

# BLUEWATER BULLETIN

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JULY 2011

## THIS

### ISSUE:

- Exciting new products
- Water wise
- Chlorine free—tried and tested
- Change of trading name
- Change product codes
- New Pricelist
- Spa Workout

## CHANGE IN PRODUCT CODES:

In the last year we have been working to ensure our processes are streamlined. One area we have identified is stock products codes. Complete changes will be in the pricelist, however here are a few of them so you get a taste for our new look.

OLD CODE:	NEW CODE:	DESCRIPTION:
CALHYP-40	BWGPC-40	Calcium Hypochlorite
SDIC-45G	BWSPC-45	Sodium Dichlorisocyanuric Acid
TCICA-45	BWSPCT-45	Trichloroisocyanuric Acid
ISOCYAACI-45	BWPS-45	Isocyanuric Acid
SODBIS-25	BWDECREASE-25	Sodium Bisulphate
SODBIC-25IND	BWBUFFER-25	Sodium Bicarbonate
CALCHL-25C	BWHARDENER-25	Calcium Chloride
DS AUS-25	BWINCREASE-25	Dense Soda Ash
SALTPS-25	BWSALT-25	Sodium Chloride

We realize that many of you will have to change the codes your systems so we will still be accepting the old codes for the meantime. Lets look forward to an action-packed summer season!

## New Additions to the Bluewater Product Range



At Bluewater we often get customers calling and asking us if we stock certain products. This season we are happy to say that because of popular demand we are adding some new lines.

The first is a new size for the pool stabilizer in 10kg pails. We understand that sometimes it is hard to store those big drums so feel that the 10kg size will be useful for those with limited storage capabilities.

The second new product is that of hydrochloric acid as a liquid pH decrease. Bluewater Poolcare will now supply in both 10L and 20L carboy's as a competitive price.

Other new items we are hoping to have ready for the new season are individually wrapped chlorine tablets and Japanese high grade chlorine. These are definitely in the works but may take a little time to finalise, so bear with us as we work through this process.

If you have any ideas for new products or ideas for improvement, call us here on 0800 852 938!

# Water Wise: Resource and Wallet Protecting!

Water is a precious resource and needs to be conserved not only for the future but as a cost saving measure also. Whilst winter might not seem like the time to be thinking about water-saving, it's an important concept to keep in the back of our minds. There are several things that you can pass on to your customers or use yourself to be a responsible water user.

1. **Pool Covers**—a cover can prevent up to 97% of water evaporation, decreasing the amount of water and chemicals that you will need to maintain a pool or spa. Covers also reduce the need for general cleaning but catching the debris and leaves. On the plus side any rain that collects on the cover can be drained into the pool. A cover can also reduce the cost of electricity to heat the pool by preventing heat loss when not in use.
2. **Maintaining Water Levels**—make sure the water level is only halfway up the skimmer as overfilling the pool will stop the skimmer working effectively and wastes water. Top-up with rain water where you can or a downpipe diverter. Minimise splashing water out of the pool by discouraging rough play.
3. **Backwashing**—Keep backwash cycles in accordance with the manufacturers specifications.
4. **Leaks**—checking for leaks is important as a tiny leak could result in a large amount of water loss. Signs of a leak include a rapid drop in water level, rapid algae formation soon after chemical treatment, loose tiles or cracked pool deck, gaps and cracks in the pool shell, ground sinking around the pool structure and constantly damp soil around the pool or house.
5. **Maintaining pool water**—maintain correct water chemical balance as water is wasted when it becomes contaminated and has to be drained away and replaced.
6. **Pool filters**—look for a water efficient model as this will reduce water loss through waste disposal
7. **Cleaning**—regular cleaning of the pool, skimmer box and other collection points will reduce the load on the filter and reduce the need to backwash.

For more information check out your local council.



*Pool Covers,  
water levels,  
leaks and pool  
maintenance—  
water-saving  
techniques made  
easy!*

## 2011-2012 SEASON PRICING... **PRICE**



Bearing in mind that the past 12 months have flown by, we have decided to try to make your next season planning easier by putting the pricelist out earlier than last year. The new pricelist included in this mail-out will be effective the 1st September 2011.

Whilst we have tried to keep pricing similar we have had some supplier cost increases and have therefore had to amend pricing accordingly.

Carter Holt Harvey, the only manufacturers of liquid chlorine, have increased their prices, and therefore we have had a slight increase. Along with the Superfloc pricing too.

On a positive note, whilst we have had a tough time getting Calcium Hypochlorite our price of Stabilised chlorine has been reasonable so we have been able to reduce pricing in the bulk items. Most bulk items prices have decreased. Palintest is another area that we have been able to decrease pricing for the next season.

Here at Bluewater we aim to provide sharp pricing without compromising on quality and we believe that you will be pleasantly surprised at the pricing we have to offer.



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### GET INTO THE SWIM!

Check out our website:

All the information you need to know about keeping pools and spas clean, MSDS sheets, product data and other vital information.

[www.bluewaterpoolcare.co.nz](http://www.bluewaterpoolcare.co.nz)

### News from head office...

Bluewater Poolcare Ltd is here to help you...so any queries, concerns, complaints or compliments—give us a call. Both Sjaan and Ryan are keen for curly questions and interesting stories. We have been trained by the best and can help with algae problems, cloudy water and other general poolcare issues.

Over the winter, Ryan has been working at one of our warehouses, gaining a more in-depth knowledge as to the warehousing and manufacturing side of the business works.

Sjaan has taken some much needed time to catch her breath and begin looking towards the next season with regards to the pricing, and new product lines.

In the spring, Sjaan will be out and about running training workshops on safe chemical use. All those who are keen please let us know so that we can schedule one in a town near you!

## Get fit for summer in the Spa!

Ever thought about using the spa for a low-impact workout? A spa can be a great way to incorporate fitness into your daily routine. With summer only a few months away, spa owners can target every body part and improve their health with daily spa workouts. Try these following exercises:

**1. Relax muscles and increase flexibility:** Tight muscles, orthopaedic pain and joint inflammation can make it difficult to exercise on a regular, flat surface. That's why the spa is a great alternative. Warm water dilates the blood vessels and heats the muscles, making movement easier and much less rigid.

**Spa Exercises:** Perform standing calf raises, neck circles and shoulder shrugs for 10 seconds. Repeat each exercise three times.

**2. Increase weight loss:** Exercising in warm water lessens the impact on your body and relaxes the muscles around the joints. That means people are able to perform more vigorous movements they wouldn't otherwise be able to do. "

**Spa Exercises:** Try modified standing jumps, seated squats, and step-ups using the spa seat to increase heart rate and burn more calories.

**3. Alleviate arthritis pain:** The warm water helps increase blood flow to the muscles, which supports the joints and allows for better movement and less pain.

**Spa Exercises:** Start with a simple stretching routine, and then try balancing on one leg, side bends and the standing arm swim.

**4. Improve muscle tone and decrease cellulite:** When you exercise in a hot tub, your body temperature rises, which causes blood vessels to dilate and promotes better circulation. Furthermore, improving circulation and toning body tissues can diminish signs of cellulite, prepping you for an entire summer of pool and spa fun.

**Spa Exercises:** To burn more calories and improve muscle tone, try standing calf raises, marching in place and push-ups on the ledge of the spa.

*NOTE: The information presented in this article is for educational purposes only. The content is not intended as a substitute for medical advice. Before starting this or any exercise activities, consult your physician. Do not engage in exercise activities if your physician advises against it.*

## Baquacil: Frequently Asked Questions

Bluewater Poolcare supports the Baquacil, chlorine free range. We often get questioned about what Baquacil is and converting to a chlorine free system. Here are a couple of answers to those curly questions!

### What is the chlorine-free BAQUACIL System?

The BAQUACIL Pool Care System is a complete pool sanitizing system consisting of chlorine-free BAQUACIL SANITIZER AND ALGISTAT, BAQUACIL OXIDIZER, and BAQUACIL algicide. The product that actually kills bacteria in pool water is BAQUACIL SANITIZER AND ALGISTAT. The two other products in the system work with this product to keep your pool sparkling clear and algae free.

The active ingredient in BAQUACIL SANITIZER AND ALGISTAT is polyhexamethylene biguanide. It's so gentle it is used in some contact lens cleaning solutions. BAQUACIL SANITIZER AND ALGISTAT's chemical structure makes it extremely stable. So, unlike some other sanitizers, BAQUACIL SANITIZER AND ALGISTAT is not affected by sunlight, temperature, and pH fluctuations.

### If I am currently using chlorine and I decide to start using the BAQUACIL System, can I use the same balance chemicals?

Yes, you can use the same balance chemicals if you are on chlorine or the BAQUACIL Pool Care System.

### Can I use the BAQUACIL System if I have a plaster pool? What about fibre-glass?

Yes, the BAQUACIL Pool Care System works in all types of constructed pools. Consult your Local Authorized BAQUACIL Dealer for complete conversion instructions or see our Pool Care Tips section.

### Do the pool testing chemicals have to be replaced every season?

BAQUACIL TEST STRIPS usually last 18 months.

Contact us today to become a stockist of Baquacil or to learn more about this great, easy-to-use system.