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The Premier European Journal for Professionals in the Pool & Spa Industry

WEATHERING ANY STORM

In the excellent article written by Chris Hayes (cover), whom we thank, we see that the demand for swimming pools and especially for family hot tubs in the UK is increasing. This trend is expected to continue over the next 12 months.

With the economy improving, unfortunately the BREXIT referendum came at a bad time for many companies, leading to some uncertainties in the outlook. Despite this, as time passes, consumer confidence seems to be returning, but with a degree of prudence.

However, as in every country, it is the weather that is the real decider of a successful season or not!

As Chris writes: *it is vital that companies continue to «weather-proof» their business as much as possible.*

Happy reading!

Vanina BIAGINI

Katrien and Nicolas will be happy to welcome you on our Stand B16 at the exhibition.



The UK market grows stronger

Ahead of SPATEX 2017, BSPF Managing Director Chris Hayes gives Eurospapoolnews readers some thoughts on the UK wet leisure sector and explains it is performing well, despite a number of uncertainties.

MARKET CONFIDENCE

In the UK, the market for pools, spas, hot tubs, sauna, steam, wellness and associated wet leisure products and services is continuing to regain the ground lost during the last recession. Although accurate data is not easily available, the indications from the estimates provided by the industry, including feedback from the Wet Leisure Survey (undertaken by Golden Coast with help from the BSPF) is very upbeat. The Wet Leisure Survey provides a useful qualitative overview each year on the state of the market and the 2016 review will be available at SPATEX 2017.

The recovery of the market in the past couple of years has been very noticeable. Overall, there has been greater confidence being reported by the trade in the past couple of years and having needed to reduce staff levels (through retirement, redundancy, or fewer contracted hours for the staff that remained, this is beginning to change for companies in the UK. There is more interest from companies to take on new staff and apprenticeships are being considered in more depth by companies needing to cope with the increased demand from their clients. [...] *Continued on p.2*



Le JUSTE LIEN N°12 UK Special publication 2017
EUROSPAPOOLNEWS.COM
is published by I.M.C.
(International Media Communication)
264, av Janvier Passero - F-06210 Mandelieu
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www.eurospapoolnews.com

SAS (simplified joint stock company) with a capital of 152,449 Euros
RCS Cannes B 414 683 953 00031 - APE 5814Z - TVA FR02414683953

Publisher: Vanina Biagini
Managing Director: Denise Biagini
Executive Manager: Karine Astorg
Editor: Bénédicte Béguin
Sales: Michele Ravizza - Katrien Willemse
Nicolas Biagini - Emmanuelle Fardin
Translation: Avril Bayer - Solten
International correspondent: Rossana Prola (Italy)
Marie Koubova (Czech Republic)
Designed by Laura Perinotto
Printed in UK

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SPATEX 2017
1st FEB - 2nd FEB 2017

The UK market grows stronger Continued from page 1

[...] The recovery in the domestic market is partly matched in the commercial sector, as Local Authorities may not be building pools in as great a volume as they were pre 2008, but some parts of the commercial sector are showing strong signs of recovery, such as the holiday park sector. Demand for pools and especially for hot tubs used exclusively by one family (or small group of friends) are in great demand and is a trend that should continue to develop over the next 12 months. Although the commercial pool work in some sectors is strong, there appears to be fewer companies that work predominantly in this area alone, favouring to work in both the commercial and domestic areas to benefit from the opportunities provided by both. The role of products that can genuinely save energy helps customer tick two very important boxes that is having an increasing influence on what customers want. Firstly, it helps satisfy the growing desire to be 'green' and more importantly, it can help to reduce running costs. If payback times can be accurately calculated, then this can give consumers confidence in spending more on capital purchases such as heat pumps, to make savings on running costs so that the extra cost are quickly paid back.

BREXIT has brought uncertainty

With the improvements in the economy, the BREXIT referendum came at an inopportune time for many businesses and since the result, the main issue that still remains is the uncertainty about the direction of travel of just exactly what BREXIT will mean for the freedom of movement of people and products. Some of that uncertainty should become very clear soon, with the imminent triggering of Article 50.

The initial impact seen in the UK was a fall in the value of the pound (especially against the euro and the dollar) and as many goods in our industry are imported, the end result will be higher prices in 2017, even if some businesses decide to take a smaller margin.

In the short term, businesses may also find it more difficult to borrow money (at favourable rates) and so cash flow problems may continue to be one of the biggest issues that businesses in our industry have to face.

Since Brexit, consumers may have initially felt less confident and less sure about the future and anecdotal evidence does suggest some pool contracts were put on hold. As the months have progressed, consumer confidence appears to be cautiously returning, but it is a sensible strategy to assume there will be some adverse effect on sales in 2017.

Weather-proofing business

While it may be unavoidable that BREXIT has created short term issues, consumers

are likely to be more affected by poor summer weather during some years in the UK, it is vital that companies continue to "weather-proof" their business as much as possible. This is made easier for those companies building indoor pools and also where customers are at the top end of the market, as demand is strong in these sectors. Renovations and refurbishment work is also healthy and companies are reaping the dividends by contacting their existing database of customers to identify if any of them are thinking of refreshing their facilities, or adding options to them. Those companies that have a proactive approach to following up on customers that have planning permission and who have not yet started work will also be best placed to win this business. Making best use of contacting existing clients is key, but using social media and enhancing websites (style, content and reach) will help to bring in potential new customers. New audiences need to see what is available and hopefully consumers will continue to gain better knowledge about products to have an informed choice about price and quality.



Chris HAYES

Business size

In the UK, companies employing between 1 – 5 people are the most prevalent in our industry (with as many as 60% of the companies estimated to be in this category). The challenge for these small companies is how to grow their business when demand increases to find suitably skilled /qualified staff.

For this size of company, there is also the challenge of keeping up to date with the many changes that are happening with Regulations, Standards and guidance that impacts the industry. Both of the Trade Associations (BISHTA and SPATA) and also the ISPE are working hard for their respective members (either companies or individuals, respectively) to ensure that knowledge is gained, so that work is carried out to industry standards. Information is available online and also via seminars and workshops available at specific times of the year to help businesses. SPATEX is also a great source of information for attendees, with two seminar areas providing a wealth of information.

www.bspf.org.uk

Standards

European and World-wide standards are proliferating and this is good to raise the quality of the work expected, so long as industry experts are able to devote the time to meet with colleagues to discuss and agree on what is appropriate to include. There is also the need to cascade the information to the industry, so that they are aware of the changes that are going on. The greater emphasis on providing safety signs for domestic pool owners, as indicated in EN 16582-1 is just one example where the industry is having to change the way it works.

Standards for spas and hot tubs are also under scrutiny at the moment, as a European standard is being developed that will encompass a number of different types of spas, from portable spas (including inflatable spas and exercise spas), to field engineered spas, and also Scandinavian hot tubs (without water filtration). The existing electrical standard for spas - EN 60335-2-60 (and the International version) are being reviewed following some electric shock issues with one particular brand of inflatable spa and it is hoped to make some progress on revising this standard in 2017.

Greater collaboration around the World.

2016 has seen a growing trend for working together, not just in Europe, with the impact of EUSA (the European Union of Swimming Pool and Spa Associations), but also there has been greater dialogue involving Associations from other Continents wishing to share ideas and learn from each other. Some of the key items for a world-wide group to focus on may include lobbying, networking, setting standards, rolling out education programmes, marketing / promotion and benchmarking (facts and figures e.g. number of pools, number of companies, number of employees, market worth, etc.). In 2017, it may be possible to arrange meetings at various exhibitions to further explore what is possible from such a world-wide collaboration to grow the marketing and promotion of the industry world-wide.

Awards success

One way of raising the profile of the industry is through award ceremonies and many countries hold their annual event to kick start the season. The British Pool & Hot Tub Awards (hosted by BISHTA and SPATA) in partnership with the ISPE are being hosted again at SPATEX and I would like to congratulate all of the winners being announced in Coventry.

My best wishes also go to the various award recipients across Europe who will shortly hear whether they have been successful at the European Pool and Spa Awards being held at Forum Piscine, in Bologna.

SPATEX welcomes the global wet leisure community!

SPATEX 2017 is the UK Show Europe has been waiting for! Celebrating its 21-year anniversary, we'd like to warmly welcome our home and international visitors to the Coventry's Ricoh Arena for this spectacular edition, from Tuesday January 31st to Thursday February 2nd.



Michele BRIDLE

"The Show has really come of age," says Organiser, Michele Bridle who has been part of SPATEX's success story for 17 years. "Moving to a mid-week slot to bring it in line with our fellow European Shows, is an exciting step for us and gives the Exhibition a whole new grown-up feel. We are building on the success of last year's Show, which attracted an unprecedented 28 per cent increase in visitors. Our aim is to give our visitors real added value, then we know we will have done our job,"

LOTS TO SEE: SPATEX features in excess of a hundred top quality exhibitors drawn from Europe and America's leading manufacturers and suppliers. See the new products and latest innovations for the 2017 pool season first at SPATEX! View the impressive exhibitor list at www.spatex.co.uk

In addition to the stands, there's also a new product zone and this year there are more innovations than ever!

LOTS TO HEAR: We've curated the best double seminar and workshop programme to date, offering FREE education and training that is unmatched anywhere in the world. The traditional subjects are all covered but in addition there's some brand new topics. Here's a taster:

Swimming ponds and natural swimming pools have hit the European headlines of late so we've invited board member of the British Association of Natural Swimming Pools, Tim Evans, has been invited to give an introductory talk on the subject on Wednesday February 1st (12.30-13.30) in Arena 2.

For all lovers of rugby, Wasps Rugby Club Deputy Chairman, Nick Eastwood is giving a talk on Tuesday January 31st at 2pm in Arena 2 on Increasing Your Profitability – maximising leisure facilities and building a brand: the Wasps story.

Attendees of the workshops receive CPD points and certificates of attendance.

Further details on these and all the other seminars and workshops can be found at www.spatex.co.uk

LOTS TO CELEBRATE: SPATEX is hosting a networking extravaganza on Wednesday February 1st at 5pm in the Ricoh Arena Clubhouse bar complete with free drinks, delicious food and a lot of fun. All exhibitors and visitors are warmly welcome.

LOTS OF HELP: the SPATEX Help Desk will be at the entrance to the hall and we will be only too happy to help point you in the right direction if you have a query.

info@spatex.co.uk / www.spatex.co.uk



► **Stand G19**

New premises and new services at PROCOPI UK

In 2017, PROCOPI UK's professional customers will benefit from a larger range of products, with 3 times more products dedicated to the English market. PROCOPI will thus cover the whole range of products for private swimming pools, public swimming pools and spas.

In order to ensure the best possible service for its customers, the company will set up new sales offices, with meeting rooms and a training center, in Essex, Southend-on-Sea. From the first half of 2017, commercial and technical training will be offered on the products and technologies featured in the PROCOPI catalogue.

In addition, a new logistics system will ensure efficient delivery of all products in

its range.

The professional range of its products, unavailable online, will be reserved exclusively for swimming pool and spa installers, while the «ProSwell» range will be accessible on the websites.



Professionals can also take advantage of its marketing support, with POS Displays for the showroom, under a «Procopi Partner» agreement.

info@procopi.co.uk / www.procopi.co.uk

► **Stand A1**

A United Voice for the British Wet Leisure Industry

The BSPF brings together in one organisation the UK bodies representing contractors, manufacturers, distributors and retailers of swimming pools, spas, hot tubs, saunas, steam rooms and associated equipment. Having a unified voice for the wet leisure industry allows better dialogue with national and local government and other relevant organisations that have an impact on the Industry in the UK. It is then possible to ensure an effective communication system is in place to update the industry on issues likely to have an impact on the relevant companies.

Formed in 1999, the BSPF is a well-established organisation and the members include representatives from BISHTA, SPATA, SPATEX and PIP along with the STA. The STA are the world's largest swim teaching and lifesaving organisation. Management of the BSPF is via a board of representatives from BISHTA, SPATA, SPATEX and PIP and the current president is Alex Kemsley, who liaises with Chris Hayes, the BSPF Managing

Director and his staff, based in Andover, Hampshire. This management arrangement gives the BSPF a well-rounded view of the industry to provide a driving force for the wet leisure industry and helps to establish and improve standards across all sectors.

As well as representing the industry in the UK, the BSPF is a member of EUSA (the European Union of Swimming Pool and Spa Associations). There are currently fourteen members of EUSA, each one a National Pool and / or Spa Association in Europe. The



EUSA President is Andreas Petridis, from the Greek Association called SEEPY.

EUSA hosts the annual European Pool and Spa Awards, which gives each country the opportunity to make entries to the awards from their membership. The next awards ceremony is being hosted at Forum Piscine in Bologna, Italy and the UK shortlists its award entries for the EUSA Awards from winners of the British Pool & Hot Tub Awards.

www.bspf.org.uk

► **Stand A7**

Darfly Europe reports record filters sale!

This allows them to confirm they are the Europe's number one selling filter cartridge for pool and spa.

Darfly has increased its stock levels to over 40,000 filters to meet demands. The manufacturer states its core values as being:

"Better Filters:

The quality of our product has worldwide recognition; we are the only supplier of replacement filter cartridges to provide an unqualified

guarantee on our products. Darfly manufactures filter cartridges for many of the biggest OEM's.



Better Service:

We have placed our customer's experience at the heart of all we do; our business is customer-centric. Delivering customer value is extremely important to us.

Better Prices:

In a very difficult and competitive environment our pricing policy is to provide a better product at a better price, but never compromising on quality!"

This has been shown to work with a brand that is acclaimed by the trade and consumers in Europe.

info@darflyeurope.com / www.darflyeurope.com

► **Stand B18 & B32**

Golden Coast Launches the industry's only market research website

What are the most important trends in the industry? How do your competitors advertise? What is the largest area of growth in the market? What are the industry's business expectations for the coming year?

The answers to all these questions, and many others, can be found in the annual Wet Leisure Industry Survey, now published in its full version on the new website, WetLeisure.com, launched by the British distributor Golden Coast.

The survey was launched in October 2011 by Golden Coast, with the support of the British Swimming Pool Federation (BSPF).

Every year, market studies were carried out in the sector and their annual results published at the SPATEX exhibition.

This website is a real gold mine, listing the prospects and trends in this market. It gives business leaders an up-to-date view of the industry and allows them to identify future areas of growth.

Jamie Adams, Managing Director of Golden Coast said: «This new website provides valuable market information with one click. It is designed to help companies in our industry to make smarter decisions and ensure their future.

It is one of the means chosen by Golden Coast to support its customers and the industry as a whole by providing them with the information needed to identify opportunities, respond to purchasing trends and plan for the future more successfully».



Jamie ADAMS

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4 NEWS & NEW PRODUCTS

► Stand C32 & C35

SCP Europe's investments are accelerating: logistics, human resources, services...

We took advantage of the Lyon exhibition to meet **Sylvia MONFORT**, Managing Director of SCP Europe, and take stock of the company's on-going investments in people, logistics and services. The objective: to leverage expertise, both internally and among its resellers, in all swimming pool ranges (residential and public) and spas.



Gatwick Central Agency



Sylvia MONFORT
Managing Director SCP Europe

Sylvia MONFORT, what are the major changes taking place at SCP Europe?

As regards top management teams in our branches, 3 new people are joining our ranks:

- **Marco BASILETTI**, who is taking charge of the internal and operational responsibility of **SCP Italy**. He will work on the optimisation of internal processes and the improvement of methods and flows in the organization of the supply chain, after-sales service and customer service.
- In France, **Jérôme LÉVÊQUE**, who has been with **SCP Lyon** for 8 years, will take over the management of the Lyon branch as a **sales centre Deputy Manager**. This illustrates the opportunities for career development offered to our employees in-house, giving that he began as a Technical Sales Manager at SCP. His appointment will come into effect after a year of training and coaching **under the leadership of Guillaume VAGANAY**.
- At **SCP Portugal**, **Paula CAIADO**, new head of the **Lisbon central agency**, will work with **Filipa SANTOS**, the Managing Director of SCP Pool Portugal, to enable the growth of our sales and services in this sector.

They are really key positions, which either did not exist before, or which needed to be strengthened.

These reorganisations are all the more important as SCP will integrate a new ERP (Enterprise Resource Planning), **SAP** by design, a version of the famous System, Applications and Products (SAP), perfectly adapted to the needs of our agencies and our business as distributor. The first agencies to integrate this new system will be Portugal and Germany, and we plan to be operational within a relatively short time, by the end of March 2017, bringing logistics and increased efficiency in terms of service.

What are the developments in terms of logistics?

We are pleased to announce **the opening of a new agency on the Côte d'Azur, in Antibes (06)**. The warehouse has already been identified and will serve a mature sector well equipped with pools. The opening will take place during the first quarter. The goal is to supply the many professionals in this geographical area, because the agency in Aix-en-Provence is too far away to do it effectively and we want to increase our proximity to our customers.

We have also **doubled the storage capacity of our warehouse in Belgium**, as well as in Germany, to increase our stock on site, thanks to the rental of a warehouse nearby. The goal is to strengthen our presence in these markets, given that for Benelux and Germany **we have seen a growth of 30 to 40%** in the last two years. In view of these results and the increasing business

of professionals in the sector, we were compelled to expand our infrastructures to meet local demands.

In addition, with a view to streamlining and providing better service to our customers, **we have combined our two English agencies in Gatwick and Basildon (Essex)** to make it one of our largest logistics centres.



Ian PRATT
Group Sales and Marketing Director

All Basildon staff will continue to follow clients from a sales office, while all logistical operations and stock within the territory will be centred in the Gatwick Central Agency, where the SCP UK headquarters is also located.

Our capacity is growing there too, which will enable us to be more efficient in an important market through which many containers transit, especially those relating to spas.

Lastly, as regards training, **SCP France has just obtained the certification to become an approved training centre** and this will shortly also be the case for SCP Portugal. As of now, we can offer professionals a set of dedicated, high-level training courses for which they will receive a certification.

Any concluding remarks?

We invest in the fundamentals of our distributor business, namely in-house skills and human resources, because this is part of our corporate culture, infrastructure and logistics organisation, because this is part of the service expected from us by SCP's professional partners, and lastly, service, including training and marketing tools. The last point is essential in order to oversee and upgrade the skills of professional workers by providing them with key information on the new technologies inherent in the products distributed that require more know-how than before. **Our goal is to increase the level of expertise in-house, and in turn, our resellers, in order to better serve a growing market and in doing so, being prepared to meet its future challenges.**



Jérôme LÉVÊQUE - SCP Lyon, **Marco BASILETTI** - SCP Ivrea (Italie)
Paula CAIADO - SCP Lisbonne

info.eu@scppool.com / www.scp-europe.com

► Stand D34

The Plug-in-Pool lighting system in white or colours

CCEI has developed the Plug-in-Pool solution in order to reconcile water and electricity in the swimming pool. This system allows for the transmission of underwater energy by induction. It consists of a base section installed in the pool, in which a device with a compatible plug is connected.



BRiO mini Plug-in-Pool

Safe swimming

Plug-in-Pool is completely reliable in terms of safety. The current (24V DC) is only activated when a compatible plug is present in the base. And when this is the case, there is no conductive element present in the system. Manufactured from materials that are entirely resistant to corrosion, avoiding oxidation problems, the system will remain resistant over time.



Gaia colour Plug-in-Pool with trim ring

White or coloured lighting

Plug-in-Pool is already compatible with two sizes of spotlights, usable in the same base: a large and a mini spotlight, for which there are customisable trim ring colours.

Four different lighting options are available for the pool: cool white, warm white, blue, and starting this year, multicoloured.

The multicoloured spotlights can be controlled remotely via the BRiO RC+ system. This system allows the colour to be changed directly from a smartphone application.

Information on the Plug-in-Pool System is available on the dedicated website eu.ccei-pool.fr



contact@ccei.fr / eu.ccei-pool.fr



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► **Stand Certikin D10 / CertiDos D14 / Calorex C14**
Certikin headlines at SPATEX 2017

As the UK's number one supplier, Certikin boasts the largest stand at SPATEX 2017 with the promise of lots to see.

Featuring a spacious hospitality area, visitors can view 2017's new products. Taking centre place will be the fully revamped design of the CalderaSpas Utopia Series Cantabria. The eight-person hot tub, like the rest of the range, has been restyled and features a new high-tech cabinet. Details are kept minimal, elegant and contemporary. The new curved bar top design adds to the spa's signature look and creates a strong visual impact.

A new product line-up would not be complete without a new Dolphin – for 2017, the commercial Wave 200 floor cleaner makes its entrance.



In addition, SPATEX will be showcasing OC-1 filter media (launched early 2016) with two new complementary OC-1 filters for both commercial and domestic markets.

On 1st February at 11am, Commercial Manager, Steve Nelson, will be giving a seminar in the Ricoh Seminar Arena 2 on the ground-breaking OC-1 filter media.

The Calorex FX System, a fresh air ventilation system that delivers up to 95 per cent heat recovery and uses outdoor air to provide dehumidification, will be making its debut on the Calorex stand.

The Certidos stand will highlight the new VGE Pro UV-C system and Active Oxygen & pH dosing panel.

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Launch of the 2017 Senior Folding Goal by Anti Wave

Anti Wave International has been the world leader in the design and manufacture of aquatic technologies since 1972, when it first supplied competition swimming and water polo equipment to the Munich Olympic Games venue.

The Company introduces the 2017 Senior Folding Goal, a full sized FINA approved competition goal, suitable for all levels of training and competition. It is fabricated from custom powder coated aluminium extrusions and durable fibreglass floats, and meets all relevant FINA and LEN competition specifications. The front frame dimensions are 3000mm x 900mm. The goal folds flat for convenient storage – just pull the Rear Arms out of their sockets and fold down the Front Frame onto the Float Panels. Thus, it takes up little room for clubs and pools with limited storage space. In addition, its low weight makes safe and easy installation and disassembly by two people. The net is made of robust and “long life” polypropylene cords, which are knotted at each intersection, while floatation elements are from durable EVA cell foam. Its external carry handles assist with safe and easy pool deck transportation.

There are pool edges bumpers on side and rear of Goal in order to prevent chipping of pool tiles and guttering.



Anti Wave Water Polo Goals are designed in Australia and manufactured with the highest specifications, for use in all levels of aquatic facilities, from local club use to top international FINA and LEN competitions. Aquatic equipment of the manufacturer has been more recently selected for Doha Aspire Complex this year, 2016 and 2017 FINA World Cup in Singapore, Glasgow 2014 Commonwealth Games, and Sydney 2000, Beijing 2008 and London 2012, Olympics. Anti Wave also produces a full range of Water Polo equipment including Field of Play Lanes, Referee Walkways and Officials Tables, Ball holders and more. For full details please check the website.

anti@anti.to / www.anti.to



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For years, spa and pool replacement filter cartridges have always been clumped together using the same design and materials for both environments. As a leader in science and innovation, Pleatco set out to research, develop and successfully create **the first premium filter cartridge specifically optimized for spas!**

Revolutionary Pleatco Advanced SPA Filter Cartridges® center around our new exclusive and unique Pleatco Point Bonded Spa Filtration Fabric®, scientifically engineered to meet the demanding needs of the hot temperature and intimate bathing environment. In combination, Pleatco's Free Flow Cores® ensure high power propulsion flow and crystal clear, sparkling clean water filtration. You can replace almost any cartridge with a superior Pleatco filter cartridge providing your customers with the absolute best filtration possible and peace of mind to relax and focus on what's truly important - health and happiness.

PLEATCO-EUROPE.COM

6 NEW PRODUCTS

► Stand E40

To each pool a Zodiac® cleaner

Every year, Zodiac® R&D teams are developing new solutions to provide a complete range of high technology cleaners to meet both individuals and professionals needs. These electric, hydraulic or high-pressure cleaners rely on performance and energy savings and are suitable for all types of pools, whatever the shape or surface.

TornaX, the latest Zodiac® electric cleaner, is the lightest (5.5 kg) cleaner of the range. It provides efficient pool cleaning thanks to its smart movement and its rotating brush, which removes all debris before collecting it. TornaX is also designed to be easy to maintain, as the filter can be accessed from the top, which means that it can be rinsed without touching the debris.



MX9™

Another solution is the newly released hydraulic brush cleaner, the MX9™, which guarantees complete coverage of the pool thanks to its optimum grip and the MX-Drive 360° navigation system. An ideal and affordable solution for small or above-ground pools!

The Vortex™ PRO, Zodiac® star-performing electric cleaners, have an extra-large suction capacity thanks to their 4.7 L filter basket and their wide suction inlet. Those robotic cleaners are also equipped with Zodiac® patented extra-powerful and constant cyclonic suction. 2017 innovation: Vortex™ PRO cleaners are now available with a swivel to help reduce cable tangling. Star product of the Vortex™ PRO 4WD range, the RV 5500 is equipped with a 4-wheel drive to adapt to all situations as well as for optimal coverage and perfect grip.

Thanks to six pre-programmed cycles as well as a large capacity filter (up to 3.7 L), cleaners in the Cyclonx™PRO range provide optimum cleaning of the pool, floor, walls and water line included!

www.zodiac-poolcare.fr



TornaX

Due to the finer fibers and high-tech construction technique has a larger cumulative wet surface area, traps a higher concentration of oils, lotions and dirt and is optimized for hot water and high bather load environments.

Its construction allows the release of greater volumes of trapped dirt within the fabric when being cleaned, returning the filter to

New polycarbonate solar pool shutter, unveiled at Piscine Global!

The new Covrex® Solar+ cover is a polycarbonate solar pool shutter. Resulting from Covrex®'s expertise in solar pool covers, this pool shutter combines a highly resistant structure with a contemporary design.

Like the Covrex® Solar pool shutter that came before it, its structure has anti algae properties while providing excellent energy and environmental efficiency.

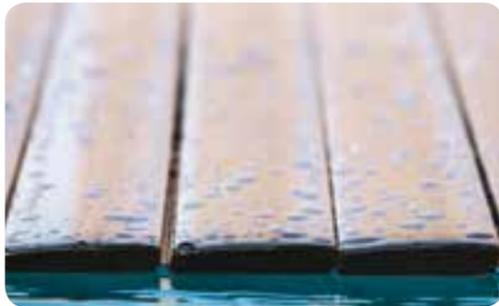
Additionally, its polycarbonate composition gives it up to 16 times better resistance to hail and impacts than PVC pool shutters.

Its new Silver design also makes condensation in the strips almost invisible, for a more aesthetically pleasing result. The manufacturer offers a 3-year warranty on the strips.

Just like the Covrex® Classic cover, the only cover with solid strips and flexible links (5 year

Warranty), the new polycarbonate solar pool shutter is as easily installed both on new pools and those being renovated. The Belgian company has developed 17 different drive systems, which allow the shutters to be installed above ground or submerged; either in a shutter casing or at the bottom of the pool. COVREX POOL PROTECTION sells the Classic and Solar+ cover models and is part of the Belgian group LPW Corporate. This group has been active in the pool business for more than 54 years and produces one-piece pools (LPW Ceramic Pools) and pool covers (Covrex Pool Protection).

info@covrex.com / www.covrex.com



Covrex Solar+



CEI A bright sunnysmile with a pool well-treated at the right temperature.

zelia

Compact and luminous salt chlorinator

- Salt chlorination up to 25 or 50 m³
- Transparent and compact cell
- Adapts production to the water temperature
- Detects the automatic cover
- Embedded flow-switch

Plastica Displayed on stand D34

Pleatco ADVANCED SPA: finally filter cartridges just for spas!

To improve the replacement filter cartridges that have always been clumped together using the same design and materials for both spa and pool environments, Pleatco successfully developed and created the first premium performance filter cartridge specifically optimized for Spas.

All Pleatco Advanced Spa filter cartridges are built around a scientifically engineered heavier 3.2 ounce point bonded filtration fabric. This filtration fabric, exclusivity Pleatco, meticulously constructed with a high volume of incredibly fine filter strands, provides better flow, higher dirt holding capacity and longer performance.

Due to the finer fibers and high-tech construction technique has a larger cumulative wet surface area, traps a higher concentration of oils, lotions and dirt and is optimized for hot water and high bather load environments.

Its construction allows the release of greater volumes of trapped dirt within the fabric when being cleaned, returning the filter to

a high level of original performance. Thus, spa and hot tub owners can clean the new advanced fabric filters simply and effectively, resulting in better flow, less maintenance and longer cycle times between cleaning.

In addition, Pleatco Advanced Spa filter cartridges are constructed around the Pleatco's Free Flow Core which provides greater flow for vigorous hot tub jet performance.

The combination of the new Pleatco advanced filtration fabric and Pleatco free flow core creates a powerful filtration system delivering rapid, highly consistent, repeatable cleaning power.

Designed to replace any type of filter cartridge, new Pleatco Advanced Spa Filter cartridges seek to give spa owners the peace of mind they need to relax and focus on what is truly important: health and

happiness. In few words, Pleatco Advanced Spa is ideal for a use of your spa healthier, happier and easier!



bat@pleatco.com / www.pleatco-europe.com

► Stand F14

Magnor's Pool care equipment

Magnor® manufactures a range of quality pool maintenance tools and accessories. Founded in Australia in 1972, Magnor® products are trusted by pool professionals in many corners of the world. Its range is now available in the UK and Ireland from Magnor Europe Limited, delivered from its warehouse near Manchester.

Built to withstand daily use, Magnor® offers one of the widest ranges of professional pool maintenance tools available. From a choice of sturdy brooms, rakes and scoops to a selection of vacuum heads, the range covers most pool cleaning requirements.



Attention to detail is a hallmark of this range. Vacuum heads are heavy, ensuring that they sit solidly on the pool floor. On some models, the wheels are height adjustable, helping the pool maintenance professional cope with varying operating conditions.

The full range can be seen at SPATEX 2017. A full catalogue can also be obtained by email on demand or can be directly downloaded online.

The 2017 trade prices are lower than last year's. To celebrate the 21st anniversary of SPATEX, there is also a special extra pre-season trade discount.

info@magnoreurope.com / www.magnoreurope.com



More than 1 million video views for our three Pool and Spa video network channels



► Stand D34

LED projectors that are even more efficient

Pioneer in the field, CCEI has been manufacturing projectors based on LED technology for over 10 years. The French manufacturer thus offers a wide range of projectors that adapts to the majority of the installations available in the European market (recess PAR56, inlet nozzles, pools without recesses, etc.)

Year after year, CCEI always works towards offering efficient and durable projectors, in step with the evolution of LED technology. This technology significantly reduces energy consumption and extends the life of the lighting system. The manufacturer proposes several types of lights in its range: white (warm or cold), or multicolour (up to 4 billion colours). For multi-coloured lights, the company develops solutions that allow one to control the colours of the projectors remotely. These have become increasingly intuitive, with Smartphone apps letting you choose the colours you prefer, or use pre-programmed sequences to illuminate the swimming pool. Above all, these new advances are still user-friendly, as only 2 cables are needed.



contact@ccei.fr / www.ccei.fr / eu.ccei-pool.fr

► Stand C37

Heating hot tubs faster on Bowman stand

A faster, more economical method of heating commercial or domestic hot tubs is the focal point of E J Bowman's stand at SPATEX 2017.

Bowman's new EC80 heat exchanger is becoming increasingly popular as an alternative to traditional electric heating for hot tubs, as it enables them to be heated by gas or renewable energy boilers.

The benefits are significantly faster heat up times – typically up to 8 times faster compared to electric – and significantly lower heating costs. The manufacturer illustrates both single and multi-tub installation on its stand, as well as displaying its acclaimed titanium swimming pool heat exchangers.



info@ejbowman.co.uk / www.ejbowman.co.uk

► Stand C32 & C35

The Garden InverTech heat pump

SCP presents the Garden PAC InverTech, reputedly the quietest heat pump on the market.

Its low speed operation makes it 10 times quieter. This new heat pump is powered by Full-Inverter™ technology, a unique 100% Inverter technology. Precise adjustment of the compressor and fan speed provides a consistent water temperature in an intelligent, efficient, and optimal way. Based on an innovative dual-mechanism solution, two impellers work in unison to balance motor torque and avoid shaking. This results in very high efficiency, low vibration and silent operation.



info.eu@scppool.com / www.scpEurope.com

► Stand H15

New Swim Safe anti-algae slats

The anti-algae slats by Swim Safe are a combination of the excellent features available on the market today. They are made of specially developed hard polycarbonate provided with a solar profile and a black hinge that protects the slats from the sun and reduces algae growth to a minimum. In addition to the standard 60mm slats are the anti-algae slats 62,5mm wide and slightly higher which result in bigger air chambers. This gives the slats a better floating ability and thermal insulation capacity. The slats are produced with a tri-extrusion that gives them a better UV-resistance. Not only have the technical features of these slats been improved but also the aesthetics of the anti-algae slats due to the almost flat coverage and fewer seams. A positive side-effect of the cover is a clear saving on expensive chemicals, which is the result of less evaporation of the water and reduced algae growth.



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Soleo's miroir swimming pools

Mirror pools are Soleo's latest novelty. This technological innovation developed by RP Industries – exclusively for Soleo's system – allows to install a mirror swimming pool much faster and economically. Infinity swimming pools are one of the most sophisticated current market trends.



In this type of pools, the water line merges with the floor, reflecting the sky, the landscape and the architectural details of the surrounding area. By applying the technology Soleo in infinity pools it's possible to obtain a luxurious and modern result, with a lower cost and faster than with the traditional construction techniques used in the concrete pools.

The steel structure is announced to be stronger, more durable; it does not require much maintenance and is prepared to withstand seismic activity.

These mirror pools offer a wide range of formats and types of bottoms and enable choice of two types of coating: reinforced liner or glass mosaic. The combination of all these elements allows an almost unlimited customization, responding to the wishes and requirements of customers.

info@rppiscines.com / www.grouprpi.com

SPATEX 2017
THE POOL, SPA & WELLNESS SHOW
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Discover our range at **BOOTH C32 & C35**

POOL EQUIPMENT • WATER TREATMENT • WELLNESS • OUTDOOR LIVING

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UK

info.uk@scppool.com - www.scpEurope.com

8 NEW PRODUCTS

Nanocrystals and hydroxyl radicals: an innovative device for sanitising pool water

ELECRO Engineering Ltd proposes a remarkable solution for treating pool water using UV and Nano Crystal technology. The Quantum system combines photo-catalytic technology and hydroxyl radicals. The ceramic crystal catalyst at the heart of Quantum system is based on the same technology used to convert sewage water into potable water. Unlike traditional UV treatment, which only neutralises the DNA of harmful pollutants to prevent proliferation, the Quantum actually destroys and kills bacteria, viruses and microorganisms, even those that are highly resistant to traditional chemical products.

It is today one of the most powerful disinfectant available, eliminating all harmful waterborne organisms. According to the manufacturer, it is the only technology that is able to break down organic elements such as urea and sun tan oil and reconvert them into their harmless molecular form. Another advantage: the reaction being contained within the Quantum's ceramic

catalyst chamber, no by-products are released into the water, often the source of unpleasant odours, skin irritations and respiratory problems. Case studies showing an average saving of 74% in the consumption of chemicals, the user significantly reduces his expenses. Furthermore, the electricity used by the Quantum barely exceeds that of an ordinary bulb. Thus, the device proves to be a wise investment.

In addition, the ceramic catalyst is several times harder than glass and will never be consumed by the reaction, expected to long outlive the 3-year manufacturer's warranty. The manufacturer also offers the option of an integrated peristaltic dosing pump to automatically shock dose the pool when required.

As well as significant savings, recent consumer testimonials have reported a visible improvement in water clarity when using the Quantum, often described as 'sparkling water'.



sales@elecra.co.uk / www.elecra.co.uk

► Stand E50

Compact and sustainable filtration system

FLUIDRA introduces its filtration system, NanoFiber, marketed under the AstralPool brand and aimed at pools up to 90 m³. This self-cleaning filter has a sophisticated network of nanofibres, which is able to filter particles of between 5 and 8 microns and preventing the device from getting clogged up with dirt.

Its cutting-edge technology makes it a very efficient filtration system: a central manifold send the water flowing through the mechanism sideways. As the water is redirected, this not only results in the even distribution of dirt but also extends the filter's service life. One of its other advantages is that it is easy to clean. The self-cleaning system on the top of the main body has a lever that is easy to automate. By turning this lever, the nanofibres filter medium also turns and ensures that the filter is properly cleaned.

Moreover, once the device has been backwashed, its initial flow rate is restored.

From a compact (diam. 400mm x 650mm ht.) and sustainable design, NanoFiber is also compatible with other filtration and pumping systems.

The NanoFiver is made up of:

- Manual NanoFiber: by fitting a manual selector valve, the filter self-cleans by manually turning it;
- Automatic NanoFiber: the self-cleaning function is more or less automated, according to the selector that is fitted (automatic, or manual with a manual selector valve to activate the cleaning by pressing a button).

The physicochemical tests that were conducted by an external laboratory (Porometer) have shown a mechanism that filters more evenly and thoroughly than other models and without limescale.



info@astralpool.com / www.astralpool.com

► Stand D8

A wide range of automatic covers

OCEA presents the pool covers that made it such a success over the last 20 years. All these years, the brand has remained true to its values by focusing primarily on the quality and durability of the products it develops and manufactures in its own workshops. The Belgian company leverages its expertise in "made-to-measure" project management, to meet the requirements of the most demanding customers and the constraints of the most ambitious projects.

In addition to its robust and modular structures, it also offers one of the widest choices of slat colours in the market, thanks to its 4 in-house extrusion lines, mastering all the aspects of production from A to Z. This year, besides the enhancement of existing products, it will present its new Cobalt polycarbonate blades, and also new solutions for automatic covers for aboveground pools.



info@oceacovers.com / www.oceacovers.com

► Stand B7

A connected handheld photometer

The eXact iDip® Smart Photometer System® (IP-67), durable, and backed by an industry leading 2-year warranty. Its compliance with the EPA, ISO, and DIN testing specifications attests to the meter's quality, reliability, and accuracy. With the arrival of the latest eXact iDip® application upgrade, the already highly versatile device has become even more essential to the water testing specialist. ITS application upgrades have made the user experience simpler and more cost effective. The eXact iDip® recently added Automatic Calculations to their smart device application: Langelier Saturation Index (LSI), Magnesium Hardness (as CaCO₃), Residual Alkalinity (RA), and Sodium.

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itseurope@sensafe.com / www.itseurope.co.uk

Pentair S5P2R™ Variable Speed pump

The new Pentair S5P2R™ VS pump, which answers to today's highly ecological standards, is another addition to the range of variable speed pumps from Pentair.

This pump is the wise choice for pool owners who want to step-up to the energy savings of variable speed technology at an affordable price. It costs significantly less to operate because of its variable speed technology moving water more efficiently at lower speeds and will allow to select the perfect set-up for any pool, while reducing the power consumption.

The S5P2R™ VS is ideal for standard pools thanks to its 1.5 HP permanent magnet motor and is engineered for easy installation, simple operation, and trouble-free service. It has a simple, intuitive user interface that is easy to program/operate and easy-to-access electrical connections for simple installation. And unlike some other pumps, it has an internal timer so no need to buy and install a separate one.

Additionally the S5P2R™ VS is a direct and cost-efficient replacement for the existing Sta-Rite™ S5P2R™ pumps. It is also compatible with the Pentair ControlPro™ Filtration Manager.



marketing.poolmea@pentair.com / www.pentairpooleurope.com



NEW 2017
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www.fabistone.com

Linov's 2017 catalog now available!

Linov starts the New Year with the announcement of its 2017 catalog including a complete price list for liners and covers for swimming pools. Like every year, this edition reflects the year's global trends in swimming pool liners, beautifully presented for pool professionals. It offers a preview of the latest range of liners with dozens of colours and patterns, accompanied by high quality images of application in swimming pools, which enables customers to select the solution that perfectly suits their pool and personalities. Designed to meet the professionals' requirements, the catalog also contains application tips and advice, and a range of winter and isothermal covers for swimming pools produced by Linov. Professionals can request it by email.

info@linov.pt / www.linov.pt

► Stand E4

WaterLink® Spin Touch™ Lab

The WaterLink® Spin Touch™ water analysis lab is a brand new instrument designed to be used on-site by pool operators and service professionals or in the store by retail professionals. Using just one water sample, and a unique reagent disk, the 6-wavelength photometer can accurately measure a full suite of 10 different parameters in just 60 seconds. A new 3-Use disk can also be used which gives results for free, total and combined chlorine and pH in just 30 seconds!



The unit is operated by a touch screen, which displays the results once the tests have completed. The results can be viewed on screen or can be transferred into software in order to generate dosing recommendations and achieve perfect water chemistry!

This is one of the most advanced systems of wet chemistry methods ever produced! Now pool and spa analysts can achieve precision without time consuming test and clean-up procedures. This ground-breaking analysis system is so simple anyone can use it! No vials to fill, no prep time, no guessing!

sales@lamotte-europe.com / www.lamotte-europe.com

► Stand E16

Intuitive and innovative pool water analysis

Intuitive handling is only one among many reasons why the photometer PM 630 simplifies the analysis of water in pools and spas: the instrument is pre-programmed with 34 parameters. Equipped with innovative Bluetooth® based data management, the PM 630 sends the data directly to the user's smartphone or tablet.



The package is completed with the AquaLX® app, a free of charge download that allows to graphically enhance the data and supports sending the results via email.

info@tintometer.de / sales@tintometer.de
www.lovibond.com

Aquaguard, high-end automatic safety cover

The Aquaguard cover is a truly automatic multifunction system for the greatest satisfaction of its users. T&A has been marketing this system with its many advantages for more than 15 years. It provides optimum security for the pool by covering it completely. The cover is made of high resistance PVC and can support the weight of several adults. Furthermore, it limits the evaporation of water and blocks UV rays, keeping the swimming pool much cleaner and healthier.

Aquaguard can be integrated during the construction of the pool, fitting into a small dry niche (40 x 40 cm) and can also be adapted to existing pools in an aboveground bench of only 45 cm in height. As its hydraulic pump is installed in the machine room of the pool, there is no electrical power present at the edge of the pool, for more security.

This system adapts to swimming pools of up to 140m², with a very fast operating time (45 seconds for a 10 x 5 m swimming pool). Its Mono-DRIVE technology, stainless steel mechanism and the traction halyards with Kevlar components make this automatic cover a high-quality and reliable system requiring little maintenance. Aquaguard is distributed in the UK by Paragon Pool Services.

info@paragonpoolservices.co.uk
www.paragonpoolservices.co.uk



New skimmer Classic Wide 385

The Swedish pool equipment specialist Pahlén launches a new skimmer Classic Wide 385 for private swimming pools. This new skimmer gives high water level with efficient extraction of debris and circulation for all type of swimming pools. Classic Wide 385 is made of acid proof stainless steel AISI 316L and is suitable for liner pools. It has a vertically adjustable collar (30 to 70mm), an opening of 385 x 92mm and a large, high-capacity strainer basket. Other dimensions: filtration outlet internal thread 2"; overflow outlet internal thread 1,5"; water refill inlet internal thread 0,5"; connection for water level control – diam. 13mm.



info@pahlen.se / www.pahlen.com

► Stand C32 & C35

New Beachcomber metallic finish hot tub



SCP presents the Titanium 725 Special Anniversary Edition hot tub from Beachcomber! Its shell's Titanium metal coating gives it a striking appearance. With 6 seats, including one long seat and a cooling seat. This special edition model is equipped with 33 massage jets, a 3kW heater, Roman Arch waterfall, Everlite atmospheric lighting, crescent moon ambient lighting, a circulation pump and Clairtech UVC treatment, an Air Connect music system, Reflex Foot Massage, an energy efficient management system, and the

special Titanium acrylic metallic finish.

It comes with a footstep with Guiding Light LED step lighting, Ebony (Grey) cabinet, and a Steel protective cover. It is guaranteed for 2 years, the acrylic surface for 5, and the hot tub's watertightness is guaranteed for life.

info.eu@scppool.com / www.scpEurope.com

Pahlén all new Classic line

- Heat Exchanger Maxi-Flo in titanium
- Spotlight Dimmable spotlights of stainless steel
- Skimmer Classic Wide 385 for higher water level in the swimming pool

Pahlén
swimming pool equipment

New catalogue available Januari 2017



NEW!
Products
2017
with superior
quality and
efficiency.



10 NEW PRODUCTS

► Stand G15

POOL UP: the construction site shelter to build pools all year round!

The French company POOL UP CONCEPT presents an original product, at a very reasonable cost for the professional: the construction site shelter POOL UP.

Made of very flexible material, resistant to all climatic conditions, winter and summer, easy to handle, it is quickly put in place (15 minutes by 2 people), and can undergo many mountings and dismantlings without damage. It also provides exceptional thermal insulation as well as sound and visual while offering an ideal luminosity.



If the custom-made is possible, the POOL UP is mainly available in 2 models which, together, cover 90% of the pool market. Each offers different dimensions and options and is adaptable

in length thanks to a system of straps. The ML 69 can extend from 6 to 9m, the ML 912 from 9 to 12m. An extension can also be envisaged by the addition of a 3 m tarpaulin. The Pool Up is not just a weather-related tool, but a real production tool, to be used all year round and which brings many advantages in the way professionals work.

The Pool Up is not just a weather-related tool, but a real production tool, to be used all year round and which brings many advantages in the way professionals work.

The Pool Up is not just a weather-related tool, but a real production tool, to be used all year round and which brings many advantages in the way professionals work.

contact@poolup-concept.com / www.poolup-concept.com

► Stand E50

New generation electrolysis systems

FLUIDRA is announcing some new developments that are exhibited alongside its flagship products.

Two electrolysis systems complete the regulatory instrument range offered by AstralPool, in order to provide an alternative in terms of ease of installation and use to professionals and users. SEL BLUE and SEL BLUE EVO are a new generation of electrolysis system ranges, designed and developed in France by the FLUIDRA Industry production unit. The SEL BLUE EVO systems are destined exclusively for swimming pool specialists.



Sel blue



Sel blue EVO

info@astralpool.com / www.astralpool.com

Pleatco Filter wash - The mighty little tablet that does the work for you.

Introducing new Pleatco FilterWash a fast acting fizz cleaning tablet specially formulated to penetrate deeply into any reusable filter cartridge and remove the accumulated materials such as suntan lotion and oils, body oil, grease, dirt, soap scum and other organics.

Unlike other cleaning agents, Pleatco FilterWash comes in individual formulas - one for pools and one for spas, scientifically engineered for each environment.

Pleatco FilterWash is environmentally friendly and requires no measuring and no messy chemicals.

Extremely easy to use, each Pleatco FilterWash tablet cleans thoroughly up to two filter cartridges and allows them to return to a high level of original performance without harming the filter.



bat@pleatco.com / www.pleatco-europe.com

► Stand B6

SPECK: a pump that looks great!

The adjustable-speed BADU Profi-MK Eco VS pump from Speck Pumpen, with its energy-efficient and modern design, comes in a compact version with an integrated pre-filter. A special feature of the pump is that it connects without a mechanical seal, using magnetic coupling.

This concept protects it from any wear and tear and dispenses with any maintenance. A new water-circulation method makes the pump self-cooling. Lastly, the transparent cover is fitted with a LED light that allows easy and quick visual monitoring of the pump.

To note: this pump won a trophy for innovation in the «Maintenance and Filtration» category at the recent Global Swimming pool exhibition in Lyon.



info@speck-pumps.com / www.speck-pumps.com

► Stand D3

PVC and polycarbonate slats from OASE

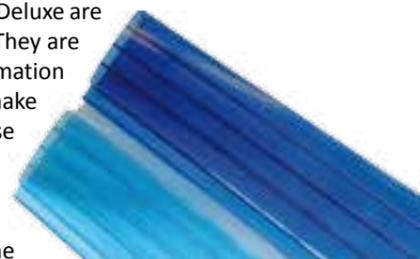
Apart from its regular offer of PVC slats, OASE has been exporting a range of high quality polycarbonate slats for pool covers over the last 10 years to over 30 countries.

These slats are available in three types of profiles, namely, a standard profile in 60mm, the much sought-after profile in 83mm with anti-algae hinges, and the anti-algae luxury profile in 63mm, manufactured in materials that are extra-resistant to UV rays.

Two new colours in exotic shades of blue have been added recently: Blue Lagoon and Sky Blue. Various models are available in the Solar Version: Vived Aqua (blue), Garden Green, Crystal Clear (transparent) and Silver (silver look). The Oase Deluxe are anti-algae solar slats 83 mm wide and 16mm thick. They are characterized by a dark hinge that prevents the formation of algae. Furthermore, their sturdy profile helps to make the covers even more solid and thus also safer. These cover slats contain 50% more air, maximizing their insulating and water warming qualities.

The Oase Prestige Anti-Condens Silver Solar slats have a transparent silver coating that prevents one from seeing through them, but which also lets sunlight in.

As a result, the condensation in the slats of the cover is no longer visible. Among the polycarbonate slats made by the manufacturer, the Oase Top-UV Solar slats are the most durable, thanks to the tri-extrusion process used. The extra UV protection also extends their life cycle.



info@oase.be / www.oase.be

► Stand E58

Heatsavr™ liquid pool cover

BRENTAG UK & IRELAND distributes the Heatsavr™ liquid pool cover, an innovative and environmentally friendly liquid pool cover, which provides considerable savings on water and energy usage. Dosed on a daily basis, Heatsavr™ forms an invisible barrier on the pool water surface, trapping water and heat within the pool. Heatsavr™ is tasteless and odourless and has no effect at all on pool water chemistry.

In an indoor pool, the difference in the air quality is apparent as bathers and pool attendants enjoy a more comfortable pool environment with lower humidity levels and reduced condensation. Energy savings vary within the range of 10 to 40%, dependent on the air handling system in place. Brenntag UK & Ireland is currently seeking new distributors for Heatsavr™ and Ecosavr™ across Europe and specifically in France, Germany and Italy. Distributor discounts are attractive and marketing material, technical advice and support is available.



enquiry@brenntag.co.uk / www.heatsavr.com

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www.linov.pt

► Stand C5

Green technology versus green pools

Normally, reporting of the Olympics centres around the colours gold, silver and bronze. This year green came into the picture as well. There is scarcely a sport which attracted so much media attention as the swimming, for overnight the diving pool changed colour. Blue became green. It was quickly obvious that there were algae growing there. Something was not right with the water treatment. It is imperative that the interaction of pool hydraulics, flocculation and filtration, disinfection and oxidation, together with fresh water replacement are in harmony, if you want pools with crystal-



clear, drinking-quality water. This is what Dryden Aqua wants and can provide. That is why the company has further developed its tried and tested Dryden Aqua Integrated System (DA-SY). As well as the highest level of filtration and flocculation, the Dryden Aqua Generator (DA-GEN) provides disinfection and oxidation. The complete solution is called DA-SY+, a control unit which is both modern and easy to operate.

It regulates the pH value and free chlorine, drives the circulation pumps at three different speeds, automatically back flushes the filter and monitors the whole process wirelessly.

sales@drydenaqua.com / www.drydenaqua.com

FABSTONE's 2017 catalog is available!

Fabstone, a company specialized in the manufacture of pavements and copings for swimming pools, has available the new professional catalog for 2017. This new catalog, published in four languages (Portuguese, English, French and Spanish), brings some news and has an updated price list for professional customers.



Fabstone has a global presence through a partnership with some of the main international distributors and has been experiencing a continuous growth, the result of the dedication to its customers and the recognition of the quality of its products.

In 2017, the company hopes to continue the same positive momentum and to reach new customers and new markets.

The new catalog can be requested by e-mail.

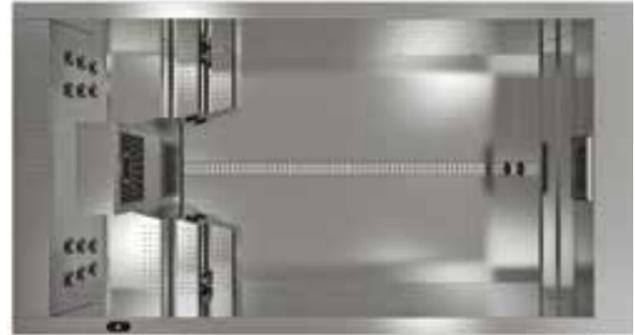
info@fabistone.com / www.fabistone.com

► Stand B2

New spa models by WELLIS

The last successful global exhibition of the Pool & Spa industry in Lyon revealed Wellis various innovations and new Spa models.

Firstly, KONGO, the new stainless steel SwimSpa, displays a unique design and the durability of stainless steel, bringing a timeless appearance. Thanks to a counter-flow turbine engine (W-Power Turbine), it provides a high performance swimming and Spa experience, with a cost efficient solution.



Kongo

The stainless steel range is completed with VOLCANO, which combines a high standard design with an amazing Spa experience. Thanks to the weather-resistant coating, Volcano spa is perfect for both indoor and outdoor usage.

The stainless steel is resistant to UV-rays, frost and thermal stresses, so that the users can enjoy them for a long time!

The Wellis new STARLINE range is the result of more than one year long R&D, and it includes the Discovery, Voyager and Explorer models. If they don't offer you to go into space, their main innovations are the improved headrests- which can supply reliable comfort when watching the starry sky- the better filter housing and the captive design of the new items. The latest range development brings a completely new, modern diverter and air inlet regulator, which ensures smoother, more precise massage settings.



Volcano



Discovery

For better comfort, lighting waterfalls on the edge of the spas make the bathing more enjoyable.

export@wellis.hu / www.wellis.eu

BOWMAN HEAT EXCHANGERS

Dominating in the pool!

The ultimate heat transfer performance for pools, spas and hot tubs

Here's why Bowman is the leading brand for pool heat exchangers

- More Efficient**
Heats pools up to three times faster
- Energy Saving**
Faster heat up reduces energy and saves money
- Wide Range**
Available in titanium, stainless steel and cupro nickel
- High Quality**
UK manufactured to the highest quality
- Renewable Energy Models**
Suitable for solar panels or heat pumps
- Easy Installation**
Many units fit directly into pool pipework

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Spécial PROS



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NEW PRODUCTS

► Stand B37

Herborner 100% coated pumps beat corrosion

German pump specialist Herborner Pumpenfabrik is showcasing its latest innovations in pump engineering for swimming pools and drinking water applications – the 100% coated herborner.X swimming pool water circulation pump with integrated inline filter, and the 100% coated herborner.F block pump.

The result of a €2 million investment, the new pumps are said to provide 100% protection from corrosion (assuming the pumped medium is free of H₂S, up to 1000 mg/l chloride ions) with a coating layer up to 1000 µm thick. New hydraulic technologies are also claimed to boost efficiency by up to 10%.

The 100% coating covers inaccessible areas such as gaps and screw threads, and Herborner says the design details needed to achieve this degree of protection make its pumps unique.

info@herborner-pumpen.de / www.herborner-pumpen.de



► Stand C14

Variheat III: star of the Calorex stand!

Calorex, a leading British manufacturer of heat pumps and dehumidifiers, with nearly 40 years of design expertise, presents at SPATEX a newly modified Variheat III. Complete with touch-screen technology and remote internet connection, the unit will now allow the users to control pool temperatures as well as other key features directly from a smartphone.

The unveiling sees the Variheat III compete alongside its sister product, the Delta, giving the customers more options for heating and cooling their indoor swimming pools.

The Variheat range is specifically designed for light commercial or domestic use and offers in excess of 3,500 configurations. It can be supplied with heat recovery to air and water, or air only, and is suitable for use with renewable heating technologies such as heat pumps and can give summertime cooling through their unique refrigeration system.

Offering the ultimate in flexibility for tight plant room spaces, the Variheat range is a dehumidification and ventilation system in one, with heat pump heat recovery to swimming pool water and air.

And the Variheat III is not the only swimming pool product on display. It sits alongside the Calorex Delta, the FX2, and the popular Pro-Pac and AA500 systems.

Calorex is once again teaming up with UK distributors Certikin on their stand at SPATEX Show.

sales@calorex.com / www.calorex.com



Fitness Spa, the compact and modular Swim Spa

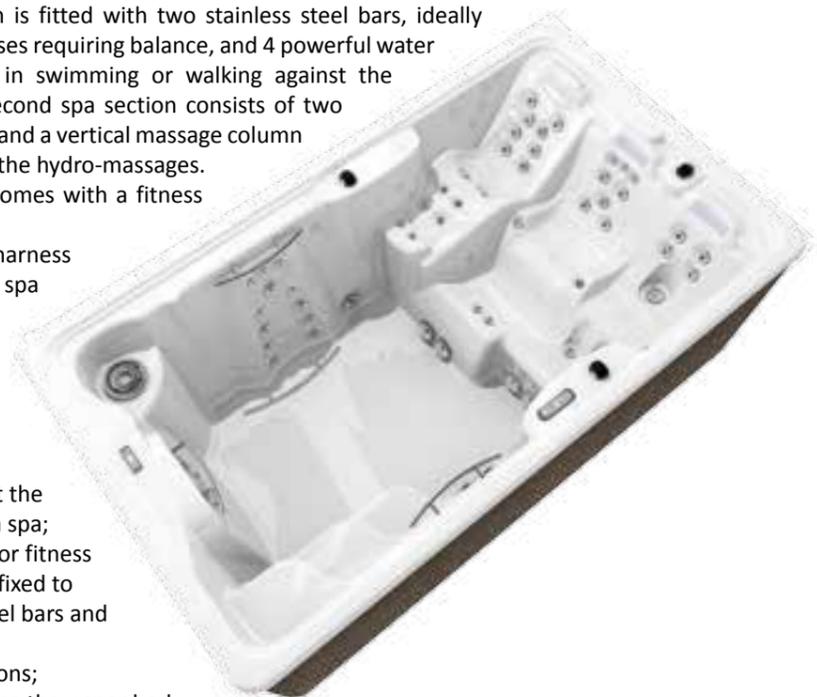
The Fitness Spa from Aquavia Spa is billed as the most compact swim spa on the market. Measuring 4 meters long and 2.30 meters wide, it offers two spacious sections, the first designed for swimming and aquafitness, and the second for hydro-massages to create a complete spa. The first section is fitted with two stainless steel bars, ideally suited for exercises requiring balance, and 4 powerful water jets to indulge in swimming or walking against the current. The second spa section consists of two seats, a recliner and a vertical massage column to complement the hydro-massages.

This swim spa comes with a fitness pack including:

- A pole with a harness for swimming: a spa accessory easy to install in the spa to swim comfortably without worrying about bumping against the wall of the swim spa;
- Elastic bands for fitness exercises, to be fixed to the stainless steel bars and combine in various positions;
- Oars: to exercise the upper body in a rowing position.

The spa can be supplied with additional EcoSpa insulation (highly recommended for this type of product) and a Bluetooth Surround Audio option.

aquaviaspaaquaviaspaa.com / www.aquaviaspaa.com





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All companies and products listed below are looking for distributors. You can find other companies and full information on our website in 8 languages under "DISTRIBUTORS WANTED" or by scanning this QR code. This section provides a detailed presentation of companies, their products and a contact form to reach them.



ALTO REFRIGERATION MANUFACTURING CO., LTD. Dehumidifiers and heat pumps

Alto is one of the most trusted HVAC manufacturers who manufacture multi-functional swimming pool dehumidifiers and swimming pool heat pumps for both commercial and residential customers. Alto is also able to provide estimates and consultations to customers for projects besides the standard products.

info@alto-air.com.cn / www.alto-air.com.cn / www.altodehumidifier.com



LINOV High quality liners

Specializing in the manufacture of liners and covers for swimming pools, as well as global solutions for pools, LINOV, part of the RPI Group, is one of the largest equipment suppliers in this market sector. With a modern production unit of over 1800 m², located in Portugal, and using the latest technology for the manufacture of its products, LINOV has a very high production capacity. The LINOV liners are made from the finest vinyls available in the world: top-quality ALKORPLAN from RENOLIT and RT 3000 INFINITY quality from GENERAL TOWER CANADA.

info@linov.pt / www.linov.pt



FABISTONE Reference in the manufacture of reconstituted natural stone

Specializing in the manufacture and marketing of reconstituted natural stone, FABISTONE, from RPI Group, proposes several ranges of paving tiles, copings and walls that combine design and comfort. The large production capacity is ensured by a modern manufacturing unit with a fully automated production line. Thus we can export to many countries such as Spain, France, Italy,

Belgium, Angola, Cape Verde, Morocco, Tahiti, Kuwait, Egypt and Dubai.

info@fabistone.com / www.fabistone.com

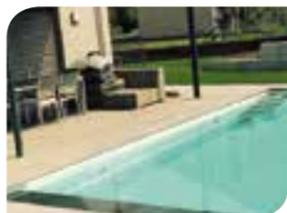


LUXE POOLS - MARINE INOX pools and spas

MARINE Inox pools are produced from AISI 316L stainless steel panels on a carbon steel frame. Stainless steel pools can be individually designed for every customer. We can do sitting areas, spas, whirlpool equipment installation, jet streams and lighting solutions. MARINE Inox pool can be installed above ground, on building roof or in mountainous area. Pool frame holds pool panels and water in it, so no specific concrete installation needed around

the pool. This saves time and of course money for our customers. LUXE POOLS organise delivery of every pool in European territory.

info@luxepools.com / www.marine-inox.com



LUXE POOLS

Quality pools and pools' parts manufacturer

LUXE POOLS is an experienced pool products manufacturer of pools from polyester and vinylester resins, stainless steel pool parts and stainless steel pools. Fiberglass pools, manufactured in our factory, are specially made for severe northern Europe climate, resistant to big temperature changes. Surface coatings are UV and chlorine resistant, shell has in total 10 independent layers of structure. All pools are manufactured with special OSMOSE prevention layer and innovative PU Polyurethane hard insulation foam. We can transport pools by European roads with our trucks; in Europe and out of Europe by pallets (smaller models); by standard containers (smaller models) or by oversize containers up to 28 pcs per container for overseas.

info@luxepools.com / www.luxe-pools.com



BRIDGING CHINA INTERNATIONAL

Pumps, Filtration Systems & Heat Pumps

Bridging China was established in 2005. Since then, it has positioned itself as a professional pool company providing wide range of products from maintenance accessories to high-end equipment including, pumps, filters, filtration systems, automatic cleaners, and heat pumps. If you are looking for a China supplier for complete service and competitive prices, then we are your ideal partner to work with!

pool@bridging-china.com / www.bridging-china.com



CPA Quality, reliability and professionalism

CPA Ltd. is a direct sales manufacturer of components for swimming pool construction for residential swimming pools, public pools, water parks, swimming pools for physiotherapy etc. It specializes in fibreglass, with a dedicated department using the best equipment and fittings directly producing a number of technical installations for all sizes and needs. There are more than 15 models in the product range: springboards, pools and a host of

small slides, games, rock structures and platforms.

info@cpapiscine.it / www.cpa-piscine.it



RP INDUSTRIES - The strength of a group

A leader in the Portuguese market for over 20 years, we are proud of the 50,500 and more pools we have installed in countries around the world. We offer innovative patented solutions such as SOLEO pools (pools in SPECTRON steel), INOBLOCK, NATURALIS and DYNAMIC PANEL POOL for public pools. We have a large production capacity, ensuring rapid delivery and competitive prices. info@rppiscines.com / www.rppiscines.com

Magazine
SPECIAL ISSUE N°2

Special
COMMERCIAL Special vs PROS
Pools, Spas & Equipments



Special COLLECTIVITÉS
Piscines, Spas & Equipements

Distribution : 37,200 contacts

- 10,900 free shipments to pool and spa industry professionals (constructors, distributors, manufacturers, importers...), managers of pools, campsites, hotels, clubs, resorts, municipalities...
- **ADDITIONAL DISTRIBUTION at trade fairs (2,000 copies)**
 - ATLANTICA in La Rochelle - October 2017
 - SETI in Montpellier - November 2017
- Digital version sent to 24,300 contacts by email

2017 Issue Date: September

INCLUDED:
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 www.aquatherm-moscow.com
- FORUMPISCINE 2017 - ITALY**
From 16/02/2017 to 18/02/2017
 Bologna
 info@ilcampo.it
 www.forumpiscine.it
- TECNOVA-PISCINAS 2017 - SPAIN**
From 28/02/2017 to 03/03/2017
 Madrid
 tecnovapiscinas@ifema.es
 www.ifema.es/tecnovapiscinas_01
- PISCINE EXPO 2017 - MAROCCO**
From 01/03/2017 to 04/03/2017
 Casablanca
 4you.medias@gmail.com
 www.piscineexpomaroc.com
- BSW INFOTAGE 2017 - GERMANY**
From 10/03/2017 to 11/03/2017
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 info@bsw-web.de
 www.bsw-web.de/infotage
- AQUA SALON : WELLNESS & SPA. SWIMMING POOLS AND SAUNAS**
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 mnv@weg.ru
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- PISCINE ASIA 2017 - SINGAPOUR**
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 www.piscine-asia.com
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 www.poolspabathchina.com
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Scan-me!

Trade fairs: double-check before leaving
 Following the recently postponed and cancelled trade fairs and events these last months, we remind you it is recommended to get in touch directly with the organizers of the various shows you wish to attend, in order to obtain confirmation of the exact dates and that the event will be held. We only relay the information which is provided to us by the organizers and update in real time all modifications.
 We can not be held responsible for such last minute cancellations.

Prepare your exhibition agenda

As we usually do, we give you below a line-up of the upcoming exhibitions around the world for 2017. Throughout year, as usual, we will not fail to bring you plenty of information and news on new products which will also be published on our website www.eurospapoolnews.com and in our newsletters. **Le JUSTE LIEN** will be distributed at most of these exhibitions in the local language. Don't miss the chance to advertise in these magazines distributed at the entry of all these exhibitions. They are an excellent media of communication. If you wish to feature in any of the upcoming editions, please contact us at : contact@eurospapoolnews.com

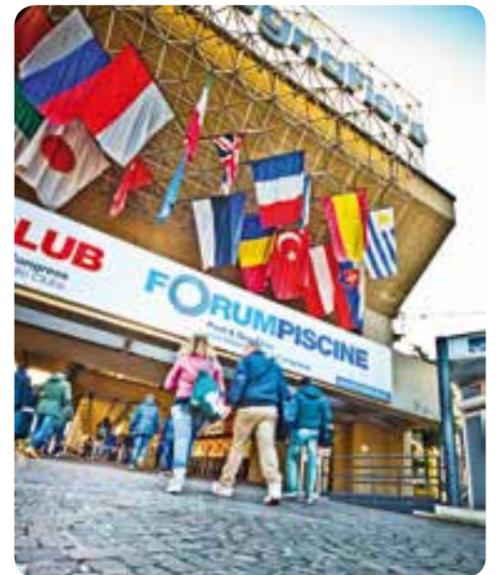
16th-18th February 2017: ForumPiscine takes place in Bologna.

Innovation, technology and design made in Italy create one of the main events for Europeans in the pool and spa market.

ForumPiscine, the international expo and congress, welcomes thousands of sector professionals each year, with a steadily growing foreign attendance, to the Bologna Exhibition Centre.

Training, innovation, free to enter workshops, exhibitions, awards and the Business Meeting agenda between the exhibition visitors and exhibiting companies: the event represents an extraordinary opportunity to learn about the latest innovations in the pool and spa sector, to meet professionals and buyers and to examine the most recent market proposals in terms of products, technology and services.

Besides the Expo, which brings together Italian and foreign excellence, ForumPiscine is hosting a congress for sector architects, designers, managers and technicians in the Palazzo dei Congressi programme.



info@ilcampo.it / www.forumpiscine.it

Tecnova-PISCINAS for the first time in Madrid!

From 28th February to 3rd March

The Swimming Pool market will have its trade fair in Madrid, organised by IFEMA. Tecnova-PISCINAS will hold its first edition from 28 February to 3 March 2017 at Feria de Madrid. The Trade Fair Institution of Madrid's new project sets out to address and respond to market demand for an exhibition aimed at swimming pool professionals with the guarantees offered by of Spain's premier trade fair operator and the benefits of its Madrid location, ensuring accessibility from all points in Spain and abroad.

TECNOVA PISCINAS, the Technology and Innovation Show for Aquatic Installations will cover everything currently available in terms of solutions, equipment and supplies for private personal or community pools, commercial pools for tourist facilities or public, sports and leisure facilities, and about the world of wellness: spas, thermal baths, private facilities, etc.

The fair has come about as a result of interest from some twenty businesses from the different sectors of the pool industry, which created a work group with IFEMA to handle the design, promotion and monitoring of the event.

The new Tecnova-PISCINAS fair is thus strongly orientated towards renovation, refitting, and maintenance of existing aquatic facilities, in order to help them integrate new technological solutions, as well as towards



new swimming pool and wellness facility construction.

The target for Tecnova-PISCINAS seems to be international, although its first edition focus on the Iberian market that today constitutes one of the most important in the world in terms of numbers of pools.

Tecnova-PISCINAS is timed to coincide with fairs such as CLIMATIZACION and GENERA, both also organised by IFEMA and well established, attracting a total of 45,000 visitors to the last event, from the climate control, air-conditioning, cooling and energy installation and maintenance sectors.

Likewise, the exhibition will also coincide with the new professional event for the water industry and management , the SIGA fair, focused on presenting innovative solutions.

tecnovapiscinas@ifema.es / www.tecnovapiscinas.ifema.es

PISCINE GLOBAL

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13-16 NOV. 2018
ASIA
5-6 APRIL 2017
BRASIL
24-26 JULY 2018
MIDDLE EAST
18-20 SEPT. 2017

THE LEADING SWIMMING POOL AND WELLNESS EVENTS
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www.piscine-global.com

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alexandra.moncorge@gl-events.com - +33 [0]4 78 176 301

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Aqua Salon 2017 in Moscow!



Launched in 2007, the International Exhibition Aqua Salon: Wellness & SPA. Pool and Sauna, devoted to design and construction of swimming pools, saunas, spas and wellness centers, has proven to be one of the most successful projects in the aqua industry in Russia. From 23 to 26 March 2017, the 11th edition of this international show will be held in the Crocus Expo Fairgrounds in Moscow. It will gather the leading manufacturers of pools, and some of the largest Russian and international brands. In 2016,

42 companies presented their products and services in front of 25 852 visitors, at 1700 sq. m of the exhibition space.

mnv@weg.ru / www.aquasalón-expo.ru

The leading Asian swimming pool & wellness event is coming back to Singapore!

5 and 6 April 2017

For the third time, the leading Asian swimming pool & wellness event is coming back to Singapore at the Marina Bay Sands Expo & Convention Centre and changes its name and visual identity!

With a comprehensive and qualitative offer, the exhibitors will include construction and installation, pool equipment and accessories, maintenance, protection and security, health and wellness, outdoor equipment, equipment and accessories for around the swimming pool and also services.

It will not only provide the crème de la crème of local and international providers but also events such as Piscine Innovations (a specific area dedicated to exhibit new products), Speed Meeting (a service for exhibitors and visitors to schedule 30 minutes appointments), Pool Vision contest (the greatest pools and spas in Asia will be awarded on and an exhibition of the projects' photos), conferences, the Pool Summit (a special event to discuss trends and figures in the sector worldwide and to initiate networking between the major companies and federations / associations) and also a special day with a technical visit.

The 2015 edition saw over 120 exhibitors and brands from 18 countries. Visitors from Malaysia, Singapore, Thailand, Vietnam, Indonesia and Philippines comprised 14% of the market.

Nearly 1100 visitors from 29 countries attended and as the premier pool and wellness event in the South East Asia region, the biggest names in the industry were represented.

Piscine Global Asia is a part of the Piscine Global Network, a guaranty of quality for the pool and wellness industry.

piscine-asia@gl-events.com / www.piscine-asia.com

Asia Pool & Spa Expo: A Must Attend Show Held in China

Asia Pool & Spa Expo 2017 (formerly Sauna, Spa Pool China) is scheduled to be held in PWTC Expo. Guangzhou, China from 12th May to 14th May, 2017, which is a must attend trade fair for swimming pools, spas and saunas industry professional.

The concurrent activities (Similar events in) 2017 will include:

- 1) Happy Water Trip: International visitors are welcome to visit the local factories by shuttle bus for free ; (Registration Deadline: 10th April, 2017)
- 2) Wellness Experience Centre: It is a place for all participants to see and experience the latest products and technology;
- 3) Beautiful Project Award for Engineering Contractors: The contractors will show their outstanding projects of swimming pools, water feature, water parks or clubs in the exhibition so as to win the award.

Launched in 2005, Asia Pool & Spa Expo 2016 successfully attracted 150 exhibitors and 16020 visitors. Succeed to the brilliant achievement of previous shows, Asia Pool & Spa Expo 2017 is expected to bring over 200 exhibitors and 16,000 visitors together.

grandeurhk@yeah.net / www.poolsapathchina.com



Piscina & Wellness Barcelona expects to grow by 10% in 2017

Piscina & Wellness Barcelona, the benchmark event for the swimming pool and wellness industry in Spain and one of the biggest events in Europe in its specialist area, is preparing its next edition, which will be held on 17-20 October 2017. The organisers aim a growing by 10% in terms of both exhibitor and visitor numbers as a reflection of the market's reactivation, the improved economic outlook and increased consumption. Every two years,

a total of 12,225 trade professionals, 12.6% more than the previous event. This is one of the most important international shows in the sector, given that Spain is second in Europe and fourth worldwide in terms of the number of private swimming pools. Piscina & Wellness Barcelona also facilitates contacts with representatives of hotels and other professional profiles, taking advantage of the link between the swimming pool and wellness world with sectors such as tourism, health,



Fira de Barcelona organises Piscina & Wellness Barcelona, an event that at its last edition in 2015 brought together 287 direct exhibitors (13% more than in 2013) from 26 countries, and represented 450 companies. The show was visited by

piscinawellness@firabarcelona.com / www.piscinawellness.com

leisure, wellbeing and sport. Companies that take part as exhibitors in Piscina & Wellness Barcelona 2017 will find different participation options and discount on fees if reserve space before 1 December 2016.

FORUM PISCINE EXPO
#BACK TO THE FUTURE
NETWORKING, BUSINESS AND 2.0 CULTURE

The Italian pool and spa show is back at BolognaFiere with outstanding new features.

The leading, most international event in Italy (20% of foreign exhibitors, 15% of foreign visitors), displays the best of the pool and spa industry.

This is where new projects are conceived, while partnerships and relations are created and strengthened.

Open your heart and mind to change, visit ForumPiscine.

Further info:

FORUM PISCINE
9th Pool & Spa Expo and International Congress
16/17/18 February 2017 - Bologna Exhibition Centre (Italy)

It's a project by: PISCINEGGI TAGARTE | under the patronage: | in cooperation with: Bologna Fiere | in conjunction with: FORUMCLUB

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