

PONDTRADE™

Serving Professionals in the Pond and Water Feature Industry

www.pondtrademag.com

It's All About the
ROCK!

Bring it back to basics for
naturalistic watershaping p.34



IMITATION IS THE SINCEREST FORM OF FLATTERY.



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

INTRODUCING ALPINE'S **eco**-FRIENDLY PUMPS

AVAILABLE IN 2016
PRE-BOOK YOUR
ORDERS NOW!

ECO-TWIST™

Features:
180°
Rotating
Adapters

*PATENT
PENDING



ECO-SPHERE™

Features:
360°
Rotating
Adapters



POWERFUL ADAPTABLE PUMPS

for filtration units, waterfalls,
ponds and more

ENERGY EFFICIENT:

Over **70%** energy reduction
compared to the standard pump

ROTATING ADAPTERS

Eco-Twist rotates **180°**
Eco-Storm rotates **360°**
for easy placement

PERMANENT MAGNETIC MOTOR:

Reliable performance and durability

Flow rates range from

1400 TO 5400 GPH

throughout 9 models

Electricity consumption as low as

35 WATTS

OPTIONAL INLINE CONTROLLER:

Adjustable GPH flow 2000 to 5400
for easy pump selection
for any application

YOUR ONE STOP SHOP FOR ALL YOUR SOLAR, POND SUPPLIES,
GARDEN DÉCOR, HOLIDAY AND GIFT PRODUCTS.



Corporate Office: 877-710-0162

Email: sales@alpine4u.com / web: www.alpine4u.com





8

DEPARTMENTS

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

COLUMNS

- 7 Publisher's Perspective

44



FEATURES

8 Creating a Backyard Habitat POND CONSTRUCTION

The hole has been dug, the rocks have been placed and the pumps are running smoothly. But as you look at your new creation, you realize that something's missing. Where's the wildlife?! It's not always easy to attract animals, birds, insects and fish, but **Craig McBride** has the secrets to make it happen.

14 Avoiding the Drive of Shame!

It happens to even the best pond pros: a seemingly successful sales call quickly turns sour, and the meeting that started beautifully ends with you being shooed out the door! If you find yourself making the "drive of shame" back to the office more than you'd like, follow **John Olson's** advice to eliminate your customers' lethal objections.

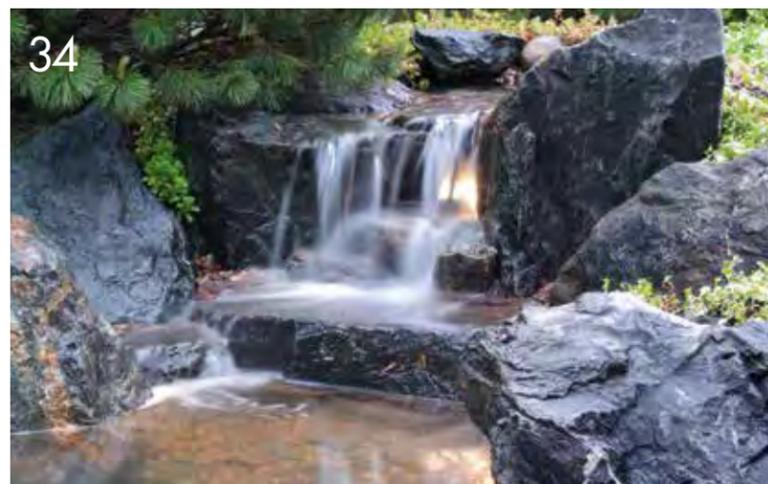
19 The First Filter of Defense

Living water features produce solids from fish wastes, food, dirt, leaves, algae and other environmental conditions. Removing them all takes more than a pump and a prayer. Do you understand the ins and outs of prefiltration? **Kent Wallace** does, and his latest entry in the "Best Pond Practices" series explains everything you need to know to keep your water features clean and clear.

24 A Toadally Unique Predator

What's your best weapon in the battle against slugs and other pond pests? If you said pesticides, you're missing out; the answer is toads! These four-legged wonders are like tiny miracles in your pond. They're natural predators, they make beautiful music, they replenish their numbers automatically and they offer free labor! **Jamie Beyer** explains why these croaky creatures are any pond owner's greatest ally.

34



51



41

29 Winter Business Beyond the Pond

Many ponds freeze over in the winter, but your business doesn't have to. When **Tom Koza's** company expanded their services to offer fish storage, business really started heating up! Find out how Tom's Pond Service Inc. turned the slushy slow season into a booming business opportunity.

34 It's All About the Rock!

For years, **Larry Carnes** has studied the masters of watershaping and the natural scenes that inspired them. And as anyone who's seen a Reflections project can attest, his dedication is reflected in his work. Here Larry shares the essentials of watershaping with large rocks, from selecting the perfect stones at the quarry to placing them onsite to stunning effect.

41 Discarded Rubble Turned to Treasure LANGUAGE OF KOI

Breeding show-quality koi is an exercise in discrimination. At one farm in Japan, only 2,000 of every 20,000 tosai (yearlings) are considered good enough to be grown into three-year-olds. So what happens to "the leftovers"? As **Shawn McHenry** explains, these "chips off a fine piece of marble" play a vital role in growing the koi industry, bringing pleasure to thousands of koi-lovers around the world.

45 Bundle Up!

Much has been written in this magazine about winterizing ponds and preventing koi from becoming koicicles. But when the temperatures plunge and your pond turns to ice, what will become of your precious aquatic plants? That depends on you taking **Kelly Billing's** advice! Here the 30-year industry veteran outlines the many nuances of overwintering plants.

51 Rainwater Harvesting

Fresh water is the most precious natural resource on the planet. If all the world's water were represented as an Olympic-sized swimming pool, the readily available fresh water would be less than a gallon of it! So how do we conserve this invaluable, life-giving liquid? As **Cash French** and **Lorrie Nicoles** explain, the answer may literally be falling from the sky.

Upcoming Events

September 11 - 13

ZNA Potomac Koi Show
Meadowlark Gardens, Virginia
www.znapotomac.org/show.htm

September 26 - 27

37th Annual Central California Koi Society Koi Show
Fig Garden Village
Fresno, California
cencalkoi.com

October 21 - 23

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

November 7 - 12

Pool | Spa | Patio Expo
Mandalay Bay Convention Center
Las Vegas, Nevada
www.poolspapatio.com

November 11 - 12

Irrigation Show
Long Beach Convention Center
Long Beach, California
www.irrigation.org/IrrigationShow

2016

January 6 - 8

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

January 11 - 13

CENTS
Greater Columbus Convention Center
Columbus, Ohio
www.centsmarketplace.com

January 12 - 14

Landscape Ontario
Toronto Congress Center
Toronto, Canada
www.locongress.com

February 24-26

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

August 2 - 4

SuperZoo 2016
Mandalay Bay Convention Center
Las Vegas, Nevada

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, 2015

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 888/356-9895
llgelles@pondtrademag.com

Editor

Peter Celauro
pcelauro@pondtrademag.com

Advertising Sales

Lora Lee Gelles 888/356-9895
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

Yearn to Learn

What a week! Hold on just a second while I catch my breath. The staff here at POND Trade just attended PONDEMONIUM, Aquascape's annual event aimed



at educating, celebrating and improving the pond industry. It was great to spend time with so many of POND Trade's contributing writers. Plus, some of our staff got their very first taste of PONDEMONIUM this year. It seemed that everyone greatly enjoyed the experience.

There are many benefits to checking out an event like PONDEMONIUM. First, it's vitally important for any pro to stay up-to-date on the latest information, using seminars and training sessions to improve his or her craft. But just as important is time spent with peers — fellow pond enthusiasts who are passionate about the industry and striving to make it better. What a perfect time to pick each other's brains, compare notes and get inspired!

If you didn't make it to PONDEMONIUM, don't fret; there are still plenty of shows and expos on the horizon. There will be a strong pond presence at the Hardscapes/GIE+EXPO in October as well as the Irrigation Show in November. And koi lovers should consider attending the Central California Koi Society Koi Show in September.

Can't wait that long for your pond fix? Look no further! You hold in your hands (or see on your screen) the freshest, richest and most informative pond content available! For starters, Craig McBride of All Aquatics has the tricks you need to attract beautiful and diverse wildlife to your pond. On Page 34, renowned watershaper Larry Carnes gives step-by-step instructions for selecting and placing impressive stones for a naturalistic feature.

Business-minded folks can improve their sales by reading Page 14, where John Olson explains how to eliminate customers' lethal objections. If your business tends to freeze up in the winter, be sure to read Tom Koza's solution on Page 29. And if the only things that freeze in winter are your water lilies and lotus, Kelly Billing has some great tips on Page 45.

Finally, turn to Page 51 for Cash French and Lorrie Nicoles' enlightening report on conserving our planet's most precious resource by trapping rainwater.

Perhaps the best thing I brought home from PONDEMONIUM was a reminder of just how great our industry is. Whether in a seminar, on a pond tour or right here on my laptop, it's a joy to work with and for people like you — people who care so much about those little slices of paradise in our backyards.

Happy PONDering!



Pond World Distributing, LLC



Wholesale to the Trade

- Quality Pond Products • Unbeatable Service
- Highly Experienced Staff

Superior product lines including:

EasyPro • Alpine Corp. • Pondmaster • Aqua-One
Mars • Eco-Labs • Little Giant • BioSafe • Aqua Ultraviolet
ShoKoi • Tsurumi Pumps • Crystal Clear Products

Order online at

www.PondWorldOnline.com

970-420-7277

2715 East Mulberry • Fort Collins, CO 80524

Fax: 970-224-3664

Email: PondWorldDist@msn.com

SEE MORE. LEARN MORE. PLAY MORE.
BE MORE PROFITABLE.



THE LARGEST SHOW FOR HARDSCAPE CONTRACTORS & DEALERS

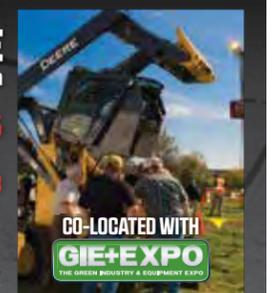


750+ EXHIBITS
NEW PRODUCTS
EDUCATION
SESSIONS
HARDSCAPE
DEMOS
DEALER
PREVIEW DAY
FREE CONCERTS

HNA HARDSCAPE
North America

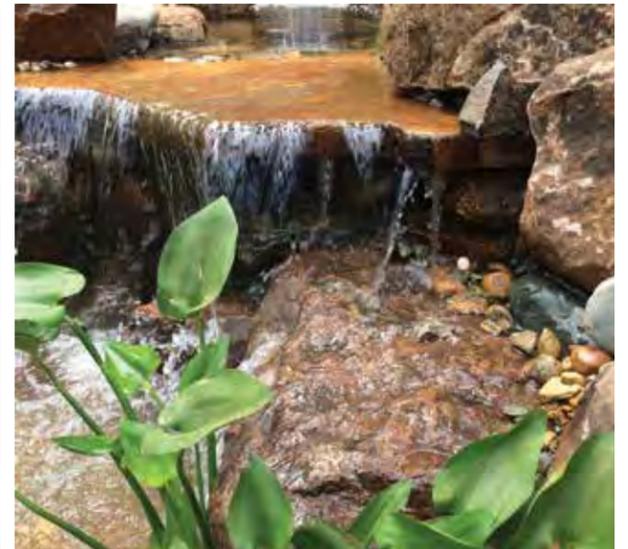
DEALER PREVIEW DAY - OCTOBER 21, 2015
ALL ATTENDEES - OCTOBER 22-23, 2015

LOUISVILLE, KENTUCKY • KENTUCKY EXPOSITION CENTER
WWW.HARDSCAPENA.COM • (888) 580-9960





One year after completion, the bog/wetland flows into the pond and plantings along the edge add a place for crustaceans and amphibians to inhabit.



It's important to plan out the best layout for optimal filtration and upkeep (left). Shallow, slow-moving water spilling over the stones (right) allows the birds a convenient place to stand and congregate.

Craig McBride,
All Aquatics

What attracts birds to a pond? Moving water, places to bathe and drink, populations of insects to eat and plants for coverage. So when tasked with building a pond specifically for bird-watchers, I implemented all of these elements to create a thriving ecosystem that teems with life — and birds!

Mimicking Mother Nature

In all of my installations I try to mimic Mother Nature. In most cases I am not

allowed the freedom to create an environment that supports the surrounding wildlife. But thankfully, on this build the clients wanted a water feature that would cater to their favorite hobby: bird-watching.

Upon my initial consultation, evidence of their love for birds was everywhere. The deck overhanging the clients' backyard was lined with birdseed and nectar feeders. Beyond that was a native planted garden, all to encourage and invite birds to visit. These clues gave me the initial idea of building a pond with an ecosystem design built around Mother Nature sustaining the environment.

Starting with the base of an ecosystem pond “working with Mother Nature,” the only thing left to do was to create habitats for the insects and crustaceans that the birds eat and an area where the birds could interact with the water.

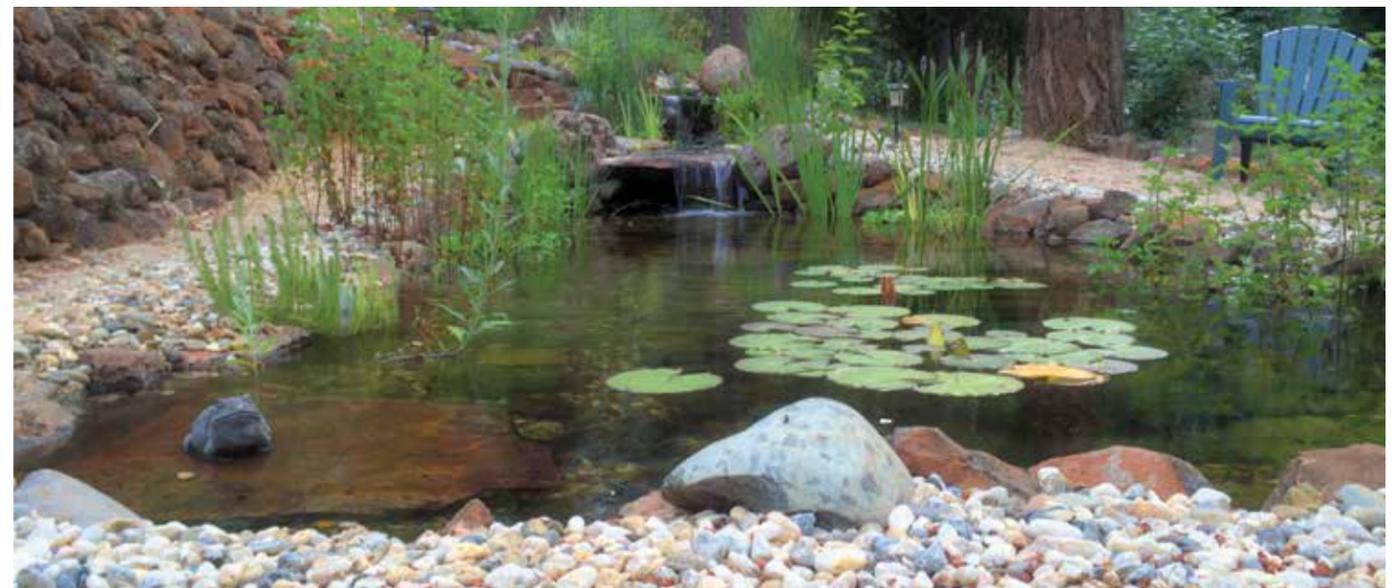
With one of the customers being a master gardener and the other a wildlife biologist, it was a quick reference for me to learn what things I needed to create the best setup to attract the particular birds that they enjoy watching.

One pond plant that I found to attract these creatures is Impatiens. It is a great plant to add to the water's edge for



Creating a Backyard Habitat

Keys to attracting wildlife to your pond

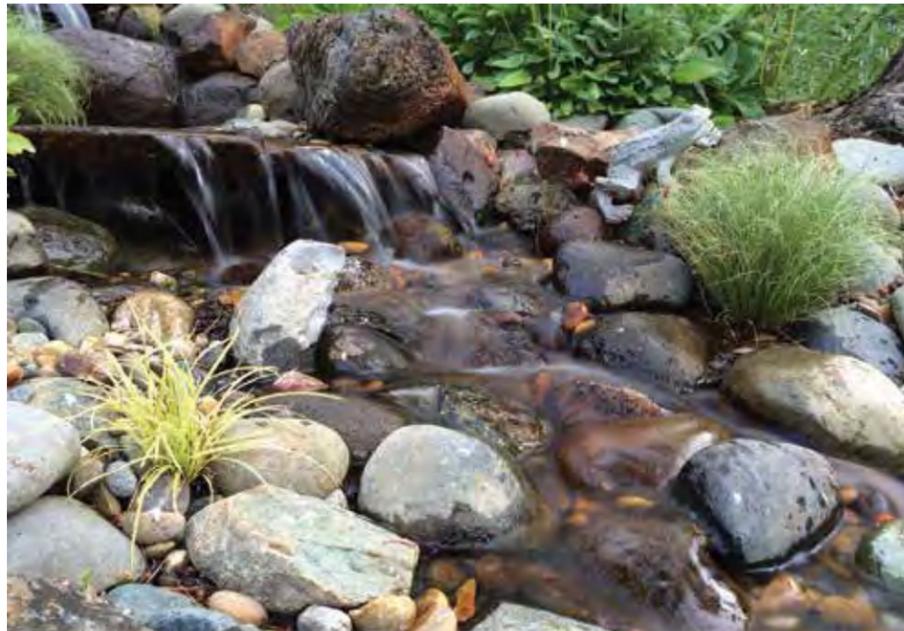


Plantings along the water's edge are beneficial in more ways than one, adding living spaces for various wildlife and providing a naturalistic aesthetic.

its attractive power, not to mention the color it provides.

Now that the nectar-seekers were taken care of, I moved onto insect-eaters. In order to attract insects, I needed to create places where they would want to lay their eggs and populate. Insects like the dragonfly and caddisfly would come naturally to the pond in the adult stage, laying their eggs in the water. And with the world's wetlands diminishing, dragonfly populations are threatened. We created calm areas in the stream and pond to allow the dragonfly to lay her eggs on a plant under the water ... or, if she can't find a plant, to just drop her eggs to the bottom.

One unique insect I wanted to attract is the caddisfly. As larvae, caddisflies are "architects" that build their homes around their bodies out of silk, which holds fragments of algae, sticks and gravel to protect them and give them a place to live. After one or two years in this tiny habitat, they metamorphose into adults.



A clean, stone area with flowing water gives caddisflies a place to build their tubular homes.

Knowing these things, I implemented a large wetland area with many tall plants and shallows for the dragonflies. We also created stone and pebble areas in the stream and wetland for the caddisflies to

live and find their food sources: algae and small plant matter.

A Thriving Ecosystem

After a year's passing, this pond is



Pond owners Paul and Lynn love their new backyard wildlife habitat, where they quiz each other on the creatures they hear and see.



**UNDERWATER
WAREHOUSE**

Just add water. We have the rest!

Aeration Supplies - Bottom Drains - Cleaning Equipment
Filters - Fountains - Lighting - Pond Kits
Predator Control - Pumps - Skimmers - UV Sterilizers

Underwater Warehouse carries over 12,000 pond supplies.
Browse our online store and take advantage of our convenient
one stop shopping of the latest products.



**We offer LOW PRICING on all of our
merchandise with a price match guarantee.**



215-244-4300

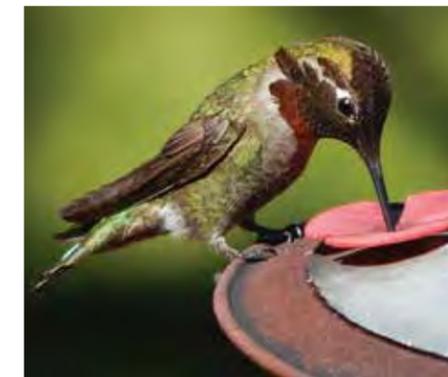
www.underwaterwarehouse.com

teeming with life. Hummingbirds swoop down to the nearest waterfall to get a drink of water, then speed off to a flower. Birds like the robin and grosbeak eat the bugs by the mouthful and fly off. Not only do the regular bird visitors come to use the pond, but the pond has attracted new varieties of insect-eating birds like the Black Phoebe Flycatcher, which breeds from southwest Oregon and California through Central and South America. It breeds year-round throughout most of its range and migrates less than the other birds in its genus. Another new addition is the Ash-Throated Pacific Flycatcher. This bird is known to wander, with single birds often seen outside their normal breeding range — as far away as the east coast of North America. These two new additions have to travel some distance to the pond since there isn't another pond nearby.

Other birds just coming for a drink or a bath land on one of the waterfall stones in slow-moving water to drink and

groom themselves.

Birds eat the bugs in the flowing water that bubbles over the river cobbles. Insect-eating birds like robins fly off with mouthfuls of bugs they just caught in the plants. Each waterfall gives many different areas for these different types of birds



to use the pond, from the water bubbling over river cobbles for tube-dwelling bugs like the caddisfly to shallow pools of slow-moving water where the birds bathe and drink. It is great to see the excitement of the homeowners watching and

listening to the birds as they quiz each other on which bird they just saw.

Beyond Birds

As a bonus, some other visitors that the customers enjoy come to the pond, like the California Tree Frog, the Western Toad and the Sierra Newt. All of these stay in the pools throughout the breeding season and can occasionally be found well into the summer. The eggs from the female are roughly the consistency of a thick gelatin dessert stuck together in strings or masses that adhere to vegetation and other objects along water edges. Larvae hatch sometime in early to mid-summer, depending on local water temperature. Larvae are difficult to find in streams, as they blend in well with the gravel bottom to which they usually stay close.

With California's drought conditions lingering, this pond has really come together at the right time to support the local wildlife in a time of

The long waterfall allows us to incorporate many different areas to attract a variety of wildlife.



need. Not only is it a place to drink, but it's also a place to preserve further populations of animals that depend on water habitats to sustain their populations with offspring and food sources. I can say that

watching wild creatures using something I created is one of the most rewarding things I experience in life. As one of the customers said, "Everyone needs a pond." And so do the wildlife that

depend on us to create and preserve ponds for them. ☞

About the Author

Craig McBride has worked in the industry since 1996, owning and operating retail, service and installations focused only on aquatic environments. He has sought out every educational opportunity through manufacturers and environmental organizations to provide his clients with the optimal products and installations for their needs. Over the years he has owned three retail stores, with the largest being over 4,000 square feet. Through his installation division he built his largest pond. At over 2.2 million gallons, it is lined and rocked, complete with wetland and bog filtration to create a recreational paradise.




premium products uniquely formulated

perfecting exotic animal nutrition



Sign up for our newsletter today at **MAZURI.COM** and be the first to learn about:

- Latest Product Information
- Product Promotions
- Tradeshows & Events

exploring new ideas



We know you take them seriously, which is why we take their nutrition seriously.

Exotic animal nutrition is our business. For over 20 years, we've collaborated with zoo and exotic animal professionals to conduct extensive research to improve nutrition of exotic species. Our products are proven to support the health and longevity of exotic animals.



Mazuri
A World of Good Nutrition

Close Deals

Avoiding the Drive of Shame!

Eliminate customer objections to close deals

by **John Olson,**
Graystone Industries

The presentation went as planned. You arrived a few minutes early and even picked up the morning paper from the lawn, handing it to the prospect on your way in the door. The potential customers were eager to see you, and after commenting on their lovely home and indulging in a few minutes of pleasantries, the conversation turned

to ponds. Your questions showed your commitment to fulfilling their dreams. Your experience in the field matched their envisioned pond with a solid installation plan. You matched a pond package to their budget and a proposal was made.

It should have been a sure thing. But instead of signing the contract and working out an installation date, you're now backing out of the driveway for the long "drive of shame" back to the office.

"What just happened?" you ask yourself. The customers were responsive and eager to hear every-

thing you had to say, and the proposed pond was a perfect match for their stated budget and vision of their backyard oasis. Things had gone perfectly ... until it came time to sign the contract. Suddenly one of them had a concern about damage to the landscape during installation. As you began to address that, an objection came up about the type of rock to be used. Then it was a reference to something a competitor told them. Next thing you know, both customers were hurling issue after issue at you before finally telling you in no uncertain terms that they

couldn't afford that much money for what you proposed.

As you drive away, frustrated by the devastating Jekyll and Hyde transformation you just witnessed, you suddenly realize that your customers had just talked themselves out of the pond right in front of you. Could anyone have saved this seemingly doomed situation? Should you have said or done anything different? How do you prevent customers from talking themselves out of a pond that is exactly what they asked for?

Eliminate Lethal Objections

Sometimes there is just no saving a deal once it is in this death spiral ... but often-times you can. Sometimes walking away may be the best thing for your company, but other times a different approach may save the day and put another valuable job on the board. Knowing customers' objections and how to overcome them can mean the difference between a company struggling for work and one that has two to three months of work scheduled. Preventing objections before they ever

come up is even better. It allows you to focus on your bond with the customers, helps establish yourself as their friend in the pond business and lets you walk away with signed contracts and a lot less stress.

In spite of a very humorous (but unprintable) phrase from one of the nation's top pond installers interviewed for this article, there is no magic formula to ensure installation sales. Different regions, customer income, the type of pond desired and other factors all require slightly different approaches. Fortunately, the mistakes and triumphs of others have allowed some companies to develop systems that work well for them. Hopefully the insights below will assist even seasoned companies to close more sales and will lessen the learning curve of those installers just starting out.

Max Phelps of Rock Castles Landscaping

Customer Question: "I've heard that backyard ponds are high-maintenance and need a lot of attention. Is that true?"

Response: "There certainly are some examples we could find of ponds that are a lot of trouble if we go searching for them, but it doesn't have to be that way! If you are seriously thinking about a pond, I suggest you talk to a few folks who own ponds and are very happy with them. Seeing some water gardens that are both lovely and low-maintenance might help you with your decision."





Not all ponds are created equal.

But then again, not all ponds are AquaTough.

Carlisle SynTec Systems' fish-friendly AquaTough™ pond liners provide top-quality performance with virtually no maintenance after installation. Combining design flexibility, long-term durability, J-Tear protection and easy installation makes AquaTough pond liners the ideal choice for a variety of waterscape applications.



Scan here to view the J-Tear comparison video and learn how AquaTough is a step ahead of the competition.



Experience the Carlisle Difference | 800-479-6832 | www.carlislegeomembrane.com

Carlisle and AquaTough are trademarks of Carlisle. © 2014 Carlisle.

Would you like the names and numbers of some of my customers?"

John Magyar of Universal Aquatics

Customer Question: "Can you duplicate the pond in this photo?"

Response: "We can take some elements of that design and incorporate them into our style to give you the best product that we possibly can."

Let's face it: if the customer shows you a picture of something that you aren't comfortable building or something that you wouldn't want your name associated with, then that person isn't your customer.

Freddie Combas of Florida Water Gardens

Customer Question: "Why do you charge a consultation fee?"

Response: "I understand how most people think that the consultation is free when the other companies say that they won't charge you to come out to your home. The reality is that all companies charge for coming to your home; we are just very honest and up-front about our fees. What I mean is that if one of those companies goes to 10 'Free' consultations and only sells one or two projects, those two customers will pay for all the gas and labor required for someone to drive around."

Outcome: Most customers understand and can appreciate that. But those who don't are encouraged to provide an email address so that we can send photos of some of our most current work. We tell them that after they have done all of their "Free" consultations, they should not hesitate to call us back if they feel that, based on the photos we send, our quality work is not superior to what they saw for "Free." We want quality-minded customers, never budget-driven customers.

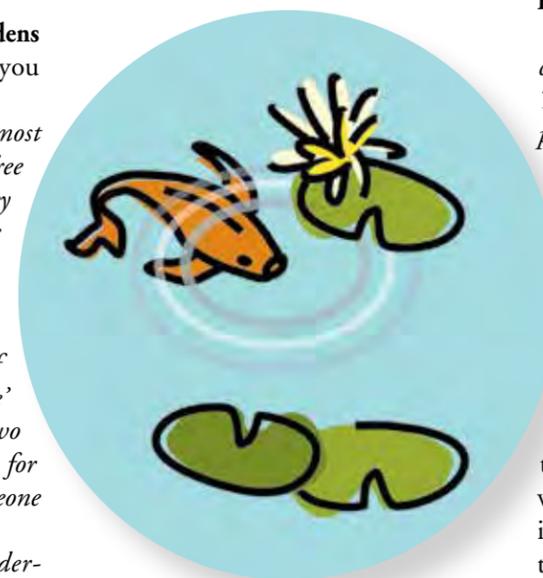
But what about price? Is that not a major objection? It certainly is. In fact, objection to price remains the number-one obstacle during the consultation process. Installers all across the country put this at the top of their lists, but many companies have found unique ways to counter this objection — or even use it

as a pre-qualifier before a consultation is even scheduled.

Max Taylor of Magnolia Ponds

Folks have no idea how much a pond costs. I combat this by finding out what they want and asking them if they have a budget set. If they do not, I press them a little. I ask them what they are looking for and give a range. I then ask them if this is in their budget.

I also have two displays at a local nursery. I ask them to visit the displays and I tell them the approximate cost of these features. I try to refrain from doing



any design work without a budget to work with. Once I have the budget, then when I have met their budget and their goals, I have removed 90 percent of all objections.

Benjamin Timmermans of Liquid Landscapes Inc.

When a new construction call comes in we first discuss the project scope and begin to wedge into pricing. Once we hear what they are looking for, we inform people that we could design something for \$10,000 or something for \$100,000. In the interest of not wasting each other's time we ask for a ballpark number on what they have budgeted for the build. We let them know that this will help both of us get to a great design within their expected price range.

Davin Paul of Davin Paul Designs:

For price it's building value to justify the investment. There are a ton of things you can do to build value. But every client is different and you need to know what they want and why. Then clearly show that you can help make their vision a reality.

One thing I've done in general that makes a big difference is to explain to potential clients that I'll be the one physically installing the water feature (with some help if it's a larger project). I'm not just a sales guy who's going to send an inexperienced landscaping crew out to do the job.

Freddie Combas of Florida Water Gardens

I can understand that, as I am a customer and have personal budgets myself. There are many ways to properly filter a pond and we can redesign the filtration system and/or the size of the pond and waterfall in a manner that will fit your budget.

After some education on varying filtration technologies and methodologies, most customers will opt for the better system. Regardless, our closing ratio is extremely high after taking the time to demonstrate our knowledge of varying system options and demonstrating to the customer that we're not a one-trick pony (one filtration system fits all ponds) type of company.

Perhaps the most unique approach to overcoming customer objections is to eliminate them before they come up. The following company has developed and utilizes a seven-point system to completely immerse their prospective customers into the pond world.

Eric Triplett, The Pond Digger

By the time I get to a consultation I have removed most, if not all, of the objections.

1. We pre-qualify interested customers by providing price ranges on different pond construction philosophies and styles. This allows them to know in advance if our professionally installed ponds will work with their available budget and desired goals.

2. The client has seen our work from

display ponds around town and watched our attention to detail on YouTube.

3. We've asked them their timeline for installation.

4. We have invited them to our retail facility to see working features.

5. We review our Pond Design Guide with them.

6. We offer them three construction options to choose from and advise them on their ongoing maintenance for each.

7. We of course show them just a taste of shoddy workmanship from unethical, amateur contractors.

These steps take objections and toss them out the window! The biggest objection I run into is what color pen we'll use to sign the contract and when I can get started!

Ultimately, overcoming customer objections is something that installers must continue to deal with. Companies may face different challenges due to demographics and even topographic issues. While there may not be one

perfect solution that works for every business in every situation, the responses above yield some valuable insights into what is working for others. It is important to keep in mind that potential customers come to you because you are an expert in your field. They count on your guidance through what may well be one of the largest investments that they will ever make in their landscaping. Some customers will not hesitate at spending a small fortune on a pond from you, and others would rather have a root canal than part with even a few thousand for a basic pond. Sometimes it's OK to walk away from a client and nicely let him know that your service may not be right for his needs. It is your job to know the difference and to fully understand the customer's concerns. Utilizing your pond knowledge and emulating what is working for others will overcome more customer objections and result in more pond contracts and a healthier bottom line. ☞

About the Author

John Olson is the CEO of Graystone Industries and an avid alligator wrestler. Graystone is a distributor for over a dozen brands of quality pond supplies, with warehouse and retail locations in Georgia and North Carolina as well as an Internet store at www.graystonecreations.com.



John resides at Rosemont Estate in northern Georgia with his wife and two children. When not riding go-karts, gold mining or trout fishing with the children, John helps other businesses achieve their true potential.

Graystone Industries is a wholesale supplier of pond and water garden products.

Best Pond Practices



A floating micro-screen.

The First Filter of DEFENSE

Proper prefiltering techniques

SERIES:
Best Pond Practices

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

by Kent Wallace,
Living Water Solutions

Living water features produce solids from fish wastes, food, dirt, leaves, algae and other environmental conditions. Removing these solids from the water column before the pump or biofiltration has become an important part of a complete filtration system.

When You Need Tanks Call the Experts at Polytank

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



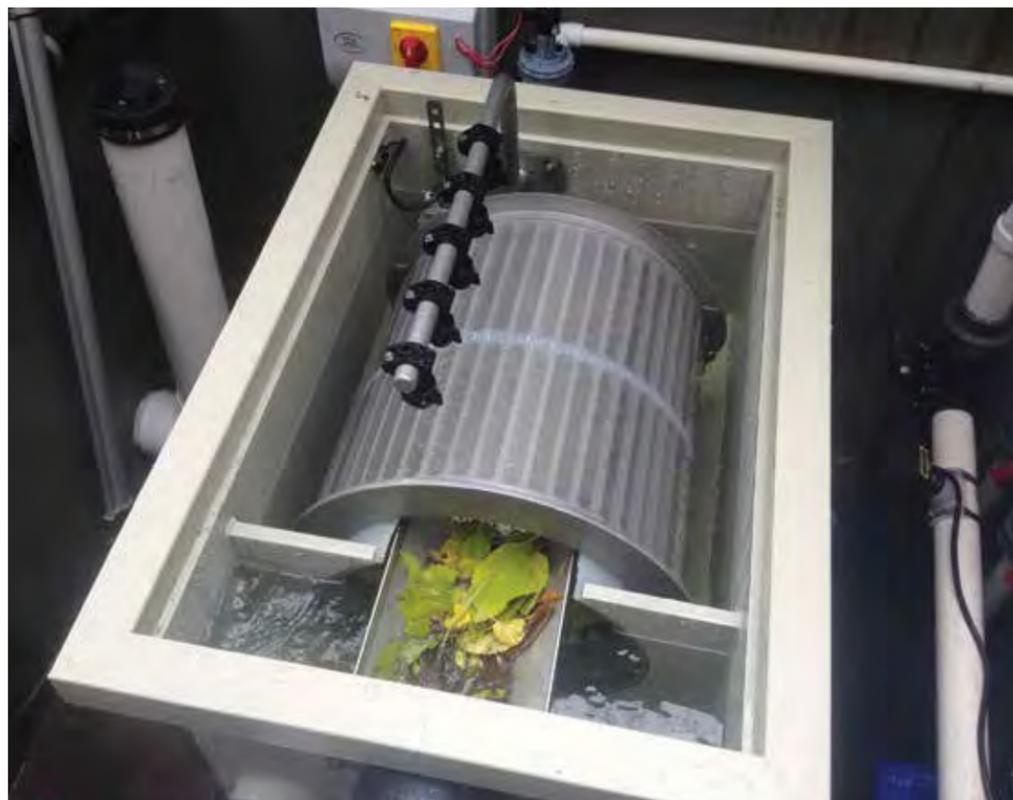
Polytank Inc.
62824 250TH ST, Litchfield, MN 55355
(320)693-8370, (800) 328-7659
www.polytankco.com

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





A static prefilter.



A rotating drum filter.



A static suction prefilter, or SSP.

The methods of removing solid wastes are known as prefiltration and the techniques that are used have gone through several phases in recent years.

water. Even trapping-type “plug flow” biofilters are more efficient when the water flowing through them has had the larger and heavier solids removed first.

Sinking solids are heavier than water and are removed from the pond by removing water from the bottom of the pond.

Biofilter maintenance is much easier and less frequent when the heavier solids have been removed.

Floating solids are removed from the pond surface and upper layers of pond water with a skimmer. Skimmers can have just a leaf trap basket or, as discussed in previous articles, contain pads, matting or brushes to trap debris in a second stage before the pump.

Sinking solids are heavier than water and are removed from the pond by removing water from the bottom of the pond. Bottom-grid systems are popular but traditionally difficult to manage and clean. As shown in previous articles, Eric Triplett at The Pond Digger has helped reform bottom-grid systems by making them backflushable and aerated.

In its most basic form, any pump leaf trap or screen over a pump’s intake is a prefilter. While these basic prefilters are always necessary for the protection of the pump’s impeller, they are not adequate for removing the types of solids that can clog a biofilter or cloud the pond’s

In-pond, backflushable, bottom-grid systems are both mechanical prefiltration and biofiltration.

Settle Down!

When moving to completely external systems, bottom drains have become the standard method of exit for sinking solids over the last couple of decades. A bottom drain is usually connected directly to a prefilter with the pump after it. In some gravity-flow systems the pump is located after the biofilter. The early prefilters were simple settlement tanks which created a “wide” space in the water flow that slowed the speed of the water down. This allows particles heavier than water to fall out of suspension and sink to the bottom as the water passes slowly through the chamber. The cleaner water is then removed from the top of the water at the far end and the heavier debris is flushed off the bottom to drainage. Dwell time is the length of time it takes to pass through the chamber from inlet to outlet, and settle-

ment chambers were traditionally large — in some instances, they were up to 10 percent of total pond volume. Early settlement chambers required a lot of room to allow enough dwell time for the particles to fall from suspension, and when large enough some of the more neutrally buoyant particles can also be settled out.

With space being a serious commodity in pond construction, more efficient round vortex settlement chambers with a much smaller footprint came into use. Pond water enters the tank at a tangent low in the tank’s side and rotates within the tank, with centrifugal forces acting on particles to help them settle out. The inlets are usually in the bottom third of the tank’s height, and as the cleaner water rises it is then pulled off at the top by the pump or flows with gravity to the next chamber through an outlet. An outlet screen prevents larger, neutrally buoyant particles or small fish from transferring to the next tank or pump. These tanks can be flat-bottomed

or cone-bottomed, with the cone shape helping to concentrate the debris near the drain for easier removal. The slow, rotating motion created in a vortex tank makes the path from inlet to outlet very long, increasing dwell time.

Floating Micro-Screens

The outlet screens on settlement chambers are a source of regular maintenance, so the next stage of prefiltration was an additional mechanical prefilter located on the outlet pipe to pull even smaller particles from the water column. A floating micro-screen is a barrel-shaped, stainless steel screen that floats around a center-mounted outlet pipe. The smaller particles are screened out as the water passes through, while spray bars on the inside of the screen spray outward through the screen in a self-cleaning mode as the assembly rotates with the

water flow. As the smaller, neutrally buoyant particles that made it through the bottom drain collect on the outside of the screen, they are constantly being blown off by the spray bars, getting another chance to eventually settle out. The spray bars require approximately 1,000 gallons per hour of pump flow to operate.

The floating micro-screen system doesn’t work quite as well for prefiltration in a gravity-flow skimmer or mid-water circuit, though. These circuits

With space being a serious commodity in pond construction, more efficient round vortex settlement chambers with a much smaller footprint came into use.

deal with floating and neutrally buoyant solids only. When used with a floating micro-screen the tank looks like a soup of floating debris. Few of these particles settle out, and eliminating them from

ATLANTIC PRESENTS

COLORFALLS & WALL LIGHTS

FEATURING

ALL CONTROLLED BY REMOTE

AVAILABLE IN WARM WHITE & COLOR CHANGING



- Stainless steel light mounting brackets
- Energy Efficient LEDs
- 5-year limited lighting warranty
- Synchronizes with compatible SOL Lights
- Service LEDs without having to dismantle surrounding hardscape
- Color Changing Wall Lights are compatible with Color Changing Colorfalls

Give your hardscape a new glow with Atlantic's SOL Lighting Systems & Color Changing Colorfalls. Discover the Difference with Atlantic!



VISIT US AT THE GIE HARDSCAPE SHOW!
OCTOBER 21-23, 2015 | BOOTH #2206

VIEW OUR COMPLETE LINE OF PRODUCTS AT WWW.ATLANTICWATERGARDENS.COM

FOLLOW US ON ALL OUR SOCIAL NETWORKS TO STAY UP TO DATE



the tank is time-consuming and difficult.

A trapping-type prefilter is better suited for this application. These prefilters can be made with a basket that fits inside of the chamber on the same center pipe location as the floating micro-screen and are filled with a static trapping media. The Helix prefilter uses this type of technology. Static prefilters get cleaned by placing a tee off of the line from the center pipe exit to the pump or next chamber and valving it to drainage or by emptying the tank. The media gets disrupted with either an air ring or by shaking, releasing the debris to drainage. Trapping filters have a smaller dwell time consideration when it comes to the tank they are located in and can consequently use smaller tanks. To date, Bacti-Twist is my favorite media for static trapping.

It's also important to note that secondary prefilters located in a tank should be easily removable so that removing a fish or other large item of debris trapped in the primary tank can be facilitated easily. Both floating micro-screens and static prefiltration baskets can be easily removed in seconds for convenient tank maintenance.

Radial Separators

Another type of settlement tank is a radial separator. These are largely used in aquaculture but rarely used in koi ponds only because they need a constant water level with little or no fluctuation. In a pond the water level goes up and down slightly over time, even with an auto-fill. Radial separators are a tank within a tank. The pond water enters through the side of the outer tank and through to an inner chamber with an open top and bottom. As the water enters the inner chamber it travels downward and out the bottom, where it reverses its direction and travels back upward between the outer and inner

chamber. The outer chamber is larger in diameter than the inner chamber and has more total volume. This flow reversal slows the water down in a shearing effect, causing the heavier particles to fall to the bottom as the cleaner water rises to the top. The outlet is a radial ring with a corrugated edge forcing the water to flow evenly into the perimeter trough. Living Water Solutions is currently working on a radial separator that will allow 4 to 5 inches of water level change, making it more applicable to outdoor ponds.

Rotary drum filters or RDFs are another form of gravity-flow prefilter. Like a floating micro-screen, an RDF uses a rotating stainless steel barrel screen to separate out the particles. Unlike a floating micro-screen, the screen's barrel is mounted horizontally instead of vertically and it does not float or rotate in real time with the water flow. Water enters the inside of the barrel and flows through the screen into an outer chamber where it exits to the pump or biofilter filter. The screen barrel sits half-in and half-out of the water in the outer chamber, and as the screen gets restricted with debris from the inside, a water level sensor in the outer chamber detects the change in water level. As the water level in the outer chamber lowers, the sensor turns on a set of spray bars as a motor slowly rotates the screen, cleaning the debris off of the screen and depositing it in an exit trough.

Instances arise when a gravity-flow prefilter is not practical because of space constraints. This is mostly apparent in a retrofit or rebuild where hardscape, landscape, plumbing layout or space in general is an issue. In these cases a direct suction prefilter can be used. One type of direct suction prefilter uses an external tank, much like the tank a bead filter uses. The tank

can sit above water level with the drain line connected directly to the prefilter. The pump pulls the water through the tank under very little vacuum to allow the use of low-head pond pumps. In a direct suction Static Suction Prefilter, water enters the tank in the center and vortexes as in a settlement tank. The heaviest debris falls to the bottom and the cleaner water passes through a divider plate that separates an upper secondary chamber with Bacti-Twist in it to trap the smaller debris. Regular backflushing cleans the system easily. Other types of direct suction prefilters are being developed, so in the future more choices will become available.

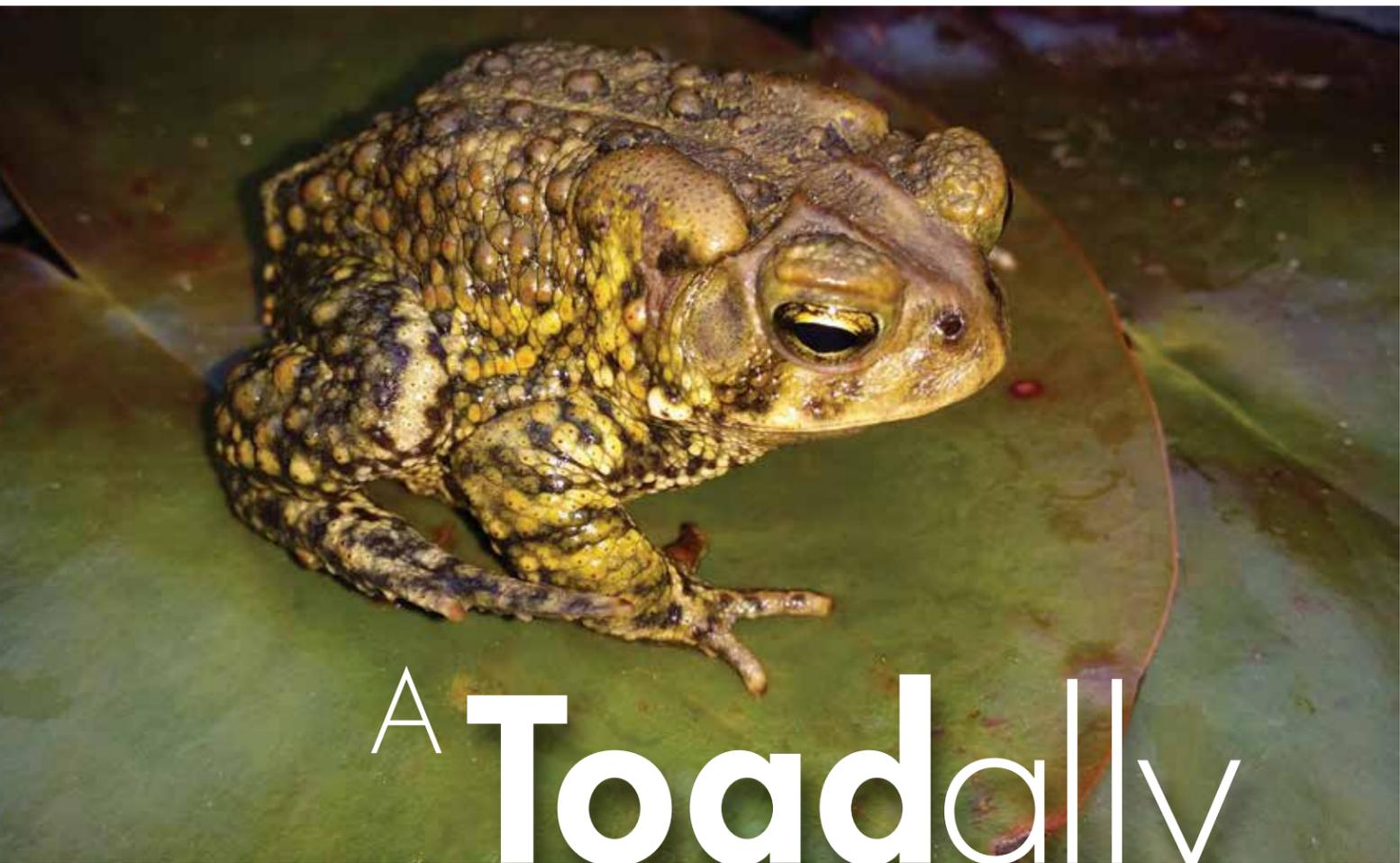
Prefiltration makes the complete system more balanced and stable by improving water clarity and quality and lowering the frequency of biofilter maintenance. When designing a pond, think prefiltration first, biofiltration second and your customers will be much more satisfied with their projects long-term.

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, along with working at 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.



A Toadally

Unique Predator Toads serve as unlikely allies

by **Jamie Beyer,**
Midwest Waterscapes

When visiting a famous Hosta garden in central Iowa many years ago, I noticed that there was very little slug damage to the Hostas. I asked the owner, the late Russ O'Hara, how he controlled the slugs. Did he use the usual remedies, like copper rings, ammonia spray, saucers of beer? Or just what? He said he used none of those.

What he did was ingenious: he paid neighborhood kids "a buck a toad" for each toad they brought him, which he then released into his garden. In a typical year he would get maybe 30 toads. Yes, I said toads!

And it worked! That was the only method he used, and it got rid of the majority of the slugs. Of course, these days, kids would charge a lot more to catch those toads. However, an even better strategy is to install a water garden and the toads will show up on their own.

Toads versus Frogs

The toad I am talking about is the American Toad (*Anaxyrus americanus*) and its range is mostly eastern North America and eastern Canada. There are many other closely related species of toad that have similar predation habits of eating small critters, including slugs. The toad will eat anything that is alive and can fit in its mouth. Of course, the toad has to be able to catch it as well, so small invertebrates are its main diet.

Toads are more of a terrestrial amphibian, unlike most frogs, which have to be near an area that is very damp to keep their skin moist. Toads do not have this requirement. Their skin can become somewhat drier, so they can be found in all parts of a landscape — not necessarily near water. The adult toads will be found in heavily mulched areas or vegetation. However, in order for toads to reproduce they must have water in which to lay their eggs, and the resulting tadpoles (I call them "toadpoles") must have water in order to grow and find food. Toads lay their eggs in long, gelatinous strings that are usually wrapped around an underwater plant or something similar. Frog eggs, in comparison, are laid in one big, gelatinous mass. The toadpoles graze on the patina or biofilm of a pond. They are eating surface algae and the critters (bacteria and invertebrates) that are found in the patina.

A Distinctive Voice

Most people, when they hear the song of the male toad, think it is being made by frogs. It is one of the first songs made by amphibians in in the spring. It is a beautiful time of the year, so that is what I think of when I hear the song. On a rainy night there can be so many toads hopping across the landscape to get to the water garden that the grass is alive with toads on a mission.

The number of toadpoles in a water garden can become so large that the water is almost black with them. This



The small, black tadpoles are toadpoles and the larger one is a young bullfrog tadpole.





can obviously create problems with plugging up intakes of water pumps or just overwhelming the ecosystem. If there are this many toad eggs and resulting toadpoles, then eggs can be removed before they hatch. With present-day

pond skimmers a lot of the toadpoles get sucked into the intake of water pumps and meet their demise. However, it is amazing how many will still survive to become baby toads.

Fish do not normally eat toadpoles

— at least from what I've observed. The toadpoles and the adult toads have a toxin in their skin called bufotoxin that, while extremely mild compared to other poisonous amphibians, can supposedly irritate some people's skin. This toxin does somewhat protect the toad and toadpoles from being preyed upon by some predators. I've seen animals attempt to eat toads and then spit them back out.

Growing Up Green

The toadpoles will metamorphose into baby toads in one to two months, depending on food and water temperatures. They then abandon the water, only to return to reproduce in the next year or two. I have read that they can live and come back to your water garden for 20 to 30 years. Now that's a long time! In the interim they are in the landscape, eating all kinds of pesky critters like slugs. You will find them under mulch, heavy vegetation or just loose dirt.

What a great natural predator in the landscape ... a valuable ally in natural pest control. One that will show up on its own to reproduce in a water garden, if there is one. Most predators around a water garden are focused on eating the fish and are, of course, not wanted. Not this one!



Slugs are one of the favorite foods of toads. What a great natural predator!

We finally can welcome a predator that only eats small, pesky critters like slugs. As a bonus, the toad's song is a harbinger of spring — one that I always look forward to. ☺



November 9 – 13, 2015
Long Beach, California

Take advantage of pond-focused networking at the Water Features & Lake Management Common Interest Group meeting.



Waves of *Innovation*

www.irrigationshow.org

Finally... an environmentally friendly professional grade vacuum!

- No need to drain feature
- Up to 3000GPH continuous clean water
- No removal of plants & fish
- FAST, EFFICIENT & PORTABLE



FountainBleuVac.com 413-569-9969

As shown \$8995
Includes 5 Year Warranty

About the Author

Water gardening has been a passion of **Jamie Beyer's** for over 50 years and he has worked on over 1,000 ponds.

He personally has several very large ponds, which contain many kinds of water plants and fish. Jamie has a Master's Degree in Fish and Wildlife Biology, is a Lifetime Master Gardener and is founder and past president of the Central Iowa Water Garden Association. He has a broad background in fisheries, the dynamics of water, horticulture and aquatic and wildlife ecology.



He owns a consulting/installation business, Midwest Waterscapes, in which he works as a water garden, fountain and pond consultant/installer.

Looking for a distributor that provides great competitive prices and remarkable service????

Let Universal Pond Supply be your one stop shop.



UNIVERSAL POND SUPPLY

DISTRIBUTOR OF
QUALITY POND PRODUCTS

888-236-8621

www.universalpondsupply.com

Catalog Available



Dan Berg ☎ 508 216 4464 ✉ dan@universalpondsupply.com
Mike Zmina ☎ 847 372 6997 ✉ mikez@universalpondsupply.com
Mike Webb ☎ 888 236 8621 ✉ mike@universalpondsupply.com

Don't have an assigned sales rep yet?
Call 888 236 8621 and speak to Ashley at ext. 114



Pondliner
WHOLESALE



TAKE ADVANTAGE
OF OUR
WHOLESALE
PRICING
AND WATER GARDEN
EXPERTISE!

3

**REASONS
TO CHOOSE
PONDLINER WHOLESALE**

1 WHOLESALE PRICING AND SERVICE

We support your business with very competitive pricing and a large variety of equipment from multiple brands. Most orders ship the same or next business day.

2 EDUCATION

Our customer service representatives are always happy to help with any technical assistance and are able to provide professional advice on products, design & construction. We offer pond training & certification classes so you can be a step ahead of your competition.

3 HUGE INVENTORY

We house over \$1,000,000 of inventory from over forty top manufacturers in our warehouse. We handle most warranty issues for you, no need to contact the manufacturer.

Fish Storage

Winter Business Beyond the Pond

Expand your business with fish storage service!

by **Tom Koza**,
Tom's Pond Service Inc.

No doubt about it: there are a lot of pond companies out there. And like many of them, Tom's Pond Service Inc. provides pond cleanouts, shutdowns, biweekly maintenance and repairs. But there's one thing that makes our business stand out from the rest: fish storage service!

Why offer fish storage service, you ask? There are many reasons and

benefits for clients to have us store their fish over the harsh Chicago winter months, including:

- Clients leaving town or taking a vacation
- No need for a heater or recirculating pump
- Lower utility bills
- No danger of electrical failure
- Protection from large snow accumulation on the ground
- Protection from freezing temperatures
- Larger and healthier fish returned to customers
- Peace of mind!

If you can make fish storage part



Our fish storage facility houses hundreds of our customers' fish for the frigid Winter season. The ideal temperature to keep the fish is between 40 and 50 degrees.

WE SHIP
EVERYTHING
BUT THE WATER

WWW.PONDLINERWHOLESALE.COM
(866) 219-3561



of your business as a pond professional, your relationships with your clients will grow stronger too, due to the care and effort you provide for them all year long.

The winter months can significantly lower your pond company's income. But we at Tom's Pond Service feel that we've found a way to keep our staff busy all winter long, while at the same time supplying our clients with a much-needed and much-appreciated service. Plus, this new model brings us a constant flow of income all year 'round.

How It Works

When we store a client's fish for the winter, we drain the pond at the time of the fall shutdown in order to catch all of them. We then place them in a plastic barrel lined with a large plastic bag that's filled with water and its own oxygen source for the safe trip to the "fish hotel," where the fish will live until spring.

Once the fish arrive at our warehouse, they are inspected,

photographed, counted and transported into their own tank, fully supplied with air and netting. For the next several months, the water will be tested and monitored and the fish will be fed as needed.

Toward the end of the season, fish storage clients will be automatically contacted and scheduled for their spring pond cleanouts. Once cleanout is complete and clients' ponds have had a few days to establish, their fish will be delivered safely back to their homes.

Why Winterize?

A lot of pond owners do not winterize or shut down their ponds for the season. But there are many advantages to shutting down your clients' ponds and recommending fish storage.

First, if customers take advantage of fish storage, the spring pond cleanout is basically a guaranteed purchase. This cleanout can generate additional repairs and replacement of worn-out filter media, UV light bulbs, ionizer



These happy goldfish (top, left) are enjoying their winter stay. A customer's koi (above, top) is settling in for the next several months. Our 5,400-square-foot warehouse (above) has a select area for our fish storage vats and tanks.

probes, autofill valve parts, et cetera, making your spring season much more profitable.

Second, when fish have been removed from the pond, the pond cleanout is performed much more

quickly due to the fact that you are not having to catch and hold fish in containers during the cleaning process. And once the fish are returned to their freshly cleaned pond, we begin pond maintenance

within two weeks after the cleanout and continue with a maintenance service call every other week until mid-November.

So now you know the question you should be asking your customers:

Why not store your fish for the winter? Or better yet, why not let us store your fish?! At Tom's Pond Service, we have a full facility to handle all sizes and quantities of fish storage. It's what sets us apart. ☞

About the Author



Tom Koza has been interested in and fascinated by fish since an early age. At 14 years old, Tom would take a taxi to Chicago's O'Hare Airport to pick up fish that he would, in turn, deliver to pet stores. This was his first real job, and his fondness for fish eventually grew into Tom owning his own pet store, Grand Aquarium in Chicago, which he ran successfully for over 25 years. Since then Tom's interests have branched out into the pond industry, and in 1998 he started Tom's Pond Service Inc., a full-service pond maintenance company.



Releasing healthy fish back into their pond (top, left) after the spring pond cleanout. Barrels of fish (top, right) are tied and secured for their ride to our warehouse for winter storage.



Our pond technician is adding salt to the water to help maintain a healthy environment.

High Quality Koi

@ Wholesale Prices

Hand picked from Japanese Breeders

Aoki, Hiroi, Ikarashi, Jirosuke, Kase,
Marusada, Miyatora, Takano, Yamazaki

www.NijiYamaKoi.com

Wholesale only - Quarantined & KHV Free

**NIJI -
YAMA
KOI**

Thousands of baby koi!
Call for a price list
949-415-4KOI
(4564)
949-494-5107
1612 Orchard Dr.
Newport Beach, CA 92660

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 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.



Fall Product Spotlight

Seasonal Boost Package

Ideal for helping winterize a pond, this Seasonal Boost Package includes a 'One-Two' punch for Fall pond maintenance in one convenient, retail-friendly box.



Liquid –

The liquid Seasonal Boost cold weather bacteria helps clear pond water of organic debris as water temperatures drop below 55°F to as low as 38°F.

Dry –

Easy-to-apply water soluble packets contain billions of enzyme producing bacteria to help breakdown leaves, sludge and other debris on the bottom of a pond.

Available in pint or quart sizes packages with dry packets of bacteria, Seasonal Boost packages contain easy to follow instructions.

EasyPro now offers a wider selection of treatment options as well as bulk products for applicators and those using larger quantities.



Spirit

Pond & Stream Pumps

Setting the New Standard

- Attractive packaging
- Quality, affordable pump pond owners trust
- Energy efficient, oil-less pump
- Excellent flow rates in compact size
- Perfect for new ponds or replacement pump
- Three sizes are available with flows from 1850 to 4250 gph



For use in vertical or horizontal applications



18 Month Warranty

Which products will you depend on this fall? EasyPro has the solutions...

Performing some basic, simple steps can keep your customer's pond, its equipment and inhabitants safe through the winter months. EasyPro has the products to support your customer's water feature in any climate.

- **Cleaning The Pond.** Fall is a great time to clean the pond. Using a product like EasyPro's Seasonal Boost Bacteria will help break down leaves and sludge. Great for early and late season treatments.



- **Slow Feeding.** When water temperatures drop below 60°F fish need to switch to a wheat germ based food like EasyPro's Cold Water Food. It is a low protein, low fat diet that is easily digested during colder water temperatures.



- **Netting.** If there are any trees near your customer's pond, netting will save them a lot of grief down the road. EasyPro bulk netting comes in precut sizes and convenient pull and cut to length boxes.



EasyPro
pond products

Visit our website to view or request 2015 catalogs:

www.easypropondproducts.com/catalogs

EasyPro
pond products

Natural **Shaping**

Beautiful, weathered limestone was used for this pond-free feature. Only six large stones make up the fall and stream.

by Larry Carnes,
Reflections

There is an art to watershaping, and each individual brings to a project what he puts into it. Without a discerning eye for nature and a talent for this artistry, many man-made structures don't achieve the balance and appearance of nature. I am a strong believer in studying not only the masters of watershaping, but also the natural landscape. After spending time in the Smoky Mountains several years ago, my initial love for the flow of water and the geological processes of slowly developing landscapes increased profoundly.

Total Immersion

There is nothing like being in that landscape. No picture can give you the richness, smells and sounds of each angle of the landscape. Every niche holds something interesting: a small pool teeming with fry, a rock face sprouting plant life, the divot in a small rock from water erosion ... it is amazing! I have spent hours listening to the different sounds of falling water, from trickles to splashes to the roar of a fall spilling over a sheer rock cliff that nearly vibrates in my chest. The Smokies inspired me to continue studying waterfalls, ponds and streams along with the foliage in order to mimic nature. I approach every project with the desire to do just that: build something that looks like Mother Nature herself put it there.

So where do I start? Personally, I have an instant vision for every property I walk onto. Unfortunately, I cannot always do what I want because I will not be the one living on that land. Therefore, my first concern is that of the clients' needs and what aesthetically appeals to them. Sometimes their expectations and what will actually work are completely different. Getting to know the client is key to understanding what you will need in order to satisfy both of you. The clients' landscapes must fit their lifestyles, fit their budgets and be aesthetically appealing to them, but also must adhere to your professional standards. You may also need to learn a bit of tactful persuasion and be armed with a plethora of information in order to guide the client in the right direction. Whether you are an old pro at handling boulders or

It's All About the
ROCK!

Bring it back to basics for naturalistic watershaping



are new or searching for new ideas, it is important to adhere to two basics: choice and placement. These two things are key to creating a landscape with visual and natural appeal.

Choosing the Right Rock for the Right Place

In choosing rocks, the pond builder should hand-select rocks at a local site.

Staying true to the geology of the area is very important. In creating water features, whether it is a koi pond or waterfall, look for weathered or smooth stone that has been touched by water in the past.

Choose one type of rock and stick to it. Mixing different types of stone can create a chaotic, man-made look when you are striving to imitate nature. If the

feature you are trying to mimic is from a different region, choose rocks from that region. However, there are some things you just cannot borrow from, like a lush, woody stream of smooth pebbles plopped down in the desert.

Size Matters

Bigger is better! Scale is important in the design, but you will need a solid foundation of large boulders to tie your landscape to the ground. Mixing sizes will allow for flow and filling, keeping in mind the overall look you want to achieve. In addition, rocks should be chosen for the area in which they will be placed. Use bleached-out rocks for sunny places and mossy ones for shady places. Again, studying geological features, including streams and rock falls, gives you a great advantage in both choosing and placing the stone. Look at the boulders from every angle and determine where it might sit, how it will face, what the purpose of that boulder will be. At the job site, I often change my mind when reevaluating the boulders as I group them in preparation for placement.

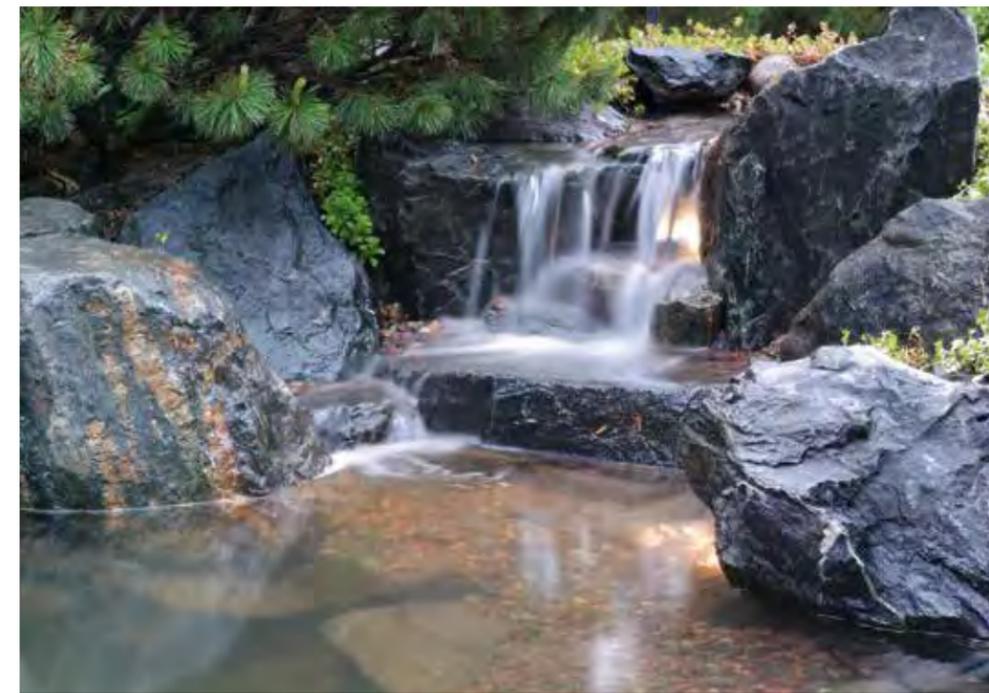
“Glacial Erratic” granite rocks make up this two-stone waterfall. Years of moving ice give these rocks a naturally weathered appearance. This was supposed to be a retaining wall for an upper and lower patio.

When working with larger stones, always take care to protect the liner (opposite page, top left). Although quarried quartzite stones were used for this commercial project (both pages, top middle), the stones that make up the falls are more “weathered” in appearance. Scale is everything! Large rocks (5,000 pounds or more) pull this feature together. The same stone is used on a much smaller 10-foot by 10-foot pond (above right and right) with a few 1,500-pound rocks. Weathered Pennsylvania fieldstone (bottom, right) is delivered on massive trucks.

Placement: The Best Rock for the Job?

I spend a great deal of time placing rock. A lot of time. My goal is to convey a formation that appears as if it has been in place forever, so each and every large boulder I choose has a purpose. I begin with grouping rocks as they are unloaded, keeping in mind the purpose I chose it for, and this is usually based on where the rock came from in the first place. Which face is weathered? Which side will give the most visual appeal? Each and every large-scale boulder needs to be assessed at the quarry, on the job site and again during placement. Every angle should give a viewer the opportunity to see, hear and feel every nuance you create: those niches in nature.

Nature gives you all the answers you need, but it takes time to place rock the way it would be found. Flat rocks should lay flat, not be set upright — unless the intention is create the look of a sheared-off, fallen rock. The grain and stratification





The installed Pennsylvania Fieldstone looks fantastic. I love the stratification of sedimentary rocks. Remember to stay true to the geology and line up the stratifications and layers.

of the rock must all go the same way. I've seen many poorly contrived features that use beautiful and expensive rock and wonder if the purpose of the feature was to look like a pile in a quarry. Less is more when it comes to large projects. Placing boulders as accents and blending into a landscape has a much more dramatic effect than laying borders in a

“string of pearls.”

Additional Considerations

Never let large, heavy stones touch the liner. Protect, protect, protect the liner!

Never allow a fork operator or excavator with teeth unload rocks by haphazardly grabbing them, marring their surfaces!

Protect rock surfaces with pads when strapping them for lifting.

Keep the excavation simple and let the stones dictate the water's edge. Your placement should control the shape of a pond, not the hole you dig.

A problem I find in some water features I have been called to service is the use of too many small rocks. It's an easy



The “less is more” and “simple elegance” approaches were utilized in this serene, Japanese-inspired garden.

option for many pond builders, and it may look good, but the aftermath can be challenging. Cleaning a feature is difficult to begin with, but if you step on the wrong spot, plan on spending time repiling all those little rocks. Don't let your time constraints rule your art! Plan on extra time for careful and correct placement.

Lush vegetation, cool reflective water and the bubbling sounds of brooks

and falls are soothing and enjoyable. Transforming a blank canvas to do this — and do it well — takes many special techniques, time and knowledge. But never forget to spend time considering, planning and executing the primary basics: rock choice and placement. Evolve each project from below the earth, tying it into the ground and making it a part of the surrounding landscape. ☞



Territory Sales Manager

Rolf C. Hagen (USA) Corp. is seeking a Laguna Territory Sales Manager responsible for its designated territory seeking sales within the territory to manage and grow the Laguna business. He/She would work with independent and distributor representatives and attend Distributor Open Houses, Trade shows and Dealer Day Events. The successful candidate should have three-five years experience performing in the capacity of Territory Sales Representative. Lawn & Garden/Water Gardening experience preferred. Ability to develop alternative solutions, respond promptly to customer needs, display orientation to profitability.

Join the team/company that offers a competitive compensation and benefit package. Rolf C. Hagen (USA) is an Equal Opportunity Employer.

Apply by submitting your resume and salary requirement to: evelyn.blackmon@rchagen.com.

100% NATURAL

Protect Your Pond

this AUTUMN AND WINTER



Microbe-Lift Autumn Winter Prep

Winterizing Kit for Larger Ponds is the best product for keeping your pond balanced and clean during the cold months!

Includes bacteria and cellulase enzymes to break down leaves that get through pond nets.

Safe for humans, fish and plant life, and is 100% safe to groundwater!

Legacy Cold Weather Koi & Goldfish Food with Wheat Germ is the best food for fall feeding and FDA approved so your fish will not have to expend more energy than they build up.

The cold water diet is made with lesser amounts of protein and contains wheat germ which is easily digested and also contains a higher level of fats.



MicrobeLift.com



Providing Environmental Solutions Since 1976

MADE IN THE USA

Facebook: /microbeliftproducts
Twitter: @microbelift
YouTube: /microbeliftproducts

About the Author

Larry Carnes is the president of Reflections Water Gardens in West Dundee, Illinois. Larry began his career as a student of art and developed an interest in landscaping. He worked for several companies, gaining knowledge in tree care, patio design and installation and landscape architecture. He renders concepts for his clients that are pieces of art as much as they are working designs. After assisting a pond builder in creating a unique in-ground pond/pool for his family, Larry's landscaping interest turned to water features. Larry has taken Genesis 3 courses with Anthony Archer-Wills, learning to design and create natural-looking ponds and water features. Reflections Water Gardens focuses on high-end residential and commercial projects with naturalistic watershaping. To learn more, visit reflectionswatergardens.com.



WILL TOMORROW COME?



More than 1,500,000 children die every year from a simple lack of clean, safe drinking water! That's nearly 5,000 deaths per day... one child every 16 seconds.

We have the ability to stop this! **Will you join us?**



Visit www.PondsForPeace.org and do something inspirational!



AS SEEN ON
You Tube

THE POND DIGGER CHANNEL

13 MILLION VIEWS AND CLIMBING!



Life is Short, Enjoy Koi!

**TERRITORY CONTRACTORS WANTED
 CALL 800-522-5043**

www.helixlifesupport.com



MADE IN THE
USA

Language of Koi



Tosai swimming on top of each other, fighting for food.

Discarded Rubble Turned to Treasure

“Cull” fish are an inspiration to koi lovers

by Shawn McHenry,

Mystic Koi and Water Gardens

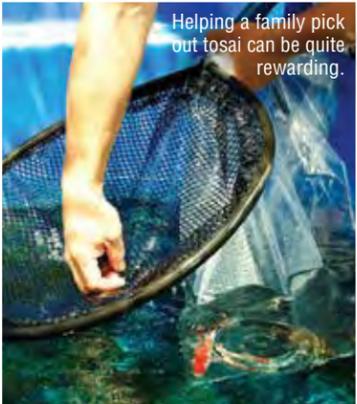
On a warm summer day, watching the water boil with a thousand baby koi mouths climbing, fighting and tumbling on top of each other to get little pellets of food, it is hard not to think about where these creatures are from and how they got there. I often refer to these koi as the small chips from a block of stone being sculpted by a master artist. But before we get into these little chips, let’s first talk about the master artist.

In my 15-plus years of traveling to Japan, I have come across some of the most interesting, diverse, unusual, kind, determined and passionate people I have ever met. Koi breeders in Japan are an interesting bunch. After all, they need the determination of a hardworking farmer but an artist’s creative soul. They need to have strong business sense while maintain-

ing the integrity and honor of their families’ names. Although they are a diverse group, they all seem to share an understanding that they are working toward building the future for koi, themselves and the generations that follow after them.

Noble Goals

I often sit and talk koi philosophy with koi breeders over beer or tea, and I love to ask them what their goals are in breeding koi. Some of the answers I have heard include seeing their farms win the All Japan Koi Show and creating a new bloodline of koi



Helping a family pick out tosai can be quite rewarding.



that future breeders will want to use. Also, one of my favorites was a man who told me he is building mud ponds and acquiring brood stock so that his son will be able to have the tools he will need to carry out the future of the farm. Each of these ideas could merit an article all on its own, and rarely do I hear that someone's goal is to get rich or produce lots of little tosai for sales to the mass-merchant, big-box stores.

The passion, hard work and determination that is put into reaching these noble goals creates a byproduct. That byproduct is the general-grade Japanese tosai you find at quality koi shops around the world. I have heard people describe these koi as culls, saying that these fish are the breeder's leftovers, not fit for the farm. I couldn't disagree more, and I feel that it is not the way these koi should be appreciated at all.

Masato of Koda Koi Farm (left) is about to measure his Kujaku oya goi (female breeder) after pulling her from the mud pond. Shawn McHenry of Mystic Koi and Masato Hoshino of Koda Koi Farm (middle) discuss this year's harvest of three-year-olds. At right: so many mouths!

The Best of the Best

From here on out I will be using the numbers provided by one of my favorite koi farms. Koda Koi Farms is a medium-sized koi breeder located in Niigata,

Japan. The Hoshino (Koda) family has been breeding koi for four generations now, and each generation has made an important impact on the breeding program of the farm. Masato Hoshino is currently in charge of their breeding program and his goal is to produce koi that are beautiful and can be appreciated for long periods of time. This is in contrast to the goal of creating a grand champion that is often a late bloomer and needs to reach sizes of 3 feet or more. In order to reach these goals, Masato only has roughly 50 opportunities (spawnings) to make an impact on his family's legacy. He believes in trying new things every

represent the varieties Masato is producing. Less than 2 percent!

Koda only keeps 2,000 (10 percent) of these tosai to be grown into nisai (2-year-olds). And further, he keeps 200 of these nisai (again, 10 percent) to be grown into 3-year-olds (sansai). The reason he keeps only 10 percent each year (from tosai to nisai to sansai) is simply the limited amount of space and time he can devote to growing out his crop to the standards and goals he and his family strive to achieve.

The remaining 90 percent — 18,000 koi — are what end up around the world at koi shops everywhere. More importantly, these koi are the inspiration that get wide-

eyed people into the koi hobby. It is rare that a newly built pond is loaded up with thousand-dollar koi. In fact, the first koi I ever purchased was a small tosai Bekko from an aquarium shop, and I suspect than many of you started similarly as well.

these "less-than-best" koi as chips off a fine piece of marble that is being made into a masterpiece. However, instead of being swept up into a bin, these chips allow pond owners the opportunity to become a part of the art-making process, continuing where the koi farmer left off — all while loving their koi. ☘

About the Author

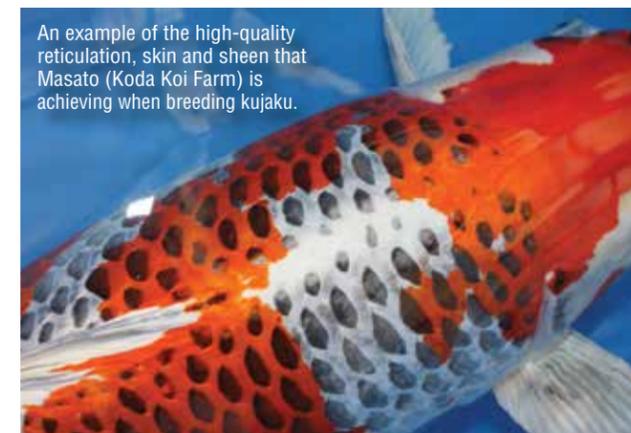
Shawn McHenry has been working with koi professionally for more than 15 years. This includes taking countless trips to Japan to meet and



procure some of the top koi that Japanese koi breeders have to offer.

Shawn is the current secretary of the Shinkokai U.S. chapter and has been involved in

the koi judging scene for quite some time now. Shawn has judged many nogyosai (regional) koi shows in Japan, and recently had the honor of judging the All Japan Koi Show for his third time. Shawn's judging experience is not limited to just Japan, as he has judged alongside top Japanese koi breeders at the Philippine Koi Show four times and the Kois and Ponds Cup in the Philippines three times. He has had the pleasure of judging koi on the national level, which he loves because it gives him an opportunity to teach, enrich and help local people love and appreciate koi keeping.



An example of the high-quality reticulation, skin and sheen that Masato (Koda Koi Farm) is achieving when breeding kujaku.

year and so is open to new ideas down the road. However, he also wants to use some of the traditional techniques and philosophies his family has always used.

The numbers speak for themselves. Koda Koi Farm produces 20,000 tosai (yearlings) every year from 1.2 million fry (about 1.7 percent). These 20,000 tosai are deemed high enough quality to

pick out their first group of koi is seeing them years later, when they are buying more expensive fish because the original koi they purchased have brought such pleasure. These koi give pond owners a chance to not only learn about how their koi change and develop, but also how their own tastes in koi change and develop. This is why I often describe

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



Cyperus papyrus: Compact Papyrus.

Bundle Up!

Overwintering aquatic plants

by **Kelly Billing,**

Maryland Aquatic Nurseries

Northern gardeners often add tropical plants to the water garden for intense color and bold, distinct foliage. But Northern winters are notoriously harsh, so the two most commonly asked questions asked about these colorful plants are: “Will they die if I leave them outside?” and: “Can I overwinter them indoors?” Of course, the answer to both is “Yes!”

Bring the Tropics Inside

Most tropical aquatic plants will winter easily indoors as houseplants. Decorative ceramic or plastic containers are widely available in many sizes and colors. They are suitable as long as they are watertight and provide a sufficient water supply to the overwintering plants. The beauty of using aquatic plants in containers any time of the year is that they require very little care and maintenance. They have their own water reservoirs that add moisture to the dry environment in a northern home in winter, and they are ideal for people who travel.

Although the containers shown are in an outdoor setting, the principles are the same when used indoors. Water can be added to fill the containers and allowed to evaporate over time. Filling should occur once every two to four weeks as determined by the size of the container and how dry the environment is. Fertilizer should be used sparingly, since active growth slows during the shorter days of winter. Once the days begin getting noticeably longer (around mid- to late February) and plants start pushing new growth, fertilizer can be added. Add it as you would for any houseplant, but apply it at one-quarter to one-half the recommended rate.

Light Guides

Light requirements vary depending on the plant. For example, the plants that require the most light perform best on the south side of the greenhouse or in a southern exposure window inside the



Rumex sanguineus, Water Dock or Bloody Dock. Late snow falls on early risers.

home. Light levels vary from North to South in the winter months and outside factors like trees, awnings and overhangs may also come into play. A good indicator that light levels are deficient would be if plants are leaning toward the light source or growth is unusually elongated or stretched. If possible, move these plants closer to the window or to a location with a longer exposure. Sometimes turning the containers regularly is sufficient.

See page 48 for some of the most common plants and the light levels they are best suited to. This information can be extremely helpful when



Top three photos: Nelumbo, Lotus. Tubers (top, left) should be collected in spring prior to any leaf formation. The tubers shown are sprouted and ready to be potted. Allowing the dormant foliage (above, right) and seed pods to remain adds interest to the winter water garden, with a place for snow caps to form. Be certain to remove the prior year's foliage as soon as temperatures allow in spring. (Bottom, left): A Summer Lotus growing bed.

Bottom three photos: Tropical water lilies (above, left) are also a prime candidate for dormant tuber storage. Like Sagittaria lanceolata, Narrow Leaf Sagittaria (above, middle), quite a few plants will winter indoors as houseplants with anything other than northern exposure. There are even a few that will tolerate very low light. Thalia geniculata form ruminoides, Red Stemmed Thalia and Elletaria cardamomum, Cardamum (above, right) winter easily indoors. At left: Zephyranthes candida, or Rain Lily is a delightful little plant that looks like a clump of chives until late summer, when crisp white flowers emerge. They add a happy splash of color just as everything else in the garden pond is beginning to look tired.

assisting customers in their tropical purchases. Using this guide, customers can make an educated decision based on an available location indoors suited to the light preferences the plant will receive when the winter season approaches.

Winter Guidelines

All plants need to be moved in advance of frost. Check all plant surfaces thoroughly before moving them indoors. Any pests that make it through inspection can be treated with over-the-counter indoor house plant pesticides specific to the pest to be controlled. Any deteriorating or shabby foliage should be removed as it appears. Plant energy is wasted when trying to sustain growth that isn't healthy, so pruning keeps plants looking their best.

Canna, Colocasia (Taro) and Zantedeschia (Calla) can be dried down for winter and stored dormant. It is important for them to be exposed to cool temperatures or frost to yellow the foliage. This allows them to retract the energy they need for winter storage. Promptly after the foliage begins turning yellow and brown it needs to be removed from the tubers, and bulbs need to be cleaned so that moist conditions don't allow rot to fester. Be especially careful to prevent cuts and bruising, as they can be contributing factors to rotting by allowing an entry point for disease. A good rinse will remove any excess soil and debris.

The bulbs/tubers should be placed in a cool area away from direct sunlight for a few days to dry. Callas may need two to three weeks to sufficiently dry. Peat moss, sand, coir fiber or vermiculite about three inches deep is ideal for nesting them.

Ideally they should be spaced evenly and not touching just in case one starts to spoil. One rotten apple spoils the barrel, so they say. Ideal temperature for storage is 35 to 45 degrees

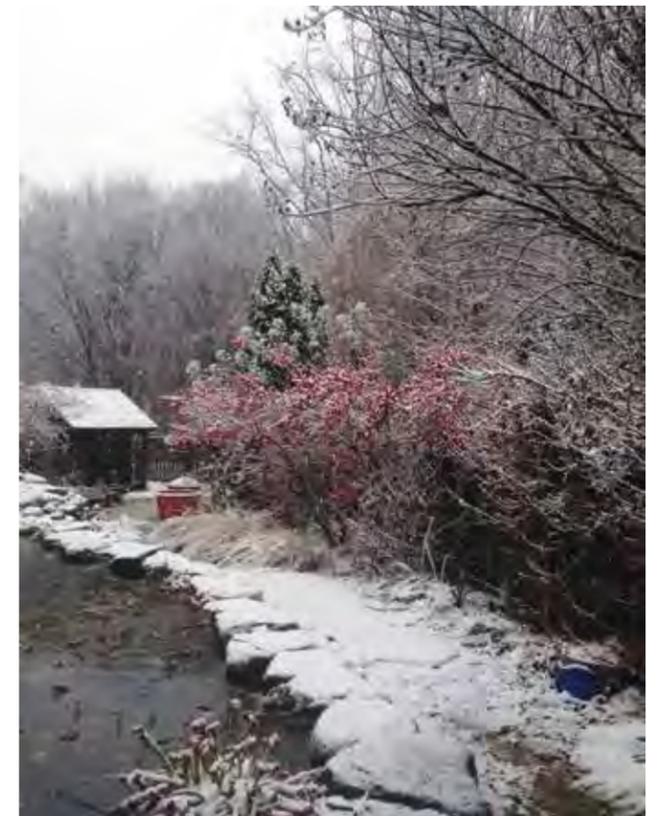
When preparing plants for winter outdoors it is important to cut withered foliage above the water level, especially on plants whose stems are hollow.

Fahrenheit, like in an unheated garage that doesn't freeze. The house wall has the most consistent temperature.

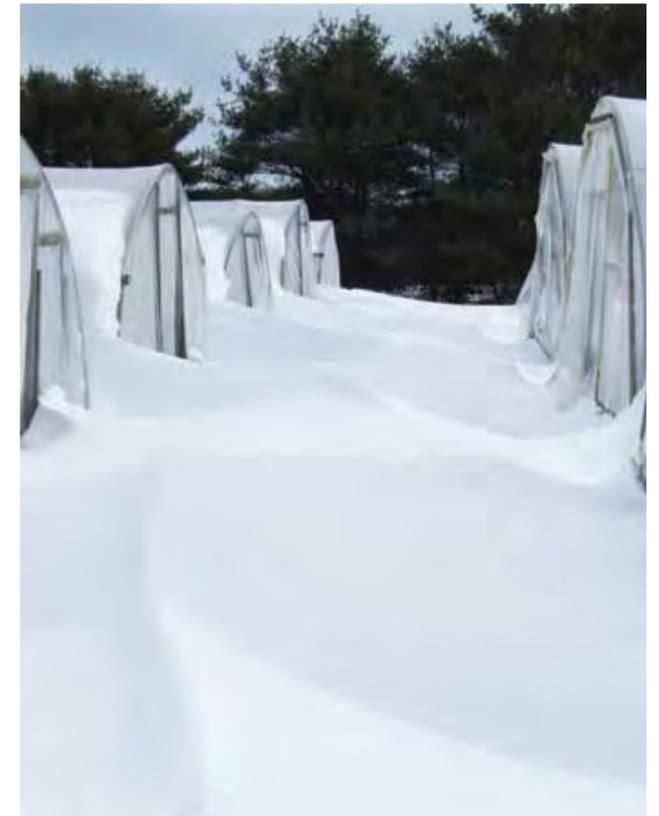
Tropical water lilies are also a prime candidate for dormant tuber storage. Once frost has yellowed the plant needs to be removed from the pond and allowed to dry slowly over a few weeks. The soil needs to be removed from the tuber and everything cleaned, trimmed and thoroughly dried. The prepared tubers can be stored in distilled water or the preferred method of damp sand or damp peat moss. Another method more recently introduced by Ken Landon is wrapping them in damp, interfacing pellen and placed inside a Ziplock baggie. They should be checked at least once a year to ensure the fabric is still damp. A target temperature of 60 degrees is ideal for long term storage.

Braving the Winter Outside

When preparing plants for winter outdoors it is important to cut withered foliage above the



Plants that are "winter hardy" to a particular zone are capable of freezing in the ice without incident.



Plants that are zone hardy do not require winter protection, nor should they be dropped to the bottom of the pond.

Light Guide

Plants that will perform fine in a very low-light situations or Northern exposure would include:

Elettaria cardamomum - Cardamom

Echinodorus cordifolius - Sword

Cyperus alternifolius - Umbrella Palms

East, Southeast, South, Southwest or Western exposure:

Bacopa

Baumea rubiginosa "Variegata" - Variegated Striped Rush

Canna

Colocasia - Taro

Crinum - Bog Lily

Hymenocallis - Spider Lily

Philydram langinosum - Frog's Mouth

Pontederia - (Tropical) lanceolata, "Singapore Pink"

The hardy varieties prefer a dormant period and should remain outside.

Ruellia - Blue Bells, "Chi Chi"

Sagittaria lanceolata - Narrow Leaf Sagittaria

Sagittaria montevidensis - Aztec Arrowhead

Thalia geniculata

Zephyranthes candida - Rain Lily

Good Southern exposure:

Cyperus gigantius - Giant Papyrus

Cyperus papyrus - Egyptian Papyrus

Cyperus haspan - Dwarf Papyrus
Cyperus percamentus - Compact Papyrus



Left: Colocasia esculenta "Red Stem," Red-Stemmed Taro. Right: Canna "Australia" and Colocasia "Elepaio." These plants offer intense foliage color and contrast.

water level, especially on plants whose stems are hollow. A more thorough cleanup can occur in spring. Rigid, foliated plants like Thalia are best left standing for winter. The bold foliage remains upright and collects snow, adding winter interest.

Cutting back prematurely before the foliage turns can be detrimental, especially to carnivorous plants. They should only have the brown parts removed in spring since they continue to feed on the previous year's insects. New growth will disguise

the old growth and no one will be the wiser once spring growth emerges.

Finally, many still perpetuate the myth that hardy plants need to be moved to the bottom of the pond for winter. This attempt to offer added protection over the winter months often fails. If a plant is hardy in a particular zone it will more than likely survive just fine at the seasonal growing depth. The general cause for failure over the winter comes from weak plants in fall that are struggling in root-bound containers and are under-fertilized. Healthy plants survive better. Additionally, plants like lotus that are stored on the bottom of the pond have a limited reserve for emergent growth in the spring. If they aren't brought to the surface early enough and begin to grow they will exhaust their strength trying to reach the top of the water. They are reliant on getting to the top quickly enough to gather strength from the sun to fuel new growth. Without that ability they dwindle and die.

Maintaining strong, healthy plants is key to their winter survival. Making sure they have adequately sized containers and sufficient food, good soil and the correct amount of light is critical to their success, whether indoors or out. ☞

About the Author

Kelly Billing has over 30 years' 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.



Leak-Proof Ponds with HERCO Fish Pond Coating

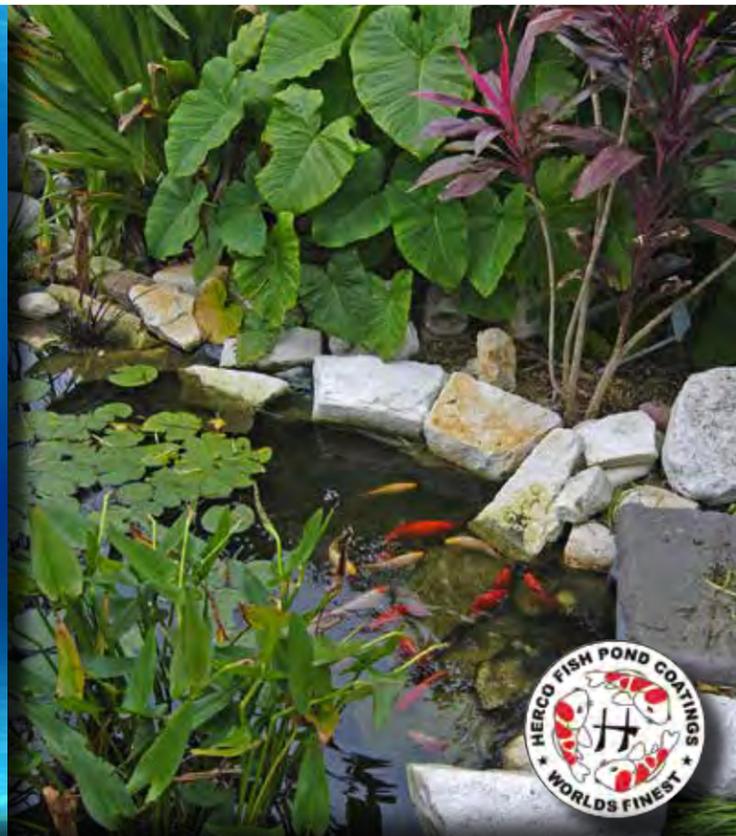
HERCO Coating is Ideal for all Types of Ponds
Seals and Leak-Proofs Block, Brick and Concrete
Safe for Fish and for the Environment
HERCO Coating Promotes Healthy Aquaculture
Easy to Apply · Fast Curing · Durable · Long-Lasting

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 CCFW Crack Filler (Clear)	\$ 26.00 ea.
HERCO TC-700 Cleaner	\$ 65.00 gal.
HERCO PSC Primer	\$ 69.00 gal.



HECHT RUBBER CORPORATION
Since 1944

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



Calling all Industry Professionals!
Time to decide - East or West?

Participate in the Waterscaping in Times of Drought seminars in CA, or show off to 18,000 attendees at the Waterscaping Pavilion at the hottest show in the East. Great booths are still available!

EAST - October 21 - 23
GIE+EXPO/Hardscapes America
Louisville, Kentucky

WEST - November 11-12
Irrigation Association Show
Long Beach, California

Visit www.ippca.wordpress.org
for seminar and exhibiton information

LED ring lights

Ocean Mist® submersible LED lights super bright, energy saving, multi color controllable, works in or out of water.

Jebao® fountain pumps, pond pumps large flow pumps, pond filters, UV filters. Mist makers, LED floating pond foggers. Mainland Mart Corp. tel: 626-258-2928 OceanMistMaker.com fax: 626-258-2955

floating fountain

granite LED light

Jebao large flow pump 14500 gph

LED pond fogger

LEDs

pond filter UV lighted

BioSafe®

THE ONE AND ONLY

GreenClean®
LIQUID ALGAEICIDE **FX**

- Kills algae on contact
- Perfect for green water algae
- Professional-strength formula
- Chlorine and copper alternative
- Safe for aquatic and wild life, children and pets

**THE #1 CHOICE
FOR PEA SOUP
ALGAE CONTROL!**



Precious Resource



Imagine if this serene fountain actually collected, and stored, enough rainwater to meet all the gardening needs of the owners!

Rainwater Harvesting

Conserving Earth's most precious resource

**by Cash French
and Lorrie Nicoles,**
French's Waterscapes

Fresh water is the most precious natural resource on the planet — because over 97 percent of all water is salt water.

According to the United States

Geological Survey (USGS), humanity's primary source of fresh water — rivers — only make up 0.49 percent of the earth's surface fresh water supply; surface fresh water only makes up 1.2 percent of all fresh water; and fresh water is only 2.5 percent of all water. Since that doesn't mean much, consider it this way: if you think of all of the world's water as an Olympic-sized swimming pool, you will



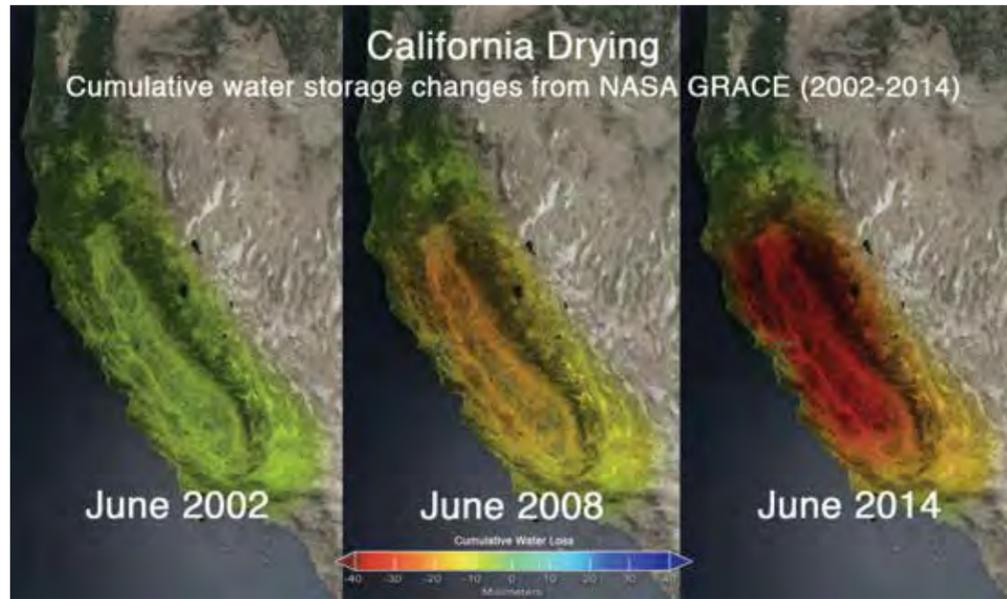
have less than one gallon of easily available fresh water.

Luckily, there is more fresh water than just what is in rivers. The global supply of accessible fresh water (surface and ground water) makes up 0.78 percent of all water. That is one eighth of a cup of fresh water for every gallon of water.

Use, Recycle and Reuse!

Between fresh water and salt water is recycled water. And increased usage of recycled water can significantly reduce how quickly we deplete our limited quantity of fresh water.

Technically, all water is recycled. People generally understand the water cycle of precipitation, evaporation and precipitation again. For the purposes of this article, I'm



This trio of images depicts satellite observations of declining water storage in California as seen by NASA's Gravity Recovery and Climate Experiment (GRACE) satellites. The color progression represents the depletion of stored ground water between April 2002 and June 2014. Image Credit: Jay Famiglietti (www.JayFamiglietti.com), NASA Jet Propulsion Laboratory, California Institute of Technology, and University of California, Irvine.

referring to human-recycled water.

I am talking about recycled water because what people may not know is that the earth's growing population is using fresh water faster

than the natural water cycle can replenish.

There are satellites that are able to measure areas of high water density (ground water supplies) around the world. This series

of images shows how that density is decreasing in California. The science behind this image is more than I can get into here; if, however, you are interested in learning more I suggest going to Jay Famiglietti's website (<http://jayfamiglietti.com/>) for more information that doesn't get too complicated too quickly.

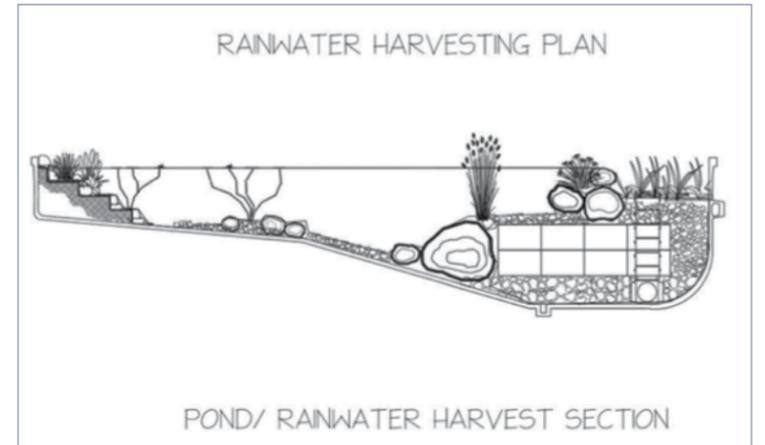
There are several types of recycled water: grey water, reclaimed water and harvested rainwater.

Grey water is water that you have already put through a use. Used bath-water is a great example.

You don't want to drink it, but you could flush a toilet with it and your garden will appreciate it.

Reclaimed water is any used water captured, treated and reused instead of returned to the natural water cycle. The level of treatment will dictate future use of the water.

Harvested rainwater is captured precipitation. You still do not want to drink it because of the pollutants and particles it picks up from the atmosphere; however, rainwater is better for agriculture than grey water because there are no man-made



Top: Final plan design of pool conversion to rainwater harvesting system. Bottom: Cross section of pool showing placement of AquaBlox water storage installed in the deep end. Maximum capacity of this design is 15,000 gallons.

Handheld Digital Water Testing

Dual Wavelength photometer developed for ponds and aquariums
Patented • Cost Effective • Safe and Easy Test Procedures

EZ-3™ Method
FAST, ACCURATE RESULTS IN 3 STEPS

1. FILL
2. DIP
3. READ

TEST Fresh AND Salt water for:

- Free Chlorine • Total Chlorine • Total Alkalinity
- Nitrite • Nitrate • Ammonia
- Total Hardness • pH (4.5 - 9.0)
- Phosphate • Chloride • Copper

Industrial Test Systems, Inc.
Innovators of Water Quality Testing

sensafe.com / 800-861-9712

MADE IN THE USA

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.

"I have been using ShinMaywa Pumps since 2009. I can honestly say it is the most reliable pump I've ever used!"
- Max Taylor, Magnolia Ponds

Distributed Exclusively By **FieldingPump**

www.ShinMaywaSales.com

solids (soap, grease, et cetera) or salts that can be detrimental to your plants or to you.

The most common form of rainwater harvesting is the tried and true rain barrel. Divert your downspouts to

Modern technology and adventurous landscaping can take rainwater harvesting to a whole new level by increasing capacity as well as capturing more than what just falls on your roof.

the barrel, put a lid on it to keep water in and other things out and you are harvesting rainwater. As environmental awareness increases, rain barrels are experiencing a surge in popularity. As with many do-it-yourself projects, there

are kits available that can increase your collection and the quality of the water.

This very basic method has been in use for longer than recorded history and is very dependable. Unfortunately, there are limits to how much you can store and how well you can divert water from your roof to your storage.

Increasing Storage

Modern technology and adventurous landscaping can take rainwater harvesting to a whole new level by increasing capacity as well as capturing more than what just falls on your roof.

For example, I have a client in the process of converting his pool into a catch basin disguised as a koi pond. In this multi-stage project, we are going to put in a small pond on top of the pool — to provide circulation as well as a beautiful environment, while collecting up to 15,000 gallons of rainwater to use for the landscaping. Storage in the deep end of the pool will consist of specially

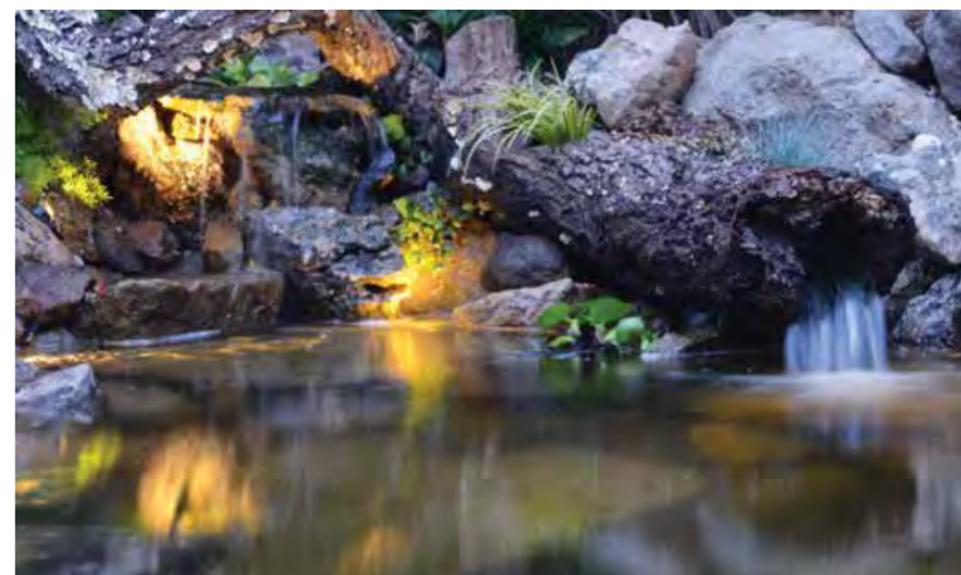


Traditional rainwater harvesting: useful, if not beautiful.

designed AquaBlox blocks (developed to provide structural stability while increasing capacity) surrounded by gravel. Boulders and vegetation will improve the aesthetic while reducing the amount of water actually in the pond.

Because the circulating pond will cover the storage system, we will prevent water loss to evaporation as well as mosquito infestation.

For those who want to increase their storage capacity and do not have a pool to convert, options can become expensive



Creative waterscape design can create lush garden environments that mask extensive water storage.

quickly. I have been playing with ideas that increase storage while creating a beautiful waterscape. Imagine, instead of a basic downspout, a spiral of bowls that “overflow” downward and finally into an underground storage. Each bowl

can provide storage and, within reason, you can design the shape of the storage to reduce excavation costs.

As drought continues to plague California, Texas and other southwestern states, many water districts are offering “Cash for Grass” programs that encourage homeowners to

replace their lawns with more water-efficient landscaping. If this is an available option to you, why not take advantage of the fact that you’re tearing out your lawn and dig a little deeper to install



Tsurumi

[sué-rue-me] noun;
1. The most reliable pump in the world.
Synonyms: None. Nothing else like it.





www.tsurumipump.com 888-TSURUMI (878-7864)

Water Pump



Stainless Steel UVC



Biosteps10 & Waterfall



Matala Ez-Air Pro Kits



Aeration System for lakes



Think Progressive!



New



Floating fountain



LED Optional

Matala®
"Make water alive"

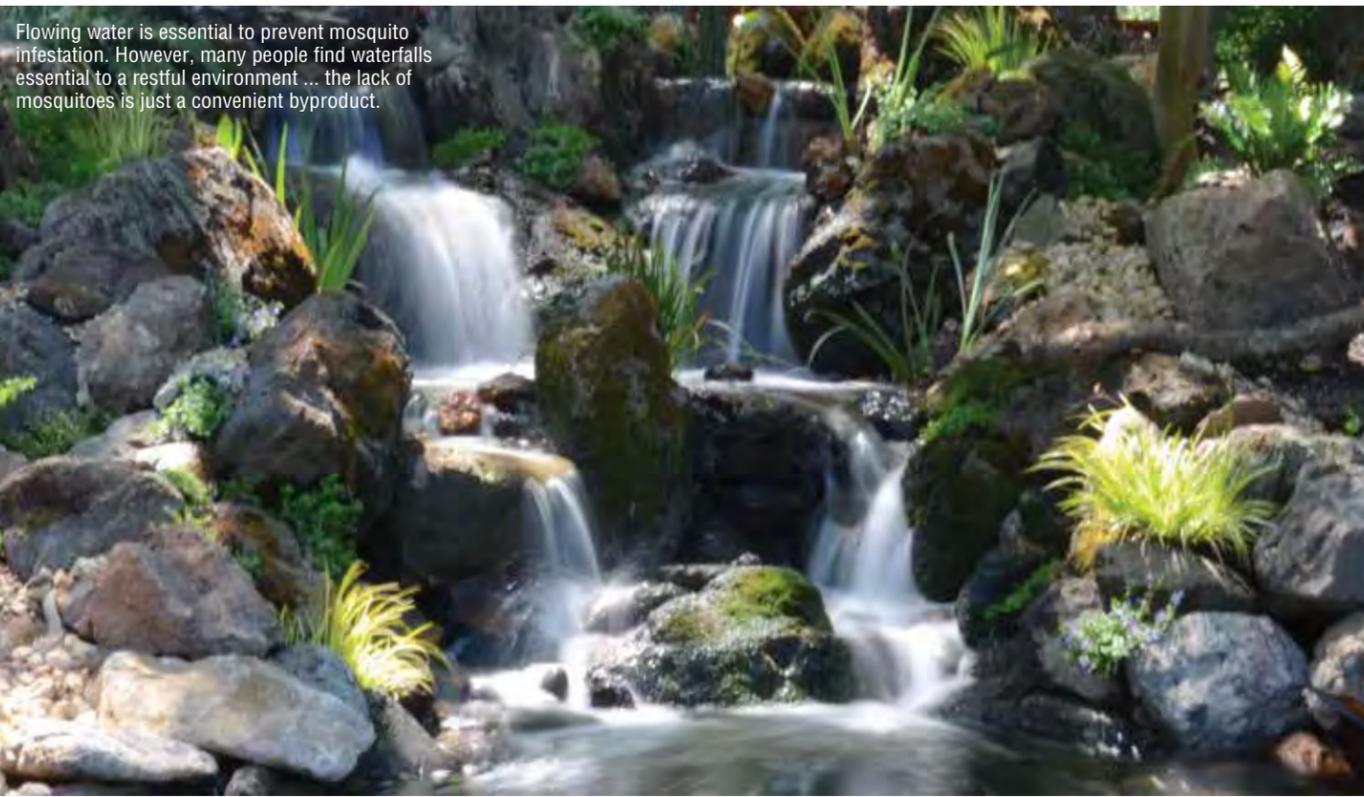


ONE STEP NON STOP

Contractor Grade 13gal tank

Non Stop "Power-Cyclone" Pond Vacuum
1,500 gallon per hour Vacuum-Exhaust capacity.

Castle Aquatics ----- 866-422-9445	Pond Supplies of Ohio, OH ----- 888-539-7706
Discount Pond Supply, VA ----- 800-979-0999	Sea Life Designs CA ----- 949-376-3550
EasyPro Pond Products, MI ----- 800-448-3873	Water Landscape Supply, IA ---- 877-266-8181
Holmes Farm, PA ----- 877-412-3276	
MATALA USA www.MatalaUSA.com	www.MatalaAerationProducts.com
www.HakkoAirPumps.com	



Flowing water is essential to prevent mosquito infestation. However, many people find waterfalls essential to a restful environment ... the lack of mosquitoes is just a convenient byproduct.

rainwater storage?

Just about any outdoor construction can provide an opportunity to install storage. Putting in a new driveway? Because you will be excavating anyway, the cost of adding a rainwater harvesting system will be incremental.

Because of the advances in technology, water storage “tanks” like those constructed with AquaBlox can support significant weight — such as a driveway with cars parked on it — even when empty.

How to Use Harvested Rainwater

Currently, irrigation is the primary use for harvested rainwater; however, any use that doesn't require drinkable water is a possible use for your collected rainwater, so go ahead and wash the car or the pets.

Again, with technological advances, water purification systems are becoming smaller, more reliable and less expensive. In time, rainwater harvesting can supplement our drinking water as well as our irrigation water.

In the meantime, there is another use for harvested rainwater: recharging groundwater reservoirs. Precipitation is, eventually, how groundwater supplies are renewed. That process is slow and greatly impacted by human intervention — by capture or diversion. If you have easy (or even not-so-easy) access to an aquifer — such as an abandoned well — why not accelerate the process by putting your collected rainwater directly back into the system?

Creating access to an aquifer may not be a difficult as you think; it will depend on the geology and utilities already installed in your area.

In an Ideal World

In a perfect world, there would be no drought or floods and humanity would have the water they needed where they needed it. The world is not perfect, however, and frequently water is not in the right place at the right time. Thus, I want to encourage people to use this immensely rare and valuable commodity more sustainably and in a beautiful manner. ☘

About the Author

Cash French, owner of French's Waterscapes, combines his Bachelor of Science degree in Landscape Architecture, on-the-job-training and world travels to create living art with water, earth and nature. He finds inspiration for his designs all around him and is passionate about fostering that inspiration in others. To further that goal, Cash is in the process of collecting designs for an upcoming book of water features that boggle the mind. The intent of this book is to promote other waterscape designers and encourage the imaginations of designers to be.



Lorrie Nicoles, founder of Tora Writing Services, is a Written Word Consultant & Content Editor. A true Word Nerd, Lorrie loves crafting written messages. Her passion for clear communication inspires her to create the written version of the passion of other business owners.



To see full press releases and additional news items, visit www.pondtrademag.com/category/tradenews

Introducing Alpine's New Eco-Friendly Pumps

Alpine Corporation is excited to introduce two new pump lines for the spring of 2016: Eco-Twist and Eco-Sphere. Both lines focus on reducing energy consumption while maintaining high flow rates up to 5,400 GPH and power for your water feature.

Eco-Twist is Alpine's compact, energy-efficient pump with high flow rates designed for filtration systems, waterfalls and pond skimmers. Eco-Twist will boast new magnetic technology engineered to deliver continuous, reliable high-power performance. The permanent magnetic motor is completely leak-proof, making the Eco-Twist safe for all your aquatic life. This pump may be used horizontally or vertically and includes rotational adapters to allow 180-degree flexibility in any water feature.

Alpine's Eco-Sphere pumps are high-

performance pumps ideal for filtration systems, waterfalls and ponds. They are engineered to be highly energy-efficient while maintaining maximum output. Our durable “pre-filter” pump cage minimizes pump damage and clogging by selectively screening larger debris particles. Pumps feature a convenient carrying handle and 360-degree rotating adapters for easy placement. They include “click fit” connectors to allow simple disassembly for routine maintenance and compatibility with other Alpine series pond systems.

Each pump line will have an optional inline controller with flow rates from 2,000 to 5,400 GPH. The robust, durable controller allows you to customize and adjust water flow with ease, making it ideal for any water application.



Excitement Building for Thrive 2015

Thrive '15 unites several popular Landscape Ontario events for retailers, growers, contractors and more. The reimagined Thrive takes place September 16-17 at the Ancaster Fairgrounds. Thrive's anchor is Garden Expo, a sold-out, two-day trade show for retailers to explore new products, meet vendors, discover trends and connect with peers and experts alike.

Snowposium Snow and Ice Conference and Expo runs alongside, offering professional development and a trade show for the snow and ice management industry.

To register for Thrive/Garden Expo or one of its associated events, visit LOthrive.com.

The 2 Best Filtration Technologies in 1 Filter

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

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



Water Garden Expo 2016

Pondliner Wholesale proudly announces the 2016 Water Garden Expo, which will be held February 24-26 in Shawnee, Oklahoma. Widely considered the water feature industry's premier educational event, the 2016 Expo features a day-long estimating and bidding workshop led by Charles Vander Kooi of VK and Associates. Attendees can choose from 24 seminars led by the leading industry experts that will appeal to professionals with all levels of expertise.

An educational, hands-on pond build led by Aquascape, a trade show featuring 25 manufacturers, aggressive show pricing and networking opportunities with successful industry professionals make the 2016 Water Garden Expo the "must-attend" event of the year.

As always, the Water Garden Expo is free to attend and is limited to those who are involved or wish to be involved in the water feature industry. Visit WGExpo.com or call 866/219-3561 to register or to get more information.

Cut-to-Length EasyPro Pond Netting

Give your customers the right size pond netting for their ponds or streams. EasyPro Pond Products has bulk pond netting that can be cut to length in your store. Available in 10-, 20- or 30-foot wide by 100-foot long sections, these bulk boxes of pond netting dispense from the back and can be cut to fit the customer's need. This strong and versatile pond netting is tough and will last numerous seasons.

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



Introducing the eXact iDip Smart Photometer 570

Industrial Test Systems Inc. (ITS), a leader in the water quality products industry, announces their worldwide release of their eXact iDip 570 Smart Photometer, the second installment of the eXact iDip Smart Photometer line.

The eXact iDip 570 Smart Photometer is perfect for measuring the water quality for aquarium/aquatic life in both fresh and marine water settings. Using the patented eXact iDip Smart Photometer System, the meter is the first and only to integrate two-way wireless communication with a smartphone/tablet. Check them out at:

<https://itunes.apple.com/us/app/exact-idip/id579168702?mt=8>

<https://play.google.com/store/apps/details?id=com.sensafe.exact.idip&hl=en>

The multilingual app is the brain of the system, which allows limitless possibilities including lab accuracy, free upgrades, test parameter customization (with 12 available at launch, 13 in the works to be released at a later date and many more to come), mobile sharing and data organization. Unique tests added to the eXact iDip 570 include ammonia, fluoride, cyanide, BT-pH, and quaternary ammonia.

The eXact iDip Smart Photometer 570 measures the key parameters that will prolong fish and plant life in aquatic ecosystems. It is currently available in a kit which includes reagents for: pH, nitrate, total alkalinity, ammonia, high range total hardness and phosphate. Visit www.sensafe.com and follow us on Twitter on our profile, @sensafe, and Facebook at <https://www.facebook.com/sensafe>, for news and updates!

Blue Thumb is proud to introduce the 2015 Pond & Fountain Expo

Be sure to mark your calendar for this great event on Thursday, October 1, 2015 in Saginaw, Michigan. Featuring #11 FedEx Freight Nascar Toyota.

The Pond & Fountain Expo 2015 creates a great opportunity to network with fellow pond professionals from all over the country in an upbeat and casual environment. Small group discussions and seminars will be focused on increasing pond revenue and giving a glimpse of what's new in the pond business. Manufacturers are set up to showcase new 2016 products at great discounts!

Register for the Hands-On Build as we install several water features across the front of the new display area at Blue Thumb. Displays will include a Cascading Falls Waterfall, Bubbling Rock Fountain, Vase Fountain and more, all in one day!

The Pond & Fountain Expo will take place at Blue Thumb headquarters from 8:00 a.m. to 4:00 p.m. with lunch provided. The expo is completely free of charge! Come experience the best rates of the year, over \$5,000 in awarded prizes and a grand prize giveaway eligible to all those in attendance.

For more information about Blue Thumb Pond & Fountain Expo 2015 visit bluethumbponds.com/expo.

Universal Waterproof LED Lighting Kits: Long-Lasting Outdoor Illumination

Super Bright LEDs, a leading online retailer for LED lights, proudly announces the arrival of their Universal Waterproof LED Lighting Kits. These plug-and-play LED light strips use standard two-prong outlets and install easily with peel-and-stick adhesive backings. Flexible variable white, RGB and color-chasing RGB strips provide outdoor illumination and accent lighting on decks, patios, gazebos and railings. Strip kits are dimmable and include IR remotes for color and temperature control.



Each LED light strip kit includes one 16.5-foot strip with 150 to 300 Epistar 3528 or 5050 SMD LEDs that produce pure white and/or thousands of other colors. The hand-held IR remote controls white color temperature or RGB colors and modes such as color-chasing, sequencing and static color.

Each plug-and-play strip connects directly to its controller, which then plugs into a standard two-prong outlet. Strips can be cut into three- or six-LED segments (depending on the kit) and reconnected with one of four included solderless connectors. A five-year warranty fully protects against defects and malfunctions.

For more information about Universal Waterproof LED Lighting Kits, other LEDs or about Super Bright LEDs, visit www.superbrightleds.com.

Summer Pond Care Guide Released by Collaboration of Industry-Leading Experts

Nualgi Ponds announces that it has released a new eBook, "Summer Pond Care for Professionals." The free eBook is a collaboration of expert advice from over a hundred pond store owners, koi champions and pond maintenance professionals. Nualgi undertook this guide in order to help pond owners troubleshoot issues and maintain a healthy, prosperous pond.

"Summer Pond Care for Professionals" includes insider tips for keeping pond water oxygenated, managing parasites, caring for fish and reducing unhealthy algae growth. The eBook also describes how to avoid common issues like new pond syndrome, removing algae too soon and oxygen crash.

Nualgi Ponds Director of Marketing Roger Tower is excited to bring together experts in the field for this eBook. "Each season brings something new for your pond," he said. "The same warm weather and sunny days that make you want to sit out by the pond also make the perfect conditions for oxygen stratification and depletion as well as algae blooms."

Every pond is different and tips are not guaranteed to work with every pond. Nualgi works with pond owners for success in their individual habitats using natural solutions and provides dealers and users with educational resources.

Visit www.nualgiponds.com/summer-pond-care-guide to download the Summer Pond Care Guide.



IPPCA Waterscaping Pavilion and Seminars at GIE+EXPO Hardscapes Show

The IPPCA is pleased to announce that the IPPCA Waterscaping Pavilion will be anchoring the North Hall of the GIE+EXPO/OPEI/Hardscapes North America tradeshow in Louisville Kentucky October 21-23, 2015.

This, the largest trade show of its kind in the country, is a boon to everyone in the pond industry, from the vendors who display, to the dealers and distributors who network, to the contractors who attend, whether window shopping or looking for the next profitable upgrade or diversification in their business portfolio.



For vendors, this venue offers a huge number of potential customers, vastly more than have attended past shows.

Projections are calling for approximately 18,000 attendees, a fifteen-fold increase relative to approximately 1,100 who attended the 2014 Irrigation Show, where we have had the Pavilion the last four years.

For contractors, this show is designed for YOU, with over 450,000 square feet of indoor booths and displays! But wait: it gets even better, because there is an even larger outdoor display area that includes every type of power equipment you can imagine and some that you never dreamed of, many offering hands-on training and test driving. For pond and green industry contractors, this is the ultimate show of the year, and the IPPCA Waterscaping Pavilion will be proudly anchoring the North Hall of the show with pond industry specific booths, products and more.

For dealers and distributors, this is also an excellent match. With more networking and opportunities to meet with both your suppliers and your customers at this show than anywhere else, the GIE+EXPO Show is unparalleled in the Green Industry!

IPPCA Members can look forward to discounts on booth space. Our Bronze Level members will be required to pay full book price on their booth space. Silver Level corporate members will be eligible for a 10 percent discount and Gold Level corporate members will be eligible to receive a 15 percent discount on booth space rental. Any Bronze Level member may upgrade his or her membership to take advantage of this offer without penalty if done by September 1. It's a great way to benefit yourself and the industry, so upgrade your corporate membership today!

MARKETPLACE

KLOUBEC KOI FARM
WE DELIVER MORE...
 Family owned & operated,
 3 generations of award winning
 excellence in aquaculture
(319) 846.2077
www.kloubekoi.com

Win \$1000
 Submit your Evolutionary
 Waterscape design for possible
 publication and a chance at one of
 five \$1000 prizes!
 For details, text or call Cash French: 415 994 4555

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.

POND SOURCES
 See the Pond Industry
 Directory at pondsources.com

Maryland Aquatic Nurseries
 ■ Wetland Plants
 ■ Wetland Carpet
 ■ Floating Wetlands
 ■ Ornamental Pond Plants
 ■ Consulting
 Jarrettsville, Md., (410) 692-4171
www.marylandaquatic.com

-WANTED-
POND MAINTENANCE PROFESSIONALS
 TO TAKE ON THE "BEAST"
 Visit FountainBleuVac.com
 for more information
REWARD TO BE POSTED

YES WE LOVE NISHIKIKOI
www.kodamakoifarm.com
KODAMA KOI FARM
 Quality Wholesale Koi
 and Pond Supplies
 Contact us for a price list
 1-808-354-7031 info@kodamakoifarm.com

Don't miss out on this
 Market Place advertising opportunity.
 See our website:
www.pondtrademag.com/advertise/marketplace

Advertisers' Index

Alpine.....	3
Atlantic Water Gardens.....	22
Biosafe Systems LLC.....	50
Carlisle Syntec Systems.....	16
Cash French.....	60
Danner Manufacturing, Inc.....	2
EasyPro Pond Products.....	32, 33
Fielding Pumps.....	53
Fountain Bleu.....	26, 61
GC Tek.....	57
Hardscapes/GIE Expo.....	7
Hecht Rubber.....	48
Helix.....	40
Industrial Test Systems.....	52
IPPCA.....	49
Irrigation Association.....	27
Kloubec Koi Farm.....	60
Kodoma Koi Farm.....	61
KW Solutions.....	60
Laguna - Hagen USA Corp.....	39
Little Giant.....	64
Mainland Mart Corp.....	49
Maryland Aquatics.....	61
Matala USA.....	55
Mazuri.....	13
Microbe-Lift.....	38
Niji-Yama Koi Wholesale.....	31
OASE Living Water.....	63
Polytank, Inc.....	18
Pondliner.com.....	28
Pond Pro 2000.....	42
Ponds For Peace.....	39
Pond World Distributing.....	7
Pond Zinger.....	12
Tsurumi America.....	54
Underwater Warehouse.....	10
Universal Pond Supply.....	27

Extend your national visibility -
 advertise in

PONDTRADETM

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

FINAL THOUGHT...

You better beleaf it's fall!



»Spend less time
maintaining your pond,
and more time enjoying.«

*OASE offers a dependable line of pond
vacuums and skimmers that make
maintaining your pond a breeze and
give you more time to enjoy.*

Learn more at www.oase-livingwater.com
or call 1-866-627-3435.

OASE – PASSIONATE ABOUT WATER

Oase
LIVING WATER



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

INNOVATION. DURABILITY.

LITTLE GIANT

Little Giant offers a myriad of lighting products designed to add dramatic beauty to your water feature.



Visit booth 4153
at the GIE+Expo
Oct. 22-23 in
Louisville, KY

and booth 1655 at
the Irrigation Show
Nov. 11-12 in
Long Beach, CA



LittleGIANT[®]
Outdoor Living

lg-outdoor.com