthy sanitised water throughout the pool to prevent algae and bacteria from growing. And the third is to ensure all bugs and bacteria are stopped in their tracks by sanitising the water (usually through chlorination of some description.) All three functions require you to have a reliable pump to move water through your filtration system and within your pool.

These days it is of growing importance to people to have energy-efficient pools and because of that many people opt for energy-efficient pumps. These pumps are designed to operate on a lower wattage and reduce energy consumption. Most people who have energy efficient pumps save somewhere between \$800 and \$1000 a year on power consumption.

Essentially, energy-efficient pumps drop down to a low speed and therefore water flow is somewhat reduced. Coupling an energy-efficient pump with an improved circulation system like Logic or Vantage (which are offered by Compass) means you can be rest assured that you are getting the best result on all fronts. Because these systems are designed to maximise circulation throughout the pool you know that you can run your pump at a lower flow rate without sacrificing your ability to agitate and mix your sanitised water.

What are your thoughts on fibreglass vs Concrete?

No matter what type of pool you buy you are going to get enjoyment out of it. Concrete is good if you want an unusual shape or unique entrance. I guess if I personally had to choose a pool right now though I would chose fibreglass as it would fit in better with my lifestyle. Good quality fibreglass pools require very little ongoing maintenance – you won't need to repaint or resurface further down the track. Another good thing about fibreglass is that your pool has a smooth, non-porous surface, this makes them more comfortable to swim in but most importantly they require less chemical intervention and don't promote algae growth. So for me, fibreglass would be a better option.

What advice would you give someone who is considering investing in an in-floor cleaning system?

In-floor cleaning systems are a great investment. The most obvious benefit is that it cleans your pool for you. The alternative is that you will end up either being a slave to your pool, paying someone to clean your pool for you, or you will invest in a mechanical pool cleaner which will require maintenance during its lifetime. In fact, you will probably go through several of them in your time as a pool owner. With an in-floor cleaning system you pay once and you get a lifetime of benefit.

An in-floor cleaning system also makes it easier to maintain your pool water. Because it is thoroughly boosting circulation it reduces your need for extra chemicals. You can also get away with running it for a shorter period of time and of course, when you couple it with an energy-efficient pump you can save hundreds of dollars each year on pool operating costs.

Peter Wallace
Managing Director, AstralPool Australia
Australia's No. 1 equipment manufacturer and supplier







Case study:

Compass X-Trainer 7.2 in Jade with sunken sunpod and custom bench seat

Lisa's Resort Style Living

Many people choose a concrete pool seeking design flexibility. Lisa Anchor's beautiful resort-style pool in the Wollongong suburb of Woonona, however, shows that customisation is also possible with a fibreglass pool – allowing for both individuality and practicality.



Lisa Anchor approached award-winning builders Bostock Pools and Spas in Wollongong with a challenging brief. She wanted to build an owner-builder concrete pool with a resort-style feel in her small triangular yard, with limited space in an area off the curved alfresco entertaining area.

"Woonona is a beachy suburb and our home backs onto a bell frog reserve so the setting is very natural and very quiet," says Lisa. "We decided a pool would complete our house and initially thought of a concrete pool. After a two-hour meeting with Alicia Hutton of Bostock Pools and Spas and a visit to her home to see her own Compass fibreglass pool, we were sold on the idea of installing a fibreglass pool instead."

Alicia explained that a fibreglass pool was warmer than a concrete pool, could be customised with the addition of a shallow 'sun pod' area with bubble jets, an underwater bench seat and water feature, and that additional features such as gas heating, underwater lighting and the Vantage in-floor self-cleaning system could be added.

"The Vantage self-cleaning system was a real clincher," says Lisa. "It's the best thing ever invented! The kids were absolutely stoked that they wouldn't have to clean the pool every weekend and when my husband heard about the gas heating as well he was even more impressed."

Decisions made, Lisa and Alicia got to work on the details.

"Lisa and I discussed all the options and she showed me lots of pictures online of pools she liked," says Alicia. "We then designed a 3D visual concept of the backyard with the Pool Studio design programme, which gives the customer a very realistic idea of the design of their pool area, all to scale."

"Because of the angle of the block, a seven-metre X-Trainer fibreglass shell was decided on, with the addition of a three-

metre long custom bench seat, a custom wading area 200mm deep x 1.4m long x 2500 mm wide off the shallow end and a stacked stone water feature with three 300mm sheer water blades."

Lisa selected the Jade shell colour with Jade Ezzari tiles for the wading area and bench seat and surrounding paving in medium light travertine.

"The blue/green pool tiles with mother of pearl overlay and bubble jets really make the wading area sparkle and we also used the tiles on the bench seat," says Lisa. "They work beautifully against the water and dark blue fibreglass pool and the lighter travertine pavers really set off the colours. Alicia is a very smart little chicken. All the creative ideas she added have taken a standard pool and made it a 'wow' pool."

"Alicia also went above and beyond to help and get it done. The installation was finished on Christmas Eve and she even came back from holiday to make sure everything was ready so we could swim in the pool on Christmas Day."

Since then, the completed pool has seen constant use by all the family. "We just love the pool and use it all the time. The teenagers have been in it non-stop and get in there with their friends instead of watching television or getting on the computer. The shallow splash area has been a boon when friends visit with babies and toddlers and it's become a fantastic social hub for entertaining at night, birthday parties and barbecues with friends."

"We're also really happy we chose a fibreglass pool – the water stays lovely and warm and the surface is nice and smooth to the touch."

"Lisa was great to work with," adds Alicia, "and had full confidence in our building experience to design the resort-style pool she dreamed of having."



Compass X-Trainer 11.8m in Nova Blue with sunpod



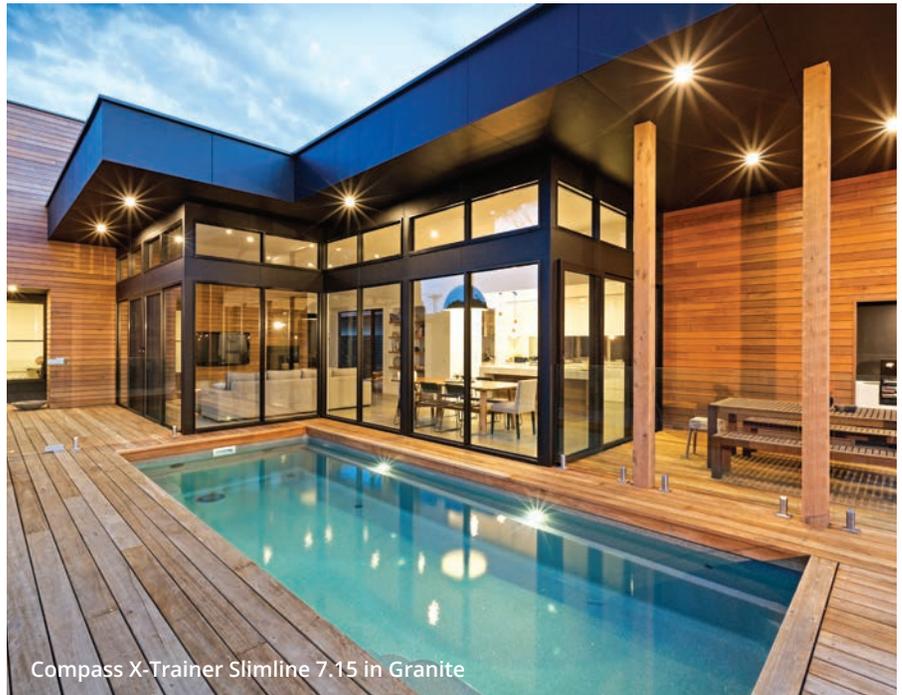
what type of pool

WILL SUIT YOU BEST?

If you are investigating the idea of an in-ground pool, you will find that some pool builders offer you a choice of either concrete or fibreglass. Figuring out what type of pool is going to suit your needs best might seem like a daunting decision at first. In this article we'll take a look at the advantages and disadvantages of both options to help you in your decision making.



Compass Fast Lane 12.3 in Granite



Compass X-Trainer Slimline 7.15 in Granite

Fibreglass

What are the benefits of a fibreglass pool?

- **They are quick to install:**
One great thing about fibreglass pools is that most of the work is done in the factory before your pool arrives on site. A standard installation can typically be completed in a week or two, whereas concrete pools will typically take several weeks, if not months to complete.
- **Fibreglass pools have a visually appealing surface:**
Some fibreglass pool manufacturers (including Compass Pools) have invested a great deal of time and resources into creating stunning pool surfaces that truly enhance the overall look of the pool.
- **They are easy to look after:**
The smooth gelcoat surface on a fibreglass pool makes it much easier to control against algae and bacteria growth. Because of this, fibreglass pools are easier and generally less expensive to keep clean and healthy (less work and fewer chemicals).
- **They require very little ongoing maintenance:**
Unlike some pool surface finishes, high quality fibreglass pools should not need resurfacing during their lifetime. In most cases, all that is required is basic care as well as balanced and sanitised water in accordance with the manufacturer's guidelines to keep in good condition.

• Fibreglass pools are warmer:

Many existing pool owners who have owned both types of pools report that fibreglass pools are warmer. Check out online forums where multiple Australian-based users state that their fibreglass pools heat up faster than concrete and retain heat for longer.

• Fibreglass is an incredibly tough building material:

These days most fibreglass pool manufacturers make a reliable product and offer lengthy warranties to back them up. Fibreglass is a super-tough material which means that quality-manufactured fibreglass pools get the benefit of being both strong and flexible at the same time. Compass Pools offer added strength, durability and chemical resistance with its patented ceramic composite technology (more on this in the final section of this article).

What are the downsides of a fibreglass pool?

• Shape/size limitations:

Because fibreglass pools are made on a factory mould rather than onsite, you can only choose from the pre-determined shapes that the various manufacturers provide. The sizes and shapes are further limited (particularly in width) by the fact that they need to be transported by road. The widest pool supplied by Compass Pools for example is 4.2m in width. Most manufacturers have a pretty diverse range of shapes and sizes available and the majority of the time you can easily find what you're looking for. Many Compass dealers also offer a unique customisation service allowing additional swim-outs, beach entries and lounge areas to be built into the pool design.



Concrete

What are the benefits of a concrete pool?

- **Flexibility with design:**
The one obvious benefit is that you can build a concrete pool to match any shape or design you have dreamed of. And because concrete pools are made on-site, your pool builder can adjust your design exactly to suit your site.
- **Aesthetics:**
New concrete pools tend to look very appealing, and there are a range of surface finishes available from pebble to tile, depending on your preferences and budget.
- **Strong:**
It's fair to say that concrete pools have been around a long time and that from a structural point of view they are reliable and strong.

What are the downfalls of a concrete pool?

- **They take much longer to build:**
It can take several months of on site work to complete the construction of your concrete pool, whereas other options can be finished in a few weeks or less.
- **Concrete options can be more costly to build:**
Concrete pools can quickly become complex in design and it does not take long for costs to grow.

- **Many popular surface finishes are rough under foot:**
One common complaint of concrete pools is that they can be rough on bare feet and can cause grazes and scrapes – especially for kids who like to rough and tumble in the pool.
- **They cost more to run on a daily basis:**
Concrete surfaces are often porous, allowing algae and bacteria to grow more easily. Owners of these concrete pools typically spend more time and money keeping their pools healthy and safe to swim in.
- **Concrete pools are generally more susceptible to black spot algae:**
Where black spot algae has attached itself to pores in the pool surface, it can prove very difficult to completely eradicate.
- **They can require expensive up-keep over the long term:**
Concrete pools require ongoing care and maintenance (just like all pool types) but in some cases may need to be reconditioned after fifteen years or so, depending on the type of surface finish used.



Compass X-Trainer 11.8 in Sapphire with sunken sunpod



Compass X-Trainer with sunpod in Blue Granite

Are all fibreglass pools the same?

The short answer is no. Most manufacturers in Australia make reliable and long-lasting products but a few have significant differences which make them stand out from the rest. One such difference is the use of ceramic composite technology. This innovative technology was first developed and patented by Compass Pools in the mid 90's and is used in all its pools supplied across the Compass dealer network. Similar technology has also been used by Aqua Technics (in Western Australia only) and Viking Pools (in the Northern Territory only).

Compass Pools pioneered ceramic composite technology by mixing super-strong ceramic micro spheres into vinyl-ester resin and then applying this mixture to create a super-tough and chemically resistant core in the pool shell. This core gives the Compass pool even greater durability, making it ideally suited to cope with the full range of soil conditions (which can affect seasonal ground movement) and severe weather events (which can affect groundwater pressure).

Which is better – you decide!

When you compare the list of pros and cons of concrete and fibreglass pools, it's not surprising to discover that more than half of all in-ground pools installed in Australia today are fibreglass pools, which represents a significant increase in market share over the last 30 years. Modern fibreglass pools offer an amazing range of shapes and sizes, durability, good looks, and can be easier and more cost effective to look after (over the long term) than concrete pools. Compass fibreglass ceramic pools also come with industry-leading warranty protection and the option of the exclusive Vantage in-floor system. Concrete pools on the other hand, tend to give you more flexibility when it comes to design and can include premium tile finishes where the budget allows. Some concrete pool builders also offer in-floor cleaning and circulation systems. At the end of the day it's a personal decision and a significant investment, so you must also feel comfortable that you can trust the pool company that you choose.



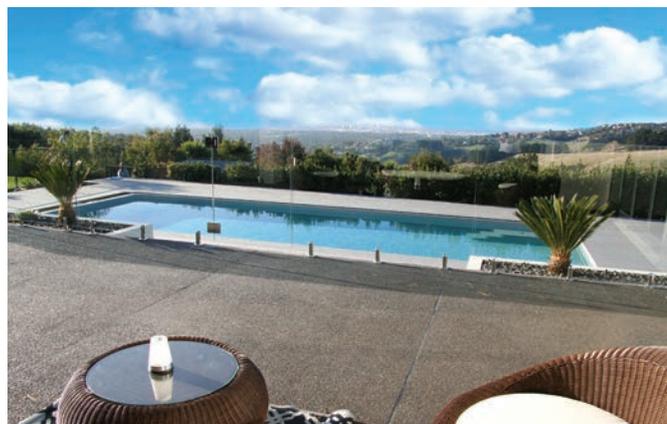
Case study:

Compass X-Trainer 11.8 in Quartz

The Newbury's

Hilltop views over Christchurch

Set into a deck and surrounded by a natural landscape of native grasses and shrubs, Miranda and Craig Newbury's pool is beautifully sited to take advantage of stunning views over the city of Christchurch and the sea and mountains beyond.



The 5000 square metre block sits 120 metres above sea level, with the architect designed house sitting on a level site surrounded by manicured gardens and the pool located on a lower level. "We wanted the pool to look connected to the house but not interrupt the view," says Miranda. "The glass fencing around the pool is at a height that doesn't affect our view when we are sitting down in the house."

The Newburys had previously contacted Stuart Laing of Compass Pools Christchurch to install a pool at their former home, but the site was deemed too difficult and the price would have been prohibitive. When they moved to their current home 18 months ago, they called Stuart again and this time got the go-ahead.

"We had looked at different options," says Miranda, "but our previous neighbours had a Compass fibreglass pool and during the 2011 earthquake it was not affected while other local concrete pools were badly cracked. That was really appealing to us. We talked with Stuart about the issues and he explained that out of 100 Compass pools he had installed in the Christchurch area only one had been slightly lifted out of the ground by the quake and none had been damaged completely. We wouldn't have any other pool now."

Another major priority for the Newburys was that their new pool be easy to maintain. "We can't believe how little we have to do to take care of the pool," says Miranda. "We have the Vantage in-floor self-cleaning system, a self-levelling system so the water level never needs topping up, the Gemini twin system salt chlorinator and PH controller, a Thermoplus heating pump with thermocoils that get heated by the sun and a thermal cover that rolls away into a pit when not in use. We also took advantage of the Compass C330 pump upgrade, which is a much quieter and energy - efficient pump system.

"It all works brilliantly and we check the pool maybe once a month. Another big plus is that there are less chemicals in the pool to affect our girls' sensitive skin. They swam in the pool at least three times a day over the last summer and didn't get any rashes. That's a huge benefit."

When it came to the aesthetics of the project, choosing the colour for the pool shell proved the most difficult. "My husband wanted a dark colour, while I wanted a natural colour," says Miranda. "We wanted a relaxed, natural, resort feel and eventually looked at the colours in our interior, held up colour swatches and finally chose Quartz, a colour that reminded us of Fiji."

The X-Trainer 11.8 metre ceramic fibreglass shell was installed and surrounded by a deck that looks like natural timber but is actually a material called Modwood that is maintenance-free and fire-resistant. "It blends beautifully with the existing silvered kwila deck off the house but there are no nails to hurt little feet, no splinters and it's maintenance-free," says Miranda.

Finally, "we went crazy on lighting!" says Miranda. "We had to create access points for the pool and the spa and all the lights in and around the pool are on a timer. It was a 'wow' moment when it was all switched on."

Stuart Laing recalls the moment well. "They turned all the lights on for the first time at 10pm on Christmas Eve and I got a text simply saying 'Wow!' Miranda and Craig were great clients and I now have the pool on my screensaver and show it to everybody."

"The look we had in our head is exactly how our pool area ended up," adds Miranda. "We are really, really happy customers."

Don't let a difficult site get in the way of your new pool!

Introducing Maxi Rib Technology

Maxi Ribs are a unique rib-like support structure that allows you to install a Compass Pool almost anywhere.

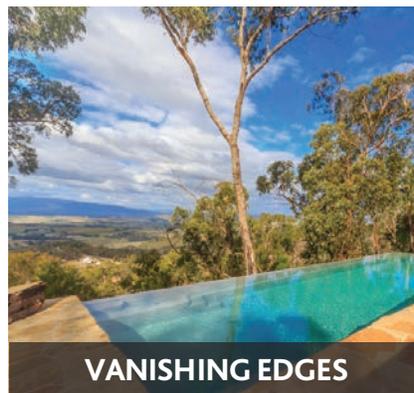
In most cases, a Maxi-Rib Pool will still cost less than a specially designed and engineered concrete pool, and it will take less time to install.



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Compass Plunge 5.0 in Grey Marble



how long

UNTIL YOU DIVE INTO YOUR POOL?

One common question we get asked is “how long will it take to build my new pool?” The answer to that question depends on a number of different factors.



Compass Vogue 9.4m in Pacific



Compass X-Trainer 8.2m in Quartz

How long does it take to build a pool?

One common question we get asked is "how long will it take to build my new pool?" The answer to that question depends on a number of different factors which include (but are not limited to):

- The planning process
- The type of pool (concrete or fibreglass for example)
- The time of the year
- Your local consent authority
- Other contractors

Let's take a look at how these factors can influence your pool construction.

The planning process:

Planning your new pool can be a lengthy process as there are many decisions to be made:

- What type of pool is best for you?
- What shape?
- What size?
- What colour?
- Where will you place the pool?
- If you're building a new house, should the pool be installed before or after?

- What landscaping should happen before or after your pool is installed?
- What kind of pool fencing will work best for you?

It stands to reason that one of the biggest influencing factors of how long it will take before you are swimming in your new pool, is the time spent making decisions on your preferences. For some people pool planning can be a relatively quick process, but for others it can take months of discussion and design work, especially when a more complex concrete pool is involved.

The reality with swimming pools is that once they are in the ground, they are there forever, so it pays to give yourself a comfortable timeframe to ensure the right decisions are made.

The type of pool you choose:

The length of time it takes to build your new pool is heavily influenced by the type of pool you choose. The difference in construction time between a fibreglass and concrete pool can be significant. One of the benefits of installing a pre-moulded fibreglass pool is that the pool shell arrives pre-built. Instead of having a number of different contractors on site for several weeks or more (standard procedure with concrete pools), your fibreglass pool can usually have water in it within a couple of days and the installation completed with a couple of weeks.

While one benefit of concrete pools is that you are not limited by shape or size, it pays to remember that concrete pools, especially if you opt for detailed and complex shapes, may take several months or more to complete.



Compass Fast lane 12.3m in Slate with optional external steps

Of course, the installation of the pool is only one aspect of the pool project. While it may only take a couple of weeks to install a Compass fibreglass ceramic pool, it takes most households between 3 and 6 months on average to feel satisfied that they have completed their pool landscaping. That means that your pool can be up and running while you add the finishing touches at your own pace.

The time of the year

As you can imagine, when weather gets warmer more people start to think about swimming pools. In summer time, most pool builders are inundated with enquires from people who want to be swimming in their new pools as soon as possible. If you want to enjoy a lengthy first summer in your newly-built pool it's a good idea to be talking with your pool builder at the June/July point or even earlier. During February/March for instance, many pool retailers are prepared to offer extra incentives to fill their books for winter.

Naturally, summer weather lends itself to construction. Many people choose to renovate, build and undertake other major projects when the weather is more stable. Because of this, the demand for mid-summer pool builds does increase dramatically and spaces fill up quickly.

That's not to say that if you enquire in November (or even December) you will miss out on swimming that season, however it does pay to get in early!

Often in January or February people make the mistake of thinking "we've missed out on this summer so there's no rush". The reality of the situation is that if you plan your pool, install it early and then complete the landscaping in spring, you will have a pool area that is finished and ready for the entire next summer. No mess and no disappointment at a time when you want to be enjoying your pool.

Local consent authorities

Every new pool that is built needs to be passed by the local authorities. Once you have completed your planning process, a development application (or complying development

certificate, or permit submission) will need to be lodged. In most cases this is something that your pool builder will do for you (although separate fees may apply). This application needs to show the details of the construction process and outline how safety standards will be met.

The processing time for a permit varies from town to town and can also change depending on demand (4-6 weeks is not unusual). As mentioned above, summer is a busy time for the pool industry so processing times during peak season are often at the higher end of the guidelines you are given.

The construction of your pool cannot start until approval has been given from your local authority. The earlier your application is submitted the more likely your project will be finished on time.

Other contractors

Most pool projects require several different contractors from electricians to concreters, fencers and pavers. The availability of your contractors can also have an effect on how long it takes before you are swimming in your new pool. In most cases your pool builder will have a list of preferred contractors whom they trust and work closely with.

From time to time there are elements of a pool installation that will rely on another contractor completing their part of the project first (for example your pumps cannot be switched on unless an electrician has established a power supply). Because of this, we suggest having a firm plan before the project commences. If each contractor knows when to show up and is aware of the scheduled timeline of events, you lessen the risk of having your project delayed.

Generally speaking, fibreglass pools can be ready to swim in sooner than you might expect, and our authorised Compass pool dealers typically plan to complete a standard installation in around 10 working days. However, outside influences can delay this process so the earlier you can speak to your pool builder the better, to ensure that your pool is ready to swim in when you are.



Advice from Charles

One of Australia's most experienced swimming pool engineers talks about backyard pools.

If there is one thing that can be said about buying a pool it's that you better be happy with the choices you make, because once that pool is in the ground it is there to stay. Of course, when you buy a pool you'll want to be satisfied that the option you have chosen has the ability to stand the test of time. So we decided to speak to a world-leading expert engineer who has specialised in swimming pool construction for over 30 years to get advice about choosing a pool.

Sydney-based engineer Charles Rickard obtained his Engineering Degree in the UK and specialised in Glass Reinforced Concrete (GRC) and Fibre Reinforced Plastics (FRP). Since immigrating to Australia in 1984 Charles has designed dozens of commercial aquatic centres and over 10,000 residential swimming pools. Charles' speciality skills in FRP have seen many of his designs adopted in products across Australia including notable projects such as the Tangara Train seats. He is an expert in fibreglass technology and has a vast knowledge of swimming pool construction using both concrete and fibreglass – in fact he was one of the committee members who developed the AUS/NZ Pool standards.

We asked Charles a few questions about what to look for when buying a new pool:

If you were offering advice to a potential pool buyer, what would you tell them to consider?

The first piece of advice I would give, is that in today's market the two market leading options are fibreglass and concrete. Personally I wouldn't be too quick to dismiss fibreglass. In the early days people saw fibreglass as concrete's poor cousin. These days many fibreglass pools look as good as concrete, if not better. And at the end of the day, there are actually many situations where fibreglass can outperform concrete pools, for example, fibreglass is often more cost effective and quicker to install.

The second piece of advice I would give, is make sure you are comfortable with the pool builder and the pool manufacturer that you are choosing to work with. Do your homework on them. Most pool manufacturers have pretty strong warranties in place, but you have to ask yourself who is your safest bet. Who has a long and positive history in the industry?

So, are all fibreglass pools equal or are some better than others?

The bottom line is that not all fibreglass pools are the same. "Fibreglass" is a generic name for any pools that use fibreglass in their construction. But everyone uses different materials and construction techniques and that can make a world of difference.

One of the standout differences is the use of ceramic technology which was developed by Compass Pools Australia and is now used across the world. The ceramic core creates

several different benefits which include added panel stiffness (to cope with changing ground conditions) and extra waterproofing which eliminates the risk of osmosis.

You've been consulting to Compass Pools and their dealer network for around 30 years now. Have you observed any differences between their approach and others in the industry?

Absolutely. The first big difference comes in the strength of the pool's shell. From an engineer's perspective the ceramic core creates a very strong and reliable pool shell which is second to none.

The second thing is that Compass Pools are always investing in research and development. One example is they have the only suite of options designed to cater to specific soil conditions. So if you are living in an area where the soils expand and react heavily between dry and wet seasons, then Compass can offer you a safe and reliable solution rather than a "one-size fits all" option.

The third thing is that the Compass dealers and install teams have direct access to a consulting engineer. They can call me at any time and get advice from someone who has a long history and strong reputation in the field.

But the most notable difference is attitude. The Mewett family have been building Compass Pools for over 30 years, and one of the reasons they have been able to build such a fantastic brand is because they go about things with the right attitude. They push the boundaries, they endeavour to create a better product, and they always think about providing what is best for the customer.

Some people think that by choosing to go fibreglass you are limited in terms of choices, do you agree with that?

Well yes AND no. It's true that pre-made fibreglass pools come in pre-determined shapes and sizes. But the first thing to note, is that most manufacturers have a pretty good range of shapes and colours to choose from. In most cases you will find several options which suit your backyard very well.

But once you've settled on a particular shape and size you may find you still have further options. Some manufacturers have the ability to modify and add to your swimming pool so that it can be better suited to your back yard and personal tastes. I know for example that many Compass customers choose to add spas, waders, sun-pods, vanishing edges and water-walls to their pools.

What advice would you give to people who are looking to install a pool on a sloping site?

The problem with sloping sites (or at least sites that have more than a gradual slope) is that they are not naturally well-suited to having swimming pools. Generally a pool on a sloping site requires more engineering work because we have to be

satisfied that the pool structure is strong enough to hold water if it is not completely submerged in the ground.

Because of this, pools on steep sites have often been constructed out of concrete and steel and it can be a rather costly exercise. I guess the game changed however when Compass invented Maxi-rib technology. Essentially, Compass Pools made it possible to install their pools above ground by using a rib-like structure to support the pool walls. What this means is that people can choose to install a Compass Maxi-rib pool instead of a concrete pool and in most cases this makes the job much quicker and can save tens of thousands of dollars.

So what about the idea that concrete pools are stronger than fibreglass pools?

Well the reality of the situation is that yes, concrete is stronger than fibreglass. But the question becomes; does that really matter? It's more important to ask which is a better fit for your needs. Fibreglass and concrete have different properties and in many respects fibreglass is hard to beat. For instance fibreglass is much easier to fix than concrete, and because it is more flexible, it can actually withstand movement quite well.

When Christchurch was hit by massive earthquakes in 2011, I was naturally very interested to see how well different structures performed. I am an engineer after all. Shortly after the quakes I visited the city to take a look around and found out just how differently fibreglass and concrete pools were affected.

Of the approximately 100 Compass Pools that were installed in the area very few had any significant damage and they were easily repaired. However I personally saw many concrete pools which were completely ruined.

It appears that the lightweight and flexible nature of a fibreglass pool made them better equipped to withstand ground movement.

When it comes to choosing your ideal pool it pays to consider all factors which are going to affect your ongoing satisfaction. Make sure your pool builder has a thorough understanding of your wants, needs and even your fears so that they can help you choose what will work best for you.

Charles Rickard

Engineer - M.Sc, MICE, FIStruct.E, FIE(Aust), MIPENZ



Compass X-Trainer Slimline 7.15 in Granite

A super-tough core for added strength and longevity



**Why a Compass
Pool is your
safest bet.**

Every Compass Pool is constructed with our super-tough ceramic core technology. This unique construction method dramatically improves the pools ability to cope with excessive seasonal ground movement.

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Compass X-Trainer Slimline 7.15 in Granite

Your
guarantee
of a longer
lasting pool



*Compass pools - thirty five
years of innovation.*



Scott Mewett
R&D Manager
Compass Pools Australia
Scott oversees the design, development, and implementation
of new technology, ensuring Compass Pools continues to
provide innovative solutions for its customers.

Compass X-Trainer 8.2m in Slate



The decision to buy a pool is often about enjoying life now, living in the moment as some people like to say. But it's also a decision you want to be happy with forever. So it's equally important to consider what life will be like with that pool in five, ten, or even fifteen years from now.

Firstly, you want a pool that you can continue to enjoy, and that means as little ongoing maintenance as possible. Secondly, you want a pool that is designed and built to last the distance, especially if you intend to stay where you are for many more years.

When Compass Pools first started 35 years ago, the vision was to create the best family pool possible. Even though much has changed in the pool industry over the years, this vision still remains the core focus of our business. In fact, it was our drive to create the best possible pool that helped us push the boundaries in the early 90's, resulting in the breakthrough development of our patented ceramic core technology.

It was widely accepted by that time, that the proper use of vinyl ester resin in the manufacturing process would greatly improve a pool shell's inherent water resistance. That's because vinyl ester resin is 50 times less susceptible to hydrolysis by water than polyester resin (the other main resin type typically used in fiberglass pool construction).

However, Compass decided that it was important to look beyond industry standards. We were seeking a new method that allowed us to manufacture a fiberglass composite pool for our customers that was designed to last longer.

Our team went back to the drawing board to find the best answer for our customers

With a great deal of research, we developed a technology which blended vinyl ester resin with ceramic microspheres. This breakthrough resulted in a light-weight composite core that significantly improved our fiberglass pool's structure and performance. Similar composite materials are used in the aerospace industry, and in the construction of high-performance trains and high-performance racing boats. In our case, the application of this blend of ceramic microspheres and vinyl ester resin also required us to specially modify our fiberglass spraying equipment, which formed part of our patented method.



Compass Vogue 10.2m in Blue Granite



Compass X-Trainer 9.4m in Quartz with X-Trainer Spa

Ceramic microspheres have some truly astonishing properties:

- They are so tough they can withstand 10,000 psi of pressure with no noticeable effect.
- They are resistant to chemical breakdown – they won't dissolve or change after exposure to water or other chemicals in your pool.
- They will not absorb water in any form, which can be a leading cause of osmosis in pools.

These microspheres are a key ingredient in our unique ceramic core, which is now an integral component in the manufacture of all Compass pools sold across Australia and New Zealand.

Ceramic core technology offers several unique benefits which enable Compass Pools to offer industry-leading warranties:

- It virtually eliminates the risk of structural damage that can occur from long-term immersion in pool water – water will not pass through the ceramic core and it won't break down.
- It dramatically improves impact resistance, which is particularly beneficial in earthquake-prone locations like New Zealand.

- And it increases panel stiffness, giving the pool added ability to cope with excessive seasonal movement associated with highly and extremely reactive ground conditions.

The ceramic core dramatically improves the pool's structural integrity and is the reason Compass Pools can offer all customers the confidence of a solution that will suit their specific site conditions.

With the development and introduction of our ceramic core technology, we knew we had successfully created a longer-lasting pool. We could now offer our customers all the benefits of a traditional fibreglass pool (cost effective upfront, quick to install, easy to heat, and with less ongoing maintenance) and we could match the long-term durability and performance of a concrete pool. But the Compass Pools story doesn't stop there, as we continued with our vision to build the best family pool possible. Our next mission was to create the BEST LOOKING pool. (see article on page 52 for more details).

Scott Mewett
 R&D Manager
 Compass Pools Australia



Compass Fast Lane 12.3m in Slate with optional external steps
Also available in custom lengths up to 30m



tips for pool buyers

The thing about swimming pools is that once they are in the ground they are there to stay, so the decisions you make at the purchasing stage can affect your overall satisfaction further down the track. There are plenty of factors to consider that will influence your choices as you create your ideal pool. In this article we take a look at some of the important questions/points you'll need to think about so you end up with the best pool for you and your family.



Compass X-Trainer 9.4m Quartz with X-Trainer Spa



Compass Vogue 9.4m in Granite

1 What is your motivation for buying a pool?

The first and most important thing to consider is what you want to get out of owning a swimming pool. Some people see a pool as the perfect way to relax and unwind, some use their pool to bring the family together, others to keep their teenagers at home. Whatever your motivation, try not to lose sight of what you want from your pool. Along the way you'll need to make decisions about what features you want to include in your new pool, so always refer back to what you want to achieve and the decision making process will be easier.

2 What is the best way to run/operate your new pool?

This is often something that people don't pay enough attention to at the beginning of the process. The way your pool runs/operates will have a huge influence on the following things.

- a** The ongoing electricity costs of filtering your pool
- b** The amount of chemicals needed to keep your water safe and healthy to swim in
- c** The amount of your time required to look after your pool
- d** The value your pool adds (or takes away) from your home

Most backyard swimming pools installed over the past 40 years operate the same way. Water is skimmed off the surface of the pool through a skimmer box. It is then pumped through a filter and returned to the pool through jets (commonly called return eyeballs) close to the surface in the pool wall. The "theory" is that all pool water is circulated during the daily cycle while the

pump is running. The problem is that the top third of the pool generally gets circulated over and over again, and the deeper sections can be under-circulated. We call this operating system 'traditional' circulation, and it does have its limitations.

Some pool companies like Compass now offer enhanced circulation systems, because the more your pool water is mixed and filtered the healthier it will be. Proper mixing and filtration will lead to lower chemical use (as chemicals are not just concentrated in the top layer of water, being burnt off by the sun). You'll also notice that the pool water is easier to manage from a sanitisation point-of-view, when enhanced circulation systems are used, because chemicals used for balancing are adequately mixed throughout the whole pool.

The operating system you choose can have a big impact on your electricity bill too. These days, energy-efficient pumps are very popular and are quickly replacing the traditional fixed-speed filter pump. With electricity savings of up to 80% using these latest-technology pumps, it's a natural choice to make. The one problem with energy-efficient pumps is that when they operate on low speeds (to maximise the savings in electricity consumption) the flowrate of pool water being circulated is reduced and there can be a subsequent decrease in water quality in the deeper sections of the pool. To get the true benefit out of an energy-efficient pump, your pool's operating system should have a way of maintaining efficient circulation for proper filtration and mixing of all the pool's water. To find out how to make energy-efficient pumps work in your pool, ask your local Compass Pool's dealer about the exclusive Logic enhanced circulation system and Vantage in-floor circulation and cleaning system.



Compass X-Trainer Slimline 7.15 in Nova Blue with 3m wader and sunpod



Compass Fast Lane 12.3m in Granite

Of course, the ultimate way to look after your pool is to opt for the famous Vantage in-floor system. Vantage not only ensures maximum circulation, chemical efficiency and energy efficiency, it also cleans the pool for you, which allows more time to swim, relax and enjoy! The Vantage in-floor cleaning and circulation system also adds value and appeal to future buyers when the time comes to sell your home.

3 What type of Pool will work best for you?

A pool is a pool right? Wrong! The type of pool that you choose to buy can have a long-lasting effect on over-all satisfaction with your decision.

As mentioned before, your pool is a permanent structure which means it can only be replaced or upgraded at major cost once it has been installed. You need to be satisfied that the pool you purchase meets your immediate needs, budget requirements, and long term needs. Product warranties, reliability and of course personal needs and wants, are all factors in this equation.

Ultimately you will need to choose between concrete, fibreglass or vinyl-liner pools. For more advice on this important decision, check out our pool comparison article on page 19.

Many people choose the fibreglass pool option for the following reasons:

- Fibreglass swimming pools are relatively cost effective
- Fibreglass pools can be easier to keep clean and healthy
- They are generally quicker to install than concrete pool
- They are warranted for at least 25 years, and usually require less ongoing maintenance

But are all fibreglass pools equal? – The answer is no. Whilst most Australian manufacturers make a reliable product, there are some that have distinctive and important differences. For example, in the mid 90's Ian Mewett

(co-founder of Compass Pools) helped pioneer a technique of pool manufacturing using a ceramic and vinyl ester composite core. Compass Pools owes much of its success and credibility to its patented ceramic core technology, which ensures that Compass ceramic pool shells are tougher and more durable, and are therefore more able to cope with excessive seasonal ground movement, as well as the effects of long-term immersion in pool water.

4 What pool manufacturer/brand should you choose

As you would imagine, there are quite a few pool manufacturers throughout Australia, some of whom include: Compass Pools, Leisure Pools, Narellan, Barrier Reef and Freedom Pools to name a few major ones.

Choosing the right manufacturer or pool brand is about reducing your risk and obtaining peace of mind that you will be looked after during the purchase, installation, and in the years after your pool has been handed over.

Here are a few things to investigate about the pool manufacturer before committing:

- How long have they been in business?
- What do people say about the brand online?
- What is (and is not) covered in their product warranty and does their warranty comply with current Australian Consumer Law requirements?
- Have they been making pools at least as long as they warrant them for?

5 What pool builder should you work with?

Chances are that almost every major manufacturer will have a pool retailer representing their brand in your area. In



some cases these representatives will be subsidiaries of the manufacturer, franchisees, or independent dealers.

It goes without saying that the business which actually installs your new swimming pool can have a HUGE impact on your over-all satisfaction and future enjoyment of your pool. It pays to work with people who are reliable, honest and skilled at what they do, as well as being licensed and insured.

Here are a few tips to help you decide who to work with:

- Ask to speak to current and previous customers about their experiences
- Ask to see display pools or pools that they have installed
- Search what people say about them online – check out their Facebook page and the tone of customer feedback
- Ask questions about their business history – how long have they been operating in your area (their website may include company and staff profiles and other interesting information)

6 Think about what can be added later and what has to go into the pool at the beginning?

Looking at your overall budget, you may decide to stage or delay certain optional features. For example, you may choose to include plumbing provision for a heat-pump but wait a year or two before you purchase and install the actual heating system. But there are some decisions that need to be made before your pool gets installed in the ground. A good example is the Vantage in-floor cleaning and circulation system which can't be added after the pool has been installed. To avoid future regrets, do your research and be just as careful in deciding the options you exclude, as the options you include.

So make sure you talk with your pool consultant about the "must haves" that need to be decided on before your pool is ordered. It is better to plan for these things in your immediate budget and then stage the roll-out of other extras like landscaping or heating when the time is right. That way you can have your cake and eat it too, or as we say at Compass Pools, have your pool and enjoy it too!

What happens once you have purchased your new pool?

- 1. Consent:** In most cases, once you have chosen your new pool, you or your pool builder will need to obtain consent from your local authorities. This process can take several weeks depending on what region you are in.
- 2. Manufacture:** Once consent has been obtained, your pool builder will place an order for the manufacture of your pool. Each Compass pool is made to order and can be traced against the customer's name throughout the whole production process.
- 3. Schedule for installation:** Once consent has been obtained, your pool installation will be organised into the pool builder's installation schedule. Inclement weather can be a factor.
- 4. Excavation:** When your pool is ready to be installed, your pool builder will first mark out the exact location and height, and then begin by excavating the pool hole.
- 5. Installation of pool:** Once the hole has been excavated, your pool builder will begin installing your pool shell and filtration equipment. This includes backfilling the pool with cement-stabilised material and then creating a concrete beam around the top of the pool to lock it into place.
- 6. Commissioning of pool:** Once the pool has been fully installed, your pool builder will remove any debris and chemically dose and balance the water, ready for you to use. They will also book a time to hand-over you pool, including issuing you a full Compass Pools user guide (with your manufacturer's warranty certificate), and provide a pool care lesson.
- 7. Landscaping and fencing:** Now it's time for you or your landscape contractor to take over the final stages of the project to complete your pool (including permanent fencing) and entertaining area...and really start enjoying your new pool.





Case study:

Compass X-Trainer Slimline 7.15 in Granite

Effortless style in Victoria

Barwon Heads - Victoria



When real estate agent Levi Turner of Barwon Heads, Victoria, decided to add a pool and spa as an addition to the new house he was building, he followed in his father's footsteps.

Levi's father, ex-Geelong footballer Michael Turner, had been a long-time customer of Gordon Ave Pools and Spas in Geelong, and it's to Gordon Ave Levi turned for the expertise to install his new pool and spa.

"Michael contacted me and asked me to look after his son," says Dean Holroyd of Gordon Ave, "so I sat down with Levi and worked out a pool and spa combination. He wanted the pool and spa to look as natural as possible, with timber surrounds. He also wanted everything to be pretty automatic and easy care and emphasised the importance of lighting."

After discussing details of size, the site and the options available, Levi decided on a 7.15 metre Compass X-Trainer Slimline pool shell combined with a 2.8 X-Trainer spa, with solar heating for both pool and spa and back-up MX400 gas heating for the spa for a quick heat-up time of just 30 minutes.

For ease of maintenance, Levi specified the Vantage in-floor automatic cleaning system and Astral VX7T automated chlorinator. "The Vantage in-floor cleaning is the best," says Levi, "we're absolutely stoked with it."

The spa sits 400mm higher than the pool, boxed in with timber decking. As final touches, white LED lights were installed and special mineral salts added to soften the water and provide therapeutic benefits. "The specially formulated blend of minerals are a water softener and are said to relax the body and be beneficial for your skin, hair and eyes," says Dean.

"The excavation had to be really delicate," adds Dean, "We had to be really careful not to disturb the protected bushland at the rear of the site. The house was being built at the same time, so we also had to work in with the builders and work around their schedule."

"We love the pool," says Levi. "We left everything in Gordon Ave's hands and trusted their decisions. It's been just fantastic and our eight-month-old daughter is really starting to enjoy it."

Why good looks are so important

Compass pools - thirty five years of innovation.

Kelli Mewett

Compass Pools Newcastle
Kelli heads up the Compass Pools Newcastle dealership and has helped hundreds of families into their dream pools.

Compass X-Trainer Slimline 7.15m in Granite with X-Trainer Spa



Compass X-Trainer 11.8 in Granite with X-Trainer Spa

For many of us, the way our pool looks has a major impact on our enjoyment of it. When you think about it, most families will spend more time looking at their pool than swimming in it. These days, the swimming pool is a major focal point of the backyard and outdoor entertaining area, so it pays to make sure you are happy with your choices.

Here are some simple things to consider when choosing your pool:

1. Think about the future. Your new pool may look good now, but what will it look like in five, ten, or even fifteen years' time? Not all pools are made equal and some have greater ability to stand up to the elements than others. If you are opting for a fibreglass pool, you want peace of mind that your pool will not dramatically change in appearance as it ages. Ask questions and read reviews to see how well the different pools perform over time.

2. Consider ongoing maintenance: The truth is, most of us want our pools to look great but we don't want to spend much time or money keeping them that way. Our advice is to investigate the options and ask questions about ongoing care and maintenance. For example, some concrete pools finishes

are more porous than others, and may need reconditioning after 15 years or so, whereas fully tiled concrete pools should last a lifetime of use. Good quality fibreglass pools, with their smooth and chemically-resistant gelcoat surfaces, generally require less ongoing maintenance and are designed to age in a gradual and consistent fashion that doesn't require major renovation work.

3. Protect your investment. If it is important that you recoup your investment when you sell your home, then it pays to invest in the aesthetics of your pool. Don't settle for the ordinary. Look for dynamic colour systems that complement your backyard and grab attention.



Compass X-Trainer 8m in Nova Onyx

4. Choose a water colour. When it comes to choosing a pool colour, we suggest you investigate the colour that your pool water 'throws', as the colour of your pool surface heavily influences what the water will look like. Do you want deep blue ocean water, light green Fiji island water or vivid blue spring water? Ask to see photos or real life examples before making a decision, and remember that the amount of light or shade present, can have a noticeable impact on water colour as well.

Kelli Mewett
Compass Pools Newcastle



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A POOL
THAT
CLEANS
ITSELF**

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Call Aust 1300 783 793 NZ 0800 766 562



Three reasons you'll end up with a great looking pool if you choose Compass Pools

The development of ceramic core technology by Compass Pools in the mid 90's was a major industry breakthrough and it meant that we could confidently offer our customers a long-lasting and extremely durable fibreglass ceramic pool. The next challenge we set ourselves, was to develop a new and exciting colour range that we would be proud to put our name to. The answer: Compass's exclusive Bi-luminite technology.

1. Our Bi-luminite™ colouring process:

Compass Bi-luminite™ pools are made using a unique dual-layer colouring technique. This system involves applying two colour layers, rather than one, to create a dramatic 3D effect which is enhanced by sunlight and water. One of the first comments you will get about your new Compass pool is how stunning and inviting the water looks.

2. Large colour chips for a more dynamic looking surface:

In our quest to create a great looking pool that really stood out in the marketplace, we set about developing a new application process that would allow large flecks of colour to be applied to a fibreglass pool. When you take a close look at a Compass Pool, you will notice that there are thousands of mixed colour chips that 'float' at the surface, ready to catch the sunlight.

3. ArmourShield™ protection:

The dual-layer technique used in our exclusive Bi-luminite colouring process means that your pool comes with a smooth and durable gelcoat surface and an extra vinyl ester layer, to help protect against the effects of long-term exposure to pool water. You can be rest assured that your pool will maintain its good looks for many years to come, when you choose a Compass Bi-luminite pool.

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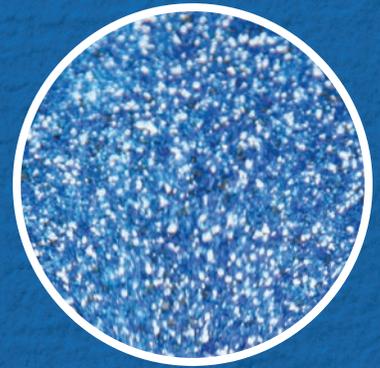
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Bi-lumin

**Stunning
good looks and
added protection!**



A Compass Bi-luminite pool can only be described as brilliantly luminous. The unique dual-layer colouring process creates an amazing 3D look when the pool is filled with water. All Bi-luminite ceramic pools are protected with ArmourShield (an extra layer of vinyl ester resin), so that your pool maintains its stunning good looks for longer, and to protect it from the effects of long-term immersion in water.

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ite™



Advice from Buzz

Three steps to a perfect pool

There is more to buying a pool than just picking a suitable shape, size and colour, in fact one of the most important things to think about is what life will be like once your new pool is in your backyard.

We interviewed Buzz Ghiz President of USA-based Paramount Pool & Spa Systems to share some insight into what he thinks are the top questions every prospective pool buyer should explore. It's fair to say that Buzz knows a thing or two about pools; he's been around them for almost his entire life. His father started Paddock Pools in 1958 and Buzz joined the business in the late 60's. Paddock Pools was one of the largest pool builders in America, constructing up to 2500 new pools each year. These days Buzz is better known as the leader of global pool supplies specialist Paramount Pool & Spa Systems. Paramount is famous for supplying the world's leading in-floor pool cleaning and circulation systems including the Vantage self-cleaning system which is found exclusively in Compass Pools.

Here's what Buzz had to say:

If you were offering advice to a potential pool buyer, what would you tell them to consider.

"The first piece of advice I would give to anyone looking at buying a pool is to make sure you are working with a reputable company. You need to think about both the company that is installing your pool and the company that manufactures it. Once your pool is in the ground it is there to stay. You need peace of mind that the people who made your pool have the ability to provide help and support long after the project has been completed.

The second piece of advice is to consider what you really want to get out of your pool. A recent USA based study from PK data suggested that 60% of people did not want a pool because they were afraid of the level of work and cost involved with ongoing upkeep. The best thing you can do is to make provisions so that your pool is as easy to look after as possible. These days you can choose to install technology that literally takes away any of the hard work. The Vantage in-floor cleaning and circulation system is a great example of this. Not only does a system like Vantage mean that you can actually enjoy your pool without having to look after it, you are also future-proofing your investment. When the time comes to sell your home, which is going to look more appealing, the house with self-cleaning low maintenance pool or the one that has a pool which requires a great deal of effort to keep clean and healthy to swim in?

The third thing I would recommend is make sure you are talking to a helpful sales person. It is important that you receive advice on all of your options. Make sure that you ask questions will help you make an informed decision. Find out about options to reduce ongoing running costs, any general

upkeep the pool may need and what you'll be required to do to keep your pool healthy and safe to swim in. At the end of the day, the less that is required from you the more enjoyment you will get out of owning your pool.

What would you say to someone who is weighing up whether or not to invest in an in-floor self-cleaning system?

It's a natural question to ask "is it worth the extra cost". Although in-floor systems like Vantage do require an extra investment upfront, they will help you to save time and money over the lifetime of your pool.

Of course, if you don't choose an in-floor system like Vantage then the likely alternative is that you will either manually clean your pool, pay a valet, buy a robotic cleaner or choose a combination of all three. If you invest in a robot cleaner it is important to consider how long it will last and how often you will need to repair or replace it – it doesn't take long before the costs begin to build up.

One major advantage of owning a self-cleaning pool is that they make it easier for you to regain your original investment. If over half of the population are afraid of owning a pool because they fear it will be "too hard" what will that mean when it comes time to sell your house? Will you be better positioned to recoup your investment if your home has a self-cleaning pool?

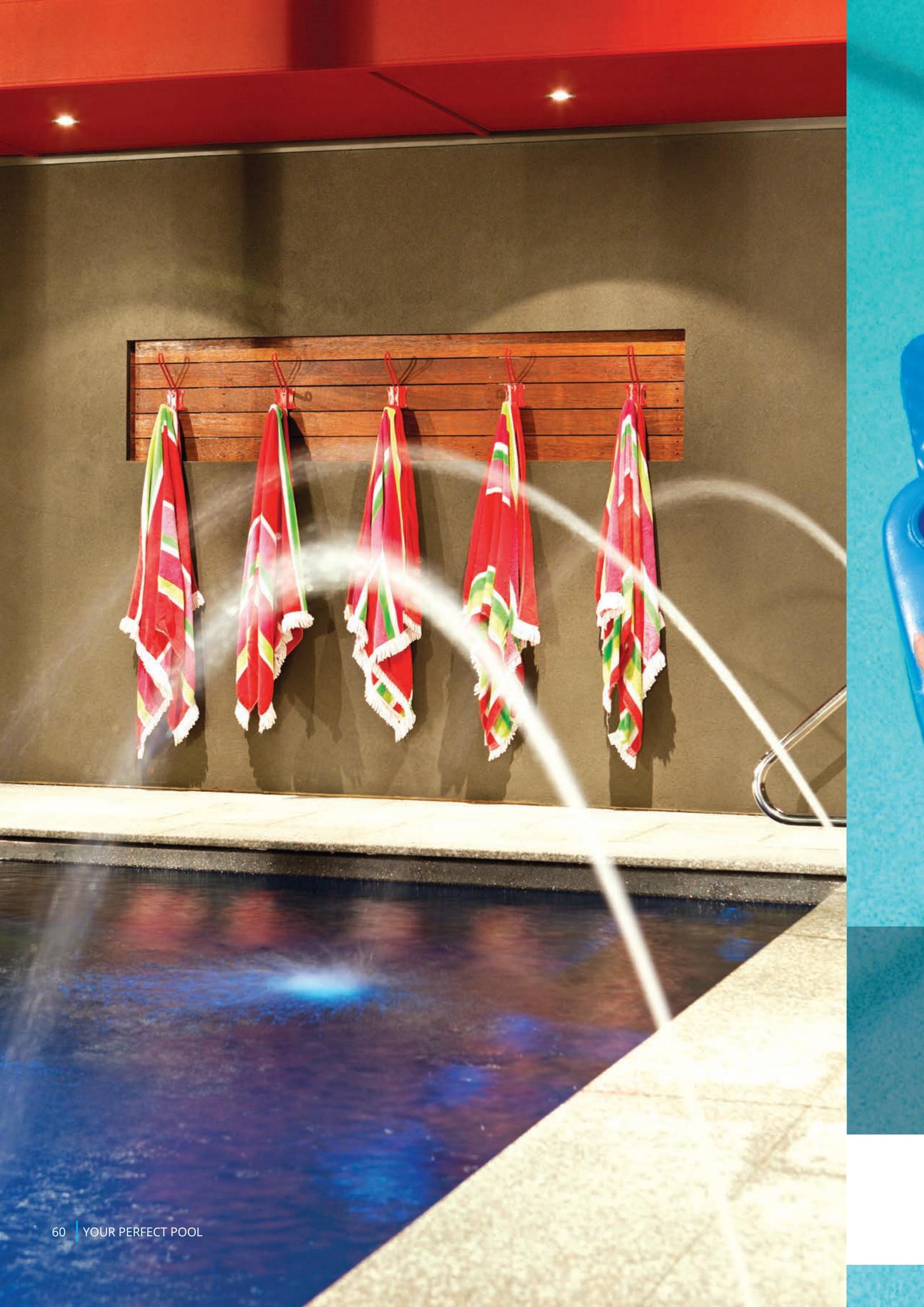
It's also important to think about on-going running costs. If your pool water is better circulated then you will instantly improve chemical distribution and consumption of chlorine and other products will drop which will save you money each and every year. As well as that, because Vantage is designed to dramatically boost circulation you can often run your system for shorter periods of time than you would a traditionally filtered pool. This can help you save money on power too.

Ultimately the key message from Buzz can be summarised in the following statement: When it comes time for you to decide what type of pool (and pool set-up) will work best for you, make sure you look further into the future, ask plenty of questions and ensure that you are investing in an option which will suit you for many years to come.

Buzz Ghiz
President, Paramount Pool & Spa Systems
World's No. 1 in-floor cleaning system company







WANT A POOL THAT CLEANS ITSELF

A Compass Pool with Vantage is the only way to go if you want to spend more time swimming and less time cleaning.

Vantage improves water quality, reduces power consumption and will reduce the need for added chemicals in your pool water.

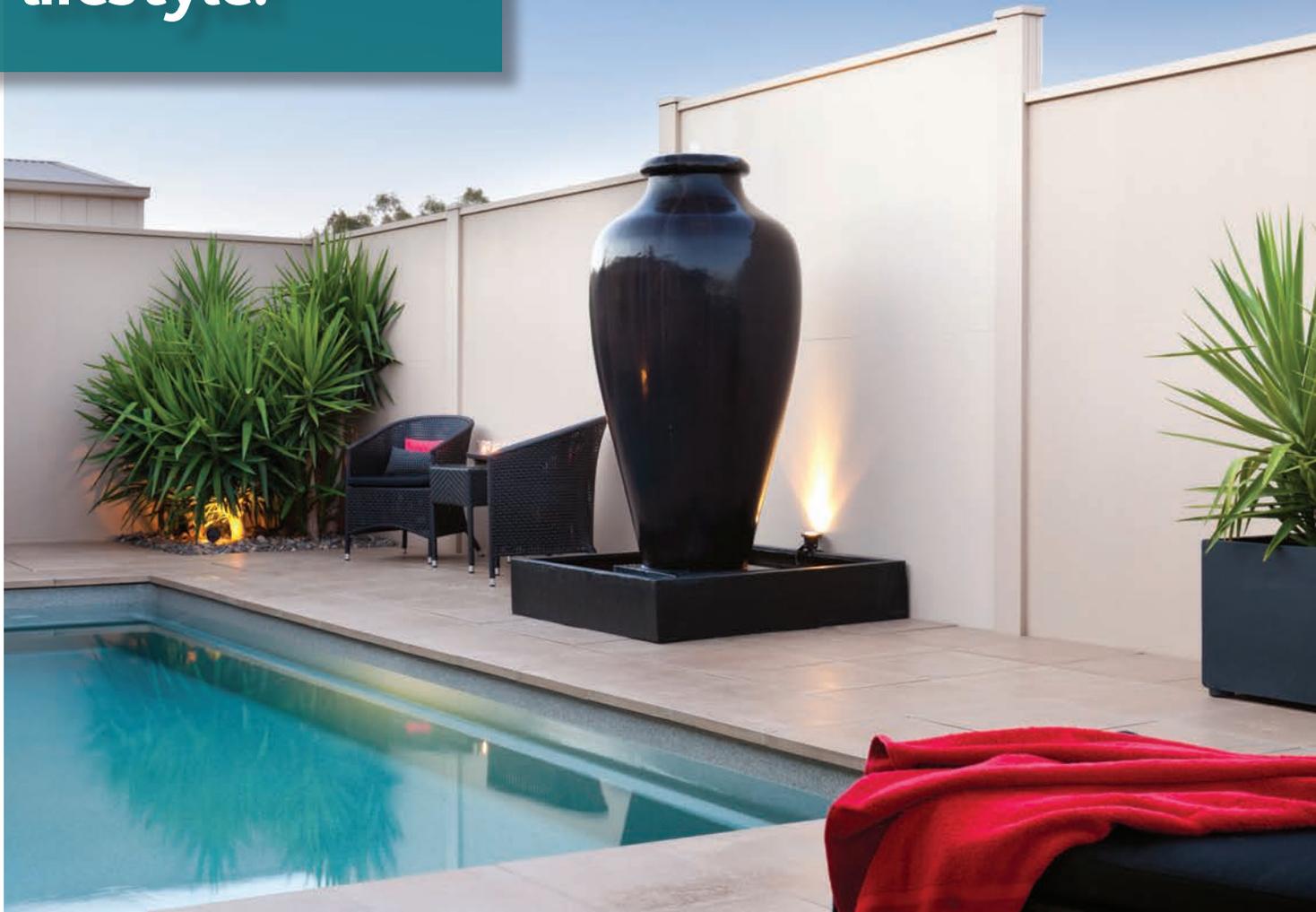
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*Compass pools - thirty five
years of innovation.*

Jan Cazemier

Compass Pools Christchurch

Jan heads up our NZ operation and here are her tips for making sure you enjoy every minute of your pool.

Compass X-Trainer Slimline 7.15 in Granite



Most people who buy a pool have dreams of fun times with the family, relaxing poolside in summer or getting a little bit of extra exercise. What they don't picture is the hard work involved in keeping their pool clean, healthy and safe to swim in.

One of the best pieces of advice I can offer a prospective pool buyer is to think about life after your pool goes in the ground. How do you want to use your pool? How busy is your lifestyle? Will it be important to you to reduce and manage daily running costs? Will you sell your home in the future – do you want your pool to help or hinder the sale?

When the time comes to make decisions about how to set up your pool, you will be faced with many options. Whilst you will want to work within your budget, it does pay to stop and think carefully before making any long-term choices. Some options may require added investment up-front but they could end up saving you a great deal of time, energy and money in the future.

I've always believed that pool ownership should be as carefree as possible. After all, nobody wants to buy themselves an extra job. These days, you can set up your new pool to be as little work as you want it to be. You can match your pool to your lifestyle, especially if it's a Compass pool.

When Compass Pools started in 1980, their goal was to build the best family pool possible, and Compass has pioneered a number of important innovations over the last 35 years to help achieve their goal. Firstly, there was the development of ceramic core technology and Bi-luminite colour finishes, which achieved a more reliable and better looking Compass pool, with increased warranty protection.

Then followed one of Compass's most popular innovations, the introduction of the Vantage self-cleaning and circulation system

into fibreglass composite pools. Until then, in-floor systems like Vantage had only really been available in high-end concrete pools. So for the first time, you could choose the convenience, reliability and good looks of a fibreglass composite pool, plus own a pool that you never had to clean, never had to vacuum, and that required much less effort to maintain healthy water (due to the circulation benefits). Finally there was a pool that all prospective buyers could have, a great looking pool without the hassles.

The 6 key benefits of having a self-cleaning pool

1. Your pool is always ready to swim in: There's no need to clean or vacuum the pool and you won't need to lift heavy suction cleaners or robots in and out, before you have a swim.

2. Your pool will always look great: The truth is, most of us spend more time looking at our pools than swimming in them. With a Vantage in-floor system, you can enjoy the view without being reminded of the extra work to do!

3. Appeal to future buyers: When the time comes to sell your home your pool will appeal to a wider group of buyers. There are typically two different reactions when prospective buyers discover that the property includes a swimming pool; those that are excited and those that are concerned that a pool means extra work. If the pool includes a self-cleaning system, those concerns can be eliminated, and the pool can even help achieve a higher price for your home.



Compass Vogue 9.4 in Pearl with Sunpod and X-Trainer Spa

4. Swim in healthier water: Unlike traditionally circulated pools, which mainly move water across the top of the pool, a Vantage in-floor system ensures all water is adequately mixed and moving, because water is circulated from the bottom of the pool to the top. If all water in your pool is regularly filtered, chlorinated and mixed, it is harder for algae and bacteria to grow.

5. Use less Chemicals: Because Vantage thoroughly mixes the water in your pool, less chemicals will be required to keep your water healthy and safe to swim in. Many pool shop owners will admit that a pool fitted with an in-floor system can typically use around half the amount of pool chemicals compared to a traditionally circulated pool.

6. No ongoing cleaning or equipment costs: The alternative to an in-floor cleaning system is that someone manually cleans the pool, or that you invest in an automatic cleaning device. Popular cleaners, like robotic cleaners, can range in price up to several thousand dollars, and typically have a lifespan of about 3-5 years. Over a ten-year period for example, you may need to replace your cleaner several times! With the Vantage in-floor cleaning option, you only pay once and your cleaning system is there forever!

To put it simply; there are three things that you'll need to do to keep your pool in good condition. The first is keeping it clean and free from debris, the second is maintaining properly sanitised and balanced water and the third is upkeep of the pool itself.

With a self-cleaning pool you have the first step well and truly covered and because you are dramatically boosting circulation, life will be easier on the second front as well. But if you really want your pool to be completely hands-free, you can also add an automatic chlorine & pH control system into the mix. These systems are designed to test and manage the available chlorine in your water as well as maintaining a healthy pH level, so that your pool is both safe and comfortable to swim in. Ask your pool consultant for advice on how to set up your pool management system to make your life easier.

As for the third step, choosing a fibreglass pool can be your best option. Good quality fibreglass pools generally require less ongoing maintenance than some other pool types. Compared to some concrete pool finishes for example, there is less likelihood that a Compass fibreglass ceramic pool will need to be reconditioned. For more information on the differences between fibreglass and concrete pools, check out the article on page 19.

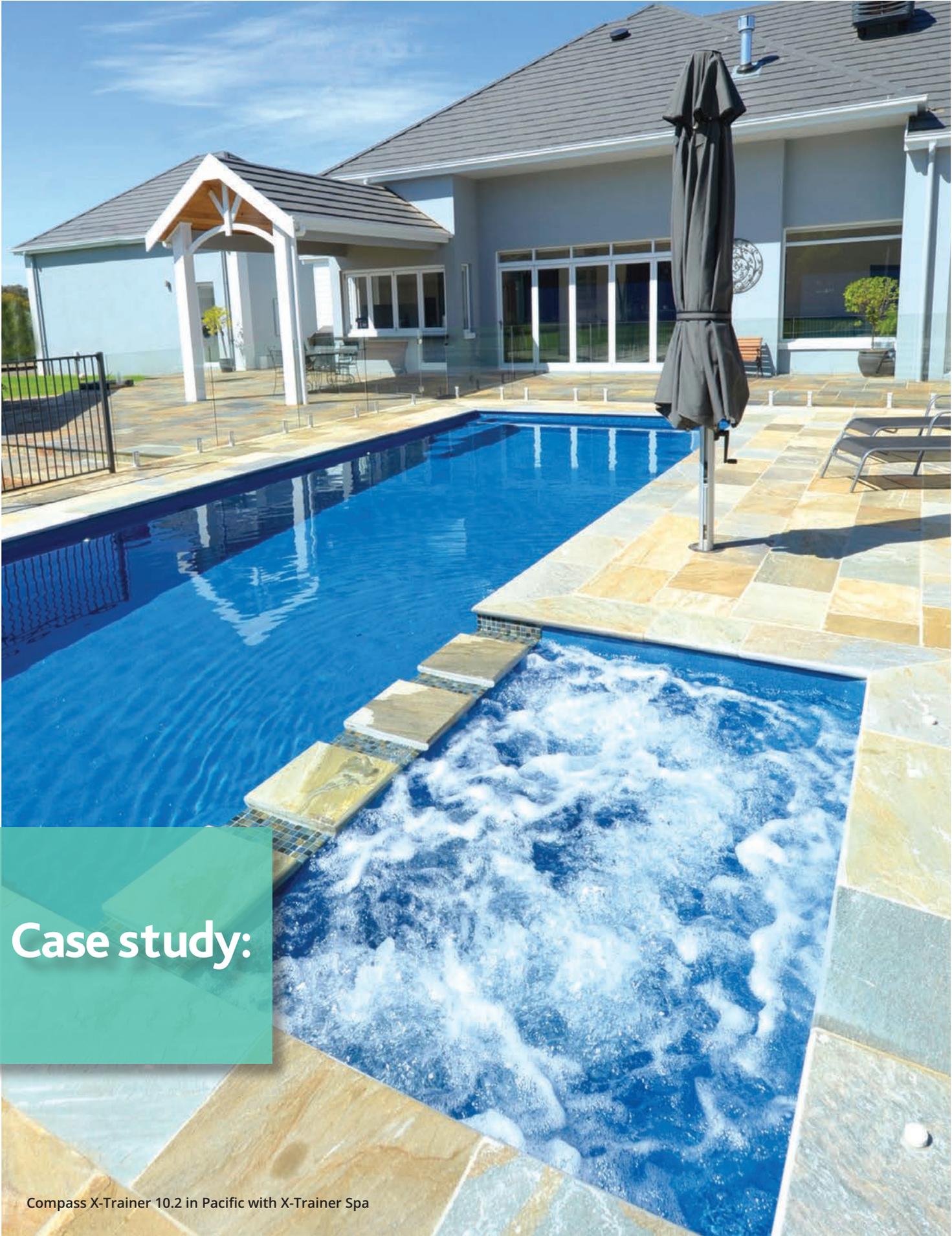
Jan Cazemier
Compass Pools Christchurch

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Case study:

Compass X-Trainer 10.2 in Pacific with X-Trainer Spa

The ultimate social centre piece

Moama – New South Wales



For Jason and Kellie Fitsch of Moama, NSW, a pool and spa combination from Compass Pools ticked all their boxes as the centrepiece of their very sociable outdoor entertaining area.

Naughtons Pools and Spas, with branches in Echuca, Shepparton and Wangaratta in Victoria has been selling and installing Compass fibreglass pools for the past 21 years.

Matt Martin of Naughton's Echuca says "We can do the whole project, with five guys who come in after the pool is installed and finish off the paving and landscaping."

For a recent project, Jason and Kellie Fitsch of Moama, across the Murray River from Echuca, came to Matt with their ideas for a new combined pool and spa on their two acre property.

"For us, it was important to get a pool and spa combo, rather than a separate spa," says Kellie. "I have rheumatoid arthritis so I can't go in the cold water but the heated spa is good for my joints. This way, I can be in the spa and be social while others relax in the pool. We're very social people and this solution has ticked all the boxes."

"We helped Jason and Kellie with their design," says Matt, "and did a 3D Pool Studio drawing to show them the finished design. They loved that they could see exactly what their new pool and spa would look like before going ahead."

Kellie and Jason decided on a solar-heated 10 metre X-Trainer pool with a gas-heated spa that fits six to eight adults. Installed inside the house is an Astral Connect10 touch screen that controls the heat in both the pool and the spa separately and can direct hot water from the spa into the pool when there is not enough sun to heat the pool effectively using solar power.

"Our whole family is very social," says Kellie, "and we have people here every weekend. Having the pool and outdoor entertaining area takes a lot of pressure off the house and with the heated spa and an outdoor fireplace we found we were using the outdoor living area well into the autumn. A pool and spa like this is an expensive outlay so it's great we are able to benefit and use it for at least six months of the year."

For the hot summer months, a four-metre umbrella cantilevers over the spa for shade, and a second umbrella is planned for over a section of the pool.

"Everything meets our needs and looks great," says Kellie. "We were really happy with our Compass Pool and the team from Naughtons and with the after care they offer".

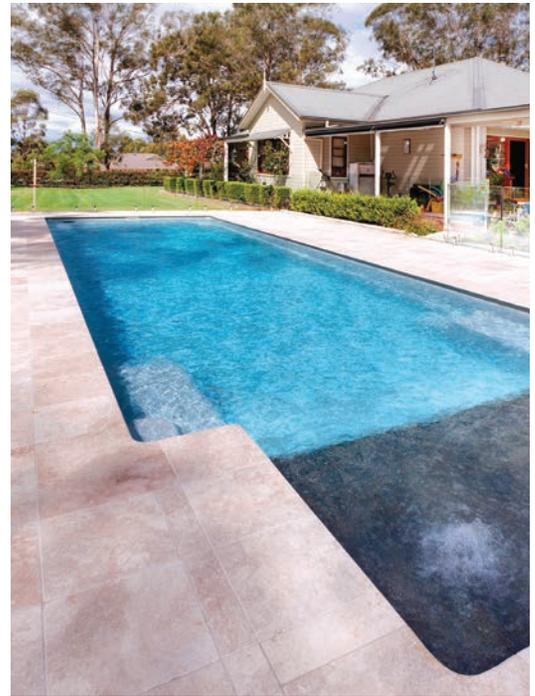




Case study:

Compass X-Trainer 11.8 in Quartz with sunken sunpod

A hands-free pool - without the pool man!



Mandie and David Fordham, of Camden, NSW, were delighted to discover that with Compass Pools Australia's automated self-cleaning system, they could install a pool for their children to enjoy without needing to hire a pool man to clean and maintain it.

At Smeaton Grange, near Narellan, NSW, Local Pools and Spas have an award-winning pool display centre showing just how beautiful an in-ground fibreglass pool by Compass Pools Australia can be. Founded in 1998 by Charlie and Justin Magro, the family-owned and operated business has won an amazing 60 awards since December 2011.

For clients Mandie and David Fordham, Local Pools designed and installed a stunning pool to complement their beautiful rural home set in park-like grounds in Camden.

"We send a design consultant out to meet with the clients at their home," says Justin Magro, "then once all the details are finalised I do a site inspection and oversee the construction process."

After discussions on the design of their pool and the options available to them, Mandie and David decided on an 11.8 metre X-Trainer pool shell in a gentle gray 'Granite' colour, with a 'beach area' at one end – a shallow shelf with mosaic tiles and bubble jet where small children can safely splash about. The main part of the pool has two entry points with steps and a long shelf for seating and relaxing in the water.

"At first I didn't want a pool at all unless I could hire a pool man, as so many people warned me they were very high

maintenance, and we live on one acre with a lot of gum trees. Local Pools were amazing, however, and Justin assured us that with the in-floor cleaning system we wouldn't have to do a thing. We went for the whole kit and caboodle and hardly ever have to check the water. The only maintenance we've needed is due to the wildlife – we've had to add a pool cover to stop the ducks landing on the pool!"

The Fordham's also have an electric pool heating system "which will be great come September when we get hot days but the pool water will still be chilly," says Mandie. "Our kids, Adam, 10, and Lily, 15, love the pool and are really looking forward to next summer. It gets very hot here in summer so in the past, they've tended to stay indoors on hot days. Now they can get outdoors and splash about in the pool with their friends."

Now surrounded by travertine paving and a glass pool fence, the Fordham's pool is part of a delightful area for outdoor entertaining complete with pizza oven, woodfired barbecue and circular seating area with a central firepit for year-round enjoyment.

"Local Pools were just fantastic," says Mandie, "and they've been so helpful over the phone with any follow-up questions we've had."

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COMPASSPOOLS
HOME OF THE SELF CLEANING POOL

3 STRESS-FREE STEPS TO HELP YOU INTO YOUR NEW POOL:



Buying a pool can seem like a stressful and overwhelming process.

At Compass Pools we believe it is our job to help you find the options that will work best for you, your family and your backyard – no matter what your dreams may be.

Here are the 3 simple steps we use to help guide you toward your perfect pool:



1 **The consultation:** The first thing we like to do is have a NO-OBLIGATION discussion to find out more about your needs. That way, we can make useful recommendations and help you get a pool which truly meets your needs. Call, email or visit any of our dealers to learn more.

2 **The site visit:** When you are ready to take a closer look at your options we'll send one of our helpful Pool Consultants to conduct a NO-OBLIGATION site inspection. Your Pool Consultant can help you to design your pool area and is there to advise you on what options will suit you best.

3 **The proposal:** Once we have a good understanding of your needs, wants and budget, your Pool Consultant will create a site-specific proposal which outlines key recommendations and exact costs. The rest is up to you, and our goal is to make the process a stress free experience.

READY TO GET STARTED?

Call us today to speak to your nearest Compass Pools dealer

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