LIGHT UP YOUR LIFE
Design and installation tips to illuminate your waterscape p.38

www.pondtrademag.com
Today’s modern aquaculture farmer needs a partner that is able to help with the scope and variety of challenges they face every day. That is why Pentair AES has assembled a team of experts with diverse backgrounds in aquaculture, biological and technological engineering that is grounded in decades of research and commercial industry application experience. We help our customers run successful operations by providing the design expertise they need, a responsive service team and the largest selection of equipment and supplies in the industry. Trust in a team that’s here to help you — ASK US!

DESIGN • SERVICE • EQUIPMENT

PentairAES.com • +1 407.886.3939

© 2017 Pentair Aquatic Eco-Systems, Inc. All Rights Reserved.

PONDMASTER® POND-MAG

Magnetic Drive Water Pumps have been designed to handle the needs of professionals and hobbyists alike for over 20 years with efficient, quiet and reliable performance.

Available from 250 to 2400 GPH; they feature a magnetically-driven impeller and an epoxy-encased power unit making sure your water will never get contaminated with harmful oils or chemicals.

When it comes to ponds... start with a Pondmaster® Pond-Mag® Their performance is simply MAGnificent!
27 Prevent Pond Pests
It’s springtime, which means warmer temperatures and a flurry of activity around the pond. Don’t let mosquitos be a part of it. Roger Tower provides a wide range of solutions you can utilize to make sure these blood-sucking bugs don’t suck the fun out of pond season.

30 Water Garden Expo 2017
Pondliner’s annual WGE took place in February, and we’ve got all the bases covered. Mike Gannon recaps all the events of the four-day event, while Mike Miller provides a detailed account of the two-day pond build. If you missed it, our photo spread just might make you feel like you were there.

38 Light Up Your Life
It’s a common misconception that lighting has to be expensive to install and operate, as Benjamin Timmermans explains. Less is always more, and adding just a few lights to a landscape or waterscape can make a huge impact and bring the darkness to life.

45 Evolution of a Pond Addict
We all love our ponds, but when does appreciation become addiction? Kent Wallace tells the story of a client who was bitten by the pond bug, leading him to expand his pond four times in the past three years. What started as a 300-gallon planter pond has become a 6,000-gallon oasis.

51 Understanding Kohaku Patterns
Ellen Kloubec walks you through the many head and body patterns on this very popular red-and-white koi variety. Her descriptions of the numerous variations and detailed discussion of the differences between these patterns can serve as a handy guide for you and your customers.

56 The Brains Behind the Operation
Have you ever wondered how an innovative idea becomes a finished product? Our editor, Jordan Morris, reached out to some of the industry’s leading manufacturers and learned a lot about the method to the madness of product development. Turn to pg. 56 to discover his findings.

64 Calling All Lily Lovers
This year, the International Waterlily and Water Gardening Society (IWGS)’s annual symposium is scheduled for Aug. 9-11 at Longwood Gardens in Pennsylvania. Kelly Billing provides a preview of this year’s guest speakers, special events and excursions. It’s an event you won’t want to miss!
Upcoming Events

2017

July 24 - 26
SuperZoo 2017
MANDALAY BAY CONVENTION CENTER
Las Vegas, Nevada
www.superzoo.com

August 9 - 11
DGWS Symposium
Longwood Gardens
Kennett Square, Pennsylvania
www.igwa.org

August 15 - 17
IGC Chicago
Navy Pier Festival Hall
Chicago, Illinois
www.igcshow.com

August 23 - 26
Pondemonium
Q Center
St. Charles, Illinois
www.pondemonium.com

October 17 - 18
Your Pond Farm
Bear Creek Mountain Resort
Lehigh Valley, PA
877/412-FARM (3276)

October 18 - 20
Hardscapes / GIE-EXPO 2017
Exposition Center
Louisville, Kentucky
www.gie-expo.com
www.hardscapes.com

October 29 - November 3
International Pool / Spa / Patio Expo
Orlando, Florida
www.poolspapatio.com

November 8 - 9
Irrigation Show
Orlando, Florida
www.irrigationshow.com

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

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

POND Trade Magazine is published bimonthly, starting in January, for $19.75 per year by LG Publishing, Inc., POND Trade Magazine, PO Box 373, Orlando Park, IL 60462. Qualified applicants may subscribe to a cost at www.pondtrademag.com. Postage is paid at Orlando Park, IL and additional offices. For new subscriptions, additional copies and address changes, please call 708/873-1921 or small subscription@pondtrademag.com.

POSTMASTER: Send address changes to POND Trade Magazine, PO Box 373, Orlando Park, IL 60462 © Lora Lee Gelles, 2017

Advertising Policies:
LG Publishing, Inc. reserves the right to refuse to publish any ad. Submission of an ad to LG Publishing does not constitute a commitment by LG Publishing to publish a particular ad. LG Publishing reserves the right to reject any ad or part of an ad. LG Publishing reserves the right to correct errors and omissions. LG Publishing assumes no responsibility for failure to publish an ad or to publish an ad in a timely manner. LG Publishing will not be liable for failure to publish an ad requested or for any errors. LG Publishing reserves the right to charge for insertion of an ad. LG Publishing reserves the right to refuse to publish an ad.

Advertising Sales
Lora Lee Gelles
lgelles@pondtrademag.com

Editor
Jordan Morris
jmorris@pondtrademag.com

Graphic Design
Gelles Graphics
lgelles@onetone.net

Accounts Receivable
Lois Spano
lspano@pondtrademag.com

Web Editor
Grant Gerke
ggerke@pondtrademag.com

Printer
Sutherland Printing
Montezuma, Iowa

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

Moving? Let Us Know
If you are moving, please update your address with us so we can update our records.
Use the forms from the post office, or drop us an email at subscribe@pondtrademag.com with your old and new contact information.

Light it Up!
Before I get into what’s on my mind, I just have to say how excited I am that spring is here. We’re finally hearing that joyful sound of running water in our backyards again. And for those of you lucky people down south and out west, be thankful that you have water features to enjoy all year-round.
We are very excited about this issue’s main topic and cover story: lighting. You already create water works of art for your customers. So why not go that extra step and light up your customers’ lives? As Benjamin Timmermans of Liquid Landscapes explains, adding lighting to landscapes and waterscapes doesn’t have to be complicated or expensive.
And like a lot of things, a little bit goes a long way. Take a gander at some of his advice on pg. 38, and maybe you’ll be inspired to dabble in this illuminating artistry. After all, doesn’t it make sense to be able to enjoy your pond or water feature after the sun goes down?
We are filled to the brim with lots of great articles this issue. Speaking of water features and artistry, we’ve got a fascinating feature on creating bubbling water features of all sizes and shapes — and I’m not talking just urns and rocks. Have you ever seen a bubbling saxophone? Check out Anthony Albright’s story on pg. 16 to see what I’m talking about.
We also have a very informative piece about product development on pg. 56. Our editor asked representatives from some of the industry’s top manufacturers about how they view and handle the typically long process of taking an idea and running it into a finished product. You might learn a few things about this very complex procedure.
Don’t miss the handy guide to hardy waterlilies by Tony Gargerke, pg. 30, along with great recaps of the event by Mike Gannon and Moore on pg. 22. Planting, dividing and feeding them never seemed so straightforward. Finally, I had the pleasure of attending The Continuous Business Growth & Nightwork — and I’m not talking just urns and rocks. Have you ever seen a bubbling saxophone? Check out Anthony Albright’s story on pg. 16 to see what I’m talking about.
We also have a very informative piece about product development on pg. 56. Our editor asked representatives from some of the industry’s top manufacturers about how they view and handle the typically long process of taking an idea and running it into a finished product. You might learn a few things about this very complex procedure.
Don’t miss the handy guide to hardy waterlilies by Tony Moore on pg. 22. Planting, dividing and feeding them never seemed so straightforward. Finally, I had the pleasure of attending Pondliner’s Water Garden Expo in February, and I shot a lot of fantastic photos of some of the highlights. Check them out on pg. 30, along with great recaps of the event by Mike Gannon and Mike Miller. Look for the sidebar about the 15-year-old landscape business owner who was in attendance and is on the leading edge of the industry’s newest generation.
Happy PONDing!
We had a consultation with a family just outside Washington, D.C. Although they had lived in their beautiful home for more than eight years with no landscaping in their backyard, the time had finally come. They were ready to create a paradise by transforming their backyard into a beautiful oasis.

**Why not a Pond?**

The owner initially wanted a pondless waterfall; however, after talking with him during our preliminary meeting and noticing the large aquarium in his basement, I quickly realized that he had a love for fish. So naturally, I said, “Why not a pond?”

**PARADISE BELOW**

Pond, waterfall and ‘floating tea house’ offer a window to the pond world

by Charlie Ross,
Virginia Water Gardens
to today, and they now have a beautiful, working ecosystem in their backyard that stretches approximately 50 feet long by 33 feet wide, including a 45-foot waterfall and stream as its centerpiece.

When we arrived on the job site, the first order of business was to coordinate with the hardscape contractor to construct a nearly 12-foot-tall boulder wall on the rear of the property to somewhat level the backyard. Then, we began the excavation of the large pond with a stream and waterfall.

There was already a large slope for the waterfall area, so the majority of the excavated soil was used to backfill the retaining wall. A false bottom — an area at the finished depth of a pond for a Centipede to stretch toward the center — was installed to aid in filtration and cleaning.

The snorkel attached to the Centipede is at the edge of the pond, with a pump creating a downflow that amazingly facilitates the filtration of this water feature. Instead of a pond skimmer, we chose to install an infinity, or vanishing, edge, which falls into a 4,000-gallon RainXchange system we added to capture rainwater falling from the roof. About 50 percent of the rain that falls on this roof is collected in this basin. This makes the system more self-sustaining and provides amazing filtration. A land bridge was built to allow access over the pond.

We used all Aquascape components for this job: two Biofalls Filter 6000s, one spillway to provide the illusion of a spring appearing out of the ground, and one wetland bog filter to aid in filtration. A snorkel and Centipede provide the housing for one 9-PL pump and one 10,000-gph pump, and the false-bottom snorkel is the housing for an AquaSurge 4000 pump.

The homeowner wanted to be able to entertain not just at the pond’s edge, but literally over the water. So, we worked closely with another contractor to prep the area for the installation of a tea house with a glass window in the floor.

The tea house was designed so that as the koi swim underneath it, they can be viewed and enjoyed from above. It is a beautiful place to unwind, relax, entertain and have community.

A Few Challenges

Our biggest challenge involved working and coordinating with the subcontractors. We are used to being the only company on-site, but we were not just installing a pond in this backyard. We had a completely blank canvas that would soon be the home of a thriving ecosystem, patios, a hot tub, a “floating tea house” and a variety of trees, shrubs and perennials. So it poor without saying that it was extremely difficult to coordi-
Amidst the crowd of ordinary pumps, one stands apart as exceptional—Medo LA Series blowers provide unparalleled performance for koi pond and water garden applications. This is why they’re the professional choice:

They last longer, especially in hot, humid climates. Medo aerators have one moving part per piston. Properly installed and maintained, they have an expected service life of 6+ years.

They run quieter, supporting the natural design of ponds. Listened to a diaphragm pump lately? In contrast, linear-piston LA aerators have about as much ambient noise as a light ballast.

Their cost-of-ownership is lower. LA Series blowers consume far less energy—have only 50-60% of the line current requirements of diaphragm pumps. Medo aerators better leverage filtration capability, increase the fish handling capability of existing ponds, and minimize the risk to valuable koi collections. They’re the best selection when building a new pond — as well as when you’re looking to add quality and reliability to your existing pond. When it comes to selecting the best, it’s as simple as 1-2-3.

Call 800 843 6336, e-mail inquiry@medouusa.com, or visit medo-water.com for more on LA Series blowers.

WHY NOT PUMP PERFORMANCE THAT STANDS OUT FROM THE CROWD?

Pond is Life

I truly believe that what we do changes lives and lifestyles. Children from ages 3 to 83 can get lost in gazing at fish swimming or frogs sunning on a boulder 100 times their size. How about watching a dragonfly lay eggs on a lily pad or discovering that while you were away, an endless stream of frog eggs appeared in your pond? I could go on and on about the beauty of a water feature and how it touches your senses. But what about all those conversations that take place by the pond in an Adirondack chair or on a boulder, dangling your feet in the water? Where did those conversations happen before the pond… or did they even happen at all?

With the addition of a pond, a husband and wife can now have a cup of coffee or glass of wine pondside with a side of conversation, instead of sitting in front of the TV. Maybe the family can spend more time outside feeding the fish. Maybe exploring by the pond and learning more about nature could become their new favorite pastime. My daughter could have taught a class on the ecosystem in the fourth grade! Ponds change the way you live life in your home.

Sure, we’re in the pond business; however, after serving in the Marine Corps and running a landscape maintenance business, I have realized that what we do every day is more than digging holes and strapsing rocks. Yes, we are artists, and we...
love what we do. We are passionate about our craft. However, we can build a beautiful pond and waterfall that may soon serve as a safe place for children to have a conversation with their parents, a sanctuary for a husband and wife to reconnect, or just a great place to hang out with friends. #Charge

Lights are a must in every water feature. It’s like having two ponds in one — a daytime and a nighttime feature.

About the Author

Charlie Ross is a Master-Certified Aquascape Contractor and owner of Virginia Water Gardens. He has been building water features since 1999. After serving in the Marine Corps, he landed in Virginia, just south of Washington, D.C. After starting a landscape maintenance company, he started receiving offers in the mail for free VHS tapes titled “How to Build a Pond” from a company in Chicago. He ordered it, and the rest is history. After building his first pond, he realized that this was what he wanted to do. He has built hundreds of ponds since then and still works with three of his original teammates who helped build that first pond.
A water feature can be many different things to many different people. It can provide solace, fill an empty space, highlight the movement and sounds of water and even inspire an evening outside with family and friends. A water feature gives your space substance, and once you have one, you may not be able to live without one.

The size of a feature might be your first thought when planning such an addition to your overall design or project. But when you start the design process, consider the lifestyle of the customer. Take note of the colors and textures that are already in the landscape. These simple elements, among many others, have a very important place in planning to ensure a perfect match with the element of water in the landscape. For your client, visualizing their own waterscape on their property can be one of the hardest parts of the design process.

Not Just for Rocks

A favorite feature of mine is a bubbling rock. The overall appeal is in how well a
bubbling rock can fit into almost any space. It can be inset into a patio, tucked into a corner where nothing seems to grow, enhance a beautiful bed of annuals or perennials, greet visitors as they approach the front door of your home or business and even act as an accent feature when placed within a larger water garden.

Another reason to add one of these gems to your space is the fact that it doesn’t even need to be a rock or boulder — it can almost be anything you want. The prospects are only limited by your mind’s eye.

At Aquatica we like to think outside the box. The owner, Dean Pipito, collects antique instruments. He once created a feature using bubbling trumpets, trombones and saxophones. If you love clay works, craft a new work of art from your favorite pot or planter. Antique water pumps are also a wonderful way to add some rustic charm to an established flower bed or newly installed shade garden. Integrating basalt columns is a beautiful way to create multiple features in one small area and give your bubbling water feature height and modest prominence.

You can see that a bubbling water feature, like any professionally installed water feature, can be an extension of your interests and personality — just like your home.

No Troubles with Bubbles

An important thing to keep in mind when it comes to bubbling water features is that it is incredibly easy to change and update the centerpiece. This point alone could be one of its most important selling points. Because the plumbing can be considered interchangeable for most of the items used in a bubbling water feature, you or your client can substitute one rock for another, or a trumpet for a saxophone, or even a basalt column for a classic, decorative urn.

Speaking of selling points, there are many to choose from based on your client’s interests and ideas. A great reason to install a bubbling water feature is because it can be one of the lowest-maintenance water feature options available. They can be turned off when no one is home and kept running when the house is full of family and friends, unlike larger features such as ponds and water gardens. If necessary, bubbling water features are easy to shut down for the winter and start up again in the spring. Other selling points that Aquatica has found to be important include affordability for all budgets, ease of cleaning and ultimate safety for display in public places.

A bubbling water feature can also serve as a memorial for a lost family member or a beloved friend. There are companies that engrave a对son or pet’s name into the natural stone used in the water feature, creating a permanent reminder and tribute to their life.

Attracting New Friends

Wildlife is also another reason why I like these simple, yet captivating water features. Many years ago, I installed a small bubbling water feature for my parents in their front yard. My parents...
own a beautiful little home on a city lot on the south side of Milwaukee. Water features are not common in their neighborhood, so at first, the sound of the water caught the attention of neighbors, the newspaper delivery guy and even the mailman. But soon after that, the real enjoyment began for my parents. There were so many days when I would pull up to their house and find my father sitting on his front step just watching the water and enjoying the front yard, along with all of his new friends — the neighborhood birds. If it wasn’t for that little water feature, my parents never would have started sitting out in front of the house. That’s what I like about this type of water feature. It converts a small space or unused area of the yard into a wonder-

Birds are incredibly drawn to these types of water features. The slowly moving water makes it a comfortable place for all types of songbirds — from golden-winged warblers and sparrows to robins and finches. If your client is a birdwatcher, a bubbling water feature is an absolute must.

Birds are incredibly drawn to these types of water features. The slowly moving water makes it a comfortable place for all types of songbirds — from golden-winged warblers and sparrows to robins and finches. If your client is a birdwatcher, a bubbling water feature is an absolute must.

Their route.

Water features can change your clients’ lifestyle in so many ways. They bring families and friends together. They can spark conversations between neighbors and provide a new place in the yard to enjoy. On a broader scale, bubbling water features could even be considered a gateway into the watergardening lifestyle. I tell my clients that being offline is the new luxury in life. Spend more time at home and outside with family and friends. Put the phone down and turn the tablet off. Immerse yourself in your own property by bringing the sounds and movement of water right to your favorite space.

About the Author

Anthony Albright is the creative director at Aquatica, a water garden design-and-construction firm and retailer located in Wales, Wisconsin. Aquatica has been in business for more than 17 years, and Anthony joined in 2004. Over the past 13 years he has worked closely with management to help brand the company as a premier water garden installer. Anthony has more than 20 years of experience in photography, videography and design, and he relishes the opportunity to be a part of this award-winning company.

At Aquascape we’re committed to helping you succeed with selling and installing water features!

• More than 25 years of experience
• Training available for all skill levels
• Online access to customizable sales and marketing materials
• Extensive network of like-minded pond professionals
• The industry’s largest contractor certification program

For information on partnering with Aquascape, contact your participating Aquascape distributor TODAY!

A dolphin spitter is perched on the side of a water garden pond.
Healthy, Hardy Waterlilies
How to plant, divide and feed the popular aquatic plant

by Tony Moore,
Moore Waterlilies

We all want to have the best-looking ponds and water gardens with lots of beautiful waterlilies blooming all the time, but what does it really take to make a waterlily grow healthily and be a prolific bloomer throughout the entire season? A little education goes a long way when it comes to growing these majestic beauties. If you can follow a few basic rules, you will be on your way to a breathtaking display.

Hardy Versus Tropical

There are two types of waterlilies: hardy and tropical. There are a few major differences, the first being the plant itself. A hardy waterlily flower will bloom on the surface of the water, whereas a tropical waterlily will hold its flower high above the water’s surface. Also, hardy waterlilies are distinctly day-blooming, while the tropical species can be distinguished as either day or night-blooming. Finally, tropical waterlilies are native to and thrive in tropical and subtropical environments, whereas hardies are native to cooler climates, giving them the ability to withstand the harsh winters of some northern areas.

The hardy waterlilies, as the name states, are hardier and have rhizomes. They can be overwintered simply by cutting the leaves back at the end of the season and allowing the plant to go dormant through the winter months. Tropical waterlilies cannot survive such cold temperatures and therefore must be overwintered in a greenhouse. They must be pulled out at the end of the season, with the tubers cleaned and trimmed before wrapping them in a slightly moist paper towel or piece of newspaper and storing them in a cool, dark, dry location. Although similar in many ways, the two varieties also have different requirements in terms of growing and fertilizing.

A Happy Habitat

Depending on where you live, the growing season begins in early spring with the first appearance of surface leaves and finishes in early to late fall — again, depending largely on your specific zone and locality. Generally, the ideal spot for a waterlily is about 6 inches under the surface of the water. Depending on the depth of your water garden, you may have to prop up the plant to ensure it is getting enough sunlight and the water is not too cool. Remember, the deeper the water, the colder and darker it becomes. The waterlily should be in a sunny location, where it can receive four to six hours of sunlight.

Divide and Conquer

Hardy waterlilies are available in many colors and sizes. The mature size of the waterlily should be the dictating factor when choosing a container size. A large plant will never bode well in a small container. There will come a point when it is necessary to separate, or divide the plant in order for it to continue flourishing. Generally, this happens at least once per growing season, per plant. To do this, simply remove the container from the water. Remove the plant from the container and, using a garden hose, gently spray off the old soil, revealing the rhizome. The rhizome will need to be divided for continued growth. Locate the growth point of the

Healthy, Hardy Waterlilies: How to plant, divide and feed the popular aquatic plant

by Tony Moore,
Moore Waterlilies

We all want to have the best-looking ponds and water gardens with lots of beautiful waterlilies blooming all the time, but what does it really take to make a waterlily grow healthily and be a prolific bloomer throughout the entire season? A little education goes a long way when it comes to growing these majestic beauties. If you can follow a few basic rules, you will be on your way to a breathtaking display.

Hardy Versus Tropical

There are two types of waterlilies: hardy and tropical. There are a few major differences, the first being the plant itself. A hardy waterlily flower will bloom on the surface of the water, whereas a tropical waterlily will hold its flower high above the water’s surface. Also, hardy waterlilies are distinctly day-blooming, while the tropical species can be distinguished as either day or night-blooming. Finally, tropical waterlilies are native to and thrive in tropical and subtropical environments, whereas hardies are native to cooler climates, giving them the ability to withstand the harsh winters of some northern areas.

The hardy waterlilies, as the name states, are hardier and have rhizomes. They can be overwintered simply by cutting the leaves back at the end of the season and allowing the plant to go dormant through the winter months. Tropical waterlilies cannot survive such cold temperatures and therefore must be overwintered in a greenhouse. They must be pulled out at the end of the season, with the tubers cleaned and trimmed before wrapping them in a slightly moist paper towel or piece of newspaper and storing them in a cool, dark, dry location. Although similar in many ways, the two varieties also have different requirements in terms of growing and fertilizing.

A Happy Habitat

Depending on where you live, the growing season begins in early spring with the first appearance of surface leaves and finishes in early to late fall — again, depending largely on your specific zone and locality. Generally, the ideal spot for a waterlily is about 6 inches under the surface of the water. Depending on the depth of your water garden, you may have to prop up the plant to ensure it is getting enough sunlight and the water is not too cool. Remember, the deeper the water, the colder and darker it becomes. The waterlily should be in a sunny location, where it can receive four to six hours of sunlight.

Divide and Conquer

Hardy waterlilies are available in many colors and sizes. The mature size of the waterlily should be the dictating factor when choosing a container size. A large plant will never bode well in a small container. There will come a point when it is necessary to separate, or divide the plant in order for it to continue flourishing. Generally, this happens at least once per growing season, per plant. To do this, simply remove the container from the water. Remove the plant from the container and, using a garden hose, gently spray off the old soil, revealing the rhizome. The rhizome will need to be divided for continued growth. Locate the growth point of the

Healthy, Hardy Waterlilies: How to plant, divide and feed the popular aquatic plant

by Tony Moore,
Moore Waterlilies

We all want to have the best-looking ponds and water gardens with lots of beautiful waterlilies blooming all the time, but what does it really take to make a waterlily grow healthily and be a prolific bloomer throughout the entire season? A little education goes a long way when it comes to growing these majestic beauties. If you can follow a few basic rules, you will be on your way to a breathtaking display.

Hardy Versus Tropical

There are two types of waterlilies: hardy and tropical. There are a few major differences, the first being the plant itself. A hardy waterlily flower will bloom on the surface of the water, whereas a tropical waterlily will hold its flower high above the water’s surface. Also, hardy waterlilies are distinctly day-blooming, while the tropical species can be distinguished as either day or night-blooming. Finally, tropical waterlilies are native to and thrive in tropical and subtropical environments, whereas hardies are native to cooler climates, giving them the ability to withstand the harsh winters of some northern areas.

The hardy waterlilies, as the name states, are hardier and have rhizomes. They can be overwintered simply by cutting the leaves back at the end of the season and allowing the plant to go dormant through the winter months. Tropical waterlilies cannot survive such cold temperatures and therefore must be overwintered in a greenhouse. They must be pulled out at the end of the season, with the tubers cleaned and trimmed before wrapping them in a slightly moist paper towel or piece of newspaper and storing them in a cool, dark, dry location. Although similar in many ways, the two varieties also have different requirements in terms of growing and fertilizing.

A Happy Habitat

Depending on where you live, the growing season begins in early spring with the first appearance of surface leaves and finishes in early to late fall — again, depending largely on your specific zone and locality. Generally, the ideal spot for a waterlily is about 6 inches under the surface of the water. Depending on the depth of your water garden, you may have to prop up the plant to ensure it is getting enough sunlight and the water is not too cool. Remember, the deeper the water, the colder and darker it becomes. The waterlily should be in a sunny location, where it can receive four to six hours of sunlight.

Divide and Conquer

Hardy waterlilies are available in many colors and sizes. The mature size of the waterlily should be the dictating factor when choosing a container size. A large plant will never bode well in a small container. There will come a point when it is necessary to separate, or divide the plant in order for it to continue flourishing. Generally, this happens at least once per growing season, per plant. To do this, simply remove the container from the water. Remove the plant from the container and, using a garden hose, gently spray off the old soil, revealing the rhizome. The rhizome will need to be divided for continued growth. Locate the growth point of the
**YOU BUILD TRANQUILITY**

**WE PROVIDE YOU THE SUPPLIES TO CREATE IT**

WHOLESALE PRICING AND SERVICE

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

EDUCATION

Our customer service representatives are always happy to help with any technical assistance and are able to provide professional advice on products, design & construction. We also offer pond training & certification classes.

HUGE INVENTORY

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

rhizome, move back 3 inches from that spot and cut the rhizome with a sharp knife. You now have your division ready to be reported. Place the cut end of the rhizome against the side of the container and fill it with fresh soil. Fill the container with 2 to 3 inches of soil, leaving the growth point exposed. Replace the container in your water garden, and enjoy!

If you’re in doubt on the container size, always go with the larger size. In terms of soil, heavy clay and topsoil free of organic debris is the best medium for growing your hardy waterlilies. If you cannot make a mud ball with your soil, or if it floats when submerged, it will not work. Never use potting soil, as it is too light. The heavy clay and topsoil will keep the waterlily anchored and ensure that a proper amount of nutrients reach the roots.

Something else to consider: even the best soil mixtures will eventually run out of the essential nutrients necessary for a plant’s growth and blooming needs. Aquatic fertilizer tablets should be used to promote flowering and healthy new growth. Always follow the manufacturer’s directions for usage.

Food for Thought

There are two types of fertilizers: tablet and granular. They both offer the same advantages, creating healthier, stronger plants that are more prolific bloomers. The only real difference is in the application.

The granular fertilizer must be mixed in with the soil in the container before potting the rhizome. You can then supplement it throughout the season using the tabular fertilizer. If you are only using the tabular form, you will want to follow the manufacturer’s directions, but make sure to stay on a schedule of every four to six weeks. Place your aquatic fertilizer tablets a few inches from the crown and push into the soil (one-finger depth). I find it helpful to keep a journal or write it in your calendar so you can stay on a regular schedule throughout the growing season. You have to know the size of your container to determine the proper dosage. A common mistake is overestimating. If you are not sure, cut the dose in half, keeping in mind that at the end of the season, there will be less soil in the container than there was at the beginning, simply due to erosion and root growth. Eventually the waterlilies will multiply, using up all the nutrients, as they do. When this happens, it will be necessary to make new divisions.

Waterlilies are a treasure for any pond or water-garden lover and a feast for the senses. They add color, bring personality and, on occasion, give a sweet fragrance to any outdoor space. They might seem intimidating, but on the contrary, they are quite easy and self-sufficient. If you follow the few key steps outlined above, you are guaranteed to have healthy, vigorous plants for years to come.

About the Author

Tony Moore, the founder and owner of Moore Waterlilies, lives in Bethel, Ohio. Tony is a hybridizer whose varieties have won multiple awards at the IWGS and IWCV and are currently being sold worldwide. He went to Cincinnati State College and the University of Cincinnati, where he studied horticulture. Following in the footsteps of Perry Slocum and others, Tony taught himself the art of cross-pollination, and within a year, he had his first hybrid. Soon to follow were his award-winning varieties: N. ‘Pink Pom Pom’, N. ‘Fuschia Pom Pom’, N. ‘Awesome’ and N. ‘Lemon Meringue.’ He continues to collect the rare beauties of the world to expand the possibilities for future creations.

From left to right: A potted water lily is ready for division. Clean the rhizome after removing it. Using a clean knife, cut the rhizome, leaving at least one crown per division.

From left to right: After filling a new container with soil, make a hole off to one side of the container and place the rhizome into the hole, making sure that the crown is exposed above the surface of the soil. Press the fertilizer tablets into the soil about one finger deep and at least 3 inches from the crown. Gently press the soil down around the edges of the container and the plant, making sure that the plant is securely in the soil with the crown exposed.

May/June 2017

POND Trade Magazine 25
Don’t you just love it when mosquitoes turn your pond into their little love nest? Aren’t you tired of swatting at thin air in hopes of saving your shins from those bloodsuckers? Well, fret no more! With these killer tips on what not to do in your backyard, you will learn what keeps these annoying pests coming back hungry for more.

From investing in prevention to assembling a hit squad, having a balanced ecosystem is key to removing these pesky troublemakers. Boost your pond’s biological cycle by using pond plants for clear and oxygenated water that will keep mosquitoes at bay.

Known to carry a multitude of diseases, mosquitoes infect more than 300 million people each year with malaria and dengue fever. This can be extremely problematic, considering that all a female mosquito requires to lay eggs is stagnant water. This is why it is vital that you use these tips to keep them from overwhelming your pond.

**Tip 1: Watch Your Water**

Don’t leave containers out to collect rainwater and morning dew. Mosquitoes absolutely love water, especially the scummy kind. They will set up home immediately and start laying eggs in any of those miscellaneous containers without you knowing.

Before you know it, they’ll be swarming all over your backyard.

So, take a good, hard assessment of your backyard. Are there any random containers lying around? Are your garden pots collecting water? Start clearing them out, unless you want a “Zika-palooza” out back this upcoming year.

**Tip 2: Maintain Your Pond**

As with all bad things, they only get worse when ignored. So don’t let mosquitoes infect your backyard by leaving a pool or body of water sitting to fester.

Maintaining a healthy and balanced pond really makes the difference when it comes to combating vermin as stubborn as these. With more oxygen in your pond, the female mosquitoes will no longer have the desire to lay their eggs in the water.

Keep a clean and clear pond that is well oxygenated by investing in a water pump, natural algae-control...
solutions and some beneficial pond plants. Filtering plants like Water Hawthorn and Anacharis will improve water clarity while acting as a natural biological filter for your pond. Always make sure your pond has movement so it disrupts their young larvae. Also, increasing dissolved oxygen will actually repel mosquitoes from breeding, because their predators need higher levels of oxygen and will eat mosquitos in a heartbeat.

An effective way to eliminate mosquito larvae in your pond is to use “mosquito dunks,” which are like Tums for a heartburn — but for any body of water! Effective for 30 days, they will get rid of mosquito larvae without harming the surrounding wildlife, like fish and plants. But them in bulk so you can plan ahead for next summer. They’re cheap and should be a staple in your pond maintenance routine.

Tip 3: Call in Some Critters

Be a master of the food chain by introducing dragonflies and mosquito fish into your pond. Dragonflies can be a beautiful addition. These beasts love devouring mosquitoes from old to young. Dragonfly larvae, also known as nymphs, feed on mosquito larvae to keep the mosquito population down. Adult dragonflies tend to lounge on the pond’s surface, waiting for wandering adult mosquitoes.

Mosquito fish are timeless critters that all mosquitoes fear and are easy to take care of. Not only are they easy to maintain, but they are also wildly effec-

tive and hardy in almost any climate. Born and raised in California, these little fish do not lay eggs and are virtually no hassle, since they do not require a special environment to grow. They are ready to eat mosquito larvae at once — and boy, do they! They can eat up to as many as 100 every day, according to the Los Angeles County West Vector & Vector-Borne Disease Control District.

Hope you enjoyed these tips. They certainly are no-brainers when it comes to controlling the mosquito population. With the right nutrients and parameters, a healthy and balanced pond will naturally repel mosquitoes.

Attract dragonflies by creating a comfortable and safe environment for them. They like plenty of marginal and bog plants, along with flat rocks. Both adult and young dragonflies enjoy dining on mosquitoes.

FACT

A new tech-
Publisher’s note: I came across Mike’s recap of the 2017 Water Garden Expo on Facebook. He did such a great job that we thought we’d lead with his account. Thanks, Mike! I couldn’t have said it better myself. — Lora Lee Gelles

by Mike Gannon,
Full Service Aquatics

In late winter 2017, during an unusually warm string of sunny days, the conditions were perfect for building a beautiful pond. The conditions were perfect — for Living the Pond Life.

In a town called Shawnee, Oklahoma, a diverse group of pond professionals from across the country gathered for this year’s Water Garden Expo presented by Pondliner.com. The theme, “Living The Pond Life,” was inspired by Karrie Lightsey and encapsulates a philosophy of living, loving and laughing in the pond-keeping lifestyle and profession.

The WGE took place from Feb. 21 to 24 and featured a two-day pond build at the Pondliner headquarters led by The Pond Monster Lloyd Lightsey and Demi Fortuna from Atlantic Water Gardens. Construction was completed by an international group of pond professionals both seasoned and new. Many representatives from major pond equipment manufacturers were on hand during the build as well. (Head over to pg. 34 for a detailed recap of the pond build.)

After the build, the living, loving and laughing moved into the Shawnee Exposition Center for another two days of education, training and networking. Many of the brightest in the pond industry presented their expertise at seminars with topics ranging from fish to finance. Industry professionals like Lightsey, Fortuna, Eric Triplett, Ed Beaulieu, Kelly Billing, Steve Shinholtz, Max Taylor, Kip Northrup, Scott Rhodes and many others made themselves available for networking.

More than 25 exhibitors had booths available to greet the pond pros with a variety of discounted show specials, professional services and the newest products and equipment for 2017. Awards for POND Trade magazine’s Water Artisans of the Year were presented, with winners including Fortuna and his sons, Dean Pipito of Aquatica and several others. Helix Life Support named Levy Estrada from Levy Estrada Landscapes the Helix Contractor of the Year. Some great door prizes were distributed to attendees, too.

The theme, “Living The Pond Life,” was clearly embraced by the conference’s attendees, with a lot of living, loving and laughing going on. To learn more about the inspiration behind “Living The Pond Life,” visit www.living-the-pond-life.com and check out their Facebook page and hashtag #livingthepondlife.

The WGE is one of the pond and water gardening industry’s premier educational events, and a fantastic time was had by all. There was even room for plenty of after-hours nightlife, fun, dining and local attractions to peruse. With plans in the making for the 2018 WGE, pond professionals from around the country are already making arrangements to attend. This is certainly not an event to be missed.
There were a few newbies on hand at this year’s WGE, including Larson Varenhorst, owner of Mustang, Oklahoma-based Larson’s Lawn and Landscape. Like many of his fellow attendees, he took advantage of the networking opportunities afforded by the WGE, seeking out ways to expand his business — that is, for as soon as he gets his driver’s license.

Varenhorst, who turns 16 this November, was likely the youngest business owner in attendance, but his passion for the industry was second to none. He had to catch a ride to and from the WGE every day, just as he does for all of his landscaping jobs. Despite his current mobility challenges, he still cleared upward of $15,000 in gross sales last year — all by himself.

He started his business in 2014 with just $80 in the bank, offering a range of services like mowing, trimming, power-washing, gutter-cleaning and general landscaping, just to name a few. It has since grown steadily, with more than a dozen regular clients today. He’s looking to double that number within the next year after he procures a vehicle and staffs a crew, allowing him to eventually expand his services outside Oklahoma to include Texas and Kansas.

“Welcome, Young Grasshopper”

The Water Artisans of the Year awards were announced and presented at the Expo.
This year’s pond build took place in the display yard of the Pond Pro Shop, the bricks and mortar division of the company. More than 80 contractors and vendors representing pond builders from across the nation signed up to attend the two-day event.

Too many to name volunteered a helping hand, but we must mention Billy Franklin and his crew from Bedrock Nursery in Lawton, Oklahoma, and John Eccles and his crew from Shades of Green Landscaping in Harrah, Oklahoma. They showed up Monday for the prework so the build could take place Tuesday and Wednesday. They also came early and stayed late all three days, providing manpower and equipment to facilitate the smooth operations during the build.

Demi Fortuna of Atlantic Water Gardens and his crew from August Moon Designs in Stonybrook, New York, and Lloyd and Karrie Lightsey of The Pond Monster in Winterhaven, Florida, arrived over the weekend and not only designed and coordinated the build beforehand, but also provided the leadership during construction.

Atlantic Water Gardens furnished the major pieces for the build, and Oak Canyon and Overstock Stone furnished the rock. More than 100 contractors and vendors eventually attended, but trying to count all the heads and hands working around the project was like trying to count the number of fish in a pond — nearly impossible!

The pond measures 16 by 16 feet and is 5 feet deep at the deepest point. A 2-foot shelf around the edge provides a place for plants, passive plant bogs on the north side and an active bog on the northwest corner near the biggest waterfall. An area measuring 6 by 8 feet under the waterfalls is approximately 2 feet deep and is partially covered by a bridge rock, allowing the feed from the multiple waterfalls to flow under and into the pond. The total volume is approximately 8,000 gallons.

An old fishing shack sits on the eastern edge of the pond. A small pump in the pond pushes water up to a drilled pipe on the tin roof, creating a curtain of rain falling off the edge and into the pond. The shack also provides the home for propane tanks connected to the flame near the waterfall, which was created by Lloyd Lightsey to honor his wife Karrie and all those who have survived cancer.

The pond is powered by two Atlantic Water Gardens TidalWave 3 pumps, with tidal wave variable speed controllers for each. Atlantic’s Big Bahama Pro Series equipment provides the filtration and waterfalls using a PS15000 skimmer for the two pumps, a PS3000 satellite skimmer, a BF3800 Filterfalls with BioRocks and Matala filter pads, an SP3800 Pro Fastfalls and an active bog consisting of four Eco-Blox water matrices encapsulated in EPDM to allow the water to rise up and over, creating another falls. Aeration is provided by a Typhoon Air 3600 aerator with twin diffusers. A 3-inch bottom drain tied to the PS15000 skimmer has a Fortuna-designed and plunge pump, which allows for manual removal of sediment from the drain line on an as-needed basis. The pond was designed to require as little customer maintenance as possible.
**Underwater Lights**

LED lights with stainless steel housing

New stainless pond and water feature lights that can be used in or out of pond. These LED lights will illuminate your pond or formal feature with a 2800 K warm white light.

Available in three sizes — 9, 12 and 18 watt. Each come with 30' power cord and five year warranty. 9 watt also available in a kit with two lights and transformer.

**Koi Loving Care for your pond**

Features:

- Supplying adequate oxygen levels and circulation during hot summer months or de-icing during freezing months is critical for pond and fish care. Four new aeration kits will provide these benefits to water gardens and koi ponds up to 30,000 gallons. Complete kits include KLC compressor with 6' power cord, rubber membrane diffuser(s) and Quick Sink weighted tubing.
- Aeration kits powered by new Stratus KLC series compressors.
- New KLC compressors combine outstanding performance with great value!
  - Dual linear diaphragm design provides maximum air output
  - Five models from 1.3 to 4.9 cfm capabilities
  - Quiet, energy efficient operation for just pennies per day
  - CUL and UL listed for outdoor use
  - Three year warranty

**The Beauty of Real Basalts**

EasyPro offers real basalt kits for easy, professional installations

- Several new styles and sizes available in 2017
- LED lighting makes a stunning night time display
- Basalts are core drilled end to end and designed to accept a light ring
- EasyPro basin, pump and plumbing kit included in each kit
- Available individually without kit components

**Kits come complete with lighting, basin, pump and plumbing**

- Bevel Sided
- Modern
- Natural Top
- Dome Top
- Polished Top
- Keyed Spillway
- Polish Side

6 Easy Steps For Installing Tranquil Décor Basalts:

1. Dig hole, compact around under basin
2. Install basin — level and backfill
3. Place basalts, using shims to level
4. Install pump into basin and plumb columns
5. Install LED lights
6. Fill basin with water, landscape and enjoy!

**See your pond in a new light, again and again**

Add color in and around your pond to create your own lighting theme. Give your back yard oasis its own unique atmosphere — color of lights can be set for special occasions, holidays or just for the fun of it.

- Synchronize all your Cabrio lights with a single remote
- Use Cabrio remote control, required, to create multiple preprogrammed patterns and color combinations from the comfort of your living room
- Epoxy filled, use in or out of water
- Aluminum housing

Visit our website to view or request 2017 catalogs: www.easypropondproducts.com/catalogs
I've been involved in the waterscape and landscape industries since the late-1980s. I was just a young kid back then, going from house to house trying to make a dollar with a skateboard and a mower. Over the adventurous years that have since passed, I have seen the facets of both of these industries grow and evolve with technology. One technology they both utilize — as well as underutilize — is low-voltage lighting.

Landscape lighting has come a long way, from bulky, energy-hogging fixtures to energy-efficient, LED systems. Even though lighting has evolved, there still seems to be a misconception among clients and contractors alike. Almost 75 percent of my company’s upsell attempts are met with the stigma that outdoor lighting is expensive to install — and even more so to operate. I also hear a significant amount of reluctance from contractors to add lighting installations to their list of services. Contractors seem to have an unfounded belief that lighting is a challenge to design, and that installations can be overly complicated and only marginally profitable. Low-voltage lighting can be...
Low-voltage lighting in a landscape can be a little more challenging than in a waterscape. It’s important that these focal areas receive the most light, so that all the other areas become secondary. Once you have your focal areas addressed, it’s important to remember when designing exterior lighting that less is more. The eye is always drawn to the greatest concentration of visual contrast, so it really doesn’t take many fixtures to achieve a stunning effect. When designing a layout, it’s important to utilize structure, texture and depth to create an ambiance that helps extend the entertainment value of your landscape into the evening.

It’s imperative when designing a layout to continually follow this less-is-more philosophy so that the finished product doesn’t come off looking like an airport landing strip. I like to select a few key features that can become my primary focal points. When lighting a water feature, these focal points may be the main waterfall, some pond art or perhaps even some plants. In lighting landscape, you might focus on a piece of art, some specimen trees or even the architecture of the house.

Low-voltage lighting in a landscape can be a little more challenging than in a waterscape. It’s important that these focal areas receive the most light, so that all the other areas become secondary. Once you have your focal areas addressed, it’s important to connect them with secondary lighting. Secondary lighting will fill in the gaps to give fluidity and depth to the design. When you have a design that has dark areas between primary focal points, the cohesiveness and the ambiance can be lost. If a primary focal area is a pool bar or cabana, it must be connected to the pond area or back patio with secondary lighting. It may involve some pathway lighting, some small tree up-lighting, or even some down-lighting in order to achieve this. I’ve seen many designs that fall short of being impressive because this simple design technique was not followed.

Fixture, Wattage Selection & Spread

I tend to keep my fixture catalogs out of my clients’ reach. One manufacturer we use has several hundred fixtures with multiple variations to choose from. This can overwhelm a client, which can overwhelm you as they change their selections two or three times, or even more. I tend to ask the client if they would like copper, bronze or black. I usually will only let them make selections of decorative pathway fixtures once the material has been selected.

When selecting wattage, you need to remember the less-is-more rule. I’ve seen many water feature lighting designs in which wattage was an afterthought. I will typically use more fixtures with lower wattage when designing a waterscape. I still have my primaries, which have higher wattage, but my secondary lighting usually consists of more lights and lower wattage. This method gives an even glow to a pond and helps reduce the hot-spot effect that can be created when using fewer lights at a higher wattage.

Bulb spread is one of the more overlooked aspects of lighting design, even for seasoned installers. Most fixtures come from the manufacturer with a standard beam spread in the 30s. This spread works well for just about all intended applications of the selected fixture. When you need a narrower beam for a spot fixture, you can decrease the spread down to 12 degrees. This can create a hot spot if the distance is not considered, so it’s important to play around with effective placements. When you need to flood an area with light, you can open the spread to 60 degrees with a good, flood-type fixture. It’s more common to use a broader spread bulb than a narrower one. I suggest sticking with the standard bulb that comes with your fixture, and then later experimenting with different spreads and wattages.
Lighting Tips and Tricks

1. After the wire is stripped back, twist the wires together and give it a clean terminal cut.
2. We favor twist-on, silicone-filled connectors.
3. We like to wrap each connector and wire individually.
4. Once both connectors are taped up, we wrap each one together to ensure a watertight seal.
5. We go an extra step and double-back the home run wire, taping a loop into the wire. This insures that if the wire were to be pulled, the connectors would not separate.
6. We bury our lines with this handy line trencher.
7. This line trencher can really speed up installation. When using two, you can work toward each other to reduce installation time even further. This is a tool that my crews wouldn’t leave the shop without.
8. Having a collapsible seat is a great asset to your installation crew. When installing a large number of fixtures, it can relieve the stress on your knees. Our crews love them!

Viewing Angles & Perspectives

When placing fixtures in a pond, it’s important to install them at varying depths and angles. This will help create interest and give a true appreciation of the depth of the water column. It’s important to also think about where your viewing areas are when choosing your fixture placements. The last thing that you want to deal with after a project’s completion is having to move a fixture because of direct light shining into viewers’ eyes.

Illuminating existing waterfalls and streams can be a little more challenging. It can be difficult finding places to put fixtures, as large boulders might be in the way, or the design might make it hard to conceal the fixture. When illuminating new construction, you have the ability to install it in the optimal location to achieve your lighting design. Whether it’s an existing system or new construction, you also need to ensure that you do not have dark areas around streams and waterfalls. I always use higher wattage at the base of waterfalls so the light can travel through the descending waterfall, creating a primary focal point. I revert back to using more fixtures with less wattage to fill in the gaps and reduce the dark areas within the watercourse.

Installation Tips

There are actually many ways to install these components. Here are some basics techniques and tools used by Liquid Landscapes to install fixtures, wire and transformers. We like a very clean install when it comes to the transformers.
In early April 2014, I was contacted by a very distraught young man. He’d recently had a small pond built for him by a local contractor. The pond was in a small, raised planter against the east wall on his side patio. He said the pond was a mess and all of his fish had died. I told him that I don’t do construction, but I agreed to come take a look.

Phase One: Fix the Pond

“Wow” summed up my first impression, and not in a good way. The planter-pond was about 2 feet wide, 9 feet long and about 2 feet deep. The liner went up the block wall with rocks piled over it to hold it in place. As the rocks migrated downward, so did the liner, creating leaks and a mess. There was a 2,500-gph external pump with no leaf trap protecting it, pulling water from under the rocks on the left end near the house. There was a small canister filter next to the pump and a waterfall on the opposite end. At approximately 300 gallons, the young man said he liked it at first, but it fell apart rapidly. He said he couldn’t get any help from the original contractor.

About the Author

Benjamin Timmermans is the president and lead designer for Liquid Landscapes Inc., located in Asheville, North Carolina. He has 22 years experience in the landscape and water feature industry. Benjamin focuses on a dedication to customer satisfaction through an emphasis on quality, workmanship, professionalism and meticulous attention to detail. He has great passion for the water feature industry and is consistently looking for ways to contribute to its betterment.

Liquid Landscapes Inc.
828/231-1050
www.liquidlandscapesinc.com

Evolution of a Pond Addict

A four-step program for aquatic obsession

In early April 2014, I was contracted by a very distraught young man. He’d recently had a small pond built for him by a local contractor. The pond was in a small, raised planter against the east wall on his side patio. He said the pond was a mess and all of his fish had died. I told him that I don’t do construction, but I agreed to come take a look.

Phase One: Fix the Pond

“Wow” summed up my first impression, and not in a good way. The planter-pond was about 2 feet wide, 9 feet long and about 2 feet deep. The liner went up the block wall with rocks piled over it to hold it in place. As the rocks migrated downward, so did the liner, creating leaks and a mess. There was a 2,500-gph external pump with no leaf trap protecting it, pulling water from under the rocks on the left end near the house. There was a small canister filter next to the pump and a waterfall on the opposite end. At approximately 300 gallons, the young man said he liked it at first, but it fell apart rapidly. He said he couldn’t get any help from the original contractor. He wanted to redo it himself, but after researching, he was still unclear about
what to do next. He did have a relationship with a concrete company that he’d used for other construction, which was a good start.

The liner didn’t leak, so I suggested that he clean it well and pour at least 6 inches of thick concrete and rebar wall over the liner from end to end in front of the fence. This would relieve the load pressing the block wall and prevent it from becoming part of the front yard. By pouring the wall 1 inch below the water line, he could hide the top edge with stone. I provided one of my “Aqua-niche” floating skimmers to tie into the original suction line, as there was no place to install a side wall skimmer. He had a 25-lpm air pump, so a small, 5-inch fine bubble diffuser was added for aeration. I supplied a 55-gallon drum upflow sand and gravel filter with an internal UV light that barely fit into the space behind the waterfall. With very little space to work with, he managed to have a functional pond for a short time.

Phase Two: Make it Bigger

At the end of May — barely two months later — the same customer called me again. He said the pond was working beautifully, but with the water so clear and the fish apparently doing well, he wasn’t happy with it because it was too small. This started what is now known as phase two.

The concrete company was called back out to saw-cut and remove the patio floor and front wall about 6 feet out, and then pour a new front wall. This would make the pond about 1,100 gallons. A 3-inch bottom drain and a 55-gallon-drum static prefilter were added, but circulation was a problem with the lack of return plumbing. I created my first airlift current jets for this pond. They were installed in the new front corners to pull water from the bottom and push it around the pond surface with the addition of a small air line hidden under the top cap along the edge. This allowed for circulation and additional oxygen with no additional plumbing. I helped him seam a new section of liner onto the old, and he was off and running.

Phase Three: Make it Even Bigger

It was about this time when my customer met Shawn McHenry at Mystic Koi. The new pond addict had been learning a lot about koi and bought a couple of nice fish from McHenry. A koi addiction was starting to take hold as my customer learned more and acquired more fish.

End of October, I received another call. “I love my pond, but it’s not big enough for the fish I want!” With limited surface space, the only direction to go was down. A 2-foot pond isn’t nearly deep enough anyway. He wanted to go 5 feet deep, but I told him that such an expansion could only be done with polyurea — not EPDM — as the liner material.

The fish were quarantined, and the concrete company came back out to excavate and touch up some areas. Paul Parszik of Artisan Aquatics was called for the polyurea. The liner coming out from under the waterfall was blended and attached to the polyurea. With the dirt sides being...
fairly rough, Parszik applied the polyurea over geotextile cloth and Masonite with sand poured behind it to fill any air pockets. The only addition to filtration was the airlift circulator in the left corner. It was converted to an aerated biofilter at water level using a 30-gallon drum, some Bacti-twist and the existing airline with a larger air pump. The air pulled water in near the bottom of the tank, up through the aerated media and out the side, forming the same current pattern as before. At approximately 2,700 gallons, the customer loved his new pond.

**Phase Four: You Guessed it...**

In May 2016, almost two years had gone by, and I got another call. "I love my pond, but it’s too small!" He wanted to dig out the 3-foot-wide, raised planter on the south wall and connect it to the existing pond. His concrete guys came back out, excavated the planter and poured a retaining wall on the inside of the block wall. There was just enough room at the left end near the waterfall to connect to the existing pond. The new section would be about 35 feet long, 2.5 feet deep and 3.5 feet wide, plus filtration, making his total pond just under 6,000 gallons. Once again, Parszik returned to apply the polyurea. The polyurea formula he uses is the only one that can be applied to existing polyurea and attach with confidence. Plumbing and equipment were an issue.

There wasn’t much room to work with, so we ran it all on an airlift. A Waterway Renegade skimmer modified for a 3-inch bottom outlet was installed on the far right end, along with a 55-gallon-drum settlement tank and prefilter. A 3-inch bottom drain was installed about 4 feet from the end under the skimmer. A downflow airlift-operated biofilter was installed at water level on the left end below the waterfall in the corner, which gave just enough room for the connection to the main pond. The 3-inch outlets from the skimmer and prefilter combined into one 4-inch line that sent water all the way down to the airlift inside the biofilter. The airlift exits the water inside the top of the tank, where it flows downward through the media and separation plate and exits at the bottom through two 3-inch returns. This layout created a stream-flow circulation pattern for this part of the pond. With the new section being so long, two more 5-inch air diffusers were added in flush-mounted penetrations, dividing the floor into thirds. An 80-lpm Medo air pump operates the airlift, and another 45-lpm Medo air pump on a timer operates the in-floor aerators. He is now completely out of space! He did attend his first koi show, though. In early March, he took four of his fish to the San Diego Koi Show and did well. Three of his fish brought home awards for "Best Novice Mature," "Best in Size 8B" and "Novice Champion," respectively.

Only one question remains: is he a pond addict or a koi addict? Only time will tell.

---

**About the Author**

Kent Wallace was born and raised in Las Vegas. Kent spent most of his adult life in the automobile industry at independent shops and dealerships, including his own shop as a racecar 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.

[Link to livingwatersolutions.com]

---

**Leak-Proof Ponds with HERCO Fish Pond Coating**

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

- HERCO H-55 Rubber Coating (Black) $150.00 gal.
- HERCO H-55 Rubber Coating (Gray) $100.00 gal.
- HERCO H-55 Rubber Coating (White) $140.00 gal.
- HERCO H-65 Rubber Coating (Clear) $100.00 gal.
- HERCO CCW Crack Filler (White) $24.00 ea.
- HERCO CCF Crack Filler (Clear) $26.00 ea.
- HERCO TC-700 Cleaner $65.00 gal.
- HERCO PSC Primer $69.00 gal.

[Online: www.hechtrubber.com • Email: ponds@hechtrubber.com]

---

**The 2 Best Filtration Technologies in 1 Filter**

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

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

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

DuoTek is the best solution for that large loaded pond.

---

**About the Author**

Kent Wallace was born and raised in Las Vegas. Kent spent most of his adult life in the automobile industry at independent shops and dealerships, including his own shop as a racecar 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.

[Link to livingwatersolutions.com]

---
In this article, you will learn about identifying the ever-popular Kohaku patterns. Both body and head patterns will be discussed. Armed with this knowledge, you can help your aquatic customers discern between the different patterns and select a fish that they desire to purchase.

Kohaku is one of the most popular varieties of koi. Often times, it is the first koi fish that a novice hobbyist recognizes and can correctly identify by its Japanese variety name.

Kohaku is a two-colored koi: a non-metallic, white based koi with a red pattern. It sounds simple enough, but is it really?

**Kohaku Pattern Basics**

Kohaku patterns represent the standard by which all koi patterns are compared. Therefore, much emphasis is placed on them. There are two types: continuous patterns and step patterns. Each has specific guidelines, and both are judged with strict rules, respectively.

On Kohaku, pattern refers to reddish-orange patches of color called hi plates. The hi plates lie on the koi’s white base color. The pattern should begin on the koi’s head and end on the caudal peduncle, the narrow area right before the tail fin.

Balance and symmetry — front-to-back and side-to-side — are of utmost importance. Each aspect weighs heavily in the evaluation of the pattern. Ideally, the hi plates should be nicely arranged over the entire length of the koi. The pattern...
Healthier Ponds with GreenClean

Why I Recommend GreenClean Granular for the Treatment of Algae

by Matt Larose

Algae can be a stubborn nuisance for homeowners with water features, no matter what time of year it is. Protect the value of your property by having a clean and aesthetically pleasing water feature free of unsightly algae, foul odors, and murky water. GreenClean Granular Algaecide has you covered year-round and across all fronts!

GreenClean Granular’s patented formulation contains powerful oxidizers that annihilate algal cells (ALL species of algae), eradicates foul odors and liquidates the organic debris that causes murky water.

While GreenClean Granular IS exceptionally powerful on pests like algae, it is also non-harmful to children, pets, flowers, fish, and all the other cherished wild-life. GreenClean’s chemistry sets itself apart from other algaecides by being powerful AND safe enough to even be used in drinking-water reservoirs!

For more information, contact Matt Larose at mlarose@biosafesystems.com or call 1.888.273.3088 x 204.

Continuous Patterns

A continuous pattern is one that forms a solid stripe of hi running from head to tail. It has no breaks or visible separation of the hi plate. Often times, the hi will cover most of the head and body. This type of pattern is commonly referred to as straight hi.

Interesting characteristics, such as wavy edges, are preferred on continuous head-to-tail patterns. This adds interest to an otherwise lackluster pattern. Patterns with this feature may be called flowery.

To give a few examples, Ippon hi is a solid, straight line, continuous pattern. It is a nondescript hi plate that runs from head to tail with no breaks or variation.

Inazuma is a continuous pattern running from head to tail that forms an unbroken zigzag design along the back of the koi. This irregular movement of the hi provides the pattern with some visual interest. The word inazuma literally means “lightning strike” in Japanese.

Step Patterns

Step patterns describe or count the number of hi plates that appear on the koi. Each step of hi is counted, beginning on the head or face. The white base color of the koi’s body is visible between the
The Top Six Kohaku Head Patterns

The Tancho pattern refers to a single hi spot that is exclusive to the head. No other hi plates are present on these koi. The lone hi patch should be circular and symmetrical and sit on the center of the koi’s head. Ideally, it should not reach forward beyond the nostrils. Touch the eyes or come in contact with the first row of scales on the koi’s back. Tancho is one of the most desired patterns, but it’s also one of the most elusive. Nontraditional versions of Tancho such as oval, diamond or heart-shaped are becoming popular with koi collectors.

The Maruten pattern describes a koi that has only a single hi spot on the head, plus other hi markings elsewhere on the body. Think of this type as a Tancho with additional hi markings. The word Maruten is used to describe both the pattern and the isolated head spot. The Maruten is the first counted hi plate on a Kohaku with a step pattern.

The Classic or Traditional U pattern describes the front edge of the hi pattern that lies centrally on the head and resembles a horseshoe, or U shape. This hi plate continues onto the body to form one large hi patch. Ideally, the Classic U pattern should not reach too far down the face of the koi. It should go no farther forward than the eyes. Ideally, the U-shaped pattern should not spread to touch the eyes or nostrils of the koi.

Another very popular head pattern is Kuchibeni. This is a Japanese term that describes hi appearing on the koi’s mouth or lips. It literally means “lipstick” in the Japanese language. Many times a small blotch of hi on the mouth or lips is called Kuchibeni. A Kuchibeni head pattern often helps to balance the hi pattern, especially if the head has little or no hi marking at all.

Hanatsuki is a head pattern where the hi plate reaches all the way forward to the tip of the nose or mouth of the koi. A Hanatsuki-style head pattern can be very unusual, though it is not as popular as some of the other styles. A heavy hi pattern on the body will help to keep this substantial head pattern in balance.

A heavy-head pattern that spreads over the face or head is called Menkaburi. It is sometimes called a hooded or red-cap pattern for obvious reasons. This type of head pattern can give the impression of too much hi, especially when the volume of head hi is not in balance with the rest of the hi pattern on the body. Balance of the overall pattern is preferred in this type.

- Tancho is a Kohaku pattern with one patch of hi, exclusively on the head.
- Nidan is a Kohaku pattern with two steps of hi.
- Sandan is a Kohaku pattern with three steps of hi.
- Yondan is a Kohaku pattern with four steps of hi.
- Maruten is a Kohaku pattern that has one lone hi marking on the head, which is comparable to a Tancho, but has additional hi markings elsewhere on the body.

When reviewing Kohaku patterns, pay close attention to the balance and symmetry of the markings. Evaluate the hi patches for location, size and shape. There are many Kohaku that do not fall into these precise pattern descriptions. Body shape, intensity and consistency of color, skin quality and overall health are also important qualities to evaluate. Pattern is only one aspect of a good Kohaku.

Kohaku Head Patterns

Many times, a Kohaku will be referred to by its pattern type or head pattern type. A Kohaku with a distinguishing head pattern that conforms to traditional standards can have a significant value. Knowing how to identify each type will empower you to help your customers find the fish they’ve been looking for — and make a sale!

The head pattern on Kohaku is of major importance. It should begin on the head or face. Head patterns have a significant impact on the overall visual appearance of the koi. There are several conventional Kohaku head patterns. Each one has specific guidelines such as size, symmetry and placement.

- Nontraditional head patterns such as asymmetrical, flowery-shaped, banded and hooked patterns are gaining more acceptance. These unconventional head patterns are thought of by many as distinctive and charming, adding an element of unexpected interest to Kohaku patterns. They serve as a refreshing alternative to the customary, stringent and time-honored Kohaku head patterns.

Correctly identifying Kohaku by the pattern type or head pattern will boost your confidence as a koi retailer and the confidence of your aquatic department staff. Remember, though — the most important thing to consider when assessing any koi is how much your customer likes it, not necessarily how well it conforms to set standards.
A pond vacuum is a valuable, universal tool found in the toolbox of most pond contractors, landscapers, maintenance personnel and other industry professionals.

OASE, a global manufacturer in the fountain and water gardening industry, debuted the first pond vacuum on the market, the PondoVac, about 15 years ago. The company has since released three updates and sold hundreds of thousands of units on an annual basis.

OASE recently announced its plan to launch the next version of its signature product, the PondoVac 5.

You might ask yourself, “Why do companies keep releasing new versions of the same product?” The answer is simple: product development serves as the foundation of a manufacturer’s business. Continuous changes in market demand, business trends and the needs of the customer drive companies to continuously develop and improve its products.

When OASE launches the PondoVac 5 in North America this May, it will serve as the culmination of two long years of research and development that involved multiple departments and large teams of employees around the world. Its new features are direct responses to customer feedback. The newest version of PondoVac may look like just another pond vacuum, but it is optimized for commercial use with sturdier wheels, professional accessories and an integrated discharge pump that allows the user to continuously discharge the waste, even uphill.

So how do the brains behind these operations decide what products to develop or upgrade and then bring them to market? The process is a little more complex than it might appear on the surface — and not everybody does it the same way.

The Development Gauntlet

Off-the-shelf products can be divided into three groups: brand-new products, improvements to existing products and competitive alternatives to other companies’ products. While a new invention carries its own degree of enthusiasm and anticipation, most new products on the shelf fall into the latter two categories.

OASE’s director of sales, Frayne McAtee, said that the company pays attention to market trends to determine what might be missing from the market or how existing products might be better utilized. “The excitement is always in the next generation of products,” McAtee said. “What are we doing to evolve in the industry?”

After all, every product has its own life cycle. As each nears its retirement, consumers start to turn to the marketplace to find the latest and greatest replacements.

“As time goes on, products tend to improve,” said Andy Schoenberger, product manager of Little Giant Pump Company, a division of Franklin Electric. “We want to offer the best in the marketplace that also simplifies the work for the contractor.”

Brandon Dwyer, the vice president of product management for Atlantic Water Gardens, echoed his industry colleagues. “New products are the lifeblood of all manufacturers, but redesigns and upgrades can be just as important,” Dwyer said. “Sometimes a little tweak or an added feature can make a big difference.”

Some companies like OASE have up to eight distinct product categories, each with its own team...
and manager who stay involved in every stage of the global product development process. Other companies like EasyPro Pond Products might involve five to eight of its employees in its development process, from engineering and packaging to purchasing and marketing.

“Ever since we started, it’s been this way,” said Dave Ouwinga, the owner of EasyPro, which was founded by his parents as Stony Creek Fisheries in 1970.

“Milestone Zero”

Regardless of how robust the system or how full the roster, most companies place a high emphasis on what McAtee calls “Milestone Zero,” or the initial assessment of product viability. The milestone process used by OASE often involves multiple presentations that include all departments. If executives cannot be sold on a business case that backeds by solid market research and other research and development efforts, a product will not advance past this initial stage.

If a product isn’t already on the market, it must have market research and other research and development efforts, a product will not advance past this stage.

“If the answer to any of these questions is no, then it’s back to the drawing board.”

Scott Rhodes, the vice president of marketing at Aquascape, a leading manufacturer of water features, said that his company also places an emphasis on product line extension possibilities.

“We have a complete lighting line, for example,” he said. “But we find that there could always be tweaks and changes to improve it.”

Research & Development

If a product is deemed initially feasible, the often expensive research and development process begins. Depending on the nature of the product and company, this can take a matter of months or up to several years.

Rhodes and his colleague, Aquascape product manager Dave Kelly, took on the R&D efforts associated with the Automatic Dosing System that was released a couple of years ago. Using an IV system procured from a hospital, they experimented with dosing a pond with water treatments in a similar way to how medical professionals dose an ill patient with antibiotics, he said. The development process took many months, but it resulted in an effective product that was the first of its kind in the market.

“R&D is the center of Aquascape,” Rhodes said. “Our main advantage is that we have a full-time installation crew. By putting ponds in the ground every single day, we are able to figure out where the market’s needs are.”

Atlantic Water Gardens has developed a range of strategies for mitigating the typically long R&D phase. “Advancements in rapid prototyping allow us to test multiple versions of a design early in the process,” Dwyer said. “This enables us to evaluate our concepts and refine a product design long before we make the commitment to produce it.”

“We’ve had some products with the item already made, and all we have to do is modify a mold,” Ouwinga of EasyPro added. “After three weeks and a minimal investment, we can start selling and capitalizing right away. But if it needs six months to a year of research and development, it could take years for us to see a payback.”

A Team Effort

Frequent meetings between the product teams and other departments are essential at this point to ensure everyone is on the same page when the product goes into mass production.

“You have to get the entire company involved in the process,” McAtee said. The product teams at OASE bring marketing and sales into the loop and train customer service, all while ensuring that the operations and logistics side of the business is ready to meet demand.

Extensive field testing is typically required to validate the capabilities of any new product. Safety and product certification is also a key step in advance of releasing the product to market.

“We take pride in knowing our products are third-party certified,” Schoenberger said. “We have to design a product for both functionality and safety.”

An Accidental Manufacturer

Not all inventors are cut from the same cloth or are employed by the industry’s large companies.

Eric Triplett, known in the industry as The Pond Digger, invented the Helix Life Support Pond Filtration system in response to his own needs as a pond builder. He calls himself an “accidental manufacturer.”

“My intention was not really even to bring it to market,” he said. “I don’t build with a manufacturer’s philosophy. This is what I wanted for my team and what we build, and now people want it.”

In response to market demand, Triplett has found himself not only building ponds, but also manufacturing a variety of skimmer and filtration systems under his Helix product line. Based in Southern California, he and his team...
handle a variety of hand-fabrication and quality-control duties at their own facility. Triplett’s focus is still integrating his products into his own pond-building business, but orders for his products continue to come in from around the country. “Sometimes they’re ordering more quickly than I can make them,” he said. “But when someone orders a product, I touch that piece. I don’t have huge trucks and supply chains. But I like that. I’d rather be making them on demand. It gives it a more personal touch.”

Ready to Launch

Whether small, large or “accidental,” every inventor dreams of launch day. However, some of the most important steps in product development occur concurrently with the launch, or immediately thereafter. “You have to make sure you have a great training program with videos and website content,” Schoenberger said. “It needs to be known in the marketplace and seen across different publications.” At the end of the day, manufacturers universally agree that it is essential for companies to stay in tune with the voice of the customer. Little Giant has a growing focus on energy efficiency and solar power, which are two trending, hot-button issues across the spectrum of manufacturing.

“The efforts put into developing energy-efficient LED light bulbs has carried over into our motor division,” Schoenberger said. “Energy efficiency has become a focus in almost all of our products.” Little Giant has also adopted a systems-oriented approach in its manufacturing, looking to provide the customer with a “total package” of components for a particular product all at one time, reducing the need for customers and contractors to seek out auxiliary parts.

“Diversification is the key,” added Owinga of EasyPro. “Years ago, it was ponds and pond kits. Now, the industry has evolved. If you’ve got your blinders on, you’re hurting. If you’re not diversifying, you’re shrinking. But if you’re coming up with new, fresh ideas, you get people excited about it.” McAtee cited OASE’s emphasis on adjusting with the market to stay relevant. “We are trying to push our water garden category forward,” McAtee said. “If we can get consumers excited, it helps everyone. We all want to be a part of a vital and dynamic industry.”

“Expanding our industry reach is important,” added Dwyer of Atlantic Water Gardens. “We’ve put a lot of effort into developing a system of products and information that make it easier for contractors to add water to their hardscape designs.” Aquascape’s Rhodes seconded his industry colleagues and placed a further importance on the company’s active role in inducing demand. “Our whole goal is to create consumer demand,” he said. “So we’re not so worried about whether we’re going to sell products in the market. What’s more important to us

Wholesale Distributors of Water Gardening Products For Over 20 Years!

• Fully Stocked Warehouse
• Most orders shipped within 24 hours
• Competitive Pricing
• Nationwide Shipping
• Knowledgeable Staff to Help You

WHOLESALE ONLY to trade-related retailers… we do NOT sell directly to YOUR customers.

1-800-979-0999 • sales@discountpond.com
PO Box 129 • Lebanon, Virginia 24266
as a company is introducing water features to new generations. As an industry, we need to come together and get along to create demand for this business.”

**To Be or Not to Be?**

Creating a bigger industry naturally means bringing in more people with more ideas and — inevitably — more products in the marketplace. Whether it’s a state-of-the-art pond vacuum, an innovative dosing system or another invention no one has previously thought of, perhaps you’ve come up with a groundbreak- ing idea. So, when do the profits start rolling in?

Not so fast. Regardless of how many ripples your new idea might send throughout the pond world, it’s always important to take it a step further. Can your idea survive the development gauntlet to become a finished product? That is the question.

**About the Author**

Jordan Morris is the editor of POND Trade magazine. He has a bachelor’s degree in journalism from Pepperdine University and has previously worked in the editorial department of Robb Report magazine. He currently owns and operates a freelance writing and editing company based in Jacksonville, Florida. He is a self-proclaimed “journalism junkie” whose interests include baseball, the airline industry and, just recently, the pond industry.
Calling All Lily Lovers
2017 IWGS Annual Symposium Preview

by Kelly Billing,
IWGS Board Member

In 1982, Charles Thomas planted a seed among other waterlily enthusiasts for creating a society. He fertilized it relentlessly, bringing together all facets of water gardeners. Shortly thereafter, the International Waterlily and Water Gardening Society was born.

The annual symposium has been instrumental in uniting like-minded individuals and organizations to share their knowledge and passion—a practice that is instrumental in furthering the hobby and the industry. It is with great pride that we continue uniting the water garden industry in a cooperative and collective way.

This year we are going back to the garden—Longwood Gardens, that is. It will be the third official visit in more than 30 years of IWGS symposia. One of the world’s great gardens, Longwood’s story is one of legacy, innovation and stewardship. This year’s focus will be on history, horticulture, education and a vision for the future.

Guest Speaker Lineup
• Anthony Archer-Wills is a genuine “plants” man and inspiration to so many in this industry. As he once said, “It was Patrick Nutt and Longwood Gardens that moved my love of the waterlilies forward in a quantum leap!” Archer-Wills’ water features are world-renowned. His plant knowledge, utilization of the landscape and attention to detail are second to none.
• Laura Bancroft of Ten Mile Creek Nursery is a nine-year experienced lotus-grower with more than 200 varieties. Her wealth of knowledge is an extension of her work in cooperation with The Lotus Project at Auburn University. She will share her expertise on all things lilies.
• There will be an expert panel discussion on waterlilies with Tamara Kilbane, the senior horticulturist in aquatics at Denver Botanic Gardens. The International Waterlily Registrar will serve as the moderator to cover the realm of waterlilies from basic to advanced.
• Tim Jennings, the curator of aquatic plants at Longwood, will present from the waterlily pools and treat us to an education in Victoria.

Other things to look forward to at this year’s show include sunrise at the waterlily pools, an informative tour of the newly renovated main fountains, the IWGS National Waterlily Competition and the fountain show.

Symposium Excursions
Terrain at Stryer’s represents creativity on another level. Terrain is a wealth of design, style and innovation in outdoor living. You’ll be witness to garden-related wares, rare plants, landscape services, gifts and decor for the most discriminating taste.

Chanticleer is one of the great gardens of the region. Once the Rosengarten estate, today’s Chanticleer is a colorful, contemporary garden within an historic setting. Come discover why London’s Financial Times calls it “planted to perfection” and Garden Design magazine calls it America’s most inspiring garden.

Gardening on a higher level, the Mount Cuba Center inspires an appreciation for the beauty and value of native plants and a commitment to protect the habitats that sustain them. Mount Cuba is set amidst a 1,000-acre preserve of rolling meadows and woodlands. Designed by du Pont, its 60-acre naturalistic garden is among America’s best, with magnificent specimen plants and massed displays of color. The choicest plants were selected from around the world to enhance the natural setting, arranged in lyrical color combinations to carefully orchestrate a succession of bloom from late January to November. Du Pont translated his love of the land into a unified work of art that embodies a romantic vision of nature’s beauty.

North Creek Nurseries propagates and markets plants that develop the relationship between people and sustainable outdoor environments. North Creek promotes sustainable environments while delighting its customers with opportunities for continuous learning.

Finally, Turpin Landscaping is planning some surprise private-garden tours that are certain to be incredible.

This year’s event will be held Aug. 9-11. For more information, go to www.iwgs.org. We hope to see you there!
YARDMAX Rolls Out New Family of Power Wheelbarrows and Trackbarrows to the U.S. Market

YARDMAX, a manufacturer of innovative, high-quality outdoor power equipment (OPE), announces the availability of its power trackbarrow with hydraulic assist, power trackbarrow with gas shock assist in hopper or flatbed styles and a power wheelbarrow. With a focus on durability and performance, YARDMAX delivers features such as solid steel parts, all-terrain heavy-duty wheels and tracks and Briggs & Stratton engines as standard, for no upcharge. Supporting the company’s focus on delivering high-quality OPE products to the market at the best value, this line of power barrows starts at $1,799.

YARDMAX power trackbarrows and wheelbarrows are designed to safely and efficiently transport dirt, cement, stones and other heavy loads. Highly engineered for optimal balance and control, each power barrow incorporates all-terrain maneuverability and stability, using a zero turn radius to pivot without damaging the ground or work surface. The line is initially available for purchase or pre-order at amazon.com, hayneedle.com, jet.com and independent retailers nationwide.

YARDMAX is focused on anticipating the needs of its dealers and customers, with a United States-based, dedicated support team. The entire YARDMAX product line is backed by robust warranties and in-stock, readily available replacement parts that can be express-shipped if necessary. YARDMAX also offers a two-year residential warranty on all equipment and a 90-day commercial warranty. For more information about YARDMAX power barrows or the company’s full line of OPE products, visit www.yardmax.com.

Seekahoo: Who Sees You?

Are you on the lookout for more customer reviews? Seekahoo is the simplest, most innovative and efficient tool to get photo reviews from customers using text messages. Customer reviews are showcased on your website, Google and Facebook within two minutes of sending the text.

With Seekahoo, you can easily upload before-and-after photos of your projects, increase your search engine rankings and rack up more Google reviews. Seekahoo also provides the option to send customers reminders to review your products or services.

To learn more about Seekahoo, email success@seekahoo.com or visit www.seekahoo.com. Present the code “Pondtrademagazine2017” to get a special 10 percent discount on our packages.

Atlantic Water Gardens’ Skeleton Displays

Boost your sales with new Skeleton Displays from Atlantic Water Gardens. Three self-contained working displays highlight Atlantic’s most popular water features for hard scape walls. The Colorfalls, Scupper and Wall Spout Displays, all stripped of ornamentation to reveal how easy they are to install, will mount onto the smallest Colorfalls Basin, for a maximum impact in a 20-square-inch footprint. Powered by efficient, silent TT2000 pumps with 20-foot cords, they draw less than 150 watts and are quiet, splashless and almost maintenance-free. Atlantic’s Skeleton Displays will help you get more of your customers into the business of profitable, easy-to-install water features.

For more information: James Chubb 616-914-9953 jcm@atlanticwatergardens.com www.atlanticwatergardens.com

Focus Industries Welcomes Howard Ma as Product Manager

Focus Industries Inc., a leading U.S. manufacturer of landscape lighting, has welcomed Howard Ma as its new product manager. Effective April 3, Ma assumed responsibility of all product line development with the support of the Focus Industries CEO and sales director, Stan Shahara.

With years of experience in the lighting industry, Ma brings extensive expertise to the company. His resume includes a bachelor’s of science in electrical engineering from the University of California, Irvine, and more than 10 years working in product development and project management.

“Howard Ma will do a great job in helping to build our client relations and product line,” said Shahara.

Ma can be reached at howardm@focusindustries.com or by phone at 949/880-5844 x123.

New Aeration Kits From EasyPro Provide Some “Koi Loving Care” for Your Pond

Supplying adequate oxygen levels and circulation during hot summer months or deicing during freezing months is critical for pond and fish care. Four new pond aeration kits from EasyPro Pond Products will provide these benefits to water gardens and koi ponds up to 30,000 gallons. Complete kits include a KLC compressor with 6-foot power cord, rubber membrane diffusers and Quick Sink weighted tubing. New aeration kits are powered by Stratus KLC series compressors with a three-year warranty.

To request your full-color catalog or for more information on EasyPro products, call 800/448-3873 or visit www.easypropondproducts.com.

Kloubec Koi Farm is Ready for 2017!

Our new 12,300-square-foot indoor koi care facility is filled to the brim with healthy and beautiful retail-ready koi that are accustomed to holding tank environments. Our indoor system breaks the parasite cycle associated with outdoor ponds.

You can expect superior health and vigor with Kloubec Koi. Koi of all sizes and grades are currently available, as well as Platinum Koi Cuisine Diet and Goldfish. For more information, call 319/846-2077 or visit www.kloubeckoi.com
WAC Landscape Lighting Unveils Landscape LED Mini Accent

Building on the tremendous success of the Lighting for Tomorrow Award-winning Landscape LED Accent, WAC Landscape Lighting unveils the Landscape Mini Accent.

The factory-sealed, watertight luminaire is crafted of solid, die-cast brass or corrosion resistant aluminum. Operating on a 9 to 15V system input, the LED Mini Accent can be used as an up light or a down light. Available in a 2700K or 3000K color temperature, the luminaire includes continuous adjustable beam angles indexed at 10°, 25°, 40° and 50°. Continuous adjustment brightness control is offered at 1W, 2W, 4W, 6W and 7W. One fixture replaces conventional halogen landscape lights. It delivers up to 365 lumens with a long, 70,000-hour life.

POND TRADE Magazine

“Koi Days” Program

Koi Days is a new program that was introduced at Your Pond Farm’s annual trade show and will be rolling out into stores in spring 2017. Koi Days offers retailers and their customers a unique buying opportunity.

Your Pond Farm brings a selection of koi to the retailers’ open-house event. Customers then can view and purchase koi to take home with them. Your Pond Farm adds value to the buying experience by reviewing new ways to draw customers to their stores and teaching them how to best implement online selling platforms that complement their brick-and-mortar operations. Your Pond Farm is dedicated to expert service, amazing product selection, next-day shipping and competitive rates. For more information, call 877/412-FARM(3276) or visit www.yourpondfarm.com.

BILLY BLAND

www.billyblandfishery.com
870-694-4811

EasyPro Pond Products

www.pondnets.com
716 662-2785 ph/fax
pondnets@yahoo.com
wholesale

Preventative Pond Care

www.klwander.com

KW Solutions, Inc.

www.pondnets.com
716 662-2785 ph/fax
pondnets@yahoo.com
wholesale

EasyPro Pond Products

www.golddish&koi.com

GOLDFISH & KOI

www.mtparnell.com
JUST QUALITY

MT. PARNELL FISHERIES

1-800-438-4652 • fax (717) 369-5714
Check out our selection at www.mtparnell.com

“Koi Days” Program

Koi Days is a new program that was introduced at Your Pond Farm’s annual trade show and will be rolling out into stores in spring 2017. Koi Days offers retailers and their customers a unique buying opportunity.

Your Pond Farm brings a selection of koi to the retailers’ open-house event. Customers then can view and purchase koi to take home with them. Your Pond Farm adds value to the buying experience by reviewing new ways to draw customers to their stores and teaching them how to best implement online selling platforms that complement their brick-and-mortar operations. Your Pond Farm is dedicated to expert service, amazing product selection, next-day shipping and competitive rates. For more information, call 877/412-FARM(3276) or visit www.yourpondfarm.com.
Industry Experts
Decades of Experience Feeding Hundreds of Millions of Fish.

Quality Ingredients
Formulated for Optimum Health to Produce Strong, Healthy Fish.

Custom Manufacturing
Floating, Sinking and Crumble Diets Formulated to Your Specifications.

(352) 357-0902

info@aquaticnutrition.com | aquaticnutrition.com
Feed Manufacturer Number: Z002943
EASY IN. EASY OUT.

The Little Giant Aeration System makes it simple to keep a body of water clean and healthy. Quickly attach or detach the pump from the float. No bolts, no screws... just easy installation and conversion to our optional fountain kit.