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Chinese Pagoda garden
stimulates mind and
spirit p.8

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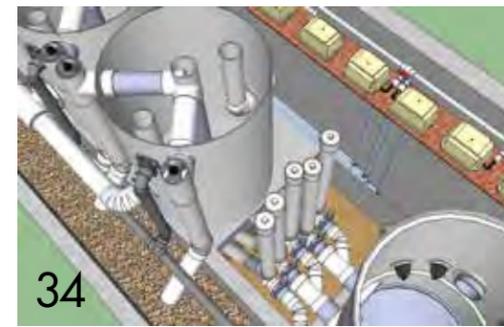




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FEATURES

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Combining rock, water, plants and architecture, a good Chinese garden stimulates the intellect, soothes the spirit and puts visitors in touch with nature. No easy task — but then, **David Duensing** is no ordinary designer! Read the renowned industry veteran's report on a truly inspiring pagoda project in Casey Key, Florida.

16 Get Your Ducks in a Row

Think the Affordable Care Act doesn't affect your pond business? Think again! This comprehensive legislation imposes important new rules and fees — not to mention a sea of paperwork. Follow **Mark Battersby's** sage advice to make sure your company stays afloat amidst a potentially "taxing" sea change.

19 Silver & Gold LANGUAGE OF KOI

Koi are often the "shining jewels" in a pond lover's wildlife collection. And no wonder; with a few glimmering Ginrin in your pond, your backyard will sparkle like a jewelry store! **Taro Kodama** explains the fascinating history and appeal of these silver-scaled beauties.

22 Pondservation

The California mega drought has reached crisis levels, and many homeowners are digging up their lawns in favor of less thirsty landscaping. Is your pond doomed to suffer the same fate? **Mike Garcia** says no! In fact, a properly designed water feature is the sustainable solution that puts the power of aquaponic agriculture right in your yard.

26 Through the Periscope

No, we're not suggesting you put a submarine in your pond. Periscope is an incredibly popular social media app that lets you stream video to viewers around the globe — live! If you haven't tried it, don't wait any longer. Let **Eric Triplett** (The Pond Digger) teach you how to leverage this amazing tool to become a global pond superstar!



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If you have a tough time sketching out design ideas for your projects, you're not alone. Communicating a clear vision of your plan can be the difference between a fantastic feature and a flop. Enter SketchUp, a 3D design program that lets you create to-scale renderings of your most brilliant imaginings. **Kent Wallace** shows you how.

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Every summer, Aquascape seeks to put on an even better PONDEMONIUM than the one before. And with innovative seminars, hands-on training, gorgeous pond tours and no shortage of silliness, 2015's event certainly achieved that goal. **Jennifer Zuri** dishes the delicious details.

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From a replacement pump to a radical renovation, every water feature upgrade needs a budget. But how much is too much to pour into a pond? According to **Mike White**, no answer is ever right on the money. Here, the owner of White Water Filters shares some ways to find the number that's right for you.

52 Price Your Construction Job Correctly

Every pond professional is eager to land a new project. But if you're sacrificing profit margin to seal the deal, you could be digging the hole that sinks your business! Business expert **Michael Stone** explains why 8 percent is the magic number that keeps the cash river flowing.

55 Beauty Abounds

In August, a flock of flora aficionados descended upon Kansas City to marvel at myriad aquatic plants. And POND Trade publisher **Lora Lee Gelles** was there to capture it all. Check out her stunning photos to discover the magic and majesty of the 2015 IWGS Symposium.

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Upcoming Events

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 Centre
Toronto, Canada
www.locongress.com

February 24 - 26

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

March 13 - 15

Central Florida Koi Show
International Palms Resort
Orlando, Florida
www.orlandokoihow.org

July 26 - 28

IGC East
Baltimore Convention Center
Baltimore, Maryland
www.igcshow.com

August 2 - 4

SuperZoo 2016
Mandalay Bay Convention Center
Las Vegas, Nevada
www.superzoo.org

August 16 - 18

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

October 19 - 21

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

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Publisher's Perspective

Momentum for the New Year

Oh, the weather outside is frightful! Well ... it soon will be here in Chicago, anyway. Thankfully, we've had a hectic few weeks at POND Trade central to keep us busy. It's that most wonderful time of the year when we put our editorial calendar together for next year, and let me tell you: 2016's story schedule is a



holiday gift that our readers will love.

What tickled my fancy as we planned for next year was the ease with which things came together — both the topics that cropped up and the authors who came forward to write. It seems that momentum keeps building with each issue we print! At the end of a great 2015, our coverage is expanding even further and our contributing creatives are raring to go. You ask for it and we bring it!

Speaking of "bringing it," you should see some of the fresh content that Eric Triplett's been bringing to his viewers on Periscope. If you're not familiar with this hot new technology, Periscope is a social media app that lets users stream video from their phones to fans around the globe — live! And according to The Pond Digger, it's the key to exponentially expanded exposure for your business. Check out Eric's Periscope hows and whys (and even some what-not-to-dos) on Page 26.

Of course, not all the technology we cover is cutting-edge. In fact, David Duensing recently created a masterpiece in a style of pond that's over 3,000 years old! Turn to Page 8 to read about his challenges and triumphs in building an authentic Chinese pagoda garden that stimulates the intellect and soothes the soul.

No water garden would be complete without a well-designed filtration and circulation system. According to John Adams, the key to making this happen is zero. Zero-edging, that is! If crystal-clear water is high on your Christmas list, turn to Page 39 to find out how zero-edging and wetland intakes can polish your water to a brilliant sparkle.

Sadly, it's hard to create crystal-clear water when there's hardly any water at all. Mike Garcia knows this too well; he's been covering water conservation in POND Trade for years. Today, as the mega drought puts his state in crisis, Mike's message is more vital than ever. Read Page 22 to learn why ponds are the sustainability solution that California so desperately needs.

Business-minded folks will want to read Mark Battersby's tips on keeping your financial ducks in a row in light of the Affordable Care Act on Page 16.

Unfortunately, all the ducks have already left my pond in search of warmer climates. But thanks to great stories like the ones above, 2016 promises to be our hottest year yet.

Happy PONDering!



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Oasis of Tranquility

Chinese Pagoda garden stimulates mind and spirit

by David Duensing,
Aquatic Construction Services

Chinese and Japanese water gardens are by far my favorite of all the “living” water feature types, both to visit and to design. They are also the most challenging to both design and build! This style has been enjoyed for thousands of years. Kings and members of the nobility commissioned and perfected them as early as the Shang Dynasty (1600–1046 B.C.).

Chinese and Japanese gardens are designed to stimulate one’s intellect and spirit, while encouraging one to wander in nature and experience an oasis of tranquility. When properly designed and constructed, the four key elements of rock, water, plants and architecture create an ever-changing (by the minute, hour, season) and rejuvenating environment.

Developing the Design

In the spring of 2011, Synergy

Builders, a general contractor, and Michael Gilkey Landscape Architecture — both from the Sarasota, Florida area — contacted me to assist with the final design and construction of a koi pond that was to surround a significant portion of an authentic Chinese pagoda.

This private pagoda garden is a unique environment on Casey Key, one of the barrier islands on Florida’s west coast. What sets this project apart from others is a number of elements: the Chinese pagoda, built from authentic, timeless material; a one-of-a-kind koi pond; a greenhouse in a conservatory style; and the fact that it is supremely energy-efficient and sustainable.

The main feature of this garden is the pagoda structure, which is actually three pagodas connected together with the center, main pagoda being the larger. All the roof tiles and ornamental details are authentic, handmade Chinese pieces, designed for this particular garden.

As the building of the pagodas



The refugium in the foreground is a calm, shallow, up-flow aquatic filtration pond that is connected to the pond via balance pipes. The refugium will be kept free of koi.



With the liner in place and the fiber-reinforced concrete installed on top of the liner, the rock formations can be assembled without concern for liner damage.



Character boulders (above, left) are boulders that have unique shapes and weathering patterns that create strong visual interest. Scholar rocks (above, right) are typically vertical, top-heavy, weathered rocks, strategically placed in the garden.

progressed, the primary concerns of both the general contractor and landscape architect regarding the expertise of the Japanese water garden contractor were threefold. They wanted to find a contractor who was knowledgeable about the multiple complexities of the design, would be fully capable of providing all the resources necessary, and had the ability to execute the water and stone work to a high artistic and quality standard, correctly, the first time.

Elements of Water in the Garden

The water element of the garden is divided into two separate yet interconnected ponds. The main body is the koi pond, which is designed to be approximately 85 feet long and averages 20 feet in width with a maximum depth of approximately 4.5 feet. There are two very different waterfalls in the koi pond and a third, smaller and intimate waterfall hidden in the landscape, only to be enjoyed by those venturing out into and exploring the garden. The refugium pond, which is the smaller of the two (60 feet by 15 feet), is on the opposite side of the pagoda and connected via hidden balance pipes that run through the structure. This portion of the pond is to be used as an additional organic biological filter and aquatic garden.

On the far side of the koi pond, opposite from and facing the central area of the main pagoda, is the primary waterfall and sheer rock formation rising 5 feet above the koi pond, providing for a broad, multi-faceted waterfall. This waterfall combines tall and graceful falls as well as cascading falls.

Within the waterfall structure, ledges and splash basins have been designed to allow for and control “conflict” within the moving water. This conflict causes minute air bubbles to be captured in the moving water, making the moving and falling water more easily seen.

The orientation of the cantilevered and stepped rocks within the structure, as well as the water depth of the splash basins, allows the pitch of the falling water to be controlled. The actual water flow, inten-

sity and volume of the falls are controlled through a Lutron system, allowing the client to enjoy various levels of visual and audible effects.

Elements of the Garden

Stone is the hard skeletal structure of the world. The most prized stones for Chinese water gardens are Taihu stones, which are very hard, water-worn, strangely shaped, vertically standing stones, given honored placement in the garden. These rocks are prized for their four virtues: the holes that allow life force to flow freely, the rough texture, their slenderness, and being top-heavy. Taihu Stones set up as vertical abstract sculptures have also been called “scholar” rocks.



Scholar rocks are extremely weather- and/or water-worn rocks that are positioned in key focal locations within the garden.

Water is the lifeblood of the world. In Chinese gardens the solidity of stone (yang) is balanced with the softness of water (yin). When paired together (yin and yang) there is balance, which creates rejuvenating energy called “qi” energy.

Besides what is obvious, such as color, fragrance and blooms, there are important cultural symbols associated with plants in Japanese water gardens. Plants represent vitality. Lotus in a pond or lake present the essence of purity, growing out of mud and being cleansed as they emerge through the surface of the water. Bamboo is an evergreen plant that symbolizes strength, courage, flexibility and integrity.

A common feature of Chinese garden architecture is the waterside pavilion — a derivation of an ancient wooden house supported on stilts. It later became the fashion to build waterside pavilions upon the lake or pond of a garden so that half the structure was built on land while the other half was raised on stilts above a body of water, so as to allow viewing of the garden from all sides of the building.

In Search of Stone

Early into the project, the selection of the specific stone to be used was critical. The stone had to be located within the USA, and had to closely resemble the four virtues of the Taihu Stone of Japan. To ensure only the best stones were sourced,

nearly 200 tons of extremely weathered and aged stone had to be located, hand-selected, carefully collected, loaded and shipped to the project. Once the stones arrived on-site, the individual stones were sorted and matched with other stones, meticulously fitted together to create the dramatic rock-scapes and weathered bridges typical of a Chinese garden.

One of my major highlights of the stone search effort was the discovery of a wonderful bridge stone. This prize find was well-hidden among the rocks, trees, brush and brambles. It was only on my third encounter with it that I truly began to see and recognize all the wondrous qualities and potential of this one stone.



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Access across the pond (above) is provided by a long, weathered, arched and curved bridge stone. The main waterfall in the background is centered on the main pagoda and incorporates sheer and cascading falls to provide a variety of visual and audible interest. At right: A black pebble plaster finish is being installed in front of the partially completed waterfall structure. Below right: The completed koi pond is magnificent, with its waterfall and stone bridge in the background.

Now permanently at home in the water garden, this amazing stone measures approximately 12 feet in length, varies in width from 3 to 4 feet, has a slight arch as well as a twist to its form, is weathered on all sides, and has a beautiful coating of multicolored lichen thriving on its surface. Altogether, these traits create a beautifully formed, natural bridge walkway — an enhancement to any Japanese water garden.

Design Challenges

Some of the key challenges to overcome were based on how to extend the Chinese authenticity into the gardens surrounding the pagoda. The most obvious elements included calm and moving water, stone bridges, scholar rocks and landscape stone, as well as aquatic plantings. Less obvious is the fact that in Asian gardens, a visitor is not privy to the entire garden from any one vantage point. Mystery and perceived destinations are built into the garden to entice one to walk and explore. Where does that walk go? What's over the bridge? Where are the waterfall sounds coming from?

As the goals and design of this project progressed, so did the concerns regarding the existing local climatic and environmental elements, which could disrupt our efforts. Unfortunately, they were plentiful! An example of one primary obstacle: Florida is home to a large population of predatory birds, to which koi in a pond are equivalent to a sushi bar at happy hour! To counter this free smorgasbord, the pond shape and landscaping





This view is from one of the three entry points of the pagoda and provides a long view of the koi pond and waterfall.

were configured to disallow easy flight access into the area, and there are no easy perches along the entire perimeter of the pond.

A second obstacle is climate — namely, Florida's very warm temperatures and intense sunlight, both factors being key ingredients to growing algae. To counter the effects of the heat and the sun in aiding algae growth, nature and technology were combined. In a remote equipment room, multiple pumps, biomechanical filters, ozone and UV sterilization were set up. This combination effectively, automatically and continuously works to remove organic nutrients from the water that algae would use to grow and reproduce.

An expert combination of design and construction

— involving the artistic skills, education and years of experience of Synergy Builders, Michael Gilkey Landscape Architecture, David B. Duensing Aquatic Construction Services and David B. Duensing & Associates Aquatic Design — evolved into the tranquility, mystery, and beauty of this authentic Japanese water garden, surprisingly situated on the Intercoastal Waterway in Casey Key, Florida. The natural stone formations; clear, crisp water for colorful koi visibility; musical water tones; multihued aquatic and terrestrial plantings; water reflections; low-maintenance technology; and sustainability all make the end result a magical destination, only to be revealed and enjoyed with the visit of many seasons. ☞

About the Author

David B. Duensing, a long-time industry expert and educator, specializes in combining natural stone, living water and his clients' dreams to build unique and exceptional aquatic features throughout the Americas, the Caribbean and abroad. With the creation of David B. Duensing & Associates Inc. in 1989, Duensing has focused his efforts on learning and perfecting the design and construction techniques required to perform at the top of the industry, internationally. In 2006 Duensing created David B. Duensing Aquatic Construction Services, LLC, which specializes only in the construction of natural rock formations and living water features, leaving David B. Duensing & Associates to focus strictly on providing design and consulting to professionals and landowners. In addition to having won the Master of Design Award for his work, Duensing also teaches accredited, college-level courses on the many aspects of water feature design and construction through the Genesis University.



In 2013 Duensing, along with Anthony Archer-Wills, were sought out by Animal Planet to develop a new TV series called "Pool Master." The show focuses on the blending of naturally filtered water, streams, ponds, waterfalls and swimming pools and/or swimming ponds.



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Mazuri
A World of Good Nutrition

by Mark Battersby

Thanks to the Supreme Court's late-June decision in *King v. Burwell*, many garden pond professionals will escape at least some of the sharply escalating costs of the Affordable Care Act (ACA). That Court decision should, however, be a wake-up call for all retailers, distributors, builders, installers and manufacturers to get their ducks in a row if they are to have any hope of managing healthcare costs and complying with the ACA's many rules.

to provide healthcare to workers.

Thanks to the ACA, every garden pond professional and his or her business now has insurance options, increased buying power via the government sponsored marketplace — all the while facing an overwhelming amount of confusion and paperwork. First, it should be understood that the ACA's taxes and tax credits are based on the number of full-time equivalent employees (FTE) and their average annual wages, not solely on the number of full-time employees.

In simple terms, FTE, or "full-time

As mentioned, only truly large businesses that don't currently offer benefits and employ many low-wage, full-time workers face truly hard decisions. Those businesses offering higher wages typically already provide benefits, while smaller businesses (with between 100 and 50 FTE) will benefit greatly from penalty exemptions on the first 30 employees. So, a business with 100 FTE and 60 full-time workers will only owe the fee for 30 employees — assuming, of course, that they currently insure no full-time employees.

Get Your Ducks in a Row

How the ACA Affects Your Pond Business

In *King v. Burwell*, the U.S. Supreme Court ruled the tax subsidies for health insurance provided by the federal government to citizens in the 34 states that have not established the health insurance marketplaces or exchanges were legal. That means some six million people, including the nearly 3.5 million people in small-business plans and small business owners, self-employed professionals and early retirees who depend on subsidized health care costs, will continue to receive them.

The ACA Today

The ACA requires almost everyone to have health insurance. Large businesses are required to provide their employees with health insurance while small businesses not only escape this requirement but may, in fact, have a financial incentive

equivalent," equals the total number of full-time employees plus the combined number of part-time employee hours divided by 30. Seasonal employees, contractors and business owners don't count toward the total.

The Downside

Much of the ACA's negative impact is centered on the looming "Employer Mandate," the requirement that larger employers must provide health insurance to workers. Much of that negativity stemmed from employers who reportedly cut hours in order to avoid becoming "large" employers. Although the negative side effects of the ACA are very real for some pond construction businesses, many of the earlier radical claims were over-dramatized and used as a talking point.

The Upside

It's safe to say, "the smaller the businesses, the better the tax breaks." Small businesses with fewer than 50 FTE employees can use the Small Business Health Options Program (SHOP) to get better deals on employee insurance, but aren't mandated to do so.

Consider a few of the ACA's other applicable rules:

* Small pond-related businesses can see up to a 50 percent reduction in their share of the cost of employee premiums. Employers with fewer than 25 FTEs, paying average annual wages below \$50,000, qualify for tax credits to help pay employee healthcare premiums. Employers with 10 or fewer full-time employees, paying annual average wages of \$25,000 or less, qualify for the maximum credit of 50 percent. The amount employers do pay is tax-deductible and can be carried forward or backward.

* Form 8941, Credit for Small Employer Health Insurance Premiums, must be filed to claim the tax credit — all the way back to 2010, since the credit is retroactive.

* Thanks to the ACA, employers can offer more and better-quality benefits. In fact, because small businesses are able to shop for group health plans on their state's Health Insurance Marketplace via the SHOP, a garden pond business now has the same buying power as larger businesses. Along with tax credits and increased buying

power, many retailers, distributors, builders, installers and manufacturers may now be able to provide benefits to their employees.

* The self-employed with no employees can get health coverage through the Health Insurance Marketplace for individuals, but not through SHOP.

* Retroactive to January 1, 2014 and through at least 2015, two percent shareholders in a garden pond business operating as an S corporation can receive reimbursement for their individual health insurance premiums. Even better, the S corporation will not be subject to the excise tax penalty if it correctly includes the health insurance premiums on the two-percent shareholders' W-2. The two-percent shareholder must report the income as wages, but will be allowed to take a self-employed health insurance deduction.

* Effective for 2015, every garden pond business providing self-insured health coverage to employees must file an annual return reporting certain information for each employee covered. This rule was optional for 2014.

* Last year, many small employers were shocked to learn that employee payment plans under which employees were reimbursed for the cost of obtaining individual health insurance violated the ACA rules. Facing a \$100-per-day-per-affected-employee excise tax if they continued using the arrangements, many were relieved as recently provided IRS guidance cleared

some of the earlier confusion.

* Don't forget there is an additional cost for some small businesses: a \$63 pre-existing conditions fee. That's right: for some employers purchasing insurance, there is an annual \$63 fee. The ACA small business fee decreases each year until 2017, when pre-existing conditions are phased out.

The Medicare Tax Hike

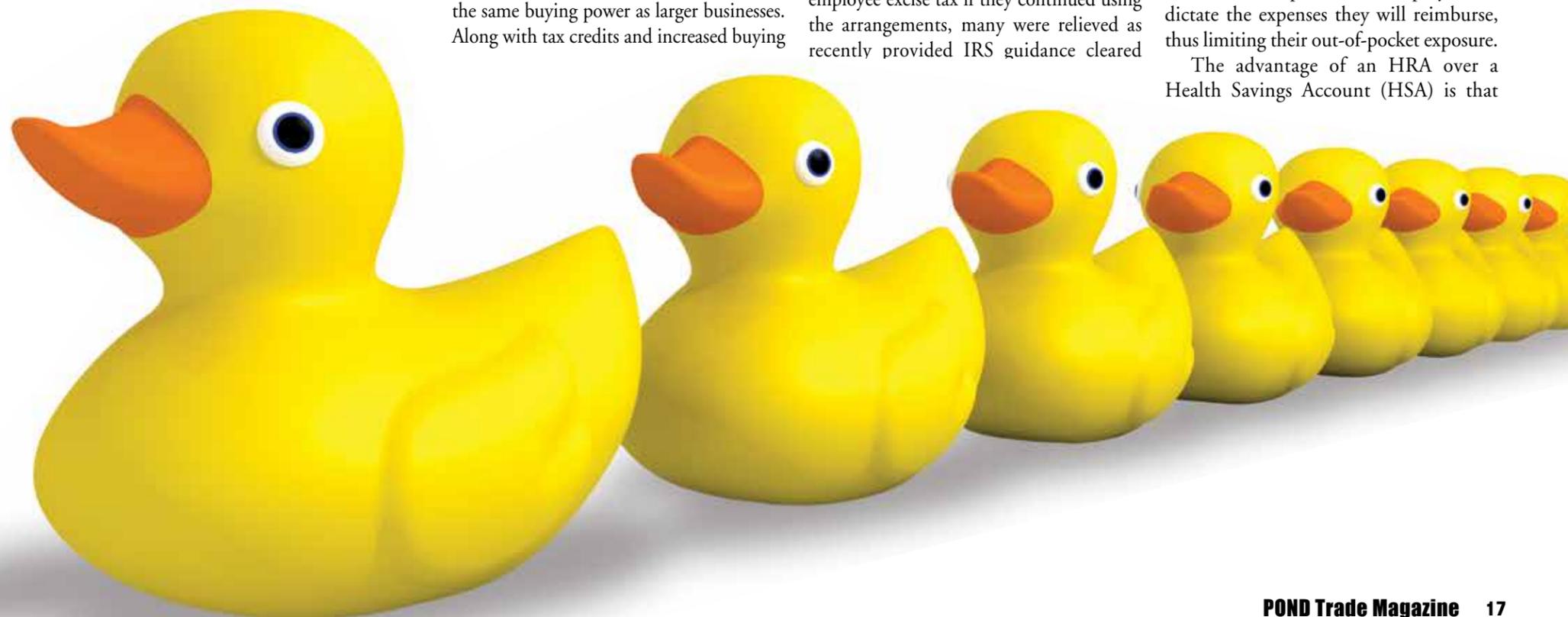
The Medicare Part A tax is paid by both employees and employers. Often overlooked, however, is the fact that a garden pond professional or business with profits over \$250,000 faces a .9 percent increase (from 2.9 percent to 3.8 percent) on the current Medicare part A tax.

Since this tax is split between the employer and employee, they will both see a .45 percent increase. Small businesses making under \$250,000 are exempt from the tax. Employees making less than \$200,000 as an individual, or \$250,000 as a family, are also exempt.

Optional Strategies

Instead of shifting to the individual markets, some garden pond businesses have opted for a high-deductible group plan and set up a health reimbursement arrangement (HRA) to help offset employees' medical expenses. An employer can dictate the expenses they will reimburse, thus limiting their out-of-pocket exposure.

The advantage of an HRA over a Health Savings Account (HSA) is that



the plan can be structured so that if an employee does not use the money in an HRA, the money will still belong to the business. An HSA is another option, but it gives employers less control over how the money in an account is spent; the funds are made available to employees whether or not they incur any medical expenses.

2015, 2016 and Later

On the horizon is an excise tax on high-cost plans (also known as the “Cadillac Tax”) that kicks in for employers starting in 2018. Employers may have to pay up if their group health plans exceed a certain dollar limit. The limit for 2018 is \$10,200 for individual coverage and \$27,500 for family coverage.

For self-insured plans that exceed these limits, the employer will pay a 40 percent nondeductible excise tax on every dollar above the limit. This penalty can be significant even for a plan that exceeds the limits by only a few hundred dollars per year, making now the time to think about changing an existing plan.

The Subsidies

Before the ACA became fully effective in late 2013, small businesses were much less likely to offer health insurance plans to workers than larger companies. Self-employed garden pond professionals and workers in small businesses have, at least since late 2013, been able to buy subsidized individual health insurance plans on government-run exchanges.

This has reduced the uninsured rate among nonelderly workers at businesses with fewer than 50 employees from 23.5 percent in June 2013 to 13.2 percent currently. The uninsured rate among self-employed workers fell from 30.4 percent in mid-2013 to 19.6 percent.

The subsidies, available to anyone who earns between 100 and 400 percent of the poverty level, have helped reduce the cost of insurance — at least until recently. Escalating insurance costs have already begun impacting garden pond businesses and others who do not qualify for subsidies.

While supporters of the ACA tout its success in providing insurance to millions

of Americans, recent rate filings from large insurers reveal the law may have been built on a shaky foundation. In recent weeks, large insurers selling coverage under the ACA have proposed massive rate increases for 2016 — some exceeding 40 percent — because they haven’t been able to sign up enough young and healthy customers.

Skyrocketing healthcare costs are not, however, the only reason every garden pond professional — and business — should seek professional assistance. Keeping abreast of the available benefits, the ever-changing rules and the potential pitfalls of the ACA is also extremely important. ☞

25 years of professional experience in the fields of taxes and finance enable Mark Battersby to write on unique and topical subjects. Although no reputable professional should ever render specific advice at arm’s length, he does craft unbiased, interesting, informative and accurate articles.

Mark currently writes for publications in a variety of fields. He also writes columns for trade magazines and has authored four books.

Language of Koi

Silver and Gold

The shimmer and shine of Ginrin

by Taro Kodama,
Kodama Koi Farm

Depending on how you categorize koi, it is said that there are as many as 120 different varieties. And the Ginrin variety definitely contributes to the wide-range attraction of koi. Ginrin is a unique variety because its shine can appear in almost all the varieties.

Although Ginrin varieties are all shiny koi, there are distinctive differences between Ginrin and Hikarimono, including Hikari Muji, Hikari Moyo and Hikari Utsuri. While Ginrin do not shine themselves, but rather have glitters on the scales, the body of Hikarimono like Ogon shines by itself.

Ginrin have been recognized and available for many years, but the hobbyists had to wait until the 1960s, when Mr. Kamidera in Hiroshima fixed the Ginrin variety and made it more constantly available in terms of quality and quantity. For the characteristics of the shine, his Ginrin was called “Daiya Ginrin.” (*Daiya* means diamond in Japanese.) It is interesting that the Ginrin

that was first developed in Niigata had to come to Hiroshima to be completed.

Kin means “gold.” *Gin* means “silver.” *Rin* means “scales.” Thus, Kin-Gin-Rin means scales that shine gold and silver. It shines gold on *Hi* (red) and silver on *Shiroji* (white). Kin-Gin-Rin is often shortened as simply “Ginrin.”

Pearl Ginrin is also worth mentioning. Unlike Daiya Ginrin, it shines like small pearls. Sekiguchi Koi Farm has been producing pearl Ginrin, but it is very difficult to find the quality ones due to the limited production.

In Kin-Gin-Rin appreciation, we need to



Ginrin Kohaku (left) and Ginrin Showa (right). Note that the Ginrin shines gold (Kin) on red and silver (Gin) on white.

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Ginrin Goshiki

pay attention to:

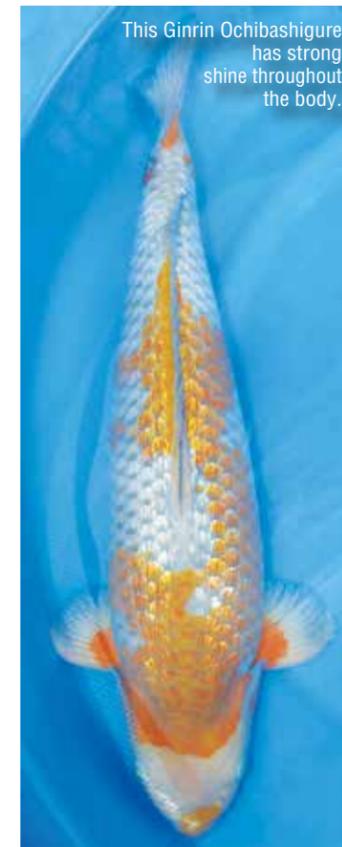
- The quality of Ginrin
- Excellence as its original variety

The Quality

Whether it is Ginrin Kohaku or Ginrin Bekko, the quality of Ginrin always comes first. In other words, no matter how excellent the koi is as a Kohaku, if it has poor Ginrin, it is not a good koi. Especially at koi shows, it will not do any good.

The perfect Ginrin defines the consistent glitter from the shoulder through the tail, on *Hi* or on *Shiroji*. Some koi may have strong shine on the *Shiroji* of its shoulder and little shine on the other parts of the body. That is not highly appreciated.

It is also important to consider the



This Ginrin Ochibashigure has strong shine throughout the body.

age. Whether Japanese koi or domestic koi, when they are small it is not difficult to find the ones with excellent Ginrin. Because scales are small, even poor-quality Ginrin appear to have a strong shine. But as the fish age, their scales become bigger and the roughness of the Ginrin becomes more visible. Obviously the ones that can still shine strong even with a bigger body (and bigger scales) are the highest quality.

The Variety

After examining the Ginrin quality, examine koi with the guideline of each variety. If it is Ginrin Kohaku, after checking the quality of Ginrin, you check if the koi is good as a regular Kohaku or not. If it is Ginrin Sanke, check it with the guideline of Sanke.

Marketing the Ginrin variety should not be that difficult, as glittering varieties like them seem to attract customers easily. Please guide your clients with the basic points of appreciation.

Recommending specific breeders for this kind is not easy, as Ginrin can appear in any

variety. Teradomari Koi Farm is definitely one of the good ones, but only for Ginrin Kohaku. If you happen to be in Niigata, I recommend you visit Maruhiro Koi Farm and Hiroi Koi Farm. You may find some excellent Ginrin there. ☺

About the Author

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



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Left: The hole for the koi pond has been dug. Middle: These vertical veggie gardens are fed with recirculating pond water. Right: The koi pond is complete; notice the white vertical towers in the background.

Pondservation

Water features as a sustainability solution

by **Mike Garcia,**
Enviroscape

There is no doubt that we are living in changing times. Some 20 years ago, the modern U.S. pond movement was well underway, escalating in sales and progressive technology. Business empires were built and new manufacturers appeared. Then, about five years ago, the recession took a toll on all businesses, including those in the pond world. About a year ago, the recession began lifting and the pond world began to pick up.

Then, a new challenge began. At first it crept slowly, but it has recently gained momentum that is threatening to unseat the popularity of ponds as part of the outdoor

living experience. The challenge is real ... and it is known as the Mega Drought.

Mega Drought

How bad is this drought? For the first time in American history, over half the United States has declared drought. For the first time in California history, the entire state is under drought and the Governor has declared a historic 25 percent mandatory water reduction. The result? People are now taking shorter showers, irrigating landscapes only one or two days per week and draining water features. Many cities have put residents on notice that, if the drought continues in its persistent ways, all outdoor watering for landscaping purposes will be outlawed. Many fountains have been drained in

public places such as malls and government buildings.

Is this drought as serious as it is being portrayed? The top water scientist for NASA stated in February of this year that California has one year left in its water reserves. Yes, it is as bad as people are reading, and this is the tip of the iceberg.

On another front, drought means less water for growing food crops. Did you know that 65 percent of the fresh fruits and veggies grown for the United States come from central California? Drought means significantly higher food prices. Higher water prices, higher food prices ... and soon ponds may be villainized like turf grass, where local city governments are paying homeowners to remove their lawns and install

native succulents and cactus.

Now is the time to move as fast as we can to put ponds in a good light. How? By educating the public that ponds are not the villain; rather, they are part of the sustainable solution for helping us cope with the current drought. Aside from providing refuge and water for wildlife and beneficial insects and creating a stressless environment that promotes mental well-being, ponds can actually help in a twofold way.

Reducing the Footprint

We have heard that the carbon footprint needs to be reduced. We can do this by driving less. One way to help fight carbon emissions is by growing our own food, or at least a portion of our food. Think about it: the average tomato travels about 1,000 miles to go from farm to table. The environmental cost to make this happen is very great. Growing our own is good for the environment and the only way we can be sure we are getting organic, non-GMO,

pesticide/herbicide-free food.

Aquaponics

Agriculture accounts for about 80



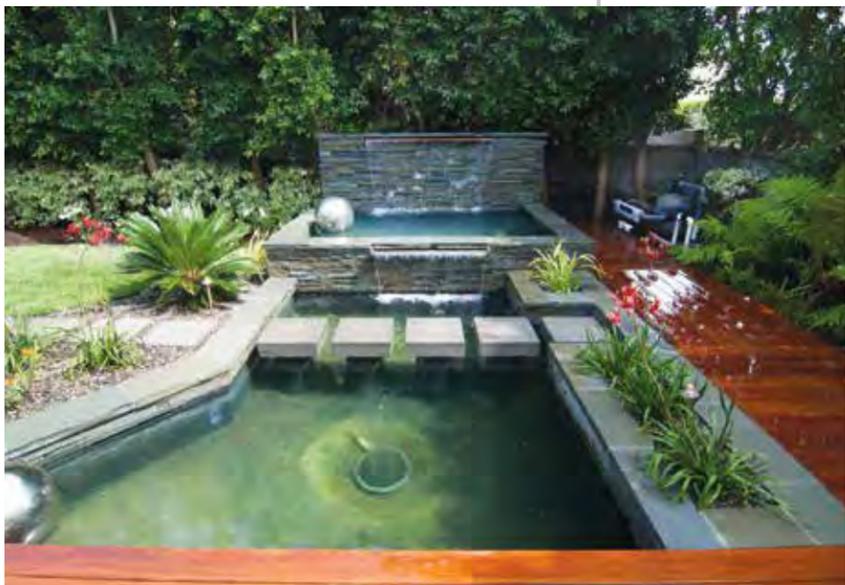
The goldfish pond inside the bottom enclosure produces nutrients for 80 heads of lettuce in the tubes above.

This can be achieved by incorporating aquaponics into our ponds. Aquaponics is the practice of growing food with pond water. Many cultures have done this for centuries. However, modern technology

percent of water use in California. So when people ask if there's a way ponds can help, the answer is a resounding "Yes!"

makes it possible to do so with the added benefit of recycling and reusing the same water over and over.

Many people get excited when they



Water gardens (top) can provide nutrients for veggie gardens, and these recycle back into the pond. A formal koi pond (above) can provide nutrients for the garden.

think of the practice of using “greywater,” which is washing clothes or taking a shower and then piping the wastewater to the landscape. This results in water being used twice. This is a great idea and is being hailed as a great example of sustainability.

Aquaponics, if done right, will recycle and reuse the same water not twice or three times, but 100 times over. It seems like a dream come true, and that is why I wrote this article — to show that dreams do come true! What might be viewed as a problem is really part of the solution.

We have been building our water gardens and koi ponds as we always have, but we now add a second small pump by pond boss, which will feed the nutrient-rich pond water to aeroponic systems, which we convert into aquaponic systems.

Aeroponics is a lot like aquaponics ... however, aeroponics uses tap water and liquid fertilizer. An aquaponic system pumps pond water directly to the veggie roots, then back to the pond. This is a closed-loop system, resulting in about 95 percent water savings over a traditional soil garden!

A head of lettuce is very water-intensive and takes about 100 gallons to grow from seed to salad. But in an aquaponic system, growing the same head of lettuce from seed to salad takes about three gallons.

Vertical Growth

We like vertical systems because growing vertically saves space. Growing vertically also helps keep pests at bay. We put a timer on our vertical gardens, and the magic formula is a running time of 15 minutes on and 15 minutes



Natural koi ponds (left) can also provide nutrients for the garden.

off, 24/7. Food will grow two to three times faster due to increased oxygen levels. No composting. No weeding. And best of all, the University of Mississippi did a study of this type of growing and found that food grown in these types of systems are more nutrient-dense. What is the downside? If you don't harvest, the food will turn to seed! Eating from your garden is never a problem.

If you decide that being a part of the solution is where you want to take your company, build a vertical aquaponic system, then make YouTube videos of the process and post pictures to social media. You will become part of the solution and portray ponds in a good light. Together, we can all make a difference for our customers, our businesses and our health. ☺

About the Author

Mike Garcia, founder of EnviroscapE, is an Internationally Certified Pond Contractor and began his career in the horticultural field more than 30 years ago. After earning his college degree in Ornamental Horticulture, he earned his C-27 Landscaping Contractor's License. Under his leadership, EnviroscapE has won numerous landscape and water feature awards at the local, state, national and international levels.



www.EnviroscapE.com

Greywater and the Pond World

What is all the buzz about “greywater”? Due to the severity of the drought in the western United States, many water purveyors are promoting the use of second-hand water, commonly referred to as “greywater.”

Water coming out of the tap is considered clean and safe for drinking water. Water that is used to wash clothes or our bodies is called greywater (as opposed to “blackwater,” which is water that was used in the toilet). Blackwater is never used for secondary purposes and is generally sent directly to sewage treatment plants to be treated to a

point and then released to the ocean. If you use soap without harmful phosphates, you can send this water to the garden to water plants. Greywater is never stored; rather, it is generally gravity-fed to the garden as it is used. Storage of greywater is not done due to the potential for harmful bacteria to multiply in storage. Greywater systems allow you to get two uses out of the water you use.

Greywater is a great idea for drought-stricken parts of the world and can be used on fruit trees; however, it is not encouraged to use greywater in vegetable gardens or

on any type of food you will directly eat.

In terms of efficiency, greywater pales in comparison to an aquaponic system. Greywater uses the same water two times. Aquaponics uses the same water over and over ... perhaps hundreds of times. The only reason it is not used more is due to evaporation. Pond-based aquaponics constitutes a closed-loop system, and you can directly eat veggies grown with pond water. There is no better way to grow backyard veggies, save water, and lower your grocery bill than an aquaponic system that is fed from nutrients from the koi you love.

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Photo by Brian Harley.

Through the **Periscope**



Broadcast your pond business live!

by Eric Triplett,
The Pond Digger

I can hear the cries now. “Another social media platform? Really? When will it stop? I don’t have time for the ones I’m already dabbling in!”

Like it or not, social media is the advertising billboard of today’s electronic world. Whether it’s Instagram, Pinterest, YouTube, Facebook, Snapchat, LinkedIn, Twitter or another, the best way to promote your business and your brand — especially to the younger generation — is social media.

If you’re one of the “I don’t need social media” naysayers, then stop right now. Don’t waste any more of the time you don’t have on this article and move on to the next one. This information isn’t for you; go read another article on the great debate between rock and gravel and bottom drains.

I’m not here to convince anyone of the impor-

tance of social media. I’m here to help those of you who want to market your businesses and your brands on the newest and fastest-growing social media platform the Internet has ever seen.

A Staggering Debut

Periscope is the latest craze in social media. It made its appearance March 26, 2015 and is being downloaded by the masses at a staggering rate. Believe it or not, Periscope is growing faster than YouTube did.

Less than five months old, Periscope has already shocked the world! On August 17, 2015 there was a horrible bombing in Bangkok, Thailand. A civilian with the Periscope app on his phone immediately started a “Live Broadcast” to report the news of this tragic event. That Scope went viral because it beat the actual news reporters to the scene by over an hour! Think about that for a minute. Periscope is a game changer that will impact the world in ways we have yet to discover!



Operating the Periscope

In a nutshell, Periscope is a “live broadcasting” app that allows you to go live on a global stage. Viewers can type in comments and questions while you are broadcasting, just like they are texting you. It’s a fun and effective way to engage your audience. If your viewers like the content you are offering they can tap the screen and give you hearts to show you they love what you are talking about. Viewers can share your broadcast with the swipe of the screen and viewers can engage with each other on the broadcast in the comments.

I’m going to share with you what I have discovered and give you a plan of attack to put in place so you can Scope today and start seeing results immediately! As Autumn Calabrese said: “Don’t put it off ‘till tomorrow; today is your only guarantee.”

I’m here to help you present yourself on Periscope like a rock star right from the start. I don’t want to see people ignoring your Periscope notifications because they watched a few pointless scopes you did late

one Saturday night while you were drinking too much Maker’s Mark ... or the one when you watched the grass grow for awhile ... or the one when you were walking around a party shouting into the camera.

Plan of Attack

Here are some of the steps I take to ensure engagement from my Periscope audience and replay viewers.

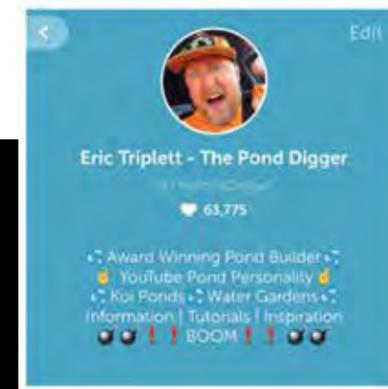
ONE — You need to have an action plan. Do us all a favor: don’t go live and just wing it. You’ll need more than a prayer to retain viewers if you do.

Plan what you’re going to talk about and in what order you’re going to say things, and don’t get sidetracked. Have a purpose and convey it. Whether your purpose is instructing people, reviewing products or explaining a service you can perform, make sure your viewers know why they’re watching and be sure you give them what they came for and more.

Make sure that your topic is not too long, but don’t rush through your broad-

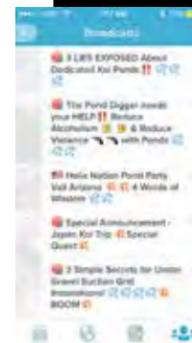


Eric promotes The Helix Nation with Benjamin Timmermans, Brad Cazee and Michael Northway on Periscope.



7 Tips for Killer Periscope Broadcasts

1. Post a killer bio as your portfolio! It’s a 160-character resume to capture followers.



2. Create killer titles for your scopes! Give people a reason to follow you and listen to your content!

3. Activate Discovery Settings. The arrow on the left sets your location so you show up on the Periscope global locator. The Twitter icon on the right will let people find you with Twitter search.

4. Engage your audience! People love it when you call out their names! My heart skipped a beat when Gary Vaynerchuck said, “What’s up, Pond Digger” during one of his live broadcasts!

5. Have a written outline for your content during your Scope to keep yourself on track! When you’re engaging the audience it’s easy to get distracted.

6. Ask people to share your broadcast with their followers after you have provided them value! Swipe up on Android, swipe right on iOS.

7. Set a time for your broadcast and send out teaser notifications about your killer content a couple hours before you go live on Facebook and Twitter and via text messaging.

cast. Stay long enough to get your point across and engage your attendees.

A magic number for me is three ... but of course, my last name is Triplett! I typically hit three points hard, but don’t go too deep. Three secrets, three tips, three tricks or three reasons attached to my topic.

TWO — Begin marketing your Scope as soon as you have your topic and time. Tell your fans and followers on Facebook, Snapchat, Twitter, et cetera and let everyone know what time you’re going to Scope and what you’ll be talking about. And do not be late to your own scope!

I’ve literally had to pull over to the side of the road to get some Scopes up on time, but my audience knows I’ll be there when I say I will, and they are there waiting for me.

THREE — The first 10-20 seconds of your Live Broadcast are only seen by the people who watch the replay, so take that time to thank them for watching the replay. Your live viewers can’t get on fast enough to catch you welcoming the replay viewers.

FOUR — Always, always, ALWAYS introduce yourself. Tell the viewers who you are, where you’re located and the name of your business, and give a brief summary of your qualifications.

Periscope is a global platform so you will frequently have new people watching who don’t know who you

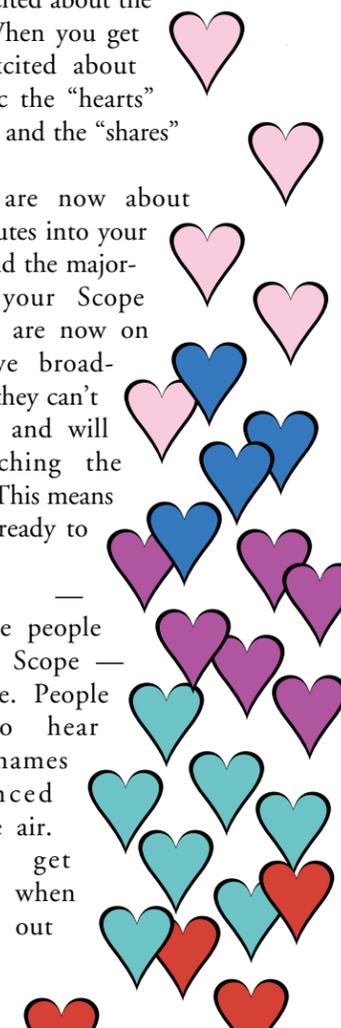
are. With a solid introduction and good content you might catch a few new followers. Viewers need to know who you are and why they should listen to what you have to say.

FIVE — Introduce the topic of your Scope and reassure viewers that you are going to provide them with valuable content. Here’s where it’s helpful to have a killer topic with an interesting title. Here is where you either lose attendees or get them excited about the topic.

When you get them excited about the topic the “hearts” will flow and the “shares” will roll!

You are now about 2-3 minutes into your Scope and the majority of your Scope groupies are now on your live broadcast (or they can’t make it and will be watching the replay). This means you are ready to roll!

SIX — Welcome people to your Scope — by name. People love to hear their names announced over the air. People get pumped when you call out





Benjamin Timmermans and Brad Gaze make a guest appearance in a Periscope with Eric. Photo by Brian Harley.

their names on a live broadcast. Trust me on this one; people love it!

Earlier I talked about using a three-topic Scope. If that is your game plan, then here are your next couple tips to Periscope glory.

SEVEN — Start covering your topic points. After completing your second point, ask your viewers for shares and follows. Tell them how to do it (watch one of my live broadcasts for this tip in action) and then thank them quickly as you see them doing it. Yes, you will see them actually sharing it at the moment they do it. It's live, so you can actually watch it happen. It's very cool.

At this time you can also tell them that in a minute you will get to your third

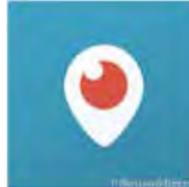
point — that you're going to do a quick recap at the end of the Scope for latecomers, and you will then answer questions from your loyal and lovely viewers.

EIGHT — Get to the third point and then make an announcement about the time and content for your next Scope. Remember, you're trying to create groups who will hopefully want your product or services, so get them to follow you for more valuable information. One of the most effective ways to create loyal followers is to give away value.

NINE — We're in the home stretch. This is when Victor Espinoza lets American Pharoah have his head so he can blow everyone away, just like you're

Things to know about Periscope

1. Find WIFI! This app can consume your data plan quickly.
2. You can host private live broadcasts to select followers.
3. You can give the broadcaster hearts by tapping the screen.
4. You can only give or receive 500 hearts per person per broadcast.
5. Periscope is time-sensitive. The broadcast disappears after 24 hours.
6. The last few seconds of your broadcast get cut from the replay. Pause for 10 seconds before you quit the scope.
7. When you "flip-screen" the camera there is an audio delay. Stop talking during the flip.



going to do!

Engage your viewers! Answer questions, and most importantly, thank your viewers by name. No joke: they will love you! I'm not sure if I've emphasized that point enough. Thank them for taking precious time (the most valuable thing anyone has) and spending it with you on your live broadcast. They stopped whatever they were doing to watch you. Thank them for it.

FINAL NOTE — Remind your Periscope attendees of your upcoming Scopes, and freeze for 10 seconds before shutting off your phone.

There you have it. Follow this simple outline and go for it! Sure, your first

few live broadcasts might be a little weak. But just like building water features, the more you do, the better you get at the craft.

Follow me on Periscope to watch this

plan in action. Have fun and be creative. You're going to love it, and if you do it right, your fans and followers are going to love it, too! I'll catch you on Periscope! BOOM!! ☘

About the Author

Eric Triplet owns and operates The Pond Digger Inc. Waterscape Design and Construction Company, based in Yucaipa, California. With a focus on Information and Inspiration, it's easy to see why he has over 13 million views on YouTube. The Pond Digger specializes in ecologically friendly, low-maintenance waterscapes for fish and aquatic plants ... but more importantly, for people.

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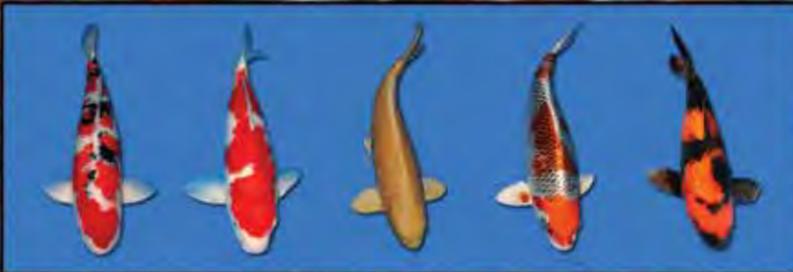
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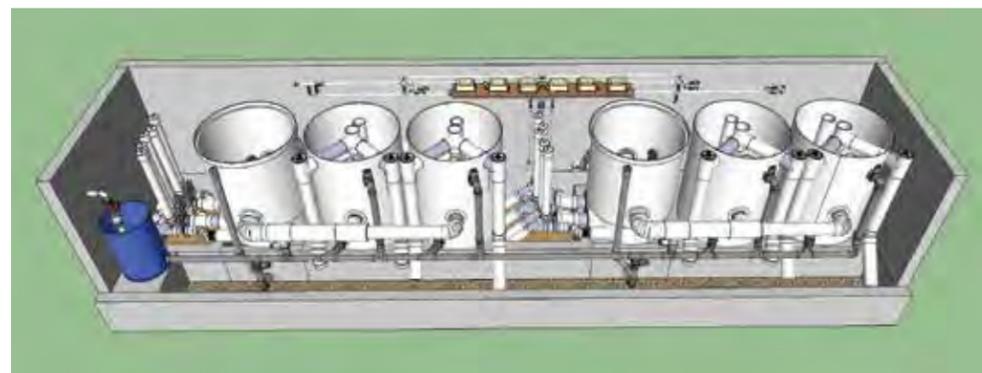
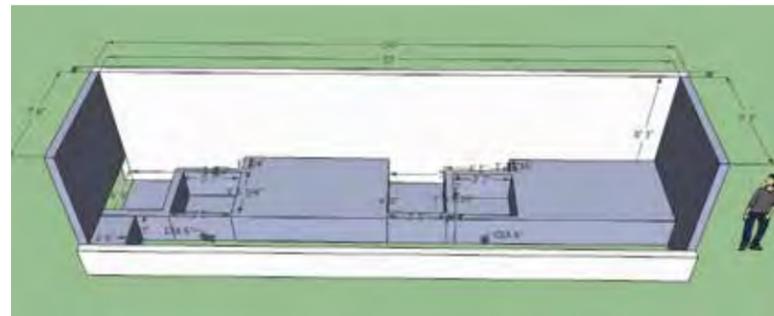
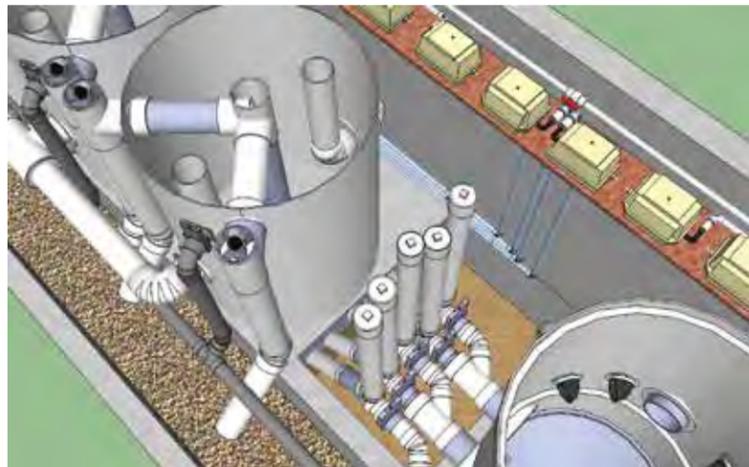


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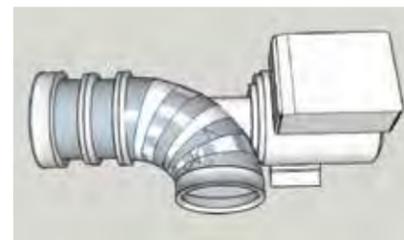


helpful, considering many of these individuals have never been involved in “proper” pond construction and have no idea what’s involved or even what the components look like. Cut sheets, along with construction photos of installations, can be very helpful in assisting with the bidding and construction estimate challenges.

Beyond the 2D images is 3D. This is much more work but it’s a great deal of fun. A 3D SketchUp drawing can really bring the project to life. A landscape architect or designer can get a much better grasp of the system and space required. With SketchUp a component library is available as a direct download for many items from manufacturers and designers. Sadly, there isn’t much available

for the live water feature industry and I’ve had to make my own component library for most of the products I use. You can download small PVC fittings and components, but for larger pipe sizes you won’t find much there. I started making my own components primarily because my air-lift systems use three-, four-, six- and eight-inch pipe and fittings. Nowadays I make new components when I need them for a specific layout and add them to my library.

Formal designs with remote filter pits can benefit greatly from a 3D image, especially when building from scratch. Knowing the size and shape of an existing filter room allows you to place components in and move



Expressing the View

Streamline your projects with 3D designs

by **Kent Wallace,**
Living Water Solutions

Many builders and contractors have a difficult time with drawing or sketching a layout for a living water feature. Landscape architects leave it at drawing a shape on the plans, with no allowance for filtration or proper circulation in the basic shape, creating a “design build” situation. This usually leads to a set of plans with no accommodation for the volume of filtration required by the project.

Over the last decade or so my business has moved to manufacturing and assisting homeowners, builders, contractors and architects in properly laying out the feature and the life-support systems that go along with it. There are several ways to build a

pond, both structurally and functionally, with many decisions based on location, use, expectations and aesthetics. There are multiple concepts and components surrounding prefiltration, biofiltration and circulation that all work

individually but don’t necessarily work well together on a given project. Choosing the best combination of products to accomplish the goal is the challenge.

Manufacturers in other industries have component “cut sheets” that give the designer or builder the size, shape and specifications of individual parts and products they manufacture. The pond industry is severely lacking in this regard.

3D SketchUps

Several years ago I started creating two-dimensional “cut sheets” for several components — both mine and other manufacturers — and over the last few years I’ve started using the 3D drawing program SketchUp. It’s a free download, and once you get used to using it you can upgrade to the professional version. It can be incorporated into CAD drawings and a backyard can be downloaded from Google Earth, allowing anyone to import a design directly into the space in proportion.

With cut sheets I can help architects, designers or contractors get an idea of what they will be dealing with and help them allow for the space required. This is very

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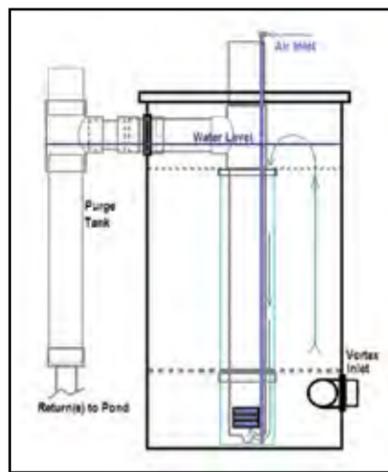
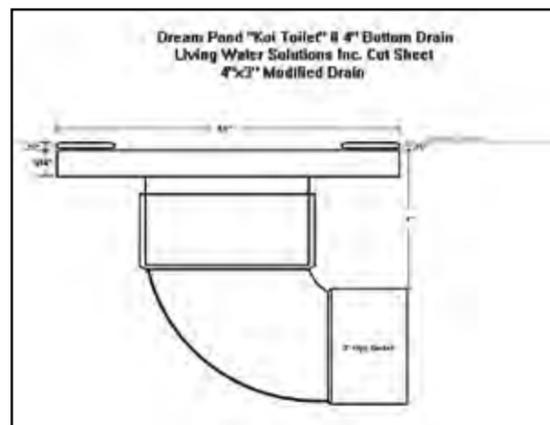
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them around for the best fit. I use the 3D mostly for component layout, but occasionally I draw an entire pond. Pulling natural-looking stones from the surface is more difficult than making components, but it can be done.

3D Extends Your Reach

Many of my projects have been long-distance where I'm just supplying the equipment. Sending a 3D image of the equipment layout and location is very

helpful, and if the person on the receiving end doesn't have SketchUp I can rotate the image to the view I want and print or e-mail it as a 2D image, as shown in this article.

I used 3D imaging on my SPCA project in New Orleans last year and, considering none of the contractors involved had ever built a pond before, it gave me a level of control I wouldn't have had otherwise. This project had three formal raised ponds, all with identical

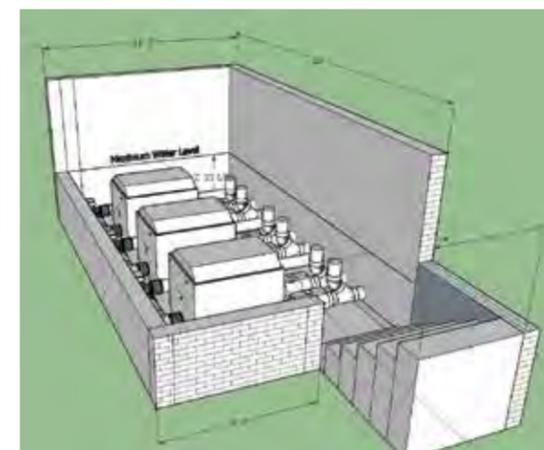
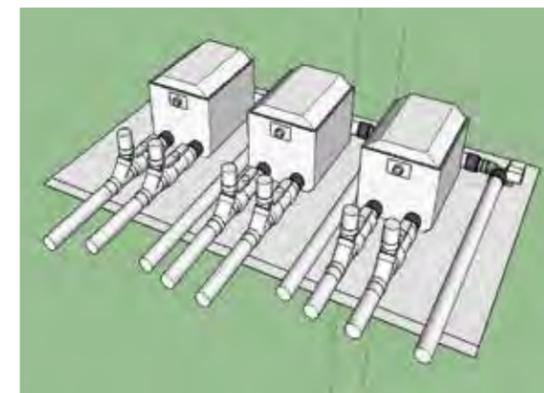
filtration run on air.

I also had a chance to create a filtration system for a hospital project from the same landscape architect and, although it didn't go through, the 3D imaging showed everyone involved what would be needed for a 40,000-gallon, formal pond run on air.

Currently I'm working on a rebuild project in Hawaii. It's a difficult layout with a new remote building for the prefiltration. None of this has been

constructed yet, and the ProfiDrum prefilters and the axial flow pumps are coming from the Netherlands. In the meantime, a 3D image of the minimum space required was created for the architect and contractors. The manufacturer doesn't have much more than a photograph of the new pump and a general dimensional drawing of the prefilter, so I had to create them. This allows everyone involved to

move forward and make decisions. The ability to be able to send someone a cut sheet or 2D version of a filtration unit can be very helpful and move your company to a new level of assistance for your customers. If you would like some help with pond components, please contact me. I may not have exactly what you're looking for but, depending on schedule, I might be able to come up with something for you. ☺



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.
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Polishing the Water

Crystal-clear water with wetland intakes and zero-edging

by **John Adams**,
Modern Design Aquascaping

With all the talk about bog filtration, it seemed a good idea to discuss how we situate our pump in order to prefilter our water before sending it into a bog or other biological filter. The first step of pond filtration is called mechanical filtration, and that is what a wetland intake is — a mechanical filter. We use a wetland intake as a prefilter for the pump. Its purpose is to catch large debris for physical removal that could damage the pump or clog the biological filter too quickly. Remember that a biological filter is meant to organically digest small sediments, nutrient loads and debris.

Wetland Filtration Basics

A wetland intake should be situated across the pond from the bog to create good circulation, which is a must for excellent filtration. Pond water is drawn down through stones into the wetland intake where your pump is installed. We use a 6-inch-thick layer of 2- to 5-inch round stones layered on top of small Aquablox. The round stones capture the large

Standing on this zero-edge shows off the incredible water clarity of Jerry's pond.

DeWaine's pond pulls from a wetland intake on the left side of the pond to feed the circulation jets, and it pulls from a skimmer on the right side of the pond to feed the bog filter.



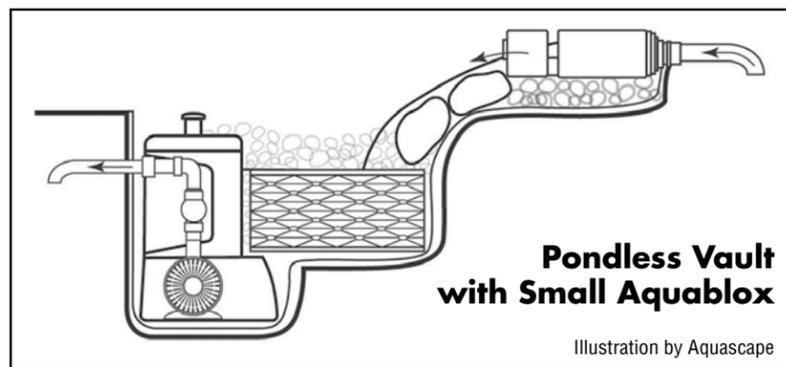
DeWaine's crystal-clear water is a result of good circulation and natural filtration.

debris but won't be clogged by tiny particles. Thus, the intake separates the debris into large chunks that land on top of the stones for your physical removal, and the fines and nutrients pass through for biological "digestion."

Construction methodology is the same as it is in bog filtration. We use Aquablox to hold and disperse water. The blocks allow us to pull from a greater surface area to prevent quick clogging of the intake. Also, in this application, the stones on the surface of the intake are being used for different purposes than they are in a bog.

In the bog the stone serves as a substrate for beneficial bacteria, microorganisms and plant roots. For that reason, in a bog we would use smaller gradients of gravel. In a wetland intake, the stones serve to cover the Aquablox visually, protect them from physical damage and ultraviolet degra-

dation, and stop the large debris from entering the blocks. We use a Pondless Waterfall Vault here as the housing for the pump. The Pondless Vault is specifically designed for this use and is cost-effective for this application.



Intake Size

The wetland intake is basically a large pond skimmer and therefore has many parameters determining how big you should make it. Pump size (or sizes if you have multiple pumps), frequency of maintenance, number of deciduous trees in the area, how fast you wish the water

to be drawn into the area and other environmental factors determine how big the intake should be.

On an intake that is situated inside the pond or adjacent to the pond, but still set at pond level, you can make a weir to give

yourself an adjustment on the speed of the intake water. If you visualize a heavy flow coming into a 6-foot-wide intake where the water is 10 inches deep, the draw of the intake should be pretty slow. Leaves and debris won't necessarily be drawn by a fast-moving current into the cleanout

area. If you take that same inlet and make the water go in at only 2 inches deep, the flow will be moving five times faster and the draw will be much stronger, encouraging much more debris to go into our area for easy removal. For most projects you can simply attach a piece of liner — a trap door, if you will — to the pond liner

during construction. This is a simple task of attaching a scrap of liner with seam tape. This flap can then be raised and lowered using rocks, driftwood or whatever to hold it in place and used to adjust the velocity of the water entering the intake area.

Remember one important factor in your design of your intake. If you make the intake area very shallow, you will need to keep the feature full to that level. In other words, if you build your intake too wide with only 3 inches of water going into it, you will not have room for evaporation and water loss. When the water goes down 3 inches, it will no longer be able to reach your pumps! If you want to be able to have more fluctuation of water level, you must compensate for this in your design accordingly. Also note that larger projects may require multiple intake areas, jets or other methods to achieve optimum circulation and filtration.

The downside of a wetland intake is the same as the downside of a skimmer. The water never "falls off the edge," and thus the tiny surface debris is never

removed. Dust, pollen and anything else blowing in the wind can often create a "film" on the surface of a pond. This film is why we love to build a zero-edge to complete the "polishing" of the water!

Polishing the Water

A zero-edge is simply a wetland intake that is set below pond level. The surface water of the pond actually falls down off of a zero-edge, landing in the reservoir below. It takes all tiny particles from the surface of the water with it. By breaking the "tension" on the surface, all pollutants and visual obstructions are removed, allowing you the perfect view into the crystal-clear water of your pond! The water quality and clarity are unmatched when you add this final step to the construction process, but it does not come without a price! The reservoir size (and cost) get bigger as the feature does.

Here is where we talk about "water in motion." In order to properly size the reservoir that is built below your zero-edge you need to understand this concept

and understand it well. Pond size, the width of your zero-edge and water flow will determine the moving water on top of your pond. I'm going to make an example. Please don't use these numbers as a formula; I'm just trying to keep it simple to understand. If you need help on a design, consult a trained professional on a case-by-case basis!

A Simple Example

Think, for simplicity, that your pond is 10 feet by 10 feet. That is 100 square feet of surface area. Your zero edge is 5 feet wide above the reservoir below. When you turn on pump number 1 at 5,000 gallons per hour (GPH), the water in the reservoir begins to deplete as it is pumped up into the pond. The pond level will rise about an inch before it achieves "circulation" and the water is flowing back over the zero-edge and into the reservoir below. That is about 65 gallons of "water in motion." When the pump is turned off that water will flow back down into the reservoir for



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storage. If you were to build your zero-edge narrower, the water would raise more in the pond before spilling back into the reservoir and the moving water total would increase. If the pump were bigger or if there were multiple pumps pushing water up into the pond that number would increase again. You would also need to add the total water in the streams to your "water in motion." If there were pools in the stream you would need to compensate for the surface volume of those as well.

Once you have completed your calculation for total "water in motion," you can properly size your reservoir. We use a moving water times three number. Some folks use moving water times two, but if you are off at all in your calculations it may cause you problems. Once water reaches "circulation" you want to have half of your water left in the reservoir for evaporation losses. All evaporation losses reflect in the reservoir. All other ponds will have a constant water level. When the feature

is turned off, the water in motion returns to the reservoir and is captured until the feature is restarted.

Here is another way of saying it that may be easier to understand. Assume that you had all pooling areas in the feature



You can count the gravels on the bottom of Jerry's pond — and the water is 4 feet deep here. This awesome water quality is expected when zero-edges and natural bog filtration are used.

filled up at rest. No moving water at all. When the pump went on, a series of events began to happen. Water from your bottom reservoir was being taken by the pump to

get things running. 50 gallons filled up the plumbing line as it traveled to the top of the feature. Another 200 gallons were used to raise the water level 2 inches in your bog filter before it began spilling over into the stream. 50 gallons were used to fill the first 10 feet of stream bed. Another 100 gallons went into a pooling area above the pond, followed by 50 more gallons in the remainder of the stream before it started falling into the pond. The pond took 400 gallons before it finally spilled over the zero-edge and went into the reservoir. At that point you achieved circulation as water began returning into the reservoir where it originated from. 850 gallons is the total "water in motion" in this example.

That amount was taken from the reservoir before it reached circulation. We would triple that amount to size our reservoir with a zero-edge, and double would be the absolute minimum! So in this example our reservoir would be 2,500 gallons ideally, or 1,700 minimum.



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The downfall of the zero-edge is that it forces you to build this extra reservoir. A wetland intake at the side of the pond that is designed to allow for a good bit of water level fluctuation could have eliminated this portion of the project entirely, but at the cost of surface water quality. We use the zero-edge only when “ultimate water quality” is desired.

Flying Fish

Other potential issues with the zero-edge, like jumpers, should be mentioned. The jumpers are fish that decide to go over the zero-edge into the reservoir below. We have avoided this by using wide drops down into the bottom reservoir. This makes the water on the zero-edge shallower and its movement slower. We also like to keep a run of a few feet of shallow water before the drop. The width of the “beachy” area, combined with the length of the shallow run, forces fish to flop up onto a shallow gravel area, travel several feet in water about an inch deep, and then flop over the edge. This deterrent can be further enhanced by creating a steep drop in pond depth directly before the beach where the water goes from at least 2 feet deep straight up to the 1-inch

area. We always recommend owners of new ponds to check for jumpers several times a day for the first few days and then again during the spawn, but we have rarely had issues with jumpers ... and when we do encounter them they seem to learn, hardly ever doing it more than once. Go figure!

Picking and Choosing

In closing, let’s cover how we rank filtration components if we can’t have them all on a project. We have had great results using a skimmer tied to an upflow bog. If we have to choose between zero-edge or an upflow bog we will choose the bog because we get better overall water quality. If price is an issue we will use a skimmer over a wetland intake, but only for flow rates up to a skimmer’s rating. Over-pumping a skimmer is a bad plan. Multiple skimmers are also an option, but it becomes more maintenance.

Try different configurations and different applications and let us know how well they work out for you. We offer components to our clients as “menu-style” add-ons to our proposals and find that the more you educate your people, the more willing they are to invest in your ideas! Happy Pondering! ☘



About the Author

John Adams and his son **Tristan Adams** are the owners of Modern Design Aquascaping. They are Master Certified Aquascapers & Certified Rainwater Harvesting Professionals. They have been building ponds for 20 years and have constructed features in 11 states. They have received the national title of “Artist of the Year.” John has been to Africa two times with the Aquascape Foundation to build rainwater harvesting systems for those in need. He has spoken as an educator to hundreds of people at garden shows, garden centers and trade shows. Their work has been featured on HGTV Ideas and cable television as well as in various newspapers and magazine publications. See their work at www.MDaquascaping.com or on Facebook at Modern Design Aquascaping, or call them at 865/995-1234.

Pondemonium 2015



Cup of Coffee morning sessions started each day with networking and sharing of information.



Pondemonium pond tours provided creative inspiration for pond builders.

Getting Better Together

Training, awards and fun at Pondemonium 2015

by **Jennifer Zuri**,
Aquascape

The theme was “Getting Better Together” at Pondemonium, Aquascape’s annual, premier training event for the water gardening industry. Classroom and networking sessions focused on industry standards and innovative applications, available for the hundreds of contractors, retailers and distributors who attended from around the world.

Held at the beautiful Q Center campus in St. Charles, Illinois, Pondemonium kicked off on Wednesday evening with a special dinner and beer garden to recognize Aquascape’s top 100 customers, also known as the “Top Frogs.” Thursday, Friday and Saturday began with a morning hike/run, followed by roundtable “Cup of

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Many attendees enjoyed the morning run and stretch.



Pondemonium pond tours brought attendees to various Aquascape-built ponds in the area.



Dr. Pol presented to a captive audience.



A waterfall building contest brought together foremen and rookie pond builders.



Hands-on training is a hallmark of Pondemonium.

Coffee” sessions led by industry peers on a variety of pond and business topics.

Thursday continued with an all-day boot camp for business owners, highlighting industry standards and business success formulas. At the same time, hands-on training sessions were available for foremen and construction crew members. Everyone came together at the end of the day for an inspiring message from internationally recognized keynote speaker Brad Barton.

Friday consisted of three class tracks throughout the day, including contractor-technical training, business sessions and a retail Internet track. The evening was enjoyed with a tour of ponds located throughout the suburban area.

“Deep Dive” sessions were held on Saturday by Friday’s presenters, allowing attendees to ask questions and dig deeper into the previous day’s topics. The Incredible Dr. Pol was an added bonus to this year’s Pondemonium, as he spoke to everyone and thanked the Certified Aquascape Contractors who installed the waterfall last year at his Michigan home.

Keynote speaker Mike Powell heartened the audience with his personal story of challenge and success, followed by Aquascape’s annual awards presentation.

This year’s award recipients were:

Businessman of the Year: Tom Smith of Garden State Koi & Aquatic Center; Warwick, New York

Certified Aquascape Contractor of the Year: Chris Ostrander of Living Water Landscape Service; Battle Creek, Michigan

Artist of the Year: Joe Genovese of Genoscape Inc; Markham, Ontario, Canada

Conservationist of the Year: Bill Renter of The Deck and Patio Company; Huntington Station, New York

Top Aquascape Contractor of the Year: Steve Martin of Tussey Landscaping; Hollidaysburg, Pennsylvania

Top Aquascape Retailer of the Year: Ted Greiner of TJB-Inc; Hamden, Connecticut

In addition, awards were presented to the Top 20 Contractors and Top 20 Retailers.

Pondemonium 2015 closed with its annual Blow-Out Bash featuring a steel drum band, games, contests and plenty of food and beverages.

Next year’s Pondemonium is slated for early August, 2016. More information is available at www.pondemonium.com. For more information on Aquascape products and services, visit www.aquascapeinc.com. ☞



Brian and Greg faced off in a pie-to-face contest.



Artist of the Year: Joe Genovese of Genoscape Inc.



Top Aquascape Contractor of the Year: Steve Martin of Tussey Landscaping.



Some pond renovations involve adding external pumps, either because the equipment requires it or because the homeowner wants the benefits these pumps offer. Middle and right: POND Trade Publisher Lora Lee's pond before and after it was enlarged.

What's it **Worth to You?** Pond renovation on a budget

by **Mike White,**
White Water Filters

When I was given this topic to write on, I thought about it for a long time. When you say “pond renovation” to most people, they think of redoing a pond. When you say “on a budget,” they think of doing it in a cheap or frugal manner.

If that is the case, then POND Trade gave this assignment to the right person.

Dollars and Sense

Pond renovation can mean redoing the entire pond, or it can be upgrading some of the equipment, or it can be simply adding a new piece of equipment. If you are going to redo or rebuild your pond, it is going to cost some money. Is it expensive? Well, what is expensive to one might be inexpensive to someone else. I personally think a cup of coffee at Starbucks is expensive!

If you are redoing the entire pond, it has the potential to cost

a large amount of money. It will probably cost more per gallon than the previous pond did, without even taking inflation into consideration. One of the reasons for this is that you have an existing pond that has to be removed before construction can start. The second thing is that, most likely, landscaping has been done in the area of the pond, which will make it more difficult to work in the area, increasing the cost. So an entire pond renovation can easily be more expensive than the building

of the original pond.

However, it can also be of greater value. When you renovate your existing pond you have ideas about what you don't like about it and what you want to change. If you can communicate those things to the person doing the work, you will probably get the pond you wanted. The joy of this new pond could easily be worth the expense of doing it.

Why Renovate?

What are some of the reasons someone might want to renovate an entire pond? The number one reason is to make it larger. For many

people, as long as you have space left to expand, the pond is almost never big enough. The second-biggest reason is that there's something wrong with the original design. Either the pond isn't working the way the homeowners thought or there is something about the appearance they don't like.

POND Trade's very own publisher and editor, Lora Lee Gelles, had a very nice pond. It was a little on the small side, but with her yard being mostly beautiful gardens there wasn't much room for the pond area. But this summer Lora Lee wanted more room for her fish, so we expanded her pond. We



Some renovations include installing an under-gravel filter in the gravel of a rock and gravel pond.



Instead of installing an under-gravel filter (left), sometimes we remove the gravel and install an above-the-liner bottom drain. At right: A new product that every cold-weather pond should have. This allows the submersible pumps to be removed or installed in skimmers without ever having to touch the ice-cold water.

more than doubled the volume of water in the pond for the fish. Was the increase in size worth the money that we charged Lora Lee? You would have to ask her, but I would say yes. She loves her pond, the fish, the plants and all the aquatic life in the pond.

Bits and Pieces

Pond renovations do not have to be complete renovations. They can be just part of the pond, such as the waterfall. Or the change can just be an update or change of a piece of equipment. Changing a pump can pay for itself in

electrical savings over a period of time, or a larger pump may make the waterfall look completely different for just the cost of the pump. Or you may be changing an older skimmer for the latest generation of skimmers. Some skimmers can be changed easily, so the cost to make this change

can be fairly low. But if liner has to be patched when the skimmer is changed, then the cost is going to be higher. There may not be anything wrong with the old piece of equipment, but the new piece may offer a desired function, which may

having your hands in cold water. This could be a fairly inexpensive change.

Earlier I said I thought a cup of coffee from Starbucks was expensive. I don't drink coffee, so coffee from Starbucks has no value to me. Thus, no matter

Pond renovations do not have to be complete renovations. They can be just part of the pond, such as the waterfall. Or the change can just be an update or change of a piece of equipment.

be enough to justify the cost.

In the colder climates, the most practical renovation might be changing the unions on the pump in the skimmer to the latest quick disconnect. If you have ever done pond work in cold climates you know how cold water can be in late fall. Putting your hands in ice water to remove the pump is not fun. The quick disconnect means the pump can be removed or put back in without ever

how much that coffee costs, because it has no value to me, I consider it expensive. We determine how we perceive expense based on how much value something has to us. A dollar only has value to us based on what we can buy with that dollar. So how we determine if something is expensive or not is by how much value it has to us. Is a pond renovation expensive? You decide what value it has to you! *cs*

About the Author

Mike White is the owner/operator of White Water Filters LLC and Sue Miller Enterprise in Batavia, Illinois. He built his first pond in 1990 and instantly fell in love with the hobby.



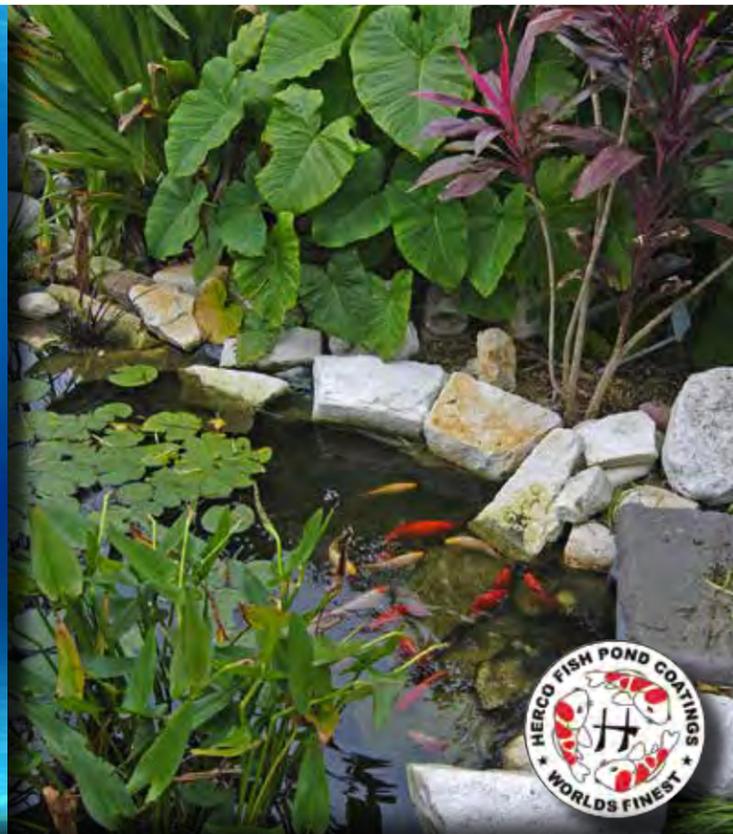
In 1995 Mike became president of the Midwest Pond and Koi Society, the second-largest pond club in the country. In 1998 he started White Water Filters, a pond construction company. In 2002 he opened a retail store in Batavia. In 2007 he took ownership of Sue Miller Enterprise, a local pond wholesale company.

Mike has taught pond classes at a community college, spoken at numerous pond clubs in the Midwest and taught at seminars across the country.

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The fluid flow of cash
in your business

Price Your Construction Job Correctly

by **Michael Stone,**
Markup & Profit

It's a basic principle: Cash flows into your pond business when you sell a job. Cash flows out when you pay the costs of the job and your overhead expenses.

If you sell jobs for less than what it costs to build the job and pay your overhead expenses, you'll get behind. You won't have enough cash to flow.

Pricing your jobs correctly is the first step to positive cash flow in a pond construction business. It's easy to do if you know the math. Determine your markup:

the markup you need based on your overhead expenses and your profit needs. Apply that markup to your estimated job costs, and use it every time. Now you can rest easy

Recognize that when you cut your price, you are putting your company at risk. Spend time polishing your sales presentation instead of worrying about your sales price, so you won't have to cut your prices.

knowing that if you make the sales and if you build your jobs the way you have estimated them, you will always have enough to pay your

bills and make a minimum profit on that job.

I've championed the cause of 8 percent net profit for many years. I know from long experience that

pond construction companies who consistently price their work to obtain an 8 percent net profit are always able to pay their bills on

time. They can pay their suppliers, their subcontractors, their employees, their taxes and themselves. When the bills are paid on time, they are free to focus their time and effort on building a profitable pond building business instead of worrying how to make payroll next Friday. And when a problem happens on a job, they have a cushion to tap if needed.

During the last few years, we have seen more and more pond building contractors cut their prices to obtain work. That is foolish mischief at its worst. Think about this: where will the money come from to pay your bills after you cut the sales price of a given job?

I recently read a post from a contractor who said he would cut his price up to 10 percent to get the job. If he was pricing jobs to make an 8 percent net profit, he's now given away all of his profit — and 2 percent more that was needed to pay overhead expenses. He will be taking money out of his own pocket to build that job.

"I'll make it up on the next one,"

you say. Right. I have yet to meet the contractor who will cut his price to get a job and then increase the sales price on subsequent jobs to make up for the loss on the first job. It's a great theory, but it doesn't happen. Why do you think it will be easier to get a higher price on the next job to make up for the low price on this one?

Don't do it. Recognize that when

you cut your price, you are putting your company at risk. Spend time polishing your sales presentation instead of worrying about your sales price, so you won't have to cut your prices.

Calculate the markup your pond building business needs to apply to all job estimates, and use it without fail. Positive cash flow can only happen if there's enough cash to flow. ☞

About the Author

Michael Stone has used his experience to help thousands of general contractors, new home builders, remodelers and specialty contractors build stronger, more profitable businesses. Michael is the author of "Markup & Profit; A Contractor's Guide Revisited" and "Profitable Sales, A Contractor's Guide" and has taught business management, sales and/or estimating classes. Michael also provides coaching and consulting services. Mark has an entire section of his blog focused on Employee Issues. You can find it at www.markupandprofit.com/blog/employee-issues.

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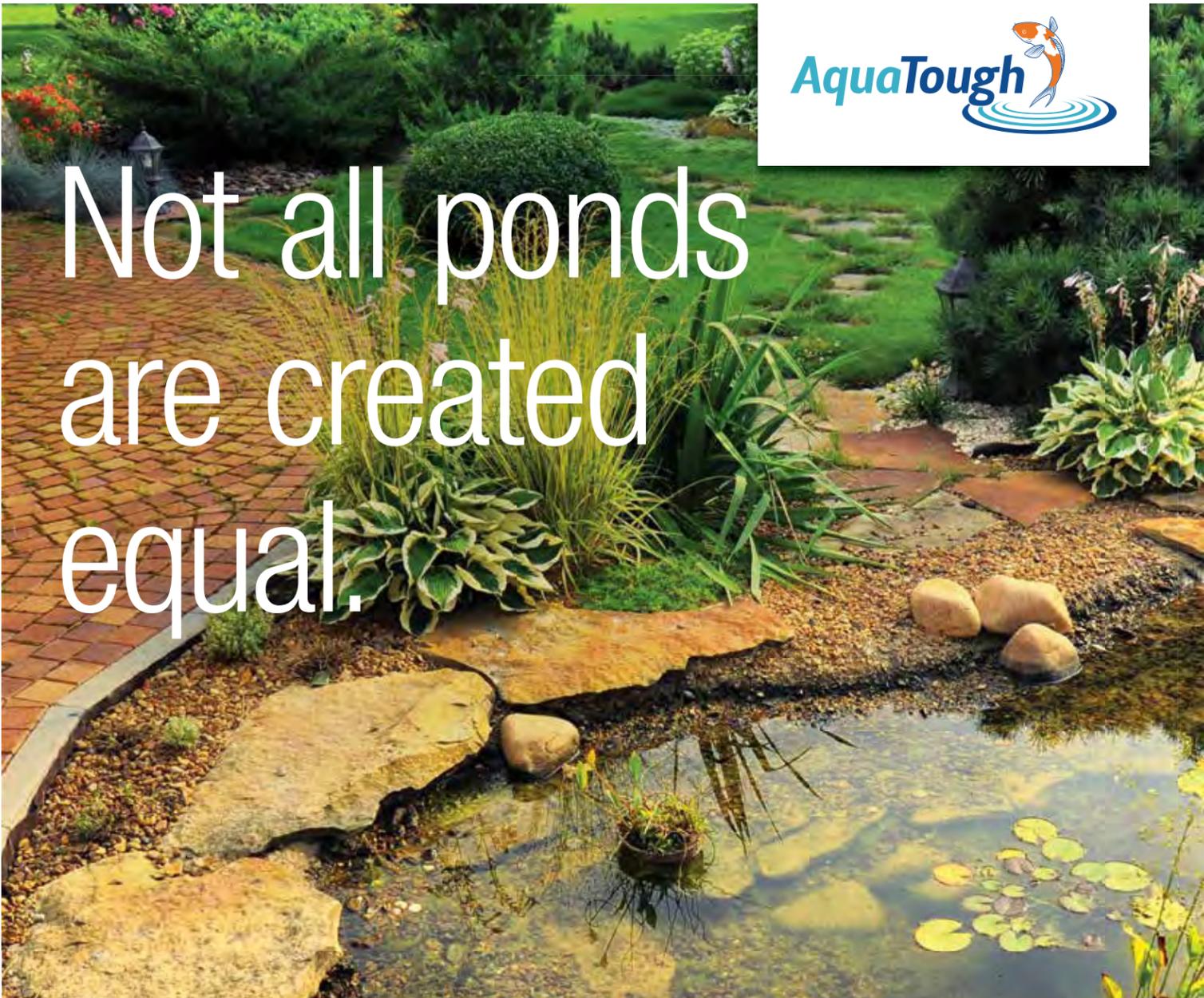
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IWGS 2015



Beauty Abounds!

Symposium informs and inspires

by **Lora Lee Gelles**,
POND Trade Magazine

Inspiring. If I had to pick one word for this year's IWGS symposium, it would be just that.

The event took place in Lawrence, Kansas and was hosted by Deb Spencer and Susan Davis of Water's Edge. The three-day symposium was a mixture of lectures and garden tours, which included a tour of Bird's Botanicals, an orchid cave, the Ewing and Muriel Kauffman Memorial Garden, a drive-by tour of the many fountains in Kansas City, Overland Park Arboretum and Botanical Gardens, Powell Gardens, Taylor Creek Restoration Nurseries, Golf Course Superintendents Association of America and a grand tour of Water's Edge. In between all those lovely tours were various lectures and a rousing panel discussion: "Growing & Finishing Aquatic Plants: How We Do It." The panelists were a good combination of expert water gardening "youngsters." I think we are in good hands.



A big part of the symposium is the social aspect. Many people



Top: The Monet Garden at Overland Park Arboretum and Botanical Gardens. Rob Dietter (above) got a sense of what Clade Monet saw and painted. The group also toured Water's Edge (below), where every inch of space is well-used and thought out.



Photo by Matthew Billing

November/December 2015

POND Trade Magazine 55

Photos by Lora Lee Gelles



Craig Presnell giving a pondside chat about his hybrids.

have known each other for years, and they can sit and talk about plants for hours on end. Even newbies like myself are welcomed and I left with more knowledge and friends.

A special thanks to our hosts, Susan and Deb, who did a wonderful job organizing and planning it all. Touché!

Please check out more photos in our "Gallery Spotlight" section on the POND Trade website at www.pondtrademag.com/gallery-spotlight. ☺



There's always time for a little socializing (top). Above: the three caballeros — also known as Joseph Cummings, Demi Fortuna and Mike White.



Our fantastic hosts (center), Deb Spencer and Susan Davis.



Attendees enjoyed a panel discussion: "Growing & Finishing Aquatic Plants: How We Do It." From left to right: Derek Lyle, John Sou, Justin Titus and Kelly Billing.



Above: Disappearing waterfalls at Powell Gardens. Top right: Jamie Beyer and David Curtright chatting it up. Right: Kelly Billing gives a seminar on Invasives and the Law.



One of many fountains in downtown Kansas City. This one is at the Ewing and Muriel Kauffman Memorial Garden.

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

Trade News

Applied Polymer Systems Uses Innovative Solution to Clean up Lakeshore Park Place Condos

Applied Polymer Systems (APS) Floc Log and Pond Log technologies have been used for decades in construction and development to clarify turbid water. However, today you will see APS products used in



pond and lake management to not only clarify suspended sediment in the water but also to remove excess inanimate nutrients.

Applied Polymer Systems Inc. was enlisted to help remove the excess inanimate nutrients and suspended sediments and improve the appearance of Lakeshore Park Place Condominiums' ponds. The condominiums are located in the City of Marquette in the Upper Peninsula of Michigan. The luxury condominiums are located across from Shiras Park, a picturesque and pristine beach located on the shores of Lake Superior, America's largest freshwater lake. The complex boasts beautiful landscaping and gardens that include two man-made, decorative ponds.

The Ponds average about 1,800 square feet and 2.5 feet deep. As with many small ponds across the country, inanimate nutrients such as phosphorus, organics and sediments began to build up over time, making the ponds aesthetically displeasing.

The pond water was tested in order to find a site-specific Pond Log to flocculate out inanimate nutrients and sediments from the ponds. Once the correct material was specified, Pond Logs were placed in the waterfalls (2 Pond Logs per pond). Placing the logs in the waterfalls facilitates mixing and dispersion of the polymer material. Once in the water column, the log material binds with phosphorus and other particulate and sediment to form heavier, larger



conglomerates that settle out of the water column, thereby reducing turbidity.

When placed in a waterfall, aeration or other circulation systems, Pond Log components are mixed and circulated throughout the pond. The phosphorus, inanimate nutrients and sediments are reduced, producing a beautiful, picturesque pond.

An additional benefit is that Pond Logs are not

harmful to fish or other aquatic organisms. All Pond Logs are toxicity tested by an EPA-certified lab and are shown to be non-toxic to aquatic life (full reports may be found by contacting Applied Polymer Systems).

After installation of the logs in the waterfalls, results were noticeable within the first month, and Lakeshore Condominiums have been using the system for nearly eight years. The Pond Logs are replaced about once a month (except in the winter due to freezing of the



ponds). The method is very simple, requiring little to no maintenance with excellent quality of water as an outcome. The Pond Logs clean the rocks and the pond water itself is clear and beautiful.

The results are clear ... literally. Within a few short weeks, the ponds at Lakeshore Condominiums have become beautiful water bodies that all the residents can enjoy.

Pentair Aquatic Eco-Systems Introduces Constant Flow Technology Calculator



Pentair Aquatic Eco-Systems is proud to announce the release of our online Constant Flow Technology (CFT) Energy Savings Calculator for the Sparus Pump with CFT. This new feature, found at PentairAES.com/cft-calculator, is a useful tool which allows potential buyers to input the conditions at their specific locations and receive savings estimates based on those parameters.

Some of the features of the Calculator include:

- Ability to compare the daily and yearly operational costs of a standard pump versus a Sparus Pump with CFT
- Enter the cost of electricity in your area for improved accuracy
- Choice between Imperial or Metric units
- Multiple selections for your system characteristics:
 - Number of gallons
 - Required turns per hour
 - Number of pumps
 - Filter type
 - Hp
 - Operation days per year
 - Plumbing size

The bottom line is that you set the flow rate and CFT delivers the savings. To learn more about The Constant Flow Technology (CFT) Energy Savings Calculator, visit PentairAES.com/cft-calculator.

For further assistance, feel free to contact the Pentair Aquatic Eco-Systems customer contact center toll-free at (877) 347-4788 or by emailing PAES.General@Pentair.com.



Dependable Spirit Pumps Now Included in Just-A-Falls Kits

Just-A-Falls kits are ideal for those who are looking for the sights and sounds of moving water but are either short on space or don't want the maintenance associated with a pond feature. Everything you need to build a waterfall feature is included in the kit, from the Spirit pump to the liner, plumbing and glue. Spirit pumps feature:

- Reliability and energy efficiency with a unique design
- Italian engineering
- Can be run in vertical or horizontal applications
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For more information or to request a full-color catalog, call 800/448-3873 or visit easypropndproducts.com.



Rolf C. Hagen (USA) Corporation Announces New Partnership

Rolf C. Hagen Inc., a leading international manufacturer of pet care products, today announced that Universal Pond Supply, a wholesale distributor of quality pond and water gardening supplies, will be Hagen's Master Distribution partner for their Laguna pond brand. The companies will work in tandem to offer an extensive range of Laguna water gardening products to independent garden centers, pond supply stores, and pet supply stores nationwide.

Laguna offers pond enthusiasts and water gardeners the tools for an outdoor oasis, and includes: pond liners and installation accessories, energy-efficient pumps, filtration systems, décor and ornamental accessories, and more. With over 300 SKUs, Laguna offers extensive options to meet varied outdoor needs.

Tony Hartian, vice president of sales for Rolf C. Hagen (USA) Corp., said of the partnership, "Due to our long-standing history with Universal Pond Supply and their great reputation in the business, we are happy to announce the company as our sole Laguna distributor to independent retailers." Hartian continued, "Our channels for, and the availability of, Laguna will expand due to Universal Pond Supply's vast retail relationships."

Universal Pond Supply general manager Dan Berg added, "Laguna is a top-quality, well-established brand that retailers and consumers love and trust. We are thrilled to expand our business with Hagen."

For a complete list of Laguna products visit www.laguna.ponds.com.

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

10-Watt Landscape LED Spotlight Delivers Super-Bright Outdoor Illumination

Super Bright LEDs of Earth City, Missouri — a leading online retailer for LED lights — is proud to introduce their 10-Watt Landscape LED Spotlight. This energy-efficient spotlight is comparable to 70-watt incandescents, and its 60-degree beam angle is perfect for architectural, garden, or sign lighting. A 360-degree swiveling head allows for light where it's needed, and a ground-mounting spike is included for tree uplighting or plant accent lighting.



The long-lasting Cree COB (chips-on-board) LED has an output of 770 lumens in warm white. A waterproof, rust-resistant black aluminum housing protects the LED as well as other internal components. The LED light base and eight-inch stake are also rust-resistant, and the stake is removable for mounting onto wooden surfaces such as decks, trees, or gazebos.

Installation in a G-LUX landscape wiring system is quick and easy with the included 1.5-meter plug-and-play connector. The LED spotlight is also compatible with an existing low-voltage landscape wiring system with Super Bright LEDs' G-LUX pigtail power cable. A two-year, hassle-free warranty protects against defects and malfunctions.

Super Bright LEDs has been providing customers with 13 years of excellent service, expertise, and quality LED technology. Independent test labs along with the knowledge base of trained experts allow them to provide dependable information and products. For more information about the 10-Watt Landscape LED Spotlight, other LEDs, or about Super Bright LEDs, visit www.superbrightleds.com.



Geoglobal Partners Announce Southwest and Southeast Region Sales Manager Positions

GeoGlobal Partners (the North American division of OASE, the Global leader in water gardening technology) is looking for experienced candidates for the positions of Regional Sales Manager for both the Southwest U.S. and Southeast U.S. regions. Each position will be responsible for securing new and expanding existing sales within their regions.

Duties include business development with distributor, chain and dealer

accounts on our full line of products.

The ideal candidates should have three to five years' experience in the Lawn & Garden category. Water gardening experience is preferred. He/she should be a self-starter with the ability to develop and execute customer solutions to meet the changing demand in the market.

Interested candidates can apply by submitting their resumes to Jessica Billeci, j.billeci@oase-livingwater.com.



New "Designer" Rain Barrels

A new line of Good Ideas Inc. rain barrels features textured finishes molded into the barrels, accurately depicting bark, wicker, palm, reflections and the classic hoop barrel design, plus Nantucket and Savannah versions. Available in 50-, 65- and 90- gallon versions, the Impression Series collection provides a welded planter top on the barrel, enabling homeowners to plant colorful floral arrangements or vegetables. These designer rain barrels fit easily under downspouts, with MSRP ranging from \$128 to \$279 for the extra-large, 90-gallon rain saver.

These unique rain barrels are made of durable polyethylene construction and are available in a variety of eye-catching colors. The LLDPE material specification enhances the Impression Series' ability to withstand an impact. Two sturdy brass spigots with offset locations permit using a five-gallon bucket or hose simultaneously without issue.

Good Ideas' efficient rain barrels are popular in areas where water conservation is critical. However, rain barrels are often used to functionally decorate patios and gardens while saving every drop of fresh, mineral-rich rainwater to nourish gardens, flower plants and lawns. In addition to the new Impression Series rain barrels, Good Ideas offers a wide variety of water-saving barrels ranging from 40- to 300-gallon capacities as well as a line of garden compost containers.

For more information, visit www.goodideasinc.com, email customer service@goodideasinc.com or call 866/595-4332.



Aquility Systems Inc. Gains Patent on Sensing Process

Aquility Systems Inc. (AQS), a Gainesville-based industry leader in auto-fill technology, announced today it has received a U.S. patent for the method of sensing water levels in reservoirs that allows AQS to produce its Level Waters line of affordable, compact electronic auto-fill systems for ponds, fountains, pools and animal watering troughs.

The company's founder and CEO, Hollye Merton, holds the patent with a licensing agreement to AQS.

"This sensing process is what has made Aquility Systems' auto-fill products so sought- after and competitive in the market," Merton said. "All of our auto-fill systems use compact designs; however, the EasyFill's small form factor makes it the smallest electronic auto-fill on the market, which is only possible because of the process outlined in the patent."

The Level Waters brand consists of three distinct lines of auto-fills: the EasyFill, Pro-line models, and their newest StealthFULL hidden sensor system for ornamental fountains and pools. All AQS products are manufactured in the U.S. at their Gainesville, Florida facility.

AQS believes the patent will help increase the company's current market share and allow them to branch out into new markets. They indicated that numerous projects are slated for the near future, many of which will benefit from the technology outlined in the patent.

With the patent, the company will be seeking additional capital investment, with which they intend to expand marketing efforts and investments in R&D for new innovative designs and products.

For more information, contact the company at 352/332-1549 or at info@aquilitysystems.com. Visit their web site at www.aquilitysystems.com.

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