

PONDTRADE™

Serving Professionals in the Pond and Water Feature Industry

www.pondtrademag.com

Chill Out!

Frozen features provide year-round pond enjoyment p. 34



What do you get when
The Pond Digger begins manufacturing
pond construction equipment and
continues to install ponds?

HELIX

LIFE SUPPORT™
POND FILTRATION SYSTEMS

Any Questions?



Steve
THE POND DIGGER

25 YEARS

OF PASSION FOR
AQUATIC LIFE

MANUFACTURED BY
THE POND DIGGER



www.helixlifesupport.com

MADE IN THE
USA

IMITATION IS THE SINCEREST FORM OF FLATTERY.



DANNER
MANUFACTURING, INC.

HOME OF THE ORIGINAL
MAG-DRIVE
MAGNETIC DRIVE WATER PUMPS
ENGINEERED TO LAST.



WWW.DANNERMFG.COM | ISLANDIA, N.Y. | 631.234.5261 | WWW.FACEBOOK.COM/DANNERMFG



8



16



26



42

FEATURES

8 Lone Star Retreat POND CONSTRUCTION

When a customer has been burned by another contractor, sometimes it's hard to rebuild the trust that was lost. In **Matt Boring's** case, the goodwill he showed toward a new, recently-burned customer led to a long-lasting friendship and the transformation of a suburban Texas backyard into a gorgeous private retreat.

16 How Many Koi Can I Have?

We all can agree that one koi is never enough, but how many koi is too many? If you ask **Shane Stefek**, the answer is clear — consider what your customer wants, and then go larger. With a smart design that anticipates the customer's tendency to add more over time, you can avoid overcrowding and a host of other murky pond issues.

22 The Delays of Our Lives

It was Benjamin Franklin who said that taxes are one of life's two certainties. (We'll skip over the other one for now.) But just because taxes are inevitable doesn't mean they have to be overly painful. **Mark Battersby** shares his expertise on current tax regulations that might help you breathe a little more easily come April.



22

26 Walk on Water

If you've ever wanted to feel closer to your pond without actually getting in it, **Kent Wallace** has some surprisingly straightforward tips about the construction of floating steps. In concrete and liner ponds alike, you can integrate his advice to create visually stunning and soothing illusions that will add to your building repertoire and undoubtedly wow your next client.

34 Chill Out! COVER STORY

It used to be that when the temperature dipped below freezing, the pond business skidded to a halt. Not anymore, says **Tim Wood**. Even if you live in the great white north, there are ways to keep the water flowing and your customers engaged in the pond life throughout the winter.

42 Legion of Blooms

Kelly Billing provides a recap of this year's International Waterlily and Water Gardening Society (IWGS) annual competition. Check out a full rundown of this year's winners and take in some enchanting photos of a few of this year's top picks.

46 Pure Perfection LANGUAGE OF KOI

Some of the most admired features of koi include their varying colors and patterns. However, there is something about the single-colored Muji variety that redefines aquatic beauty. **Taro Kadoma** gives a full profile of this rare koi type and explains why you should consider owning at least one.

49 Pump it Up!

It's the life of your pond — literally. Your pond or feature's pump system is responsible for everything from water clarity and quality to fish and plant health. **Frayne McAtee** explains that as long as your pump is sized correctly, the sky's the limit when it comes to exercising your creativity.

52 When Size Matters

What happens when a small contractor lands an enormous contracting job? When the celebrating is over, it's time to get to work. **Rick McNabb** recounts the story of when he was called in to help a friend build the biggest job of his life during a hot, long Texas summer.

DEPARTMENTS

- 6 Upcoming Events
- 57 Trade News
- 60 Marketplace
- 61 Advertisers' Index

COLUMNS

- 7 Publisher's Perspective

Upcoming Events

2017

January 10 - 12

Landscape Ontario
Toronto Congress Centre
Toronto, Ontario
www.locongress.com

January 11 - 13

MANTS
Baltimore Convention Center
Baltimore, Maryland
www.mants.com

January 16 - 18

MGIX (Midwest Green Industry Xperience)
Greater Columbus Convention Center
Columbus, Ohio
www.onla.org

February 22 - 24

Water Garden Expo
Heart of Oklahoma Expo Center
Shawnee, Oklahoma
www.wgexpo.com

March 4 - 5

Koi Club of San Diego
29th Annual Koi Show
Del Mar Fairgrounds
Del Mar, California
www.koiclubofsandiego.org

March 10 - 12

Central Florida Koi Show
DoubleTree Hotel by Hilton
Orlando, Florida
www.cfks.org

August 15 - 17

IGC Chicago
Navy Pier Festival Hall
Chicago, Illinois
www.igcshow.com

August 23 - 26

Pondemonium
Q Center
St. Charles, Illinois
www.pondemonium.com

October 18 - 20

Hardscapes / GIE+EXPO 2017
Exposition Center
Louisville, Kentucky
www.gie-expo.com
www.hardscapena.com

October 29 - November 3

International Pool | Spa | Patio Expo
Orange County Convention Center
Orlando, Florida
www.poolspapatio.com

Are you attending an event that you think others should know about? Are you hosting an event and want more people to come? Send event info to pr@pondtrademag.com.



Moving? Let Us Know

If you are moving, please update your address with us so we can update our records.

Use the forms from the post office, or drop us an email at subscribe@pondtrademag.com with your old and new contact information.

POND Trade Magazine, ISSN 1949-0585 is a trade publication of LG Publishing, Inc. Material is selected for its interest to the koi, water feature and pond industries, and the publishers accept no responsibility for the accuracy of content. Reproduction rights by written permission only.

POND Trade Magazine is published bi-monthly, starting in January, for \$41.70 per year by LG Publishing, Inc., POND Trade Magazine, PO BOX 2721, Orland Park, IL 60462. Qualified applicants may subscribe at no cost at www.pondtrademag.com. Postage is paid at Orland Park, IL and additional offices. For new subscriptions, additional copies and address changes, please call 708/873-1921 or email subscribe@pondtrademag.com.

POSTMASTER: Send address changes to POND Trade Magazine, PO BOX 2721, Orland Park, IL 60462 © Lora Lee Gelles, 2017

Advertising Policies: LG Publishing, Inc. reserves the right to refuse to publish any ad. Submission of an ad to LG Publishing does not constitute a commitment by LG Publishing, Inc. to publish it. Publication of an ad does not constitute an agreement for continued publication. LG Publishing, Inc. will not be liable for failure to publish an ad as requested or for more than one incorrect insertion of an ad. In the event of an error or omission in printing or publication of an ad, LG Publishing, Inc.'s liability shall be limited to an adjustment for the cost of the space occupied by the error, with maximum liability being cancellation of the cost of the first incorrect advertisement or republication of the correct advertisement. Under no circumstances shall LG Publishing be liable for consequential damages of any kind.

PONDTRADE™

STAFF

Publisher

Lora Lee Gelles 708/873-1921
llgelles@pondtrademag.com

Editor

Jordan Morris
jmorris@pondtrademag.com

Advertising Sales

Lora Lee Gelles 708/873-1921
llgelles@pondtrademag.com

Graphic Design

Gelles Graphics
llgelles@comcast.net

Accounts Receivable

Lois Spano
lspano@pondtrademag.com

Web Editor

Grant Gerke
ggerke@pondtrademag.com

Printer

Sutherland Printing
Montezuma, Iowa

For your
Free Subscription

see our
website www.pondtrademag.com
or call **708/873-1921**

Contact Info

POND Trade Magazine
P.O. Box 2721
Orland Park, IL 60462
708/873-1921 • FAX 760/418-4606
info@pondtrademag.com

www.pondtrademag.com

Publisher's Perspective

Happy New Year!

Can you believe it? Another year just flew by! I surely hope I don't sound like an old person saying that, but really, I think time is picking up speed.



Are you are resolution maker? I'm not. But if I were, I'd have a few things on my personal list of things to do better this year. I think it's a better idea to do a New Year's "work resolution." Now we're talking. It's always good to better yourself, but not work yourself to death. So, PONDER that for a few minutes as we start the new year. Do you want to be more efficient at work? Do you hire more people or take a good look at what takes up most

of your time during the day? Do you feel you work too much? That's a resolution in itself. Take time to stop and smell the roses a bit, and figure out how to do that and still run your business efficiently. Whatever you decide, we here at POND Trade wish you a healthy, prosperous 2017.

Get ready, because we'll kick off the new year in our next issue with the results from our first annual Water Artisans of the Year Contest. The response has been enormous, and we are so very excited about revealing the big winners. You won't want to miss it!

We have some good reads in this issue, too. With every new year, one thing is inevitable — tax season is looming. Mark Battersby is back this month with some important year-end tax tips that delve a little deeper than the basics of Accounting 101. It's a must-read for any business owner looking for tax savings, as we all start to think about preparing our returns. If you've ever wondered how you might become more "at one" with your pond, you'll also want to check out "Walk on Water" on pg. 26. Kent Wallace explains in detail how to create beautiful floating steps within a pond, and his article just might inspire your next install. Shane Stefek answers the age-old question, "How Many Koi Can I Have?" over on pg. 16, and the answer may not be what you think. You'll want to check out his pond design tips, especially if you have customers who seem to think that more is always better. Frayne McAtee has a great story on the "heart" of the pond — also known as the pump. Or as Frayne says, a pond's pump design actually dictates everything from water clarity and quality to fish and plant health. Finally, this issue's cover story appropriately considers a "fourth pond season" that many of you could be missing out on. Just because it's winter doesn't mean "chilling" by the pond has to be out of the question.

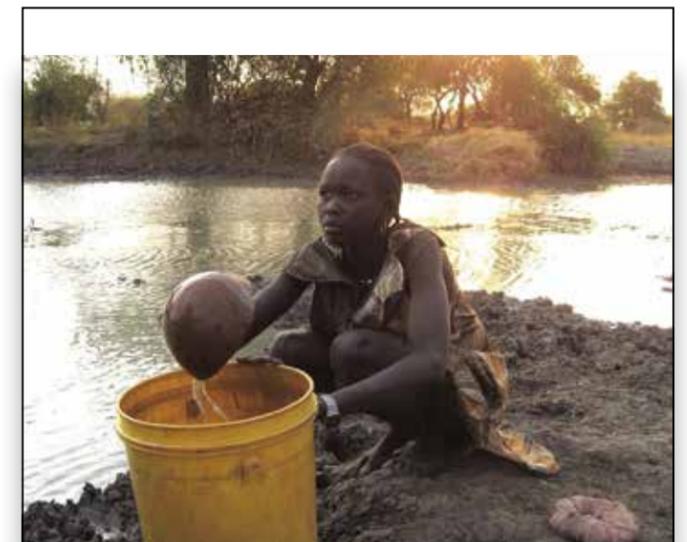
Happy PONDERing!

Want to Own Your Market? We Do.

- \$500,000-\$750,000 gross sales with little or no advertising
- Direct wholesale purchasing without distributors
- Private label product program
- Online sales web system
- Retail center
- 1800-2000 active client base
- 60-90 builds/remodels yearly
- Thousands of existing water features created
- 300-400plus cleanings & closings yearly
- Quality well maintained equipment
- Weekly/monthly maintenance service program
- New owner mentoring assistance 30 plus years experience
- \$425,000 plus inventory

RETAIL CENTER LEASE/SALE

contact info: ponds@nwgponds.com (815) 275-1865



Instead of going to school, millions of young children must walk for miles, just to gather water for their families.

Give these children hope!



Visit www.PondsForPeace.org
and do something amazing!

A bird's-eye, fisheye-lens view of a typical suburban backyard in Austin transformed into a beautiful, Central Texas aquatic paradise.

Lone Star Retreat

Bridging a sound foundation
with time and trust

| **Pond Construction** |

by **Matt Boring,**

Texas Ponds and Water Features

When you change an environment, you change a life.

Think about it. If you change someone's environment in a positive way, you make his or her life better — not just for a day or a week, but indefinitely, from then onward. That's why we, as pond and landscape artists, have an opportunity to touch our customers' lives in a meaningful, lasting way that other professionals don't have. Sure, everyone appreciates the repair man when the air conditioner goes out in the summertime, but on a daily basis, that person's work fades into the background and often becomes taken for granted. Our work remains front-and-center in our customers' lives, though, making each day a little more beautiful and better than before we touched their yards.

When we do our jobs well, we develop relationships with our clients based on trust. I think it's the most important factor in what we're trying to accomplish. They have to trust you to improve their lives in order to want to do business with you. Why does one pond builder land the job over another, even though his price is double? It's because he has cultivated the trust of that individual to do the best job. And once you have created a relationship of trust with your client, it can lead to doing more work for that client in the future — and other good things.



Coming to the Rescue

Marilyn is one of my top three favorite customers over the 17 years I've been building ponds and water features. When we met, she had already been burned by another local "professional" pond builder in our area who had charged her to come out and look at her yard, but then stopped answering phone calls, never producing a bid for her. Surprisingly, she paid me for a second consultation after the first guy dropped the ball. Her yard was completely flat and empty — a perfect blank slate for creating something wonderful.

After looking at pictures of my work, she came right out and spit out her budget for the project. "Can you do something nice for me?" I told her that we definitely could. "You can do whatever you want to," she said. "You're the expert. But I'd like a waterfall and a stream, if you can do it." We signed a contract the same day!

A couple of weeks later, we were ready to start. The design was to be a 15-by-15-foot pond that was 2 feet deep, wrapping around the corner of her patio. A constructed wetland, or bog filter,

would be around 4 feet deep, serving as the origin of our stream. The bog would be constructed partially in ground and partially above ground. This would create some contour in an otherwise flat backyard and give us the opportunity to create a couple of small drops in the stream as the water flowed back to the pond. On the other side, we would create

During the construction of the waterfall, I would repeatedly go to the front of the house and peer through this window to make sure the main waterfall was visible. I wonder what the neighbors thought!

a rock waterfall. A cool thing about this house was the window beside the front door that looked completely through the house and into the backyard. During the construction of the waterfall, I would repeatedly go to the front of the house and peer through this window to make sure the main waterfall was visible. I wonder what the neighbors thought!

Ahead of the Weather

There were only two of us working

the first day. I was running the tiny, micro-mini excavator that would fit through the gate. Mando was moving the excavated soil with a Dingo and using it to create the berm that would become our waterfall. He was also cleaning up the pond shelves with a shovel after I rough-dug them. We decided to do two 1-foot shelves in this pond rather

than three. This would provide more water space for the fish. Any plants that didn't like the depth would find plenty of space to thrive in the bog, waterfall or stream. I would dig a little in the pond and then move the machine to work on the bog while Mando made the shelves pretty.

Surprisingly, after only one day we had the pond and the bog completely excavated and the liner installed. That was good, because it rained several inches over the next few days. It would

have really made a mess of this heavy, thick clay that was just under the topsoil. After the rain, a friend came to help us as we pumped the rainwater out of the pond and got to work slinging rocks. This quickly led to a trip to the emergency clinic as I, in the sheer ecstasy of doing what I love most, smashed open my finger like a ripe tomato, requiring stitches.

Fingers Crossed

For the first time in my life, I was on my own job site and couldn't work. The doctor had my finger wrapped up like a gordita and told me not to bend it. This was awkward! Mando had to finish rocking this pond and build the waterfall by himself with the new guy on gravel detail. All I could do now was spread gravel with my left hand and point at stuff with my right. All in all, it became a great teaching experience, as I was able to explain how I wanted the rocks placed and why. I realized that I could show him things that I had never slowed down long enough to explain before. It gave him experience and built



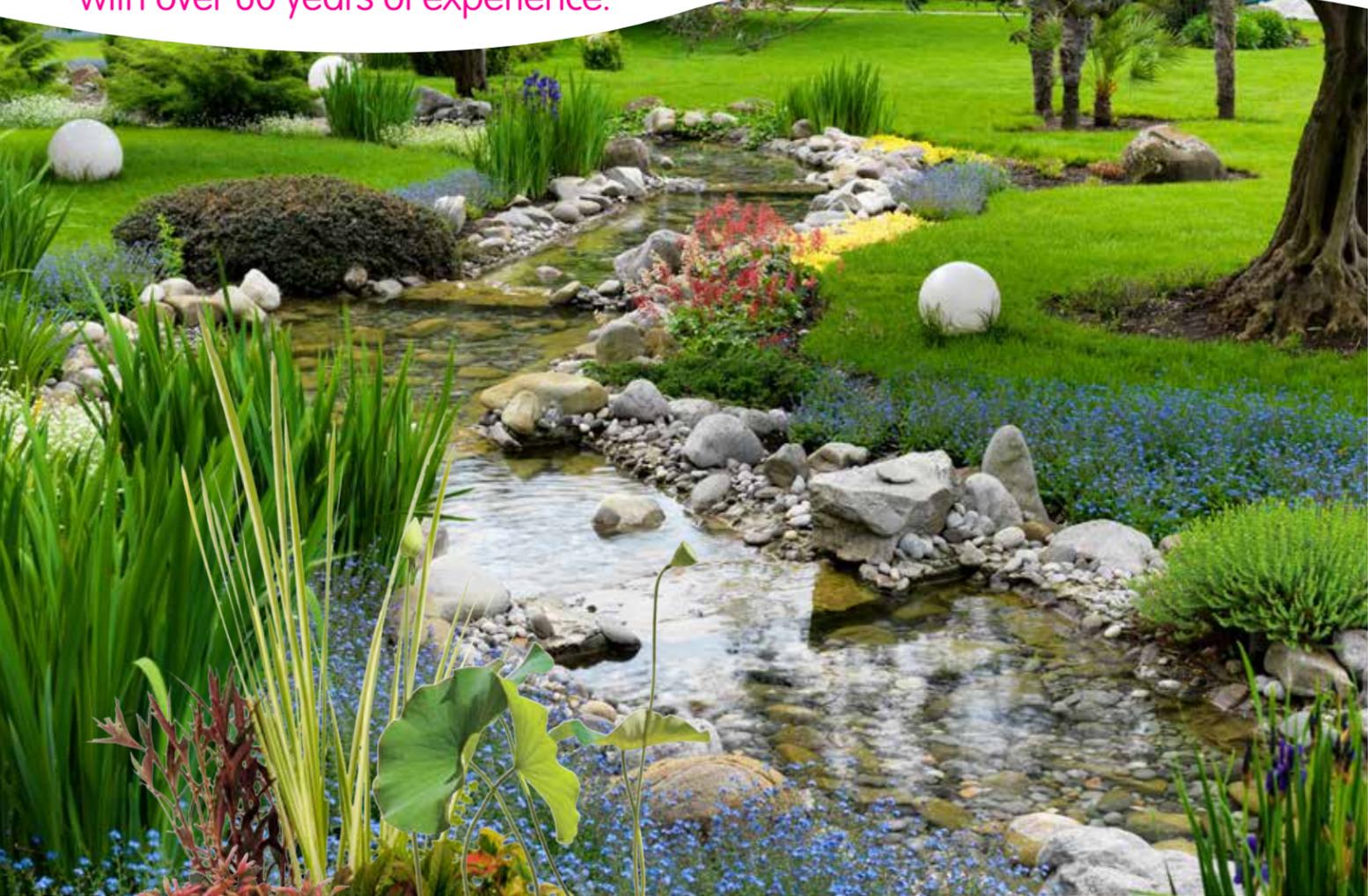
Clockwise from top left: Every job begins (top, left) with the excavation. We dug the pond and the constructed wetlands filter simultaneously. Once the digging was done (top, middle) and the liner was in, the fun began! The liner-covered hill of soil would later become the base of the waterfall. After the pond was installed, (top, right) we planted some evergreens that she had been growing in pots to get her landscape started. The second phase began (above) with the addition of a bridge, pagoda and patio. Landscaping and pathways connected everything.



We have an extensive selection of ready to plant or market.

- Marginals
- Water Lilies
- Lotus
- Floaters & Oxygenators
- Combination Planters

The gold standard in aquatic plant excellence. Plants grown in our new state of the art facility by growers with over 60 years of experience.



Whether you have a retail store or do installations exclusively, we have solutions for both. From pre-planned assortments to customizable solutions, we can help take the guess work out of assembling a healthy balanced mix. Contact us for a catalog or to schedule a salesman visit.



1.800.788.8547 • www.netherlandbulb.com • contactus@netherlandbulb.com



With phase two complete, the formerly flat and plain yard had been completely transformed. A wise man once said, "You don't have to mow water!"

a little confidence, too.

With me on the sidelines, the rest of the installation went smoothly. Since the yard was wide open with no cover, we installed a fish cave for her underwater buddies to hide from predators. The stream liner was seamed to the pond liner so that we could create a deep-stream area that the fish could swim into and to make the pond a little larger. We also used aluminum termination strips to attach the liner to the corner of the patio and disguised it with rocks. Now the fish could swim up to the side of the patio and eat right out of your hand!

Marilyn was thrilled. She kept saying how much bigger it was than she had imagined. We even planted a few evergreens that she had been keeping alive in pots to give her the beginnings of a landscape. It was February, and there weren't many pond plants available. But a couple of months later, we returned to install some lilies in the pond and



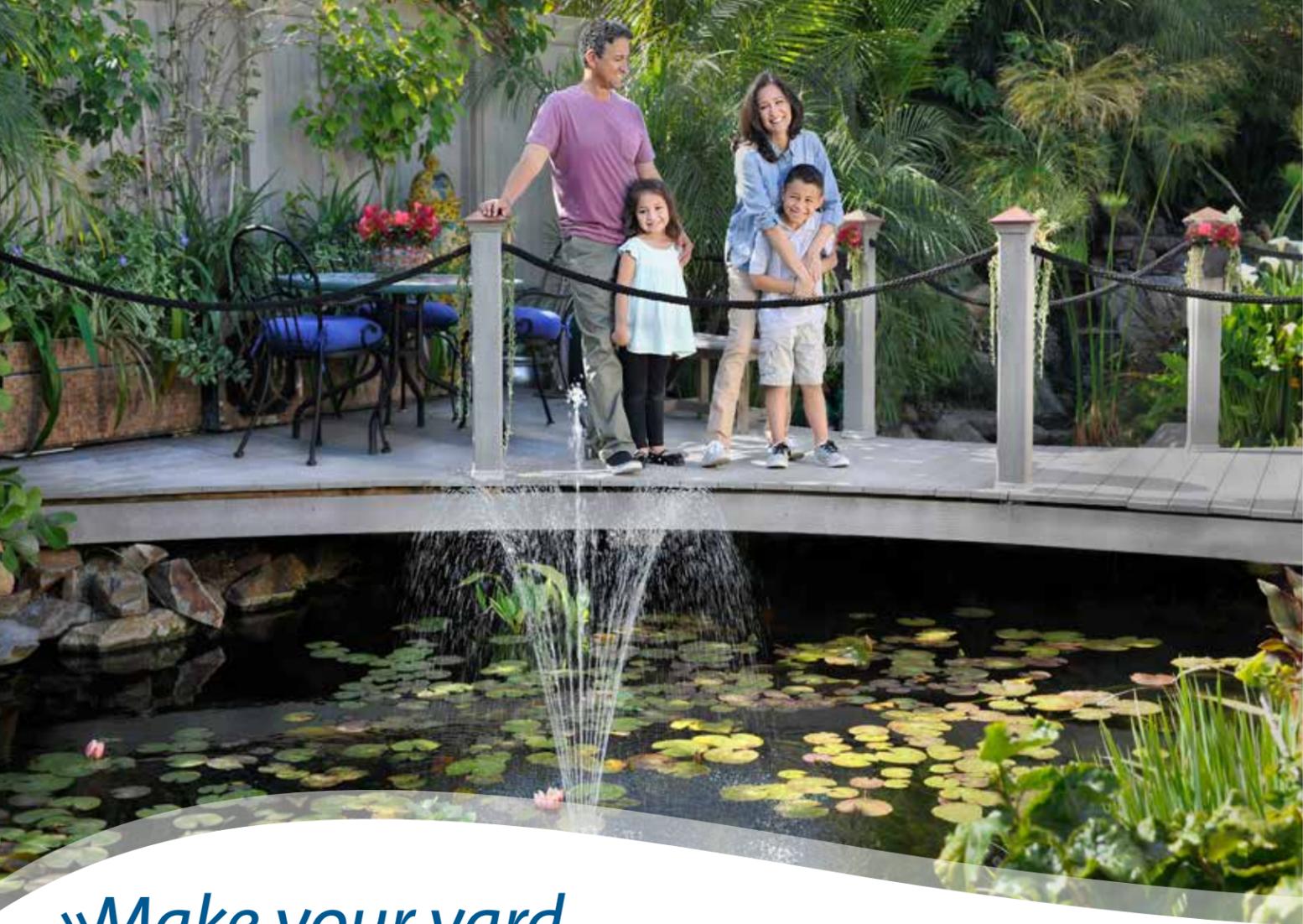
While guests admire the scenery, Pond Society President Jeannie Ferrier chats with visitors on last year's Austin Pond Tour.

marginal plants in the bog and waterfall. All in all, it was a successful installation and we had another happy customer.

Living the Pond Life

About a year later, she called us again. "Do you guys do landscaping, too?" she

asked. I told her that we did. "Okay, I have a certain amount of money" — the same budget as the year before — "and I'd like to get landscaping installed around the pond. I don't want to find somebody new. I already trust you. Can you do something for that much?" It



»Make your yard feel more like home«

Oase
LIVING WATER

Introducing a versatile, broad range of products for 2017.

Whether a professional landscaper, homeowner or hobbyist, the OASE 2017 Collection of products includes something for everyone.

Learn more about the complete line of OASE products at www.oase-livingwater.com

OASE — PASSIONATE ABOUT WATER



With a global reputation for excellence, you can take comfort in OASE's unmatched knowledge and expertise.



It's magic at night when the lights come on. The colored light set can be turned on and off and adjusted by remote control.

didn't require much thought on my part. "Yes ma'am, we sure can! Will you allow us to put it on the Austin Pond Tour?" She agreed. She told me that she didn't want any grass left in the back to mow, so we ended up adding a second stone patio with a pergola to provide an alternative seating area in the back of the yard. Soil was brought in to create a more natural contour to the yard. Bird and butterfly-friendly plants were installed, because I already knew that she loved those things.

What started as a bleak and typical suburban backyard has been transformed into a private retreat.

We had a bridge custom-made and installed over the stream. And before mulching the entire yard, everything was connected with flagstone pathways. It looked great and was a big hit on the tour!

The next year, she had us install landscape lighting, do some weeding and pruning and mulch the whole thing again. Last year, Marilyn bought several acres of land out in the country and

moved. When she called us to check on a leak, I found out that her old house was sitting empty. I happened to be looking for a place inside Austin. She said that I was the only person she would trust to live at the house and take care of the pond and her fish. So now, I'm living the pond life daily at my own pond that I built for somebody else! We added more landscaping to the yard and installed color-changing LED lights and a spillway bowl to the pond just in time to be

on the Austin Pond Society's tour again in 2016. Visitors just can't believe how clear the water is in this pond every time they see it, and I have to explain how the bog filtration works again and again...

What started as a bleak and typical suburban backyard has been transformed into a private retreat. This fall, I told Marilyn that I wanted to take the spillway bowl off the pond and use it in a new pondless waterfall and stream that I

was thinking about installing in the front yard.

"Do whatever you want," she said. "I trust you." ☞

About the Author

Matt Boring is the owner and designer at Texas Ponds and Water Features LLC.

He has been building ponds professionally for more than 16 years, winning numerous awards and having his work featured in several publications. Texas Ponds and Water Features is a Master Certified Aquascape Contractor based in Austin.



www.texasponds.com



This 7-foot-deep koi pond is not only crystal clear, but also has optimal water stability and health from the oversized bog filter. Size, volume, filtration, aeration and plants create the perfect ecosystem.

How Many

Koi

Can I Have?

Designing a **healthy** and **balanced** ecosystem

by **Shane Stefek**,
Water Garden Gems

This seemingly simple question is actually very complicated. Based on size and design, each ecosystem must have its own distinct fish load, water flow rates, oxygen levels, filtration system, the number of aquatic plants, the types of plants involved, feeding schedules, food types, the frequency of water changes and ratios... and the list goes on.

We generally offer two rules of thumb regarding the number of koi in a pond. First, average water conditions will allow 1 inch of fish per 10 gallons of water (or 100 inches for a 1,000-gallon pond). Second, due to pheromones and toxin control, we want to stay at or under

four koi per 1,000 gallons of water to promote a healthy living environment. These recommendations are a starting point and would be the all-encompassing answer to the question if it were a simple question. But since we love our koi, we need to have a deeper consideration for their needs to secure their healthy ecosystem.

Going Big? Decide Early.

This is why one of the first conversations between the owner and professional must focus on the end desire and how many koi the pond owner would like to have. This conversation must happen before you start the design so that the future koi and the pond owner will have the environment they need to maximize their potential — and the enjoyment of your work.



Our koi are our babies. As social creatures, you can pet them, hand-feed them and even train them to eat from a bottle, so their happiness is very much dependent on us.



I have too many customers with small water gardens that start the fish-load conversation with comments like, "I wish the pond were bigger." As it turns out, these customers' expectations of their pond are usually

or using inferior equipment systems.

Koi need space to grow, swim, exercise and explore. We not only want to look at pond square footage, but also consider water depth, as this will control the

pond and give the koi more space to cruise around and build muscle. I personally do not like seeing koi in ponds smaller than 2,000 gallons, because we really cannot provide both the depth and the horizontal space they need to be healthy when they grow into adults larger than 20 inches.

This is not to say that you cannot create a very healthy ecosystem for a few koi in a 2,000-gallon pond with proper water flow, filtration and aeration — you absolutely can.

Water Flow & Aeration

Water flow and aeration accomplish the same main goal — keeping the water cool and rich in oxygen. With more oxygen in the water, the ecosystem will be healthier. The fish can swim and breathe more easily, and beneficial bacteria like Nitrosomonas and Nitrobacter can reproduce and convert toxins.

By rule of thumb, we like to circulate koi ponds once an hour. However, we can increase oxygen levels and create a healthier ecosystem if we increase the flow or add an aerator to the pond, thereby increasing the

capacity of fish the pond can handle safely. Your aerator is a supplement, but it should not be overlooked, especially in deeper ponds that need circulation on the bottom. Air pumps are easy to install quickly and can instantly increase a pond's fish-load capacity, in turn fostering a very healthy ecosystem.

Filter, Filter, Filter

Your filter choice is the backbone of the koi pond ecosystem. The filter serves as a breeding ground and housing area for beneficial bacteria to do their magic, so the larger or more efficient your filter, the better job the bacteria is going to do with filtering. Oversizing the filter for your pond can permit a higher fish load, because a larger filter system can handle more fish.

Along with size, we also consider function. Filters that backflush frequently are getting cleaned more often and thus are ready for more action. These filters are preferred over filters you clean monthly or quarterly, because biowaste is removed more quickly. Avoid

installing filters that are hard to clean, like putting rocks and filter pads inside a waterfall box, for example. Customers need to be able to clean the filter at least monthly, so you have to make it easy for them.

Another piece of filtration that needs to be installed is a properly sized UV clarifier. With the ultraviolet light's ability to drastically reduce algae reproduction, the filter is inherently more efficient in breaking down fish waste and avoids getting filled with algae.

Nature's Filter

Yet another filter option is adding plants. A bog filter that incorporates plants and a gravel bed in the filtration process will provide nitrate control and added oxygen through aquatic photosynthesis. The presence of plants is greatly encouraged in all ponds as a supplemental filtering agent and ecosystem protector.

Waterlilies provide shade, which cools the water table, while large-root bog plants such as iris, reeds and cannas provide constant toxin



Koi and plants together create a perfect circle of life, each benefiting from the other and creating a well-balanced ecosystem.

never met, because they want more fish than their pond was built to handle. To truly provide these types of customers with years of pleasure at their pond, you must not limit their numbers of fish by building too small

temperature during hot summer months. The total volume is also key, because as we increase the mass of water, we create a safer buffer to disperse toxins and nitrates, minimize rapid temperature changes in the



WHOLESALE DRIFTWOOD!

Decorative driftwood stumps & logs. Each piece is hand-selected for its uniqueness and natural beauty!

Our "water cured" driftwood will long outlast pieces pulled from the woods!

Large selection at our Wernersville PA showroom. We deliver nationwide!

Call 717-821-9682 or email Stanley@SignaturePondandPatio.com for pics and pricing.

BLACKWATER COOL SEASON

PREMIUM KOI & GOLDFISH DIET

Premium Wheat-Based Diet Supports Healthy Digestion through the Cooler Times of the Year!

aquaticnutrition.com
(352) 357-0902
info@aquaticnutrition.com

AQUATIC NUTRITION INC.



KEEP YOUR POND BREATHING EASY WITH ATLANTIC TYPHOON AERATION

- Atlantic's Typhoon Air Pumps feature weatherproof, continuous duty diaphragm compressors specifically designed for year-round usage
- Atlantic Aerators are dependable for de-icing and gas exchange in freezing weather, unlike floating de-icers that often fail under harsh conditions
- Atlantic offers a variety of aeration options including Economy Aeration Kits, Standard Aeration Kits, Professional Diffuser Kits, and Diaphragm Air Pumps
- Typhoon Air Pumps adapt to most backyard ponds with diffuser options for ponds from 1,000 to 12,000 gallons
- Atlantic's Typhoon Air Pumps are easily rebuildable and exceptionally efficient



TADK1800 and TA1800 shown

Visit our website to view our full line of Aeration products.

THE 2017 PRODUCT CATALOG IS NOW AVAILABLE
CALL, FAX OR EMAIL TO REQUEST YOUR COPY



ATTENTION CONTRACTORS!

All Atlantic Professional Contractors in good standing now receive an extended one year warranty on all Atlantic products beginning January 1, 2017. Ask your Distributor how you can sign up today!

ATLANTIC WATER GARDENS
P. 330-274-8317 | F. 330-274-8317
E. info@atlanticwatergardens.com

www.ATLANTICWATERGARDENS.com



Design with the koi in mind, and then create the beauty for your client. The specs, equipment choice and health of the koi must all come first.

reduction. Possibly most important are oxygenating plants like Anacharis and Cabomba that can stabilize the water table and absorb enormous amounts of nitrates while providing high amounts of oxygen back into the water throughout the day. One bog plant or oxygenating plant per 10 square feet of surface area and up to 50 percent waterlily coverage is ideal. These are easy to add to the pond and will make a huge impact on both the ecosystem and the visual softness, which your client will definitely notice.

The Necessary Extras

Fish load is truly all about water quality, which is good news, because you have control of water quality as you design. The pump, filter and aeration systems are key, but you cannot stop there.

Install skimmers and bottom drains to increase the quality and purity of the water table. If we allow sludge to build on the pond floor, we lose some of that quality. Designing the pond so that all the fish waste exits quickly, gets trapped in the filter and then is released weekly will greatly improve the water quality and thereby increase the fish-load capacity for your customer.

So... Final Answer?

Knowing that koi lovers will always want more koi, it is of greatest importance to build a pond with the proper equipment that will allow the owner to extend the fish load as desired. Ideally, the pond's maximum fish load should always be greater than the number of fish the client has or wants at the moment.

In the end, you determine how many koi your client can have with your design and build. You are the professional, and the client needs your expertise in the design as well as your advice regarding maintenance and water quality. You

above all others can explain the system's strengths and limitations. For the pond owner's future enjoyment, make sure to explain the importance of weekly back-flushing and partial water changes. Also help them with food choice and the proper way to stock their pond a little at a time.

So maybe the question doesn't have an exact answer, but you have control of the answer. Position your client for success by building a koi pond rather than a water garden, and use the equipment their koi family members deserve. They will thank you for years to come for your attention to detail and shared passion.

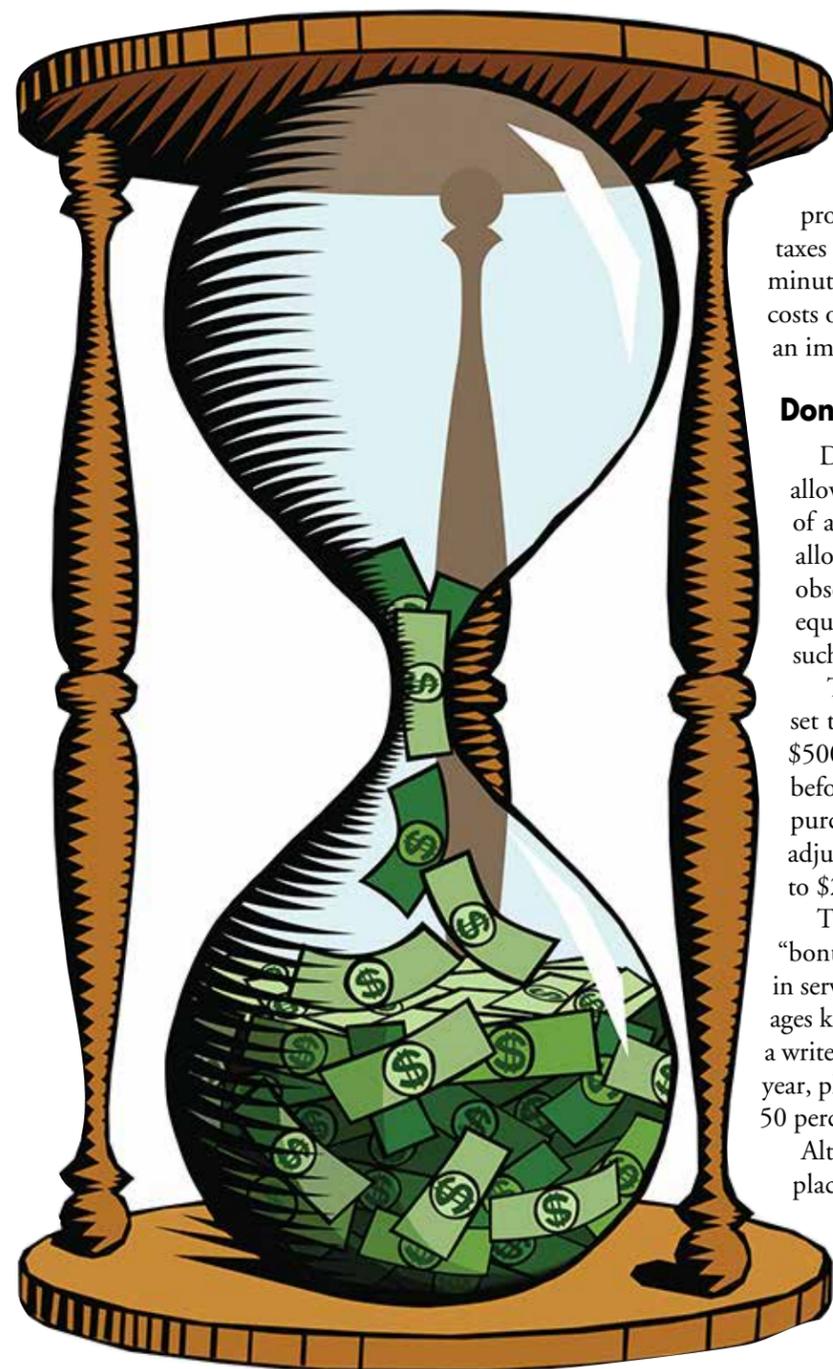


About the Author

Shane Stefek is the president of Water Garden Gems, a koi and pond specialty retailer outside San Antonio, Texas. Water Garden Gems has been a leader in the koi and water garden industry for more than 25 years. Water Garden Gems annually hosts the longest-running koi show in Texas and is a premier supplier of imported Japanese koi and show-quality goldfish. Shane and his wife, Alona, along with their three sons, Nicholas, Peyton and Travis, work to help their customers create their own backyard oases as they enjoy sharing their knowledge and love for the hobby. With 15 years of pond-building experience, Shane shares his knowledge at numerous seminars throughout central Texas each year at clubs, businesses and schools.

The Delays of Our Lives

Last-minute tax-savings tips & potential pitfalls



by Mark Battersby

Regardless of when you plan, the goal with any planning is to keep the tax bill at a legal minimum, year after year. So, keeping in mind that a garden pond professional's obligation is to pay their fair share of taxes — and not a dollar more — consider a few last-minute tax-savings tips, such as those for treating the costs of equipment and new technology that play such an important role in every pond's operation.

Don't Overlook Depreciation

Depreciation is the income tax deduction that allows a business to recover the cost or other basis of all equipment or other property. It is an annual allowance for the wear and tear, deterioration or obsolescence of buildings, vehicles, furniture and equipment. Also depreciable is intangible property, such as patents, copyrights and computer software.

The extenders bill passed in 2015 permanently set the Section 179, first-year expensing write-off at \$500,000 with a \$2 million overall investment limit before phase-out. While the dollar amount of asset purchases remains the same thanks to the inflation adjustment, the investment limit for 2016 increased to \$2,010,000 before phase-out begins.

That extenders bill also extended the 50-percent "bonus" depreciation write-off for equipment placed in service between 2015 and 2017, with lower percentages kicking in for an additional two years. That means a write-off of 50 percent of the purchase price in the first year, plus the regular depreciation rate on the remaining 50 percent.

Although depreciation can only be claimed for assets placed in service prior to the end of the tax year, claiming or ignoring depreciation write-offs should be given some thought. For instance, while taking the bonus depreciation write-off is the rule, a pond professional can elect out

for all property within a class. Thus, if the operation purchases five trucks (5-year property) and \$65,000 in office furniture (7-year property), the choice can be made to not take bonus depreciation on the trucks or the furniture, or both. However, selecting which trucks to use the election on is a no-no.

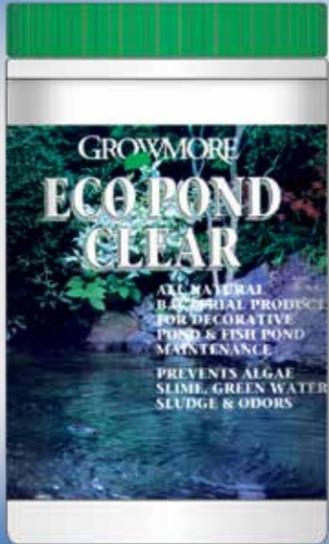
The Correct Write-Off

While finding and documenting all business expenses is generally a big chore, keep in mind that records can often serve as reminders of some of the most lucrative small business tax deductions. The home-office deduction, for instance, requires compiling multiple expenses and calculating percentages, while the deduction for auto expenses requires extensive record-keeping that should have begun at the beginning of the year. Other overlooked and frequently misunderstood deductions include the following:

Repairs. As a general rule, whenever possible, repairs and maintenance expenses should be deducted immediately rather than capitalized and depreciated. That said, the IRS has issued sweeping new repair regulations that govern how the cost of acquiring, repairing or improving business property should be accounted for. Several changes to these guidelines will further impact all garden pond retailers, installers, builders, distributors and manufacturers. Small businesses lacking so-called "applicable financial statements" (AFS) can take advantage of a new de minimis safe harbor by electing to deduct smaller purchases (\$500 or less per purchase or per invoice). Businesses with AFS can deduct as much as \$5,000 per purchase or invoice. Small businesses with gross receipts of \$10 million or less can also take advantage of a safe harbor for repairs, maintenance and improvements to eligible buildings.

Work Opportunity Tax Credit. Thanks to the tax extenders bill, the Work Opportunity Tax Credit has been extended through 2019 for employers hiring members of targeted groups. That same bill also added qualified long-term unemployment recipients to the roster of

Eco Pond Clear



- Restores Water Purity & Quality
- Removes Organic Build-up & Odors
- Safe for Fish & Other Aquatic Life
- Biodegrades Organic Sludge & Excessive Food
- Increases Efficiency of Bio Filtration Equipment

1 Lb. Retail & 25 Lb. Pro Sizes
1 Tblsp. Maintains 1,000 Gallons
Dealer & Distributor Inquire



Grow More, Inc. 15600 New Century Drive, Gardena, CA, U.S.A. 90248
 Phone: (310) 515-1700 • Fax: (310) 527-5811 • www.growmore.com 



YOUR POND farm

Service your online fulfilment with tracking to you daily!

Wide selection with the best pricing!

Distributor of Koi Kichi products

Diverse and Reliable

Dedicated to meeting the changing needs of customers

50 year track record of quality products and service



DISCOVER

LEADERS IN WATER GARDEN SUPPLY

877-412-FARM www.yourpondfarm.com

targeted groups effective Jan. 1, 2016.

Software. As a general rule, software bought for the business must be depreciated over a 36-month period, but there are some important exceptions. When, for instance, software comes with a computer and its

or services — business cards, yellow page ads and so on — is deductible as a current expense. Promotional costs that create business goodwill such as sponsoring a peewee football team are also deductible, as long as there is a clear connection between the sponsorship and the business.

Overtime.

Not strictly tax-related but effective Dec. 1, 2016, new rules raising the white-collar overtime exemption threshold under the Fair Labor Standards Act (FLSA) were released. The

revised overtime pay regulations, which are estimated to affect at least 4.2 million American workers, increase the salary threshold for the overtime exemption from \$455 a week (\$23,600 annually) to \$913 a week (\$47,476 annually). As a result, many businesses must now track hours for salaried employees who are at or below the \$47,476 threshold.

Keeping It Real

Over the years, the way the IRS views “reasonable compensation” has changed significantly. The IRS and the courts believe that to the extent owners perform services for their business, the business should pay the owner a reasonable salary as compensation for those services. In addition — and crucially — that reasonable salary is subject to self-employment tax.

Losses, and More Losses

Casualty and theft losses are deductible if they result from a sudden, unexpected and unusual cause. Of course, a tax deduction for a casualty loss is only allowed in the year of the loss, and no deduction can be taken if reimbursement is anticipated. When it comes to theft losses, a deduction can be taken only in the year the theft was discovered.

Frequently overlooked are the strict time limits for a garden pond professional to claim a Net Operating Loss (NOL)

carryback or to forgo the carryback and just carry the loss forward.

The typical statute of limitations for filing a NOL tax refund claim is three years from the time the tax return was filed, or two years from the time the tax was paid, whichever period expires later. If overlooked, a special provision in the tax rules requires the claim for a refund to be filed within three years of the date on which the return was due to be filed, including extensions, for the taxable year of the net operating loss that results in such a carryback.



Often Overlooked Obligations

Don't forget that state and local governments impose their own filing and payment responsibilities with various income, sales and property taxes. Recently, the states have become more aggressive in taxing corporations that are not physically present within their borders but have significant sales or perform services in their jurisdictions. While there may be exceptions for limited business activities in some states, it is wise to check on the activities of salespeople or workers that travel to different states, ensuring the operation is filing all required state tax returns — business and personal.

Ignore for Savings

Just as all income should be reported to keep the tax folks at bay, all the pond operation's expenses should be reported in order to keep the tax bill low. That is, the expenses should be taken unless the rules permit postponing them to a more profitable tax year.

Obviously, it is not easy trying to break a lifelong habit of minimizing income and maximizing deductions in order to produce a low tax bill. Surprisingly, however, the lowest tax bills

often result from legitimate tax deductions postponed or ignored.

On the other hand, many ignore perfectly legitimate deductions because they believe the deduction increases the likelihood of an audit, or because the paperwork and recordkeeping aren't worth the amount of the deduction. While keeping track of small items purchased for the pond business is often too time-consuming to be worth the trouble, for many expenses such as travel, entertainment and the like, remember that physical receipts are not required for amounts less than \$75.

Extend the Pain, if Not the Payment

Anyone who has tried but can't get their taxes prepared by the filing deadline can file a Form 4868, Application for Automatic Extension of Time To File U.S. Individual Income Tax Return, or use an online service. The IRS will automatically grant extensions of as much as six months to file taxes. Remember, however, the tax extension provides more time to file the business's tax returns, but not more time to pay the tax bill (or a good estimate of the final tab).

Although taxes should never be the primary reason behind any strategy, purchase or move made by a pond professional, taking advantage of our tax rules is important. It is never too late to plan on saving taxes. In fact, any pond-related business owner who changes his or her mind after the return is filed can amend or change an already-filed tax return. But in order to achieve that low tax bill either before or after the return is prepared, professional assistance may be required. ☞

With 25 years of professional experience in the fields of taxes and finance, Mr. Battersby writes on unique and topical subjects in the industry. Although no reputable professional should ever render specific advice at arm's length, he does craft unbiased, interesting, informative and accurate articles. Mr. Battersby currently writes for publications in a variety of fields. His topical columns are syndicated in many publications each week. He also writes columns for trade magazines and has authored four books.

Obviously, it is not easy trying to break a lifelong habit of maximizing deductions in order to produce a low tax bill.

cost is not separately stated, it's treated as part of the hardware and depreciated over five years. However, under the Section 179 first-year expensing rules, the whole computer system cost, including bundled software, can be written off if it is within the Section 179 annual deduction limits.

Advertising & Promotion. The cost of advertising the pond business's products

SAVE YOUR CUSTOMERS MONEY!

Constant Flow Technology™ (CFT) is an integrated pump technology that allows motors to self-adjust in order to achieve the most-energy-efficient speed required to deliver a constant flow rate, even as system conditions change.

SPARUS™ PUMP WITH CONSTANT FLOW TECHNOLOGY

FULLY-PROGRAMMABLE FOR ANY FLOW RATE FROM 20-140 GPM

- 3 hp TEFC motor with IP55 rating. Single-phase, 230V
- Integrated on-board Variable Frequency Drive
- 316 stainless steel saltwater-rated internal fasteners

Calculate Your Savings—Visit PentairAES.com/cft-calculator



AQUATIC ECO-SYSTEMS

© 2016 Pentair Aquatic Eco-Systems, Inc. All Rights Reserved.

FOR MORE INFORMATION VISIT:

PentairAES.com/cft
+1 407.886.3939

FILTRATION
WATER MOVEMENT
STORAGE
WATER QUALITY
FEEDING

ENGINEERING & SYSTEMS DESIGN, CONSULTING, SALES & TECH SUPPORT, SEMINARS, CATALOG

BRILLIANCE[®]
LED
A HIGHER LIGHT FORM[®]

AQUABEAM
MADE IN THE USA - IN CAREFREE, AZ

DESIGNED WITH HIGH
LUMEN & SUPERIOR
COLOR RENDITION
FOR THE EXTREMELY
WET OR UNDERWATER
APPLICATIONS



- Fully submersible application
- Dimmable with most magnetic transformers
- Fully potted electronics
- Abrasion and corrosion resistant
- Environmentally friendly & energy efficient

800.867.2108
www.brillianceled.com



A floating stone bridge provides a seamless, walkable pathway over this body of water.

Walk on Water

Feel at one with the pond with floating steps

by **Kent Wallace**,
Living Water Solutions, Inc.

SERIES:
Best Pond Practices

This is an installment of an ongoing, multi-part series. Be sure to watch for further installments in future issues!

will stay stable over time isn't actually that difficult. Floating stone bridges give an appearance of freedom that solid bridges or bridges with railings

simply cannot. The feeling of being part of the pond is very appealing, considering the relationship most people build with their fish over time.

Concrete Ponds

Concrete ponds with a polyurea seal or other flexible seal coating are fairly easy. The swimming pool industry has been doing this for a long time now. When it comes to the support structure for the steps, the only difference between a living water feature and a pool is the shape. In a living feature with fish, more open space between the step supports is desired for better flow and



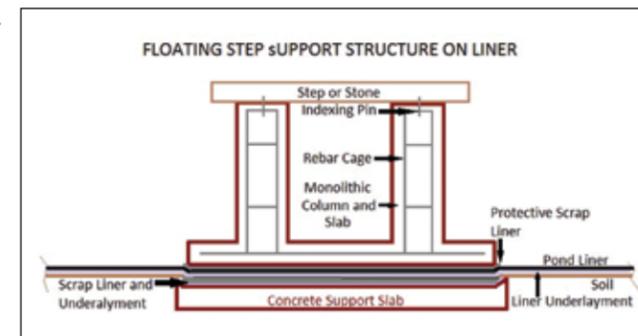
The concrete support slab is seen under the liner before (top, left) and after the installation of rebar (top, right). The concrete columns (bottom, left) are poured around rebar in Sonotube forms to create the desired look (bottom, right).

more volume. Instead of standard square support blocks, a living water feature is better served with less restrictive round pillars, allowing more room for the fish and better circulation. If a designer has specified the square supports, try to build them as narrow as possible and round the corners a little, if you can.

The blocks or pillars used as the support structure will always have rebar in them with a few inches of excess at the top. This excess should be bent over inside the steps if the steps are to be formed and poured in concrete. A No. 4 bonding wire connected to the shell

rebar is also required to pass electrical code. If stones or prefabricated steps are to be used, a short piece or two of rebar should be left protruding upward about an inch. This short piece of rebar will act as a locating pin and fit into a hole in the

bottom of the step to keep it from moving or sliding if the bonding mortar should ever delaminate. I've always used mortar fortified with Versabond as the bonding agent. Versabond is a cementitious, thin-set material with more glue in it.



This diagram shows an example of a support structure profile.

Liner Ponds

Building floating steps in a liner pond is a little more difficult. First off, you can't put liner around the pillars or seal to them in any way that would breach the liner. Secondly, it's going to be very difficult to replace the liner later on if the need arises. The pillars must be poured on top of

CSA CONTRACTOR SALES ACADEMY

YOU BUILD AMAZING WATER FEATURES.
NOW, BUILD AN AMAZING BUSINESS.

The New Year brings new opportunities. It brings a clean slate to build your next masterpiece.

You've mastered the art of water features. Isn't it time to master your business?

Learn the One Question that has propelled these water feature owners toward building stronger lives and businesses!

LEARN THE QUESTION TODAY!
www.strongpondbiz.com

WHAT CURRENT MEMBERS ARE SAYING

"If you love spending countless hours with people at their home, only to learn that they don't want what you are trying to sell them, then the CSA is NOT FOR YOU..."

Jaak Harju, Owner-operator, Atlantis Water Gardens

"The CSA has a proven track record that helped our company reach our goals: Increase up-sells, charge more for our services/products and provide a work/life balance. The CSA also helped me achieve one of my personal goals - to lose 40 lbs and keep it off. Thanks CSA!"

Thomas Smith, Founder & President, Garden State Koi & Aquatic Center

"The CSA has forced me to look at my business like a machine. work on the most important parts that need the most attention first and then move on. Thanks Steve & Tom for facilitating such an awesome platform for contractors who want to grow both in business and in life."

John Adams, Owner, Modern Design Aquascaping

"...As of today \$933,000 in construction work. Before CSA we were doing \$650,000. The group is about reclaiming your time and making a better living for your family."

Alan Decker, President, Decker's Landscape & Aquatics



the liner with the liner left unscathed below them. They cannot be individually set — all pillars must be combined or joined as one monolithic assembly. This creates a lot of weight on top of the liner, but steps can be taken to minimize the pressure per square inch and protect the liner.

Floating stone bridges give an appearance of freedom that solid bridges or bridges with railings simply cannot. The feeling of being part of the pond is very appealing, considering the relationship most build with their fish over time.

Start by establishing the area to be crossed and excavate it approximately 6 inches deeper than the pond floor. Then, pour concrete back to the level of the pond floor. This lower support slab should have a simple rebar cage in it, just like you would install in any slab that is going to support some weight. Usually no form is required, because the surrounding soil is the form. The support slab should be troweled as smoothly as possible and feathered into the surrounding soil. Once cured, cover the support slab with a layer of padding or underlayment separate from the underlayment normally used for the liner. The normal underlayment is then laid out just as in any standard liner installation. A scrap section of liner is then laid over the support area, and the main pond liner is installed over it. Install the rest of the main liner as you normally would from here, with the exception of the steppingstone support structure. Lay another piece of scrap liner over the area the pillar slab is to be poured on, with the forms for the slab set on top of this piece. The excess can be carefully trimmed back to the form or slab after the form is removed. This layering on both sides of the main liner adds a lot of protection, helping the main liner last longer.

Once the form is in place, set the rebar structure and pour the slab. The

KoI SMART Pond Supply **koismart.com**
561-408-2739

Large Inventory In Stock

We Stock Thousands of Items Ready-to-Ship.
Over 20 Industry Brands at your Fingertips!

Let Our Experienced Staff Help You.
Whether it is an Overall Pond Design or a Technical Question, We are here to help.

Call Or Email Our Staff for:
Monthly Promotions and Yearly Incentives

SAME DAY SHIPPING
If order placed by 1pm EST

info@koismart.com
Phone: 561-408-2739
West Palm Beach, FL

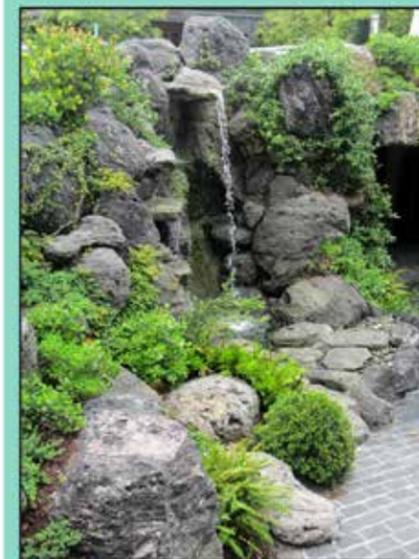
100% Natural Rock!



featherrock

BOULDERS • VENEER • GRAVEL • FIREPIT ROCK

Lightweight pumice rock from California • Easily carved & manipulated
Perfect for ponds, waterfalls, and any other water feature projects.



Above project by Matthew Giampietro of Waterfalls Fountains & Gardens Inc.

featherrock.com • sales@featherrock.com
800-423-3037 • 818-882-0300 ext. 16



Here's the floating stone structure, complete with bridge steps.

10- to 12-inch Sonotube forms are set around the rebar pillars on the lower slab and filled with concrete while the slab is wet, making the pillars and slab one monolithic structure. Level the pillars at the correct height and place a short rebar pin in the top. When using flagstone, I double the pieces, drilling the locating holes in the bottom piece. The top decorative piece is bonded to the lower piece with Versabond, hiding the holes.

The lower slab under the liner can be buried deeper with the upper slab at the pond's surface level if you desire, but many times the slope of the floor can be

dealt with at the slab and feathered in as shown in the photos.

Float On!

This is just one example of how to do this. In the past, I have created an 18-foot-long, stepped walkway in a 5-foot-deep pond with several thick stones approximately 3 by 4 feet, just inches apart. When doing multiple stones, a pattern of each stone can be made using Masonite or cardboard, with the locating holes marked in them. The patterns can be laid out on the pond floor and arranged prior to pouring the pillars, and then placed on top of the



The final "floating stone" look

pillars over the indexing pins to ensure a proper fit when finished. When using single, larger or thicker stones, the locating holes must be drilled carefully to prevent breaking through the top side.

Eric Triplett at The Pond Digger has

become an expert at the floating stone look and can also help with examples of how this can be done in different applications. Let your clients "walk on water" in some of your own designs with the floating stone look. ☞

About the Author

Kent Wallace was born and raised in Las Vegas. Kent spent most of his adult life in the automobile industry at independent shops and dealerships, including his own shop as a race car fabricator at age 24. Then, in 2001 a neighbor asked Kent if he could build her a koi pond like the one Kent's father had.



From that point on, pond building became his new passion. That first pond he built was submitted to Better Homes & Gardens magazine and won Best Courtyard Nationwide in their special interest publication.

livingwatersolutions.com
702/845-6782

FIX POND LEAKS

Stock PondPro In Your Store Today

GUARANTEED NOT TO CRACK, PEEL OR FLAKE

- 100% Liquid EPDM Rubber
- 5 Year unconditional warranty
- Withstands temps from -40° to 350°
- Unique curing process results in a chemical bond
- One coat application
- A true do-it-yourself product
- Waterproofs immediately upon application
- Safe for fish and plant life

Pond Pro 2000®

855-788-5836
pondpro2000.com

Great Off-Season Sale Item!

ARCTIC Blend®

The Next Generation of Cold Water Beneficial Bacteria

Arctic Blend® prevents poor winter water conditions, losses and stresses that can cause spring outbreaks of pathogenic outbreaks. Just one easy treatment every other week and your pond and fish will be in perfect condition in the spring!

- Removes deadly ionized ammonia and toxic un-ionized ammonia
- Removes toxic nitrites and nitrates
- Works in very cold water (as low as 35 degrees F)
- Reduces and digest bottom sludge all winter
- Helps maintain a healthy immune system
- Arctic Blend® will not deplete the oxygen level in your water
- Reduces spring clean up
- 100% natural, NO CHEMICALS, safe for pets and wildlife

There's More!

You can start using Arctic Blend's beneficial bacteria in the fall and it's made for treating your winter pond water all winter. If you have any left over in the spring, you can use it until your pond temperature reaches 65 degrees F.

32 ounces treats up to 5,000 gallons for five months
Arctic Blend's beneficial bacteria winter pond care treatment

One gallon treats up to 20,000 gallons for five months
The gallon size has an "one ounce" pump for easy measuring

ARCTIC BLEND™ is the ONLY winter pond care product on the market that can remove ammonia, nitrites, nitrates, phosphorus and digest sludge in winter conditions with water temperatures less than 39 degrees F.

To become an Aqua Meds Dealer please contact
Aqua Meds®
www.aquameds.com
Toll-Free: 1-888-864-6919 info@aquameds.com

Vianti Falls Spillways

The Vianti Falls system adds beauty to any block wall with the simple elegance of its cascading water. A stainless steel spillway creates a soothing sheet of water and pouring scuppers are tasteful accents to the feature's focal point. Vianti Falls spillways and scuppers by EasyPro are a stylish highlight for any patio, entry way or stand alone feature. Illuminate for a stunning night time display.

- Internal baffles create the smooth sheet of water that cascades to the basin below
- Open flow design prevents clogging from debris or hard water
- High quality stainless steel construction resists corrosion
- Three lip styles 2", 6" or 15"; and several widths from 11.5" to 71.5"



All stainless steel Vianti Falls spillways and scuppers are proudly made in the USA.

Scuppers

These pouring scuppers are tasteful accents to a complete formal water feature.

A low volume of water pours from the spout highlighting the feature's focal point.



New Product SPOTLIGHT

New LED light kit for EasyPro Aqua Fountain



New kit features:

- Epoxy filled stainless steel housings
- Warm white 9 watt fixtures – 1230 lumens per fixture!
- Two light kit for fountains up to 1/2 hp or three lights for fountains up to 2 hp
- Designed to fit EasyPro Aqua Fountains, Kasco Marine and more
- Epoxy filled stainless steel housings
- Cord lengths up to 200'



Universal Waterfall Diffuser

Made to last and faster to install than any other spillway on the market

- Ideal for use at beginning of streams and in block walls, pools and formal fountains
- Extra strong vertical rib design creates a nearly indestructible diffuser –allows block to be stacked directly on top
- Low profile design of 3 1/2" makes them easy to conceal
- Available in four sizes: 16", 23", 32", 46"
- Units have dual 2" inlets for flow rates up to 12,000 gph



Reliability You Can Count On

TH Series Pumps by EasyPro

- Energy efficient choice for ponds, waterfalls, fountains and formal features
- Great for continuous duty applications
- 3100 - 6000 gph
- Four models: 115 or 230 volt
- Stainless steel pump
- Two year warranty

Contact us to find a distributor near you!



EasyPro
pond products

Visit our website to view or request 2017 catalogs:

www.easypropondproducts.com/catalogs

EasyPro
pond products

Chill Out!

Frozen features provide year-round pond enjoyment

by **Tim Wood,**
Aquatic Edge Consulting

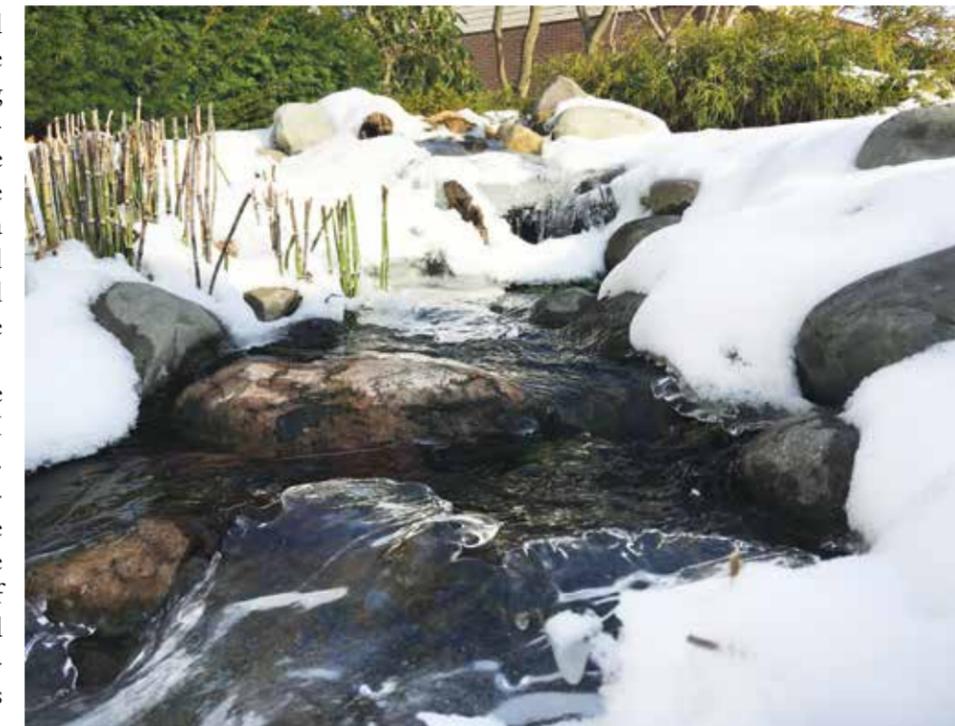
Most pond owners enjoy their water features on a three-season schedule. It starts with great anticipation in the spring, when the filters and pumps get plugged in. The pond and surrounding landscape proceed to undergo rapid changes through the summer, when plants are flourishing and time spent outdoors is fully maximized. Then suddenly, it's fall. The days get shorter and cooler. And while the changing colors of autumn are a splendid sight, they also seem to signal a rapidly approaching winter. The pond owner begrudgingly admits that the pond's year is almost over.

So why does a pond's year have to be complete after only three seasons? Last I checked, there are four seasons in a year.

In the same vein, we pond contractors in the northern regions also revolve around a three-season calendar. We associate early spring with the start of a new season — time for home and garden shows and the return of positive cash flow, with pond openings and spring cleanouts. Summer brings a bounty of revenue in the form of new installations and renovations. Then comes fall, when we scramble to complete scheduled projects and throw nets on ponds. Finally, autumn wraps up with pond closings, putting them to bed for a deep, winter sleep.

Then comes three to four months of other stuff for us to do. Some of us plow snow; some take vacations; some visit with fellow contractors and attend conferences. We certainly stay busy, that's for sure! But what

about our customers? They stare out the window and wonder if their fish are still alive. They walk past their dry, covered-up fountainscape every morning when they leave for work. In the early evening, when the sky has been long dark, they see their expensive LED waterfall lights shining on — well, nothing.



Water currents create mesmerizing ice formations in the winter.

The Fourth Pond Season

What if I told you that your customers were missing out on something beautiful during these wintery days? What if there was a way for them to keep enjoying their water features, fountainscapes and ponds, and in turn thinking positively about their pond contractor?

It's time for your customers to consider a fourth



season of pond enjoyment. In my opinion, winter can be the most beautiful time of the year for a water feature. Snow and ice formations add a magical look to a waterfall, especially when highlighted by LED lighting. If your customers do not have a running water feature in the winter, they are missing out! Check out these benefits for your customers when they run their water features in the winter.

Visual Aesthetics

Sure, winter is cold. But it's also beautiful. After a snowfall, the sights of a winding stream are enhanced by the monotone colors of snow and ice. The water in most ponds is generally clear this time of year, which helps the color scheme stand out in rocks and gravel. There's something stunning about the stark contrast of dark-colored gravel alongside pure-white snow while being soothed by the melodic meandering of crystal clear water.

Another striking scene is the evolution of ice formations throughout the winter. Plunging temperatures allow ice to begin to form, at first along the pond and stream edges. As these areas continue to freeze, pond owners are treated to daily changes in the appearance of their features. This is particularly accentuated in areas of water splash and changes in current velocity, where ice formations can seem to come alive and grow in directions that didn't even seem possible before. In some of the coldest climates, entire waterfalls can acquire layers of ice that hover above the water in motion. Additionally, the dancing light from an underwater LED can create an exciting atmosphere as it reflects off the water and the ice above it.

Mood Enhancers

Studies show that some people suffer from elevated levels of depression in the winter. There may be many causes, including less sunlight and holiday and family-related stress.

Studies have also shown the positive effects that waterfalls can have on people. Splashing water creates negative ions that promote cleaner air, and the sights and sounds have a mesmer-

Tiny details abound (top, far left) and are always changing! Ice accumulates (bottom, far left) on the root structure of a stump accent piece. The pond (left) is mostly frozen over, but the oxygen-rich water flowing in from the stream keeps an area of the pond ice-free.

izing effect similar to a campfire. Our customers could certainly benefit from seeing and hearing their water features in the evening after a long day at work, don't you think? Come to think of it, it's probably more important in the winter than any other time of the year.

Wildlife Support

In freezing conditions, many natural water sources can become capped in ice. This can make it difficult for birds and other wildlife to find fresh water. By running a backyard water feature, the pond owner provides a perfect place for birds to gather for a drink or a quick splash.

This surely ties in with other benefits as well. Imagine seeing a bright red cardinal hopping along a snowy stream, curiously poking around for a drink. How could one not smile at that?

Winterization Tips

Ponds

1. Ecosystem-style ponds (with skimmers/intake bays and waterfall/wetland filters) are generally safe to run in the winter. Just be sure to turn off bottom aerators or jets that will disturb the deep, warmer water where the fish will live during the cold season.
2. Keep a shallow aerator or de-icer running. If winter cold becomes too frigid and the customer decides to ultimately turn off the waterfall, you don't want them to have to trudge through snow to install these components.
3. Determine whether the auto-fill should remain on or be turned off. Consider the exposure of the supply line to harsh weather.
4. Plan to add water. Evaporation can happen just as quickly in the winter as it does in the summer. You will also lose available water-in-motion when it turns to solid ice. Is there a feasible, efficient way for you or your customer to add water during periods of extreme cold?

Pondless Waterfalls & Fountainscapes

1. Consider the basin size, and be sure you can catch enough of the splash zone when some of it becomes capped in ice. If your water feature has a very small footprint, there is a strong chance that it will not be able to catch its own water once ice begins to creep its way across the gravel surface. A small basin also means that freezing water will quickly create the need to add water.
2. What is the fountain made of? Concrete, porcelain, resin and most other materials commonly used for these products have the potential to crack if ice accumulates in certain areas. Consider the risks in these cases. For example, I have several ceramic vases that I run in the winter at my home. As long as the water keeps moving, I've had no issues with damage.
3. Ice dams can form in waterfalls and stream areas that may push water over the edge of the liner. This is something that can happen in almost any feature, and it should be discussed with your customer. If your customer takes a weekend vacation, or if there is another reason why the feature may go unnoticed for several days, you should consider turning it off while they are away — particularly if frigid temperatures are in the forecast.

Business Booster

Having your customers run their water features in the winter can have positive effects on your business in a variety of ways. For starters, it can make your spring maintenance easier. If a pond is completely shut down over the winter, it can potentially accumulate debris, such as leaves that may not be noticed until they sink to the bottom. That means additional organic material stuck in the bottom over winter, and more wet, heavy debris to remove during the spring cleanout. If the pond keeps

If the pond is left running, there is a much better chance that oxygen levels will stay high and the water quality will remain stable.

running, those leaves will get drawn into the skimmer for easy removal.

If a pond has an abundance of oxygen-depleting muck on the bottom while it is closed for winter, fish could suffer from health-related issues. This is

particularly true if the pond completely freezes over. But if the pond is left running, there is a much better chance that oxygen levels will stay high and the water quality will remain stable.

Another benefit to business is the simple fact that a flowing waterfall keeps the pond owner seeing and thinking about their pond — and the amazing contractor that cares for it. You open the door for a potential call over the winter to add a few new lights or perform another simple upgrade or service. You could also consider adding

winter maintenance visits to your service offerings. You simply drop by as often as you see fit to check on the feature, adding coldwater bacteria, checking the water level, keeping an eye on ice dams and pulling debris from the skimmer, for example.

When you send out your spring cleanout letters in February, maybe you will notice an increase in responses if your customers have enjoyed their ponds all winter. For when a water feature is left inactive for an extended period of time, it may be somewhat forgotten about. This makes it no wonder why it takes a lot of customers several follow-ups before they finally respond and schedule their spring cleanouts.

Finally, I like to reinforce the positive vibes over the winter by sending my customers Christmas cards. It's a simple, courteous gesture and a great way to keep spreading winter holiday



One of the greatest benefits of frozen features — you just never know what kind of icy sculptures are going to develop during winter weather.



Left: A view from above and below the icy waterline in a winter pond. Right: Even in the absence of snow, ice formations can still look really cool.

ShinMaywa
Brighten Your Future

- ✓ Widest Operating Range
- ✓ Highest Overall Efficiency
- ✓ Lowest Lifetime Cost

ShinMaywa pumps deliver best in class performance for your water garden project. Visit www.Shinmaywasales.com and see how.

Distributed Exclusively By
FieldingPump

www.ShinMaywaSales.com



UNIVERSAL POND SUPPLY

WHOLESALE DISTRIBUTOR OF QUALITY POND PRODUCTS

888-236-8621

WWW.UNIVERSALPONDSUPPLY.COM

WHY PURCHASE FROM US?

- > The industry's most competitive early order, in-season pricing, and terms programs.
- > Programs for all re-wholesalers, dealers, contractors, and drop ship companies.
- > Fully stocked warehouse with a 98% product fill rate.
- > Nationwide shipping with quick turn-around times and emailed tracking information as soon as orders ship.
- > Over 50 manufacturers' product lines.
- > State of the art website. Quick access to pricing, invoices, and availability without waiting for someone to call you back.



DON'T MISS OUR SPECIAL EARLY ORDER PRICING

LET UNIVERSAL POND SUPPLY BE YOUR ONE-STOP SHOP FOR POND SUPPLIES.

Dan Berg General Manager 508 216 4464 dan@universalpondsupply.com	Mike Zmina Western Sales Manager 847 372 6997 mikez@universalpondsupply.com	Jannine Richter Eastern Sales Manager 609 685 7259 jannine@universalpondsupply.com	Mike Webb Landscape Contractor & Inside Sales 443 617 4113 mike@universalpondsupply.com
---	---	--	---

Don't have an assigned sales rep yet? Call 888 236 8621 and speak to Mike at ext. 152



A strong aerator disc is placed in front of the skimmer on this pond to be sure water can flow in an unobstructed manner to the pump.

cheer. Many customers become more like friends over time, so this is really a no-brainer. Plus, I've found that the act of writing personal greetings to customers helps me feel more connected to each of them, keeping their individual projects fresh in my memory.

Before Diving In...

You obviously must consider how each water feature is constructed and determine if it is feasible to run it during winter, and if it is safe for fish. Research how to properly winterize the pond based on its construction and filtration type. Many ponds just aren't set up to effectively run in the

winter. Other styles of features, such as waterfalls and fountainscapes, may also be suitable for winter operation. It's important to set your customers' expectations and make them aware of things to look for during this time. You shouldn't be held responsible if an ice dam causes water to leak from the pond, but you also should be responsible enough to make an informed recommendation regarding the suitability of running a particular water feature during the winter.

So start looking at the water features you build or maintain with the fourth season in mind. It can have many positive effects on your customers — and your business. ☞

About the Author

Tim Wood is a Master Certified Aquascape Contractor and the owner of Aquatic Edge Pond & Landscape Solutions, located in the Greensburg area in western Pennsylvania. Tim specializes in natural-style ecosystem koi ponds and water features.

Tim is also the owner of Aquatic Edge Consulting, a lake management company. He is a member of the Pennsylvania Lake Management Society, the Society of Lake Management Professionals and other organizations associated with lake management. Aquatic Edge Consulting also offers an exclusive, specialty line of natural bacteria products developed specifically for use in lakes and large, earth-bottom ponds.

www.AquaticEdgeConsulting.com



Bassinger Fisheries Koi & Goldfish Farm



Healthiest Koi and Goldfish in the USA!

- 100% Ulcer Free Farm
 - 100% Virus Free Farm
 - No New Fish Introduced in 17 years
- 100% Satisfaction Guarantee**



Rated Best All Around American Koi by International Koi Judge

- Brilliant Colors
- Stunning Patterns
- Great Selection of Different Koi and Butterfly Koi



Visit our new website at:
www.BassingerKoiFarm.com

817-366-1746
325-728-4237 Fax
thekoiman@sbcglobal.net

New Customer Special!

50%^{off}

(on first \$500 order)



Nymphaea 'Detective Erika'



Nymphaea 'Virginia McLane'



Nymphaea 'Galaxy'

| IWGS Winners |

Legion of Blooms

IWGS 2016 International Waterlily Competition

by Kelly Billing,
IWGS

This year, the International Waterlily and Water Gardening Society (IWGS) held its annual competition at a new venue — Longwood

Gardens in Kennett Square, Penn. The change comes after Tamara Kilbane at Denver Botanic Gardens passed the torch from her capable hands. The IWGS owes her an enormous debt of gratitude for her work at both Duke Gardens and Denver Botanic Gardens, where the competition was held in previous years. Her dedication,

hard work and attention to detail set the standard for the competition as the event moved to its new location. Thank you, Tamara!

Tim Jennings, the senior gardener at Longwood Gardens, took on the challenge wholeheartedly, setting up temporary, heated holding tanks in one of the growing areas until a more suitable and permanent location at the gardens can be arranged. Their expertise and hard work yielded 15 waterlily entries from four different countries for the 2016 competition. The IWGS would like to say a special

thank-you to Executive Director Paul B. Redman for hosting the competition at Longwood Gardens and for all his support. Longwood Gardens is known not only for its grandeur as a great garden, but also for its rich history in research and breeding waterlilies and hundreds of other plants.

An international panel of judges with a diverse knowledge of Nymphaea was selected to participate in the online judging to evaluate this year's entries. The judges included:

Farley See (Canada)



Nymphaea 'Reine du bal'



Nymphaea 'Demoiselle'



Nymphaea 'Madinina'

Meet the Winners!

The competition had three competing categories this year: Hardy Waterlilies, Tropical Day-Blooming Waterlilies and Intersubgeneric Hybrids (a cross between Hardy and Tropical Day-Blooming). There were no night-blooming waterlilies to judge this year.

The Best New Waterlily of 2016

Nymphaea 'Detective Erika' by Zijun-Li

The Second-Best New Waterlily

Nymphaea 'Virginia McLane' by Florida Aquatic Nurseries

Hardy Waterlilies

First Place Nymphaea 'Reine du bal' by Florian Henuax
The large flowers have excellent form and brilliant color. The foliage has a unique, raised edge.

Second Place Nymphaea 'Demoiselle' by Florian Henuax
Flawless flowers are abundant and open for an extended day. The dense foliage gives it a full appearance.

Tropical Waterlilies

First Place Nymphaea 'Virginia McLane' by Florida Aquatic Nurseries

The intense rose, red flower color is surely eye-catching. The foliage has a unique flush of burgundy-red throughout.

Second Place Nymphaea 'Galaxy' by Ao Weerreda

Rich and dense purple flowers sit above scarlet foliage, creating a unique and striking combination.

Intersubgeneric Hybrids

First Place Nymphaea 'Detective Erika' by Zijun-Li

This beauty had an astounding 86 flowers during the growing period and stayed open longer. The stunning blossoms were even further complemented by the compact foliage in shades, varying from burgundy to green.

Second Place Nymphaea 'Madinina' by Florian Henuax

Another vibrant violet hybrid with compact growth and abundant foliage provided a beautiful lush background.

Thank you to the hybridizers. Your dedication is most appreciated!



- Gianluca Bonomo (Italy)
- James Allison (UK)
- John Loggins (USA)
- Miguel Castillo (Venezuela)
- Chris Song (South Korea)
- Rich Sacher (USA)
- Mark Wilson (UK)
- Ian MacGregor (Australia)
- Nopchai Chansilpa (Thailand)
- Severine Lyssens-Danneboom (Belgium)
- Rolf Nelson (USA)

The IWGS extends our gratitude for their effort to help make this year's contest a success. ☺

Kelly Billing has more than 30 years of experience in the water gardening industry wholesale trade working for Maryland Aquatic Nurseries Inc. She compiled and maintains the Aquatic Plant Invasive Species List for the nursery trade in the United States. She writes regularly for various trade magazines and other water gardening publications. A gardener since childhood, Kelly enthusiastically shares her knowledge and experience with organizations, garden centers and garden clubs.

The 2 Best Filtration Technologies in 1 Filter

- High Capacity
- Easy Super Charged Maintenance
- Small Footprint and Remotable

Most experts agree that fluidized bed filtration can't be beat for biological filtration as it never clogs and provides **maximum usable surface area** for bio-activity.

The limitation is that moving media doesn't capture particles or polish the water. We solved this by combining two specialized media - One that stays in motion in the bottom where the water enters, and one that floats at the top to capture pond debris, and **polish the water to perfection.**

DuoTek is the best solution for that large loaded pond



DuoTek

Stage 2
Floating Bed



Stage 1
Fluidized Bed



GC Tek
(866) 712-7007

Learn more at gctek.com



**TRADE PROS:
BUY BETTER
MAKE MORE \$**

**Save \$50
On Your First Order***



Nothing moves more water than Evolution External pond pumps



All Pumps Now Available with a Baldor Motor



ES Series
Starting @ \$199



ESS Series
Starting @ \$399



ESBB Series
Starting @ \$549

All Pumps are available with Saltwater Seals Installed for \$49 Extra

Call Today for a Price List or Login Info to Access our Wholesale Portal
800-636-8866

*New Customers Only. Expires November 1, 2016. On orders of \$300 or more. Does not apply to Variable Speed Pump. Reference Code BUYBETTA.

624 South B Street
Tustin, CA 92780



800.636.8866 • advantageman.com



Revolutionary New System
Evolution Portable Pond Filter
Clean ponds & water features while circulating water



\$1299

Also available with Gas Powered Briggs and Stratton Engine
Product Features:

- Dual Canisters
- Extra Heavy Duty Screened Nylon Element Captures large debris
- Two Stage Filtering
- Powder Coated Steel
- 40ft GFCI cord
- 1.5 HP Motor

ETBA 500 Cubic Inch Priming Pot

Available in 2x2, 2x3 & 3x3

starts at \$99



Brand New Options & Pricing
Pressured Bio-Media Systems



SPP 1,000 \$299
SPP 2,000 \$469
SPP 4,000 \$539
SPP 6,000 \$969
Includes Media

Now Available with optional blower, UV Clarifier & Pre-Separation Tank.

Why Buy From Us?

- We are the Factory
- Products are Rock Solid
- Phenomenal Values
- No Minimum Order
- Online Wholesale Ordering
- No Drop Ship, Handling Fee or Wacky Shipping Rates
- East Coast Sales Team now operational
- MAP Policy Enforced
- Open 6 Days a Week

Karashi are known for the quickest growth.



Midorigoi are rare, green koi. It may be hard to find scaled Midorigoi at this size.



Hajiro are a variation of Karasu with white edges on pectoral and tail fins.



This young Chagoi does not yet show Fukurin, but the netting pattern is still beautiful.



| Language of **Koi** |

Pure Perfection

Single-colored Muji bring beautiful simplicity to the pond

by **Taro Kodama**,
Kodama Koi Farm

M*uji* means plain ground, or simply “plain” in Japanese. In koi terms, it refers to koi with a single color, such as Chagoi, Soragoi, Benigo, Karashi, Karasu, Midorigoi and Kigo. Honestly, I am surprised to see that there are so many included in the Muji variety. They are usually categorized in the Kawarimono class at koi shows.

Chagoi (brown), Soragoi (blue-gray) and Karashi (yellow) are probably the most popular varieties and are easily available among the Muji variety. They are friendly, eat very well and grow quickly. Karashi is especially in high demand. At koi shows in Japan, Chagoi have always been the most awarded in the jumbo category, but lately, Karashi have also been winners.

Kigo or Karashi?

Many people wonder about the difference between Kigo and Karashi because they both have yellow bodies. Although they are slightly different in coloration, it is still very difficult to identify which is which unless you ask the breeders. When I ask around—even in Niigata—I find only a few people able to distinguish them.

Karashi was originally developed by crossing Kigo and Chagoi. This is why Karashi has many features of Chagoi. Karashi will eat well and grow very quickly, unlike Kigo. Karashi may have red-brown edges on their tail fins. Sometimes it may look like a sign of stress, but in the case of Karashi, this color is most likely derived from Chagoi. Quality Karashi should have yellow all the

way down the pectoral fins, while Kigo may have white fins.

The Artist’s Koi

Karasu is also a very interesting Muji. It is just a black koi. Some may wonder why breeders needed to develop black koi, considering that the original koi were black food carp. Although the carp were already black, I believe they were not black enough for the breeders as artists. They wanted to see a pure, lustrous, thick black that was not influenced by the environment on the koi’s body. This is a very good example of some breeders also serving as perfectionists or artists. In Karasu, we see different versions, with white on the edge of the fins of Hajiro, on the heads, pectoral fins and tail fins of Yotsushiro, and on Matsukawabake.

Because Muji have no pattern, we will consider the following when studying these koi: body conformation, cleanliness and Fukurin (or netting pattern).

Body Conformation

Going back to the basics of koi appreciation, three important factors are body, quality and pattern in the order. Because these koi do not have a pattern, the importance of body conformation is great. Their bodies are like the canvas of painting. These canvases set the standard for their quality and beauty.

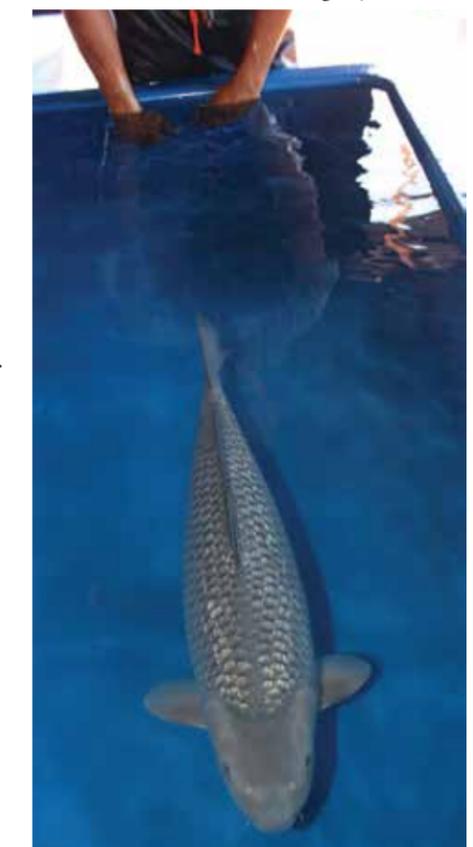
Cleanliness

Remember that this is a plain-colored koi. Even a dot of red could ruin its beauty. If it were a multicolored koi, any wrongly placed colors on the body could be disguised. But in the case of Muji, one spot, regardless of how tiny, could ruin it. In other words, Muji are required to be

more perfect than other varieties.

Fukurin

Fukurin refer to the netting patterns formed by the gaps in scales. When koi are small, all the scales are tightly laid out;



Ginrin Soragoi: The beautiful body conformation and solid gray color are breathtaking.

there are no gaps. As koi bodies grow larger, especially in fast-growing koi like Chagoi, Soragoi and Karashi, their scale growth starts to slow, showing these gaps, or Fukurin. Because Muji do not have a pattern, Fukurin are one of the few highlights. How well they appear greatly impacts the value of the Muji.

On the other hand, not all Muji will have Fukurin. Fukurin definitely represent additional value, but a lack of Fukurin does not necessarily lower the quality of the koi. Still, one would prefer to see a nice netting pattern on the body.

A Koi for All

In my opinion, everyone should have at least one Muji in his or her pond. They are

not afraid of people and actually help other koi calm down. They can be good leaders in the pond. So, their friendly personalities are a good selling point.

In addition, when showing mid- and large-sized Muji, remember to emphasize the beauty of the body and skin. When showing small ones, show them side by side with the larger ones and emphasize the importance of the bloodline. Breeding these simple koi may



Fukurin are the gaps between scales. Their appearance creates beauty and value.

look easy, but I think no other variety is as difficult to breed as Muji. Because they are so simple, any small flaw, like a tiny spot or minor disorder of the scales, will impact their beauty. These small flaws may not be seen when they are small, but as the koi grow, they will come out. This is another reason why I stress so much the importance of bloodline. Bloodline is the only thing that assures the future quality of koi.

Some famous breeders of Chagoi and Soragoi include Marudo Koi Farm, Maruhiro Koi Farm and Marusaka Koi Farm. As for Karashi, Marudo Koi Farm and Konishi Koi Farm are famous. Otsuka Koi Farm always has high-quality Kigo. Marusaka Koi Farm is a good place to go to find a nice Midorigoi. Karasu, however, is very hard to find. You simply have to visit many breeders and hope you happen upon one. ☺

About the Author

Taro Kodama

is the president of Kodama Koi Farm, the largest importer and distributor of quality Japanese koi in the United States. With locations in Japan, Hawaii, New York and New Jersey, Kodama Koi Farm carries more than 35,000 Japanese koi from the top breeders in Japan. Taro, along with his father, Mamoru, not only provide show-winning koi, but they also conduct many koi seminars.



Get Pumped



A trusty, solids-handling pump is the trick to handling debris.

Pump it Up!

Don't overlook the heart of the pond

by **Frayne McAtee**,
OASE North America

I was walking through my neighborhood, longing for the future days of warm weather and considering my plans for the coming season when I came upon a sight that I've enjoyed almost every day since I moved to town. It was an especially impressive water feature, beautifully landscaped, on a busy corner in our neighborhood — a centerpiece

designed to attract passers-by.

People see what is, but I see what was. Before this water feature, there was dirt and grass, maybe a handful of weeds. Somebody had a vision, and then a plan. Several columns of stone make up the feature, angled for attention and looking perfectly imperfect. Cleanly etched on the face of the center column is a simple message to all those who glance its way during the hustle of the day. "VICTORY," it reads. I'm not quite sure if it's a simple note or there's another story

Tackle tough pond maintenance with an "Easy" solution



Our family of water treatment products is designed to work together to achieve the natural ecological balance every pond needs to maintain clean clear water.

Solutions for Every Need

Match the pond's need to the correct EasyPro water treatment. We've created over a dozen treatments for just about every water issue that may arise.

Eliminate the Guesswork

Each product has simple dosages and application instructions with initial treatment and maintenance doses specified.

All Natural

Eco-Friendly items work with nature and avoid harsh chemicals. Products marked with the Eco-Friendly icon are safe for use around pets, fish, plants and wildlife.



Made in the USA

EasyPro water treatments are proudly manufactured in the USA.



Retail Ready

Full color, retail friendly packaging unites our products as a family brand. Solid margins are built-in to our products with the value of a lower "cost-per-treatment" on the entire EasyPro water treatment lineup.

For more information on EasyPro water treatments, visit our website: easypropondproducts.com/water-treatments

Visit our website to find a distributor near you and request the 2016 EasyPro catalogs



Bulk and private label options available, inquiries are welcome

EasyPro

easypropondproducts.com • 800-448-3873





My pond in Lake Oswego, Oregon, built in 2002, is shown in the photos above. It was the centerpiece of my backyard. I've been told that the original pump from 14 years ago is still the driving force behind these cascading waterfalls and clear water.

there, too. Either way, it's hard not to embrace. But I'm far more curious about the messenger — the architect of this paradise with these details that live in perfect symbiosis. Besides the joggers and sightseers it attracts, birds come and go from its narrow banks and carefully placed rocks.

Elegant Simplicity

I'm fortunate to have experienced working with these artistic creations in the past. It is my chosen profession. I see how it all begins and how these water features are carefully curated and come to life. Their design — appearing challenging and complex — is simply a well-crafted illusion.

What makes these water features so absolutely brilliant can be found in their elegant simplicity. From basic measurements, a few purchases and a handful of questions is born a thing of beauty — a place created to bring us new perspective, a change of pace and a shift in our day. Big or small, a cascading waterfall or a linear fountain — take your pick and make your mark. Start with an idea or a goal or an inspiration and figure out what you'll need to realize it all.

It's really that simple.

A Pump Start

But I'll save you a wrinkled brow or two by letting you in on a little secret — it's all about the pump. This is important for all to know — from those who work hand-in-hand with homeowners to those

responsible for big, breath-taking water features in high-end hotels and neighborhood communities.

Knowledge is power, so here goes. The pump is the heart of any pond or water feature. Don't forget that. It moves the water. Sure, it has important partners — the filter and the nozzle, among others — but the pump is the ultimate workhorse. There are all kinds and different sizes for diverse jobs with varied purposes.

The pump is largely designed to remain unseen, working without fanfare and with few demands. Yet, it dictates everything, including the water quality of your pond. And, water quality affects the fish life, the water clarity and the plant health.

In other words, it's everything.

The Must-Haves

There are a few points to consider when it comes to pumps. We're living in a world with a growing awareness of energy and climate and how each affects the other, so an energy-efficient pump should make the list of must-haves. It translates to your monthly electric bill. But it's also about energy reduction and environmental responsibility — a win for everyone, including Mother Nature.

Durability may be the truest test of a pump. Many work around the clock and are meant to move a lot of water with little power. Solids-handling pumps, which

are a common type of filter pump, handle debris without clogging. They're what is known as high-flow, low-head pumps, and many are designed to be long-lasting and efficient. So, there's no need to reach to the bottom of the pond for maintenance — that's nasty business. Instead, a homeowner just cleans the filter, and it's off to golf.

When might a solids-handling pump come in handy, you ask? Take a koi pond. Koi are beautiful fish. But koi eat — a lot. So of course, they produce a lot of waste. A solids-handling pump is a perfect taskmaster and will keep the water healthy and clear, all for your viewing pleasure.

Another fan favorite is the waterfall or fountain pump, which in most cases is a high-head pump. Fountain pumps earn their marks from sheer efficiency. And they're showoffs, too. They can serve both subtle indoor fountains and foun-

tains in outdoor gardens that refuse to be ignored. There is an entirely separate auditory experience from a backyard waterfall—no traffic, no loud neighbors, no barking dogs. Pure pleasure, homeowner style.

First Thing's First

So, don't forget: it starts with the pump, the foundation to the health and beauty of your pond or water feature. Ask questions and figure out what you want and what you'll need to get it done. Match the right pump to the right project, and you can't go wrong.

Then it's all about style, impact and effect. Get creative. Get daring. How your water circulates — over what or through where — allows a customized, personal approach for whatever effect you seek. Have fun with it. Otherwise, what's the point? ☞

About the Author

Frayne McAtee has more than 27 years of experience in the water feature and fountain industry. When Frayne built his first pond in 1989, he knew that this was the industry for him. Aside from being an avid water gardening enthusiast, his experience in the industry includes, but is not limited to, product development, manufacturing, marketing, sales, training, troubleshooting and installation. Frayne is a motivated, results-oriented sales and marketing professional with extensive knowledge in both operating a small business and working within an international corporation. He excels at communication and building relationships with customers and colleagues alike. As the director of sales for distribution and commercial at OASE North America, Frayne is truly passionate about water and believes in the company motto, "water is life." Born and raised in Washington, he currently lives in the Seattle area.



When You Need Tanks Call the Experts at Polytank

- Numerous Shapes and Sizes
- In Stock and Custom Molded
- Economical and Self Supporting



NEW 12' x 48" Flat Bottom Fish Tank
NEW 102" x 97" x 36" Semi Flat Bottom





62824 250TH ST, Litchfield, MN 55355
(320)693-8370, (800) 328-7659
www.polytankco.com





This is the view from the main patio. Soon, the homeowner will be looking across his front yard taking in the native stone, the outdoor lighting and the koi pond — not to mention the sunset reflecting off the water.

| Big Projects |

When **Size** Matters

Small-town contractor lands Texas-sized project

by **Rick McNabb**,
Ewing Irrigation and Landscape Supply

As water feature designers, specifiers and installers, we always get the most gasps. Guests will migrate through the landscape, over the hardscape, day or night, and will always wind up interacting with the water feature.

What a joy! This is what building water features is all about. They entertain, enthuse and heal us while giving us much-needed ambiance and serenity.

A water feature should give its owners a sense of pride, and it has to be easy to maintain. For this reason, it is critical that every water feature builder provide their clients with the features and bene-

fits mentioned here, even when the water feature is built by a smaller or less-experienced contractor. Colin Melton, the owner of Dig This Landscape, and designer Karen Richardson accomplished all of this and more as they literally left no stone unturned when they installed a large, double koi pond with a connecting stream at a ranch home owned by their

clients in Hamilton, Texas.

Deep in the Heart of Texas

Hamilton is a small town positioned right in the heart of Texas. It is south of Dallas-Fort Worth, north of Austin and west of Waco. My family and I have driven through Hamilton many times traveling to West Texas and New Mexico. The town is rich with quaint restaurants, rolling hills and incredible views. I was excited when I got a call that a small-town contractor needed help with a large water feature in this little Texas town.

Colin, a Texas-licensed irrigator and landscape architect, worked in our industry for many years as a grounds supervisor at some prominent golf courses in and around Austin. He started his landscaping business in 1999 and has since expanded into being a grower, nursery and retail garden center. Karen is a landscape architect who has a great appreciation for plants that are native to Central Texas and understands the importance of compost subsoil. She works diligently to blend the beauty of the Texas Hill Country into every landscape project.

Colin had done all kinds of landscape construction, but

when it came to water features, he had only installed a few of the ornamental variety and a couple of small waterfalls. His largest water feature to date was smaller than a typical 8-by-11-foot pond and did not include any of the modern filtration techniques that we have all become accustomed to. All of a sudden, he was faced with the challenge of building a large, sophisticated ecosystem koi pond right in the middle of a huge front yard, surrounded by the landscape, hardscape and lighting that he had already installed.

Hamilton, We Have a Problem

It's always a daunting task when a small contractor lands a large project. Many of us have been through the emotional stress and technical insecurity that the first large project can bring. Colin felt no different, because this job presented a lot of challenges.

First, the pond would be installed in full sun. Central Texas gets very hot in the summertime, so how would he be able to keep the water quality in check? Second, he had to dig through multiple layers of rock to reach the desired depth of 5 feet. How was he going to be able to excavate and carve



Colin has to determine the location of the koi pond, and then work in the pathways, landscape and the native stone features.



Overall, the excavation went well. We spent some time later that day working with the transit to determine overall depth and the high water mark. We had to pull out the backhoe one more time to excavate a spot for the skimmer.



The sun made the liner so hot that it was difficult to handle even with gloves on. We could only move it a few feet at a time before we had to put it down. Next time we will know to put the liner down in the morning, especially in August!





the rock so that the pond walls and shelves would be stable and the skimmer would sit level and at proper grade? Third, how would he install all the components, including aeration and ultraviolet lights, to be sure that the water feature provided years of enjoyment and allowed the koi to continue to grow and thrive in their environment? Finally, he had a very expectant client that was looking forward to seeing the crowning jewel of this project completed.

Get Back to the Basics

So, what are the secrets that a small contractor needs to know in order to build a large, award-winning water feature? First of all, every water feature builder should know that

The rock came directly off the site. It has never been rinsed. It took us a while to pump out all the silt.

what we are actually selling and building is the aquatic lifestyle. To end users, water features are a personal amenity that they have become accustomed to enjoying on a daily basis. They enjoy the look and sound of flowing water. They appreciate the

into the project. They need to have a grasp on water circulation and aeration. They need to know how to perform a proper excavation. They need to understand how to lay out and shape a stream. They need to have an eye for choosing rocks and plants,

Small contractors need to know how to integrate the water feature into the rest of the landscape. They should be able to determine the best location for the water feature, transitioning from turf, hardscape and structures to the water feature, so that the entire property flows as one seamless landscape.

texture and color of aquatic plants. They relish the grace and beauty of fish and turtles. They also value the quality of time spent interacting with family and friends near the water feature, a source of adventure, comfort and entertainment.

Secondly, every contractor needs to understand the technical aspects that go

and then placing them. They need to have knowledge about how to size liner, skimmers, biofalls, basins, vaults and piping. What about the pumps? The pumps for this project had to be very low-amperage, because this ranch was totally off the grid, operating solely on solar power.

Third, small contractors need to know

how to integrate the water feature into the rest of the landscape. They should be able to determine the best location for the water feature, transitioning from turf, hardscape and structures to the water feature, so that the entire property flows as one seamless landscape.

Finally, they need to do all of these things and still be profitable. Colin had never budgeted or built a water feature this large before, so every hour was going to count. There was a lot to learn.

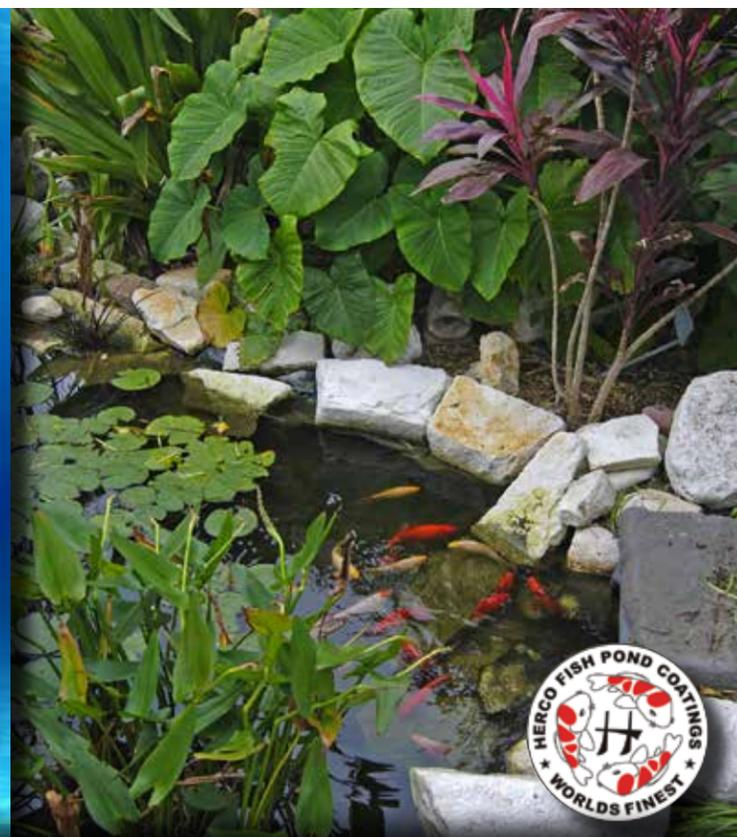
Going to Work

I joined Colin for my first visit to the site in July 2016. We began by sizing up the project just like any other — by going back to the basics. We measured and marked. We determined depth. We sized underlayment, liner, skimmers, filters, piping and pumps based on water volume and desired circulation rates. When it came to choosing the rocks and plants, we got lucky. Colin and Karen were able to

Leak-Proof Ponds with HERCO Fish Pond Coating

HERCO Coating is Ideal for all Types of Ponds
Seals and Leak-Proofs Block, Brick and Concrete
Safe for Fish and for the Environment
HERCO Coating Promotes Healthy Aquaculture
Easy to Apply · Fast Curing · Durable · Long-Lasting

HERCO H-55 Rubber Coating (Black)	\$125.00 gal.
HERCO H-55 Rubber Coating (Grey)	\$140.00 gal.
HERCO H-55 Rubber Coating (White)	\$140.00 gal.
HERCO H-55 Rubber Coating (Clear)	\$140.00 gal.
HERCO CCFW Crack Filler (White)	\$ 24.00 ea.
HERCO CCFC Crack Filler (Clear)	\$ 26.00 ea.
HERCO TC-700 Cleaner	\$ 65.00 gal.
HERCO PSC Primer	\$ 69.00 gal.



Phone Orders and Tech Advice: 1-800-872-3401 • Online: www.hechtrubber.com • Email: ponds@hechtrubber.com



Here's the view from the patio of the beautiful Texas sunset.

collect all the rocks and plants from the ranch, making them native to the site.

The excavation began in August 2016, an even hotter month than July was. Colin had already run the power, water and aeration tubing. He wisely used a transit to determine depth, water level and skimmer placement. He was off to a great start! They began to excavate stones from the natural terrain on-site, determining how they would be used and where they would

be placed. Three men finished all the plumbing in one day. Then, Colin took a two-week scheduled vacation to go fishing.

When he returned, they laid the underlayment and the liner. Laying the liner took much longer than expected, because the Texas sun had literally made it too hot to handle. His excitement ramped up. The only thing left, it seemed, was the rock placement. We had discussed how to strap, place and turn the stones while not damag-

ing the liner. The rocks went in without a hitch. Finally, the rock placement was finished, and it was looking great! Now it was time to add the water and turn it on.

Pond Jitters

Just like anyone building his first big pond, Colin anticipated and started this job with a lot of anxiety. He commented that he was sweating bullets and felt like

he was an "egg in a frying pan" — he being the egg, and the rubber liner being the pan. He experienced a big sigh of relief when they finally turned on the water, and everything looked great. His anxiety turned into pride and a sense of accomplishment. But how long would this feeling last?

A few days later, I got the call. "Rick, the one thing that I didn't want to happen has happened. We're losing water fast, and my client has a dinner party coming up!"

The entire project immediately became a giant burden weighing down on Colin's shoulders, and worse, his heart. After discussing the problem for a few minutes, we were able to determine a course of action to find out why the pond was losing water.

Then, the second call came. "Rick, we found the leak. One of the larger stones caused a tear in the liner about 6 inches long. But we were able to fix it with some of the leftover seam and cover tape we had."

"Excellent," I said. "So it's all good?"

"Yes, it's all good," he replied. I could tell he had taken a few deep breaths, and his excitement had returned.

Lessons in Success

Colin wound up putting some of his own fish in the pond. He attended the dinner party and was able to share his new passion for ponds and all things landscaping with some of the guests. His clients are ecstatic!

This experience taught Colin, Karen and me a lot of valuable lessons. I believe the most important lesson is that whether you are a small or large water feature builder, you will be successful as long as you are willing to learn and implement the proven methods that our industry has promoted for many years.

It reminds me of the "Six Ps of Pond Building" that I always share with my customers: "People love Ponds because they are Pretty and they will Pay you to Put one in, earning you a nice Profit."

It's all good, indeed! ☺

About the Author

As a trainer, instructor and product specialist with 30 years of green industry experience, **Rick McNabb** provides landscape and irri-



gation professionals everywhere with exceptional service and sales support. Based in Houston, Texas, his responsibilities include helping contractors develop business opportunities that will help them succeed.

Rick also specializes in water features, lake management, outdoor lighting, pumps, drainage and irrigation.

Rick holds a bachelor's degree from SAGU and a master's degree in business administration from California Coast University. He is a Texas-licensed irrigator and a Certified Landscape Irrigation Auditor.

Power-Cyclone Pond Vacuum

Pond maintenance made easy

Matala®

"Make water alive"

FEATURES & BENEFITS

- ✓ **2 motors: One step Non Stop.**
Power discharge up to 18 ft in elevation.
- ✓ **Long suction/discharge hose:**
Suction hose: 26.2 ft.
Discharge hose: 32.8 ft.
Total working distance is over **60 ft.**

Water Pump & Pump Defender
Water Pump Series
MPD Series

Floating Fountain
LED Optional

Ez-Air Pro Kits
MEA Pro 1
MEA Pro 6 Plus

Castle Aquatics, CA ----- 866-422-9445

Discount Pond Supply, VA ----- 800-979-0999

EasyPro Pond Products, MI ----- 800-448-3873

Holmes Farm, PA ----- 877-412-3276

MATALA USA www.MatalaUSA.com
www.HakkoAirPumps.com

Pond Supplies of Ohio, OH ----- 888-539-7706

Sea Life Designs, CA ----- 949-273-8888

Water Landscape Supply, IA ----- 877-266-8181

www.MatalaAerationProducts.com

Trade News

Alpine Introduces Solar Speakers

This fully solar-powered speaker is perfect for any outdoor area. While the speaker is portable and lightweight, it is also weather resistant and designed to withstand extreme changes in weather. The rock design (available in brown or gray) allows it to seamlessly blend into your landscape. Its Bluetooth 4.0 compatibility with 50-foot range allows for easy connectivity with no need for wires. It is compatible with Apple, Android and Windows products, as well as other Bluetooth-capable devices. For more information, contact Alpine Corporation, 877/710-0162, www.alpine4u.com



Pondliner Wholesale Celebrates "Living the Pond Life" at the 2017 Water Garden Expo

Ed Beaulieu and Kevin Dougherty headline Pondliner Wholesale's 2017 Water Garden Expo on Feb. 21-24 at the Heart of Oklahoma Exposition Center in Shawnee, Oklahoma. This year's theme, "Living the Pond Life," draws its inspiration from the popular Facebook group that showcases the lifestyle enjoyed by those who build and own water features, without regard to any specific manufacturer or construction style.

Ed Beaulieu will be presenting this year's keynote address showcasing the award-winning Primavera Urbana Project in Villavicencio, Colombia. Ed is the vice president of field research for Aquascape. For more than a decade, Ed has successfully built hundreds of custom-designed ponds from small backyard water gardens to large lakes and commercial water features.

For the last 31 years, Kevin Dougherty has been speaking to the construction industry. Kevin's work and education experience enables him to relate to today's problems and provides tangible solutions in an easy-to-listen style. He has taught thousands of



people in various seminars.

Living the Pond Life's Lloyd Lightsey and Atlantic Water Garden's Demi Fortuna will be facilitating the two-day, hands-on pond-build demonstration on Feb. 21-22, showcasing innovative design and construction methods that will be beneficial

for professionals at any experience level. Come prepared to work and learn alongside some of the industry's most talented artists — and have a blast!

Thursday morning will kick off with the presentation of the POND Trade Water Artisan of the Year and the Helix Pond Contractor of Year awards. The industry's best educational experience will follow with 23 seminars. Eric Triplett, Demi Fortuna, Kelly Billing, Paul Amos and Kip Northrup are among the industry's top experts scheduled to speak. Attendees can also visit with 25 manufacturers exhibiting in the trade show and network with peers from across the country.

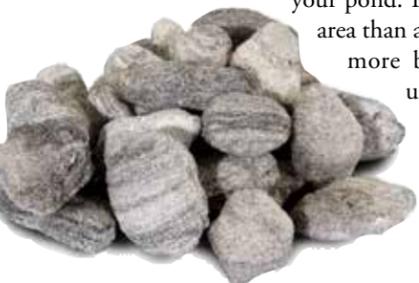
The Water Garden Expo is free for trade professionals. Visit WGExpo.com or call 866/219-3561 to register or for more information.



Featherock Introduces New 20-inch Mini Sacks

Featherock gravel is now available in 20-inch mini sacks (120-150 pounds) for your convenience. Fit 12 mini sacks on a pallet for a larger pond or landscaping project. Your choice of 1/4-inch, 1/2-inch, 3/4-inch, 2-inch gravel or 3- to 6-inch cobbles. More than ever, people are returning to natural solutions for age-old problems. Many pond pros may be familiar with using pumice stone in their filtration systems, and the trend of returning to this filtration media is rising. Featherock, Inc. supplies pumice gravel in convenient packaging options for the scale of your project, small or large. New 20-inch mini sacks hold the perfect amount of rock and can be moved without the hassle of heavy equipment.

Pumice is environmentally friendly and won't break down, so you can use it for years without replacement. It is also pH-neutral and heavy metal-free, featuring large and variable pores to harbor beneficial bacteria for your pond. Pumice has substantially more surface area than artificial filtration media, which allows more bacteria to colonize the rock. And unlike lava rock, pumice is lightweight, which makes installation quick and easy. For more information, contact 818/882-0300 or www.featherock.com.



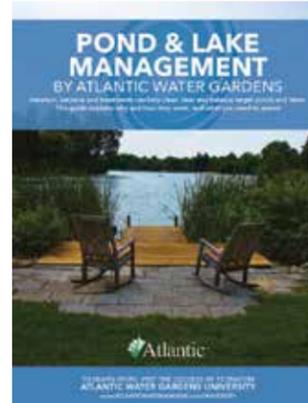
Blue Thumb Presents the Twister Fountain

The Twister is the wildly popular fountain that everyone has wanted and can finally now get. Measuring 12 inches tall and 12 inches wide, this mesmerizing water fountain will entertain old and young alike. Each Twister kit comes with everything you need for a professional install. Blue Thumb offers this and many other products that can be the center of attention in any landscape.

Blue Thumb
5327 N. Michigan Rd
Saginaw, MI 48604
888/619-3474
www.shopbluethumb.com/mini-twister-fountain-kit

Atlantic Water Gardens Offers All-New Pond & Lake Management Booklet

Atlantic's new Pond & Lake Management booklet is finally here, packed with everything you need to explain, specify and sell water clarity in larger pond and lakes. The full-color manual covers why and how subsurface aeration works and how to size and implement systems. It also includes complete product information for easy specification of just the right aeration solution.



The eight-page booklet covers most maintenance challenges in ponds and lakes from one-eighth to 4 surface acres. Six complete systems are included, each with nickel-plated brass and stainless hardware, easily rebuildable compressors, double-walled cabinets and innovative diffusers to circulate more water. These systems are effective, easy to install and profitable, and the Pond & Lake Management booklet is all you'll need to sell them. The booklet is free at your local distributor, or just contact info@atlanticwatergardens.com.



WAC Lighting Hosts First-Ever Landscape Lighting Summit

WAC Lighting hosted its first Landscape Lighting Summit on Thursday, Nov. 4 and Friday, Nov. 5, which included landscape contractors and other industry professionals from around the nation. The event was held at WAC Lighting Headquarters in Port Washington, New York.

The event was designed to introduce a key cross-section of landscape professionals, including electrical engineers, irrigation professionals and landscape contractors, to the WAC Lighting Company and its WAC Landscape Lighting brand. The conference shared information on current products, new LED technologies and concepts for lighting fixtures that were not currently in the marketplace.

"We were very impressed by this distinguished group of landscape lighting pros and their thoughtful interest in our new product line of forward-thinking LED technologies," said Shelley Wald, president of WAC Lighting. "Our experience in the landscape industry has been above and beyond everything we imagined it would be. This visit only fueled our passion for inventing more exciting products that will solve challenges they face daily in their work."

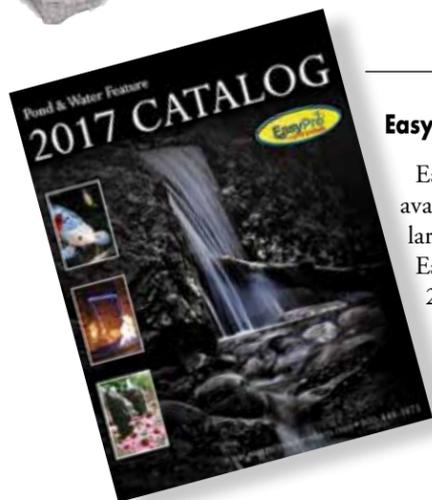
WAC Lighting Global Headquarters is located in Port Washington, New York, with factories in New York, Ontario, California and Atlanta. WAC Lighting can be reached at 800/526-2588 or by visiting www.waclighting.com.



"Koi Days" Program and New Branding by Your Pond Farm

Your Pond Farm hosted a successful trade show in August and presented their new branding and logo, which was enthusiastically received by the many customers and vendors in attendance. Retailers use the show as part of their strategic planning for 2017. They also announced their exclusive new Koi Days program. Koi Days offers retailers and their customers a unique buying opportunity.

Your Pond Farm brings a selection of koi to the retailers' open-house event. Customers can then view and purchase koi to take home with them. Your Pond Farm adds value to the buying experience by reviewing new ways to draw customers to their stores and teaching them how best to implement online selling platforms that complement their brick-and-mortar operations. Your Pond Farm is dedicated to expert service, amazing product selection, next-day shipping and competitive rates. Check out the website at www.yourpondfarm.com.



EasyPro's New 2017 Catalog Available

EasyPro Pond Products of Grant, Michigan, has their new catalog available for 2017. They have developed their product line to offer a large catalog packed with professional and do-it-yourself pond products. EasyPro is featuring a widely expanded line of Tranquil Decor basalts in 2017, along with new statuary, lighting and aeration kits.

For more information or to request a full-color catalog call 800/448-3873 or visit easypropondproducts.com.



Central Florida Koi & Goldfish Show Announces New Location

The Central Florida Koi & Goldfish Show will be held March 10-12, 2017, at a new location — the DoubleTree by Hilton Hotel at 5780 Major Blvd. in Orlando, Fla.

“The Orlando Show,” as it is known in koi circles, is the largest-judged koi show in the Eastern United States, drawing entries from across the country. Plus, the judged goldfish show, now in its fifth year, has become the largest goldfish show in the country. In addition to the judged shows, there are over 35 vendors from across the nation with koi, goldfish, pond supplies, aquatic plants, garden art and more.

Seminar presentations on koi, goldfish and ponds are conducted all day Saturday beginning at 9 a.m. For 2017, the show is proud to be hosting ZNA America and will conduct a koi-judging seminar accredited by ZNA Japan. Show hours are Friday, March 10 from 1 p.m. to 5 p.m.; Saturday, March 11 from 9 a.m. to 5 p.m.; and Sunday, March 12 from 9 a.m. to 1 p.m. The event is sponsored by Orlando Area Koi & Pond Club, ZNA Southern Koi Association and the koi clubs of Florida East Coast, Rainbow River and Gainesville. Admission is free. (Seminar series on Saturday is \$10 for the day). For more information, including how to become a vendor at the show, visit www.cfks.org.



New Hydro-Powered Wheelbarrow

Sarlo Power Mowers, Inc. announces the launch of their all-new Dirt Donkey Hydro Powered Wheelbarrow.

The Dirt Donkey features a hydro transmission for positive forward and reverse operation with no shifting. The

Dirt Donkey is equipped with simple controls, articulating suspension and large Ag-tread drive tires. Powered by a sturdy 190 cc gas engine, Dirt Donkey travels over uneven, rough terrain with ease at ground speeds up to 5 mph. It requires no lifting, pushing or balancing of heavy loads.

With a stable and balanced four-point stance, low center of gravity and large 10 cubic foot bed capacity, the Dirt Donkey easily carries loads weighing up to 500 pounds. The low-bed height minimizes lifting and makes for easy loading. The bed is balanced to enable emptying of heavy loads with minimal effort.

For more information, call Greg Randolph at Sarlo Power Mowers, Inc. 239/332-1955.

MARKETPLACE

Premium Pond Leaf Nets
wholesale and retail
P.O. Box 712
Orchard Park, NY 14127
716 662-2785 ph/fax
pondnets@yahoo.com
www.pondnets.com

KW Solutions, Inc.

Maryland Aquatic Nurseries

- Wetland Plants
- Wetland Carpet
- Floating Wetlands
- Ornamental Pond Plants
- Consulting

Jarrettsville, Md., (410) 692-4171
www.marylandaquatic.com

YES WE LOVE NISHIKIKOI
KODAMA KOI FARM
www.kodamakoifarm.com

Quality Wholesale Koi and Pond Supplies
Contact us for a price list
1-808-354-7031 info@kodamakoifarm.com

National Pond Service

CONTRACTORS WANTED FOR LARGE POND FILTER!

Email or call us today for more information:
info@nationalpondservice.com
585 394-5890

KLOUBEC KOI FARM

WE DELIVER MORE...

Family owned & operated,
3 generations of award winning
excellence in aquaculture

(319) 846.2077
www.kloubeckoi.com

In-Line Heaters For All Systems & Seasons.

Hot Products For Perfect Pond Temperatures.

- Stainless Steel and Titanium Models
- Digital Temperature Display & Control
- High Limiting Safety Thermostat

AQUOLOGIC Call Aqua Logic Today!
Aquatic Design 858.292.4773
Manufacturing & Integration aqualogicinc.com

-WANTED-

POND MAINTANENCE PROFESSIONALS TO TAKE ON THE "BEAST"

Visit FountainBleuVac.com
for more Information

REWARD TO BE POSTED

Don't miss out on this Market Place advertising opportunity. See our website:
<http://www.pondtrademag.com/advertise-with-us/>

Advertisers' Index

Advantage Manufacturing, Inc.	45
Aqua Logic, Inc.	61
Aqua Meds.	31
Aquatic Nutrition, Inc.	19
Atlantic Water Gardens.	20
Bassinger Fisheries.	41
Brilliance LED.	25
Contractors Sales Academy.	29
Danner Manufacturing, Inc.	3
EasyPro Pond Products	32, 33
EasyPro Pond Products.	48
Featherock, Inc.	29
Fielding Pump	39
GC Tek	44
Grow More	23
Helix	2
Hecht Rubber Corp.	54
Kloubec Koi Farm	61
Kodama Koi Farm	60
Koi Smart Pond Supply	29
KW Solutions	60
Little Giant	64
Mainland Mart Corp	44
Maryland Aquatic	60
Matala	56
Microbe-Lift	55
National Pond Service	60
Natural Water Gardens, Inc.	7
Netherland Bulb	12
OASE Living Water	14
Pentair Aquatic Eco Systems, Inc.	24
Polytank, Inc.	51
Pondliner.com	63
Pond Pro 2000	30
Ponds For Peace	7
Signature Pond (Wholesale Driftwood)	19
Universal Pond Supply	40
Your Pond Farm	23

Extend your national visibility - advertise in

PONDTRADE

Call Lora Lee Gelles 708/873-1921 or llgelles@pondtrademag.com

FINAL THOUGHT...

Winter Zen.



Living The Pond Life



Water Garden Expo 2017 February 21st - 24th

Heart of Oklahoma Exposition Center
Shawnee, Oklahoma

ADMISSION IS FREE!!
INDUSTRY PROFESSIONALS ONLY!

Twenty-four seminars taught by the leading industry experts

Water feature build on Feb. 21 & 22, 2017

Show Special: take an extra 10-20% off orders placed at the Expo

Trade show featuring 25 of the industry's top manufacturers

Network with other successful water feature professionals

SPONSORED BY:

Oase
LIVING WATER

Aquascape

Little GIANT

Atlantic
WATER GARDENS
Discover the Difference

Pondliner
WHOLESALE

REGISTER TODAY!!
866-219-3561
OR WWW.WGEXPO.COM

Photo by Anthony Albright, Aquatica.



meet

Nurture

Nurture your business, and your customers.

Trust the brand that offers a variety of reliable water pumping solutions. With easy installations, energy efficiency savings, and premium standard features, **Little Giant®** is the ideal partner to expand your product offering and grow your business.



lg-outdoor.com

LittleGIANT®

CELEBRATING
75 YEARS