From Pea-Green to Pristine
Winning tips to change your pond in no time

ALSO...
A look at today’s skimmers
The future is here with iPad selling
It begins and ends with Kohaku
exploring new ideas

premium products uniquely formulated

perfecting exotic animal nutrition

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

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

To learn more about MAZURI® Exotic Animal Nutrition, visit the NEW MAZURI.COM

Mazuri® A World of Good Nutrition

©2013 PMI Nutrition International. All Rights Reserved.
Effective **POND CARE Made Easy**

All from Alpine

Maintenance of ponds and water gardens is made easy with the right tools. Choose from our great selection of **pumps, filters, clarifiers and pond vacuum**.

---

**CYCLONE PUMPS**
- High Performance Pumps Offered in 7 Different Sizes Up To 103000 GPH
- Large Prefilter That Can Pump Dust Particles Of Sizes Up To 0.24”
- Operates In Or Out Of Water
- Energy Saving

**FILTERS**
- High Performance Filters That Have Multi-stage Biological And Mechanical Filtration Process That Provides Maximum Pond Filtration
- Helps Beneficial Bacteria To Thrive And Naturally Clean Pond Pollutants
- Operates In or Out Of Water

**CLARIFIERS**
- High Performance Clarifiers That Eliminates Green Water By Using A Uv Light To Clear Water Of All Algae
- Use In Or Out Of Water

**POND VACUUM**
- High Performance 1500 GPH Pond Vacuum That Removes Debris Up To 1” Diameter Including Sludge, Leaves, Stones, Blanket Weeds And More
- Energy Saving
- Use In Water

---

Your One Stop Shop For All Your Solar, Gift, Garden & Pond Supplies.
Corporate Office: **877-710-0162**
email: alpinecorp2@aol.com  web: www.alpine4u.com

Request info at www.pondtrademag.com/infocard △ #1900

---

Call us today for a FREE copy of our 2013 catalog!
Features

8 Best Practices Make PERFECT
When it comes to Cabela’s indoor water features, small details make a big difference. Cloward H2O knows how to design and build with the end result in mind. These best practices will ensure that your aquarium works flawlessly behind the scenes while your visitors see the beauty of nature brought inside.

12 iPad Selling
Do you use modern technology when pitching to customers? If not, your business could be suffering. Make new electronics like the iPad, wireless hot spots, and credit card readers part of your sales approach and watch your numbers soar.

17 Beyond the Box
Long considered unattractive and difficult to work with, pond skimmers have changed very little over the last 20 years. But recent improvements have made these indispensable water feature workhorses more durable and cost-effective than ever.

20 It begins and ends with Kohaku
One of the most popular and important varieties of koi, Kohaku are beloved by beginner hobbyists and experts alike. But do you know how to assess the fish’s Kiwa or Hi? Learn what makes these prize-winning koi so unique, and you’ll appreciate Kohaku in a whole new way.
26 Basic, Necessary, Affordable Insurance
Natural disasters and on-site accidents can destroy companies overnight. Is your pond business protected against unexpected loss? No matter the size or value of your business, insurance is an essential precaution you can’t afford to be without.

31 COVER – From Pea-Green to Pristine
Soupy, pea-green water is a frustrating condition that frustrates many a pond keeper. The cause is often difficult to discover — until now. Once you know and eliminate these 30 algae enablers, your pond will change from grimy to glistening in no time.

40 Bluffing Mother Nature for Beauty and Profit
Winter robs your pond of sunshine and warmth, but it doesn’t have to steal its life. Employ these easy insider tactics to ensure your pond’s plants and animals survive the chilly months.

46 Ponditat for Humanity
Hard times impact pond lovers and inhabitants alike. When a Florida family in need reached out for help, Ponditat for Humanity was there to answer the call. Dave Jones offers a special thanks to the people whose generosity made all the difference.

Departments
6 Upcoming Events
50 Trade News
53 Market Place
53 Advertisers’ Index

Columns
6 Letter to the Editor
7 Publisher’s Perspective
24 PONDER this!

See the Pond Industry Directory at pondsources.com
Upcoming Events

May 7–9
National Hardware Show
Las Vegas Convention Center
Las Vegas, Nevada
www.nationalhardwareshow.com

August 22–25
Pondemonium 2013
www.aquascapeinc.com

October 23 - 25
GIE+EXPO 2013
Kentucky Exposition Center
Louisville, Kentucky
www.gie-expo.com

November 6–7
Irrigation Show 2013
Austin Convention Center
Austin, Texas
www.irrigation.org

November 12-14
International Pool/Spa/Patio Expo
Mandalay Bay Convention Center
Las Vegas, Nevada
www.poolspsapatio.com

Letter to the Editor

I read the article about winterizing your fish by Jamie Beyer. The article was very informative and touched on many different subjects. I had a question about putting a bubbler on the bottom of a pond and about dissolved oxygen so I decided to call Jamie. We talked last Sunday for over an hour and Jamie answered all my questions and we both came away enthusiastic and eager to learn more about our passion: ponds. I hope you can print more of his writings in your magazine, his knowledge and character transfer excitement to us as pond retailers. Thank you for your magazine.

- Timothy Bock, Garden Oaks Specialities

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.
I am proud to announce that as of January first, we have a new partner at POND Trade Magazine. Lora Lee Gelles has joined our team, taking on the role of Managing Editor. She brings a wealth of experience in magazine publishing to the team, having worked for a major magazine publisher for a number of years prior to joining POND Trade full time. Henceforth, she will be writing this issue intro, as part of her new role.

Please welcome Lora Lee Gelles...

Thanks Tom! Kind of feels like I was just handed a baton during a race and now it is my turn. Go!

I can’t tell you how excited I am to join the POND Trade team and bring some of my experience and ideas with me. As Tom stated above, I have worked at a large publishing house for years and was very involved with all aspects of getting the magazine organized, designed, out the door, and on the press.

You may notice that there are a few changes to the magazine. Some of the graphics have been updated for a cleaner, slicker look. The goal is to make POND Trade very reader-friendly so that you look forward to reading the great articles we offer each issue. And if the issue ends up rolled up in your back pocket and gets a little on-the-job dirt on it, then we have done our job!

We have a great issue for you, from pond construction to skimmers to iPad use for your business needs, plus a whole lot more. We also have a new columnist, Erik Tate from The Water Garden, who will be writing a new column called PONDer This! for us.

Please note the photo above, taken at the Water Garden Expo in Oklahoma that I was able to attend. And what a show it was! Record attendance and so much to see and learn. It was nice to meet many of you. Thanks for stopping by the booth. Looking forward to meeting many more of you as time moves on.

Managing Editor

Lora Lee Gelles

Publisher’s Perspective
Best Practices Make PERFECT
Indoor water feature design & construction best practices
One of the specialities of Cabela’s Outdoor Outfitters is providing store visitors the opportunity to enjoy a close-up encounter with freshwater aquatic life. Cloward H2O has had the privilege of working with Cabela’s on 33 in-store aquariums and aquatic life water features over the past eight years.

Most recently, Cabela’s and Cloward H2O commissioned two new aquariums in January of 2013: one in Columbus, Ohio and one in Grandville, Mich. This ongoing collaboration has allowed Cloward H2O and Cabela’s the opportunity to refine and improve the process, the final product, and the guest experience. Over time, this collaborative approach has allowed Cloward H2O and Cabela’s to develop some “best practices” that may aid you in your next project.

Primary Project Objectives

Project designs and engineering should drive and support the primary project objectives. The primary objective of every water feature (be it aquarium, stream, pond, or waterfall) is to provide visitors and guests a meaningful experience. In the case of Cabela’s, it’s a “real life” habitat experience, allowing guests to enjoy the beauty of fish in a seemingly natural habitat.

The secondary goal is for guests not to notice everything else that went into engineering and creating the water feature or habitat itself. That effort — to keep the supporting structures, mechanical systems, and life support components quietly incorporated — is where the primary project objectives of the collaboration between Cloward H2O (who is responsible for design and engineering) and Cabela’s pay off.

The Big Picture

One significant key to a successful water feature, pond, or aquarium is seeing and engineering with the big picture in mind. Successful projects begin when all parties involved collaborate and understand what the client wants each visitor or guest to experience. Each Cabela’s store is unique and the aquatic life on display is native to the surrounding area. The localization of the fish and habitat provides store guests the ability to connect with the display as they see those same fish in the wild. Before you begin your next project, ensure that you and your team know exactly what the end goal is. Document your discussion and meetings as part of your project communication plan.

Design and Engineer with the End in Mind

The best design and engineering is done with the end in mind. Take the necessary time to evaluate the environment, the constraints imposed by code or federal and local law (where applicable), and the physical space in which the guest will experience the water feature. Every project is different, regardless of whether you have worked with the client before. Even though each Cabela’s retail store is similar in layout, aquatic life presentation, water feature design, and engineering, no two final projects are exactly the same.

For example, it is not uncommon to use a different (local) rockwork contractor for each store construction. Even though the design and engineering is based on a tried-and-
true approach (typically a best practice established by what has been done in other stores), the way the rockwork is formed can dramatically impact the way a waterfall is formed and the overall flow characteristics into the water feature and habitat. To address this, Cloward H2O and the Cabela’s project team provide the rockwork contractor the exact amount of water feeding the waterfall (called flow rate) that is required to support the habitat. This allows the rockwork contractor to form the waterfall, meet the artistic requirements, and ensure the proper flow rate is achieved to support the water feature and the habitat.

**Resource Management — Water, Power, Chemicals**

Resource management is a priority for every project. The collaboration between Cabela’s and Cloward H2O ensures that resource management is prioritized. This includes the use of water treatment (filtration, sanitation, habitat support) components and strategies designed to minimize the loss of water, optimize the use of chemicals, and incorporate power management systems and automation to minimize energy use. Substituting a component specified in the engineering plan with a different component approved by the Cloward H2O Project Manager prior to installation. This ensures that the planning and effort spent designing and engineering the life support system is not compromised by component substitution or modification. This approval ensures a final product that is best-in-class in quality, presentation, and operations, both behind the scenes and out front.

**Operations and Maintenance — Pumps, Pipes, Motors, Filters**

Maintenance (both time and expense) must be factored into every engineering design and build. This effort must focus on ensuring each component and process is selected and implemented to minimize maintenance requirements. This allows the local store aquarist to focus on the health of the fish and the guest experience. It is critical that contractors and subs follow the design plans and avoid component substitutions and plan changes during the construction phase. Every deviation represents a potential impact to the maintenance and operation plan. Time spent maintaining equipment is time focused away from the
habitat and guest experience. Designing, engineering, and building with operations and maintenance in mind is a best practice. The use of a specific type of component can make all the difference.

**Durability — Tanks, Mechanicals**

Durability means return on investment, or ROI. ROI begins with the design and engineering and continues through the construction phase and into start-up. The use and installation of the correct tank and supporting materials is paramount. Project managers must ensure tanks and mechanicals are installed as engineered. One best practice employed by Cloward H2O and Cabela’s is to ensure that the tank manufacturer, engineer, and client project manager coordinate throughout the project — especially when it comes to the tank. This ensures optimal tracking of pipe penetrations, tank supports, and elevations. It also ensures that the ideal guest viewing window location is chosen. Simply ordering a tank and installing it places the logistics and operation of a successful aquarium or habitat at risk and could potentially compromise the guest experience.

**Bottom Line**

As you bid that next project, keep the following list in mind. Make each of these points a priority and you will never go wrong:

- Owner / Client Priorities
- Visitor / Guest Experience
- Environment / Habitat Health
- Aquatic Life Health
- Cost-Effective Maintenance
- Sustainability
- Return on Investment

Cloward H2O has been privileged to work with Cabela’s on their aquatic life strategy and their world-class aquatics team. We invite you to stop in and visit a Cabela’s in your area. Cloward H2O would like to express its thanks and appreciation to the Cabela’s team and Cabela’s Chief Aquarist, Tim Huebner.

Tim Huebner can be emailed at timothy.huebner@cabelas.com

Aquarium Tunnel Entrance

Lehi Cabela’s Back Of the House View – 2. This is a view from the top of the aquariums. The lighting above the tank allows for good access to care for the tank and the fish.
iPad Selling
The future is here

by Tom Graham,
POND Trade Magazine

Are you using the best tools when you present your services to your prospects? If you are a pond contractor, you make a lot of face-to-face visits to people’s homes to get new business. Do you have a planned and choreographed sales presentation, or do you wing it? Are you using photos and printed presentation materials? A laptop?

Well, guess what. If you are not moving your presentations to the iPad (or one of those other “pads”), you may be losing sales already – and if not, I would wager you will be soon. In the realm of sales presentations, Microsoft’s Powerpoint has dominated the corporate world of sales meetings for two decades. And it is used on laptops for small meeting presentations, but that is all changing for one-on-one and small-meeting selling. As revolutionary as Powerpoint was compared to slides or overhead projectors, the iPad is to the laptop or printed pitches.

To start with, when you bring out your iPad and turn it on, you have demonstrated that you are polished and successful. After all, they are not cheap. Your business must be successful if you can afford one, and it demonstrates that you are on the cutting edge of technology. This sends a positive message. Second, it is sexy and tactile. You are selling an emotion-driven product. Nobody needs a pond, but your client wants one. Thus, he or she is in want mode already. The iPad will resonate with this passion, all by itself.

When you start swiping through your portfolio of pond builds, you will see your prospects’ eyes light up. Now, I know you can get this reaction with Powerpoint on a laptop or from a photo browser, but the smooth elegance of swiping through pages or jumping to the small icons of photos to find just the one you want to show off is intoxicating. Easily zoom in to show details that demonstrate features the client has expressed interest in, and you’ll show your proficiency in delivering the goods.

From there, it is easy to ask questions and make notes right on the screen. You can take a photo of the spot where the pond should be located, and draw on the screen to show where things can go (getting affirmations from the client along the way). It is also easy to type in notes, showing that you are really hearing what the client is saying and that you will remember them later. There are many whiteboard apps out there so you can make the presentation more personal, and you can make it more visual by sketching out your ideas in an

It is easy to ask questions and make notes right on the screen. You can take a photo of the spot where the pond should be located, and draw on the screen to show where things can go.
interactive brainstorming session.

To make this fast and easy, I would recommend picking up a Bluetooth keyboard from Logitech or Kensington. This makes typing as easy as it is on a laptop, adding to the wow factor once again.

When you feel the time is right, you can easily shift to your prepared sales presentation and make a proposal.

Some client’s visions won’t be fulfilled by any of your packaged pond plans, and if you want to venture into a more custom design, the iPad makes this easier than you may think.

Imagine having the ability to build a custom quote for a client while sitting in their living room with live, online access to your product list – including prices, pictures, the works. One way to do this is with an app called Ring It Up. Quote-building is as fast and visual as it gets.

Ring It Up is particularly helpful if you are quoting a repair or upgrade of a pond, as you won’t be quoting a package like a new install. All materials and labor will be specific to that job.

Steve Henslee, owner of M&S Ponds and Supplies, described the process in a hypothetical quote situation:

“OK, I’m going to need a 6,000 Ultima, a liner this size, this is going to be this much labor.’ You literally can have the complete quote done, right there. Instead of, ‘Let me get this together for you later,’ you just drop the items right into your quote. ‘It’s pretty cool software,” Steve said.

In quoting a new pond build, you can start with one of your pre-planned packages; then upgrade for specific requests, add-ons, or needs that go beyond what is in your package; then provide a new quote. No more delays heading back to the office. Get the sale on the spot.

Once you build the quote, you can email the client a copy immediately, or print to their printer if they have wireless access you can use. New printers
are adding this feature now, so be ready.

When adding your products to the program, you can scan the barcode (using the iPad’s camera) or bulk-load your items and customers.

“You can even put bin locations of where the item is located in your warehouse, so if you’ve got somebody new pulling product for you they know where to look,” Steve said. “They’ve even got a visual representation of it.” At this point he laughed, saying, “I should probably go to work for this company instead.”

Steve noted that “it takes a little bit of effort when you are first trying to learn it, but once you use it on a regular basis,” it becomes a very handy and powerful tool.

**Take the Internet with you**

The more expensive iPad has Internet connectivity built-in, but if you are like me, you will opt for the less-expensive version without it and connect with the tethering feature on your smartphone if available – or get a handy hot spot device. I picked up the Verizon unit, which fits nicely in the iPad case. Just turn it on before you head in to meet your client, and magically have Internet access when you need it.

Speaking of cases, the iPad is slippery and fragile if dropped. Don’t ask how I know that. Standard iPad cases won’t fit both the iPad and keyboard, so I found a super case that looks like a mini laptop bag from Case Logic. It not only protects the iPad, but also provides extra pockets for the charger, hot spot, a pad of paper, business cards, and more. And I think it looks cool, too.

Being prepared and quick on your feet makes it easier to get commitment and a deposit right then and there. With a simple credit card reader that plugs into the iPad, you can even run a credit card right on the spot. Sale closed!

**Good Tools to Have**

- iPad
- Ring It Up App
- Bluetooth Keyboard Carry Case
- Hot Spot
- Credit Card Reader Stylus

---

**Dealers Wanted!**

- Full Line of Wind & Electric Aeration Systems.
- Systems for both LARGE & small ponds!

Outdoor Water Solutions
Springdale, AR 72764
1-866-471-1614
info@outdoorwatersolutions.com
www.outdoorwatersolutions.com

Looking for An Exciting New Product Line to Sell?
With over $1,000,000 of water garden inventory, representing 45 manufacturers, at our facility, we are one of the largest water garden distributors in the United States. You will always find what you need to get the job done. Most orders ship the same or next business day. Pondliner Wholesale: “We ship everything but the water”.

THE PRODUCTS YOU ARE LOOKING FOR

With over $1,000,000 of water garden inventory, representing 45 manufacturers, at our facility, we are one of the largest water garden distributors in the United States. You will always find what you need to get the job done. Most orders ship the same or next business day. Pondliner Wholesale: “We ship everything but the water”.

CONVENIENT SHOPPING

When you visit Pondlinerwholesale.com, you will experience a user friendly site that has beneficial information such as water feature calculators, special discounts, manufacturer catalogs, how to articles, videos and much more.

CALL US AT

(866) 219-3561

Join our wholesale team and take advantage of our wholesale pricing and water garden expertise!
Beyond the Box
A look at today’s pond skimmers

by John Olson,
Graystone Industries

The pond skimmer has served the water feature industry proudly for over 20 years. The workhorse of a traditional skimmer/filter system, the external pond skimmer is our first line of defense in our pond installations. While pumps and filtration systems have evolved considerably over the last 10-plus years, the pond skimmer has remained relatively unchanged — until recently.

Once regarded as not much more than “that black box where we put the pump,” skimmers were a necessary evil and often hard to work with. Many featured thin, plastic tops that were a safety hazard when stepped on, and the skimmers’ unattractive appearances necessitated creative steps to conceal them. Nets to collect leaves often tore or rotted and their frames rusted. Many failed to capture floating debris as required. Most of the original skimmers were lightweight boxes, and many installers and consumers alike dealt with collapsed or bowed-in sides from the weight of the earth around their skimmers. In using skimmers, installers faced many challenges and expressed various levels of dissatisfaction. No one really liked putting in a skimmer, but a pond without one faced greatly increased water quality issues.

Fortunately, over the last several years pond equipment manufacturers have responded to feedback from installation companies and have made significant strides in both the appearance and the effectiveness of their pond skimmers. Today, pond contractors enjoy a myriad of pond skimmer choices from more than a dozen manufacturers. New features abound and pros and consumers alike reap the benefits from these evolving systems.

Let’s take a look at some of the recent design changes that are impacting pond installations today.

Improvements

One of the first major improvements in pond skimmers was simply the use of better plastics and thicker walls. Jim Chubb, National Sales Manager for Atlantic Water Gardens, points toward their signature Big Bahama skimmer for an example.

“Rotomold construction has allowed for a more even consistency in the molding process,” Jim said. “Wall thicknesses have been increased and we are able to comfortably offer a lifetime warranty on the skimmer body.”

“Our new Oasis Series skimmer brings this same professional quality construction to the consumer,” Jim continued. “The Oasis skimmer is pro-quality and homeowner-friendly,” Jim also discussed the internal heavy-duty brush panel array on the Big Bahama line.

“Our unique brush panel filtration helps break down organics, is very durable and long-lasting, and can even maintain flow rates when full of debris,” he said.

EasyPro Pond Products has made some skimmer changes as well. The new EasyPro Axiom skimmers were also developed with thicker walls for increased durability. Owner Dave Ouwinga indicated that in addition to durability, the Axiom line of skimmers have other new installer-friendly features.

“EasyPro determined that many pumps failed in ponds simply from low water conditions,” Dave said. “The Axiom skimmer helps avoid this issue by being deeper and utilization of spin-welded outlets. These outlets are faster to install for the contractor and make a watertight compartment allowing for deeper water levels and better pump protection.”

The Axiom line also contains a simple yet adjustable overflow, allowing even higher levels of water if desired.

To avoid the warping or caving-in of the sides, many manufacturers have developed rounded backs or rounded skimmers...
over the last few years.

Keith Steele, owner of Savio Engineering, pointed out many of the advantages of the Savio Skimmerfilter.

“The patented round design is structurally superior to square skimmers,” Keith said. “Our Skimmerfilter round design evenly distributes the pressure of the earth around it, ensuring that no buckling or warping of the walls will occur.”

Another extremely convenient and useful feature of the Savio Skimmerfilter is the interchangeable faceplate. Using the same skimmer body, a contractor has the choice of three different faceplates (6”, 8.5” and 16”), allowing for flow rates up to 8,500 GPH. This Savio component system was designed to bring flexibility to the installer and help retailers offer the widest possible selection with a smaller number of products.

Newcomer

One of the most interesting new skimmers on the market comes not from a pond supply manufacturer but from one of the nation’s leading pond installers. Recently having won the 2012 POND Trade Product of the Year Award, the Helix Pond Skimmer is a singularly unique design. Eric Triplett, owner of The Pond Digger company and inventor of the Helix Pond Skimmer, used a combination of existing technologies from both the pond and the swimming pool industries. The resulting skimmer is a round-body skimmer with a large, 12-inch, water-level opening on top instead of a weir door. This skimmer becomes an extension of the pond itself, with fish able to safely swim in and out of the skimmer. According to Eric, “The Helix Pond Skimmer utilizes a floating basket skimmer which is safely mounted in a large, open-face skimmer.”

Matala Aeration System

Makes pond and lake aeration easier than ever.

Matala Ez-Air Kits
Diffuser Base
Matala Compressor Aeration System
GeyserMax-Flow
GeyserHi-Flow GHF-18000
NiagaraTop-Flow

Castle & Carmel, CA ———— 866-422-9445
Discount Pond Supply, VA ———— 800-979-0999
EasyPro Pond Products, MI ———— 800-448-3873
Holmes Farm, PA ———— 877-412-3276

Pond Supplies of Ohio, OH ———— 888-539-7706
Sea Life Designs, CA ———— 949-376-3550
Water Landscape Supply, IA ———— 877-266-8181

For Products and your local dealer information: www.MatalaUSA.com
www.HakkoAirPumps.com
www.MatalaAerationProducts.com

Request info at www.pondtrademag.com/infocard △ #1963
The Helix name comes from the pattern of water over the floating catch basket.

“Not only is this skimmer fish-friendly,” Eric said, “but it holds a huge amount of leaves and debris due to the helix flow pattern that stacks leaves against the walls of the debris basket.”

With tens of millions of pools utilizing this same type of floating skimmer, the system has decades of success behind it. As The Pond Digger puts it: “This is not the first floating pond skimmer - but it is the first externally mounted, fish-safe, high-capacity, high-flow skimmer available. And it’s made right here in the USA!”

At this time Eric offers these “made by contractors for contractors” skimmers to other installers through The Pond Digger company but has no plans to become a traditional pond equipment manufacturer.

The pond installer today has many options available that simply did not exist five or 10 years ago. Overall design of skimmers may have been slow in evolving, but thanks to companies like those above as well as others, we now enjoy many new innovations. Through these continued improvements in skimmer technology our installations become less challenging, our customers become even happier and our companies can remain profitable.

About the Author

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

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

Wholesale supplier of pond and water garden products.

(706) 865-0220
www.graystonecreations.com

EasyPro Axiom Skimmer

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 Coating (Black) | $125, gal. |
| HERCO H-55 Coating (Grey) | $140, gal. |
| HERCO H-55 Coating (White) | $140, gal. |
| HERCO H-55 Coating (Clear) | $140, gal. |
| HERCO PSC Primer | $69, gal. |
| HERCO TC-700 Cleaner | $55, gal. |
| HERCO CCF Caulk Crack Filler (White) | $24, ea. |
| HERCO CCF Caulk Crack Filler (Clear) | $26, ea. |

The Professional's Choice
Since 1944

Toll Free: 1-800-872-3401
www.hechtrubber.com

6161 PHILIPS HIGHWAY • JACKSONVILLE, FLORIDA 32216 • (904) 731-3401 • FAX: (904) 730-0066

Request info at www.pondtrademag.com/infocard △ #1937
It Begins and Ends with Kohaku

A study of one of the most important koi varieties

Murata Kohaku. She is an outstanding beauty. The five-step pattern, pure white shiroji, and very sharp kiwa all come together in one body. She is definitely future champion material.

Tancho Kohaku. The simplest but the most elegant variety in koi, since the dominant part is its shiroji. Quality of shiroji truly matters in this type of koi. She is also an offspring of Satsuki, the Grand Champion.
This famous proverb tells us how important the Kohaku variety of koi is in several ways. First, it tells us that Kohaku is the most popular and important variety of koi. This may be obvious since you always see Kohaku pictures on the cover of Japanese koi magazines. Kohaku is one of the Gosanke varieties, which include Kohaku, Taisho Sanke, and Showa. Kohaku is definitely a mainstream koi variety.

It also shows how hobbyists sometimes progress in the koi hobby. When they start their koi hobby, they usually start with Kohaku because it looks easy to understand and, as mentioned, seems to be the most popular variety. (This may not always be true in the U.S., but it is in Japan.) Then they try other fancier varieties like Showa, Ogon, and so forth. However, they come back to Kohaku because they now understand how much a simple, two-color koi can express elegant beauty. They learn the depth of Kohaku appreciation and become fond of it.

Most importantly, the proverb shows us the path of learning koi appreciation. Kohaku is the foundation of koi appreciation. Once you learn how to appreciate the beauty of Kohaku, you can apply the principles to the other varieties.

Regarding Kohaku appreciation, you may want to check at least the following traits of your Kohaku koi:

- Quality
- Pattern
- Breeder

**Quality**

Quality could mean many things, but in this article I will discuss skin quality. To assess a Kohaku’s skin quality, check its:

1. Shiroji
2. Beni
3. Kiwa

Shiroji means “white ground” in Japanese, and it refers to a koi’s white color. Shiroji is more important than hi (the red color). If shiroji of a koi is not good, hi will not stand out beautifully. For shiroji, discerning enthusiasts like to see snow-like white.

As for beni (or hi), please make sure there is no discoloration. Consistency is very important. The ideal beni color is like the red of a ripened persimmon.

Kiwa means the edges or borders of the pattern. Please check to see if a koi’s kiwa is sharp. If kiwa is not sharp, the koi will not look as beautiful. Poor kiwa also indicates poor quality of skin.

**Pattern**

Since Kohaku is such a simple koi, the balance of red and white is very important. Hi needs to begin with the head, step to the body, and stop at the tail. The stop at the tail is called odome. How the hi stops there is very critical. The most appealing hi ratio for Kohaku is between 3:5 (white:red) and 5:5. A stepped pattern is more preferred than a less stepped pattern, such as a single hi pattern. A round spot on the head is always the most popular.

**Breeder**

The breeder is critical, especially in the Kohaku variety. Because koi grow, it is important to estimate the future potential of a koi when you try to buy one, and knowledge of the breeders is probably the biggest clue. The reason that knowing who the breeder is, is more critical in Kohaku than in other varieties is because Kohaku is, in a sense, the most advanced variety. The fact that a Kohaku comes from Japan is no longer enough. Even in Japan, the level of the bloodlines varies so much from farm to farm that it is essential to know the breeder.

Selling Kohaku, especially Kohaku of higher quality, may not be as easy as selling other varieties. Because the Kohaku variety is so simple, you need to have deeper knowledge of the breeders.
understanding of the quality, pattern, and bloodlines. And you need to be able to explain them to your clients. I would definitely suggest that you raise several nicer Kohaku from different bloodlines by yourself. No study is better than raising them yourself. The experience will help you understand the bloodline better and explain it better.

There are many famous Kohaku breeders, but there are a few that it would be beneficial to know: Dainichi Koi Farm, Hoshikin Koi Farm, Maruboshi Koi Farm, Murata Koi Farm, and Urakawa Koi Farm. I recommend that you read “Koishi” by Mamoru Kodama to study these bloodlines.

Lastly, I would like to mention why the Japanese like Kohaku so much. Kohaku, the color combination in general, has a special meaning. In Japan, you will see the combination of red and white at several occasions. For example, you will see red/white drop curtains and decorations at the entrance of schools. At a wedding ceremony, we have red/white rice cakes. The red/white combination is a symbol of celebration. I must say that it is the favorite color combination of the Japanese people. Even the national flag is red and white. Why is Kohaku so popular in Japan? Now you see why.

Hoshikin Kohaku. On the snow-white skin, the beautiful three-step hi pattern stands out. The last hi step is called odome. This is an excellent one.

About the Author

Taro Kodama is President of Kodama Koi Farm. It is the largest importer and distributor of quality Japanese Koi in the U.S. With locations in Japan, Hawaii and New Jersey, Kodama Koi Farm carries 35,000+ Japanese Koi from the top breeders in Japan. Taro Kodama, along with his father, Mamoru Kodama, provide not only winning show Koi, but they also conduct many Koi seminars.
AWARD WINNING
INNOVATIVE
DURABLE
COMPACT
FISH FRIENDLY

“The Helix Pre-Filter is the most innovative pond skimmer I’ve seen on the market in the last 6 years!”
Randy Stewart, UnitLiner.com – Shawnee, Oklahoma

“This skimmer is so simple and sweet. I wish I would have thought of it!”
Kent Wallace, Living Water Solutions – Las Vegas, Nevada

“Rarely are we privileged to see truly revolutionary new ideas in the pond industry. The Helix skimmer is exactly one of those rare examples.”
Mike White, White Water Filters – Batavia, Illinois

“We’re super impressed with the performance of The Helix Skimmer on our pond! I’m excited to offer this clever & innovative new product to our customer base. I have no doubt it will meet the demands of the discriminating buyer.”
Bill DeBrosky – In Motion Aquatics & Mystic Koi – Upland, California

“The Helix has exceeded my expectations and has caused me to totally change the way I view what a skimmers role in a pond is.”
Jako Langesiag – Aqua Eden – Faribault, Minnesota

800-522-5043
www.theponddigger.com

Request info at www.pondtrademag.com/infocard △ #1984
Back to Life
The decline of pond keeping — how to bring it back

Erik Tate, The Water Garden

Over the past several months and maybe longer, I have heard many in the water feature industry asking questions about the viability of the industry as a whole. Statements indicating that the industry is dying are concerning, to say the least. While it is true that many of us have certainly taken a hit in the past few years, there is no reason to throw in the towel. Since I started in the water gardening business in the late ’80s we have seen exponential growth. And while I think everyone expected growth to slow, we may have not expected the steep decline we have seen.

This decline has no single source. Many of the factors that brought us here are greatly out of our hands. However, there is one cause that is greatly manageable: the public perception of pond keeping.

I have seen the idea of a water feature go from part of the American Dream (albeit a small part) to yet another thing to maintain. The harsh reality, my friends, is that we are all at least partially to blame for this. How many times have you heard a potential customer mention a friend or neighbor who complained about his or her pond?

“Oh, what a nightmare.”

“It’s always green! I can’t even see my fish.”

“My fish are all dead. I have to clean the filter every day.”

“I finally filled that pit in with dirt.”

Countless people who were potential water feature customers are hearing these statements and many more like them.

So, how do we fix this public perception? There are many ways, and most of us already do them. We just need to do them better. This obviously involves a well-designed pond with good filtration. But where I feel the biggest hole has been left is customer education. We cannot simply sell or install a water feature and leave it to the customer to figure it out.

We must educate the customers on how to reduce maintenance and care for their ponds in ways that bring the joy and beauty that they expected from the start. We all know what a well-cared-for water feature can bring. We have to make sure each and every customer has the opportunity to experience the same. Only then can the potential new customers hear comments like:

“Let me show you my waterfall!”

“I love sitting by my pond after work.”

“Have you met my new koi, Waldo?”

“Hey! I know someone that can help you get a water garden of your very own so you can experience this, too!”

That is what we all need to bring to the table. And the goal of this column is to get us all thinking about what we can do better to make this happen. In each issue I will present a new angle. It may be specific information that needs to be spread to the customer, or it may just be a starting point to get our wheels turning.

If the industry is dying, then only we, the pond professionals, have the power to bring it back to life. As this column continues I want to hear your thoughts and ideas as well.

Erik Tate operates The Water Garden, LLC. The company was started in 1987 by his parents, Randall & Karen. Having grown up in the pond industry, a passion for water gardening became ingrained in who Erik is. Based in Chattanooga, TN, The Water Garden is a distributor of quality pond supplies.

The Water Garden LLC
5212 Austin Road
Chattanooga, TN 37343
423.870.2838
info@WaterGarden.com
www.watergarden.com
**MICROBE-LIFT**

Naturally Cycles Your Pond in 24 Hours!

- Gaseous nitrogen into the air
- Nitrogen Gas ($N_2$)
- Denitrification: The reduction of nitrate in planted pond aquatic zones
- MICROBE-LIFT/PL already added to each step 1 contains denitrifiers that function without oxygen.
- These select microorganisms can remove pond nitrogen by converting nitrate to nitrogen gas that is removed from the pond by denitrification.
- Nitrification: converting inorganic nitrate to nitrite and then to nitrate.

**Fish Waste plus Unconverted Plant Matter**

- Fish waste plus unconverted plant matter is broken down by the pond's biological process: ammonia is released.
- Nitrification: converting inorganic nitrate to nitrite and then to nitrate.

**4 Steps to Speed the Removal of Organic Waste, Ammonia and Nitrate for a Clear, Clean, Nontoxic Pond!**

1. **Step #1:** MICROBE-LIFT/PL
   - Spreads the removal of all organic waste material in ponds by adding a select group of microorganisms that increase the rate of organic breakdown and improve filter performance.
2. **Step #2:** Add ML/NITRO-OUT II
   - Provides the necessary nutrients needed by organisms and stimulates growth for the biological stabilization process, and ensures the removal of true ammonia!
3. **Step #3:** Add MICROBE-LIFT/KH Booster
   - Supplies the necessary nitrate to the pond, while removing all nitrate in the pond.
4. **Step #4:** Use ML/KH TEST KIT
   - Measures the presence of necessary nutrients, and certifies the pond is healthy.

**MicrobeLift.com 800-645-2976**

Microbe-Lift Pond & Aquarium Facebook Twitter @MicrobeLift

Ecological Laboratories INC.
Providing Environmental Solutions Since 1976

---

**Time To Reconsider the UV You Sell?**

- UV Stabilized Housing - Two Year Warranty
- Sharp Hi-Tech Design
- Unique Patented Design protects you from low bid copycats

**EVO110**

Ported for 2” fittings

**INMOTION AQUATICS**

The US Distributor of Evolution Aqua Products

To find out how to become a dealer, or find one in your area, visit InmotionAquatics.com

Call us at 888-920-1944
Can any garden pond professional withstand the financial hit of a fire that results in a two-month shutdown of operations? What about surviving after someone is injured after slipping on a wet floor? Can the business survive an employee who embezzles sizable amounts from the business?

Natural disasters can drastically affect the business where it hurts — its pocketbook — as well as teach every business owner an invaluable lesson. Only months after monster storm Sandy devastated much of the Mid-Atlantic coast, the courts are beginning to fill with cases about whether damages resulted from the storm’s winds or rising waters — damage covered by few insurance policies.

Obviously, selecting the right type of insurance for the pond business is only one factor every retailer, distributor, builder, manufacturer, and installer must consider. Finding an insurance company willing to insure the business almost renders the question of cost irrelevant. How then can any pond business owner or manager hope to find an insurance company, select the right types of insurance needed for his or her unique operation, and most importantly, afford those steadily increasing insurance expenses?

**BASIC INSURANCE**
The basic business insurance package, according to many experts, consists of four fundamental types of insurance coverage: workers’ compensation, general liability, auto, and property/casualty — plus an added layer of protection over these, called an umbrella policy.

**WORKERS’ COMPENSATION**
While nothing about insurance is easy, of the four types of insurance coverage, workers’ compensation comes closest to being a “no-brainer.” After all, laws in all 50 states require employers to maintain workers’ comp. insurance. What’s more, in most instances, the rates are established by the state. To reduce the cost of this necessary insurance, do not accept the first price offered. Because no one wants to be classed as an explosives manufacturer if the business really involves construction, ensuring the pond business is categorized properly means it will be charged the appropriate rate. Another way to reduce the costs of workers’ comp is to take advantage of rate variances offered in many states. After a certain premium level, usually $5,000, employers can be rated based on history of claims. Naturally, the fewer claims, the lower the premium.

**GENERAL LIABILITY**
The most confusing and misunderstood type of insurance, provides coverage for the garden pond professional when negligent acts and/or omissions result in bodily injury and/or property damages on the premises of the business. It also provides coverage when someone is injured as a result of using the product manufactured or distributed by the business.

The best strategy with general liability is to determine how much coverage is actually needed. The old rule was that general liability insurance only equal to the business’s net worth should be purchased. Unfortunately, that does not work anymore because people now sue based on the amount of the policy — and the operator’s net worth. There are two extremes that an independent pond business owner or manager might want to consider. The first, the so-called “empty pockets” approach, is to buy little or no insurance so as not to become a target of lawsuits. The other...
approach is to buy $2 million to $3 million of liability insurance — generally, the most needed.

**AUTO** Like workers’ compensation, auto insurance is fairly straightforward. Even saving money is routine: simply increase the deductible. Of course, cost cutting should not result in lower policy limits. Many states set minimum liability coverage, and those payouts may be well below what a pond business actually requires. If the pond business does not have enough coverage, the courts can take everything. Many experts suggest carrying a minimum of $1 million in liability coverage.

**PROPERTY/CASUALTY** The majority of property insurance is written on an “all risks” basis as opposed to a “named peril” basis. The latter offers coverage for specific perils spelled out in the policy. If a loss occurs from a peril not named, then it is not covered. For starters, make sure the pond operation is covered by an “all risks” policy. Then take the extra step and carefully review the policy’s exclusions. All policies cover loss by fire. What about the losses from casualties such as hailstorms and explosions? Many businesses purchase coverage for all of these risks.

Whenever possible, “replacement cost” insurance should be purchased. This will replace the damaged property at today’s prices, regardless of the cost when the equipment or property was purchased. It is protection against inflation.

**SOMETHING EXTRA** In addition to these four basic types of insurance, many insurance professionals recommend an additional layer of protection, called an “umbrella policy.” This protects the operation from amounts in excess of its existing coverage or for liabilities not covered by other policies.

**GOING THE EXTRA MILE: BUSINESS INTERRUPTIONS**

When a hurricane or earthquake puts your pond business out of commission for days — or months — property insurance covers the damage. However, while property insurance pays for the cost of repairs or rebuilding, who pays for the income lost while the operation is unable to function?

For that, business interruption coverage provides enough to meet overhead and other expenses during the time the operation is out of commission. Generally, premiums for business interruption insurance are based on the operation’s annual income.

Even better, a good “package policy,” bundled coverage offered as a package by many insurance companies to those in specific fields or industries, usually covers business interruption. Also included in many bundled insurance packages is protection for losses such as the raw materials, equipment or supplies stockpiled for future work. This usually falls under the heading of theft and loss protection.

Premises and operations coverage — part of some, but not all, business liability policies — covers a pond retailer, distributor or manufacturer for bodily injury or property damage liability to members of the public while they are on the business’s premises.

**REDUCING RISK AND PREMIUMS** All insurance premiums are based on the risks involved. Insurance companies evaluate the situation to determine the risk of potential loss that they will have to assume and base their rates on the results. Therefore, any steps that can be taken to reduce potential risks not only help safeguard the garden pond operation but may also make the business eligible for lower insurance rates.

In fact, every pond retailer, distributor, builder, installer, and manufacturer, large or small, should have a plan in place to manage the risks inherent to operating the business.

That means evaluating the pond operation’s exposure to risk. That, in turn, may mean looking at the property, equipment, products/services, and employee-related exposure to risk in the business. Then, and only then, is one ready to purchase insurance that will provide the funds needed to help restore the pond operation in the event of a loss. Which leaves the question: what insurance is needed?

**CASUALTY LOSSES** When insurance doesn’t fully cover the losses of a pond business, Uncle Sam, in the form of our tax laws, often steps in to ease the burden. Losses arising from fire, storm, shipwreck, or other casualty are, clearly, tax deductible. Of course, even casualty losses must be due to a sudden, unexpected or unusual event in order to qualify as a tax deduction for the pond operation.

Casualty losses, at least if they have been labeled as the result of a legitimately declared “disaster,” can be utilized to recoup taxes paid in the previous tax year. If any pond business sustains a loss from a disaster in an area that is subsequently determined by the President of the United States to warrant federal assistance, special loss rules apply. Thus, the pond business has the option of (1) deducting the loss on the tax return for the year in which the loss occurred or (2) deducting the loss on the tax return for the preceding tax year.

Slashing insurance costs usually begins with shopping for competitive rates for the insurance coverages your pond operations need — and can afford. Going even further to actively manage the pond operation’s exposure to risk will slash those insurance costs even further. The alternative is no insurance and possible ruin when disaster strikes.

Finally, keeping loss claims reasonable and implementing loss control programs are two steps that can help even the smallest pond builder, retailer, distributor, or supplier keep insurance premiums down year after year. Choosing an insurance carrier that has a positive history in the business, sound financials and services in loss control and claims can also help make necessary insurance coverage affordable. But the time to think about that insurance protection is now — not when it may be needed.

Adequate, affordable insurance coverage for any pond business is an ongoing concern. With a few simple strategies, a reliable advisor and a little homework, affordable protection can — and should — become a reality.

Mark Battersby has over 25 years of experience in the fields of taxes and finance. Although no reputable professional should render advice at arm’s length, he does craft unbiased, interesting, informative, and accurate articles. He writes articles and columns for several trade magazines, and has authored four books.
6 Hidden Features

The Axiom skimmer from EasyPro provides the pond installer with an easy to install and versatile pond skimmer at an excellent value. Creating and maintaining water gardens is made significantly easier with the installation of an Axiom pond skimmer.

Axiom

All black tubs that skim pond water are not the same. Let’s take a look at six hidden features of the Axiom skimmers that set these units apart.

1 Fast and secure liner attachment. With most skimmers multiple steps are required to ensure the liner hole is cut and lined up properly to finish pond liner attachment. With the Axiom skimmer the faceplace is secured to the unit first and then the liner hole is cut out. No additional realignment of liner and faceplate is necessary.

2 Integrated UV option. The 5000 gallon Axiom skimmer model can be fitted with an integrated UV option. This UV option installs inside the skimmer to provide a convenient way of implementing copper-free algae control.

3 Extended inlet flange. Concealing the inlet at the pond edge is made easier with the extended flange. Rocks can be stacked along and on top of the flange to create a more natural looking connection at the pond edge. BONUS: Axiom skimmers are compatible with EasyPro’s patented 24” extension tubes. This allows the skimmer to be set back as far as desired from the pond edge for creating natural looking ponds.

4 Adjustable overflow. Axiom skimmers come with pre-installed “spinweld” fittings that create a sealed tub. This allows the overflow to be adjustable with an elbow fitting. Ponds with extensive stream systems can use this feature for accommodating the “water in transition” these systems must account for.

5 All-in-One option. The All-in-One Axiom skimmer and filter combo is an excellent way to provide filtration without the need for a typical waterfall filter box. With a biological media chamber filled with EasyPro ultimate tube media, this Axiom unit can provide biological filtration for ponds up to 4000 gallons.

6 Compatible with submersible or external pumps. Submersible or external style pumps can be used with the Axiom skimmers. With larger pump chambers a single or dual submersible pump set up can be used. External pumps can be used in a suction lift or a flood-ed suction configuration.

Additional information on the six hidden features of the Axiom skimmers can be found at our website: easypropondproducts.com/axiom

Request info at www.pondtrademag.com/infocard ▽ #1922
Check out Tranquil Décor’s newest styles and colors for 2013

With more than a dozen additions to the Tranquil Décor collection this year, selecting the perfect water feature is made even easier. New larger features up to 45” tall provide a striking appearance, and new self-contained basin options allow more versatility for outdoor or indoor features.

Made with Déco-Crete, an alternative fiber reinforced concrete material, the Tranquil Décor line of bubbling fountains, vases and columns offers the appearance and durability of traditional materials without the cumbersome weight. These fountains are individually packaged in “retail friendly” foam lined boxes to prevent breakage in shipping. Tranquil Décor fountain kits make it easy on the “Do-It-Yourselfer” or professional. Kit packages include fountain, pump and choice of basin with optional LED lighting for everything needed to add a beautiful water feature to a patio or landscape.

Visit easypropondproducts.com and search keyword “tranquil” to view available colors and styles.

Integra Liner: The economical, EPDM solution to rising liner costs.

Extreme price increases in 45-mil EPDM liner and ever rising freight costs have many water feature customers looking at liners made of PVC and HDPE for cost saving measures. Integra Liner is an economical 30 mil EPDM rubber liner alternative that is fish safe, easy to install, cost effective to ship and has a 25 year warranty. Short cores on 100 foot rolls (just over five or seven feet depending on size) make Integra Liner easy to handle and store. Large pre-cut sizes are able to ship via parcel carriers at a significant savings, making Integra Liner an attractive choice for those looking to reduce overall liner costs.

Contact EasyPro for your free 2013 catalog at 800-448-3873 or www.easypropondproducts.com

For more details on Integra Liner visit our website: http://easypropondproducts.com/news/integra-liner

EasyPro Pond Products
4385 E. 110th, Grant, MI 49327
800-448-3873

Contact us for a free sample today!
Power washing removes the patina (biofilm) of a pond. Some clients want this done to show off the beauty of the stone. However, the pond’s natural biological filter is being removed. Cause #8.
Pea-green soup pond water caused by planktonic algae is not only unsightly, but it can also make it difficult to enjoy the beauty of the fish. High levels of this kind of algae also indicate an underlying problem that can probably be easily solved.

From Pea-Green to Pristine
Causes of “pea-green soup” pond water and how to avoid them

by Jamie Beyer,
Midwest Waterscapes

Pea-green soup water in ponds is the result of a bloom of single-celled planktonic algae. This algae is free-floating algae, which is different from string, or filamentous, algae. Free-floating algae requires different control methods than those required for string algae. Compared with string algae, planktonic algae is much easier to deal with. Being able to recognize what causes these single-celled algae species is an important part of this equation.

Planktonic algae is caused by an excess of nutrients in the water and not enough “critters” (bacteria, invertebrates, and good algae) to use them up. Most of these critters’ homes are in a layer of life that I call the PATINA of a pond. Most ponderers would recognize this as the “slime layer.” It grows on everything that dissolved oxygen (DO) -rich water touches – rocks, the liner, plant pots, etc. These microscopic animals also float around in the water, but most exist within the patina layer.

The amount of algae (and thus the clarity of the water) can vary, from a just some algae to a huge algal bloom (i.e., pea-green soup). Cold water temperatures inhibit algal reproduction and growth. This is why most ponds are clearest in winter. Clarity can vary from zero inches of visibility to several feet. Ideal clarity is when one can see the bottom of a 30-inch deep pond. Do not expect swimming-pool clarity.

Suspended sediments, such as soil particles and tannins, can also affect clarity. To determine if sediment is the cause of reduced clarity, I recommend taking a sample of the pond water in a clear glass. Set the glass down for maybe 15 to 30 minutes so that any sediment settles to the bottom of the glass. Backlight the glass to observe. If there is no sediment in the bottom of the glass, then planktonic algae and/or dissolved tannins from organic matter will be the likely cause of reduced water clarity. These two will stay suspended for a much longer period of time. Usually, tannins are brownish in color and algae are green, so it is fairly easy to determine which one is clouding the water. Dealing with tannins and sediment will not be discussed here.

Any one of the following 30 causes may be enough to create the conditions necessary for a planktonic algal bloom. It is possible that a combination of several of these causes are responsible. The first eight causes discussed below are the most frequent reasons for a planktonic algae bloom, creating pea-
green soup water. To achieve the clearest water, our goal is to reduce the excess nutrients and create a balance of the best conditions for the critters. A pond itself serves as a biological filter, so it must be treated as a living, breathing (i.e., needing oxygen) ecosystem. Every one of the following causes relates to this goal.

#1 – Your pond is new, and microscopic animals have not been able to reproduce and populate it yet. You can speed up the process by adding bacteria. However, a pond is not fully mature for at least two years, even when bacteria are added. A mature pond has a very diverse critter population that includes more than just bacteria. It takes time for them to show up.

#2 – The fish are overfed, or they can’t get to the food before it dissolves. These excess nutrients are readily used by planktonic algae. A good example of this is when the food gets sucked into a skimmer box and ground up by the water pump. This is very important: make sure all the food is eaten before it sinks or is sucked in by the water pump. I recommend feeding only enough food so that it is all eaten within five minutes.

#3 – There or too many fish, or the fish are too large for the size of the pond they are in.

#4 – There is not enough water circulation in the pond. Pump a MINIMUM of one pond volume every two hours. It is even better to circulate one pond volume every hour. More circulation means higher dissolved oxygen (DO) levels to all parts of the pond – top to bottom and from one side to the other. Higher DO levels allow larger numbers of critters to exist. This rule of thumb basically applies to ponds smaller than 10,000 to 20,000 gallons. Once you pump 10,000 to 20,000 GPH, you have such high circulation that this rule can be ignored.

#5 – There is buildup of dead organic matter (such as tree leaves) in the pond. This may also be a source of tannins.

#6 – Something died and is decomposing in the pond (i.e., fish, frogs, or toads).

#7 – There are very few aquatic plants in the pond. Certain plants can use up a lot of organic nutrients. Use a variety of plants that take their nutrients directly out of the water, such as submerged plants or plants whose roots dangle in the water. Water lettuce, water hyacinth, and plants that...
**NEW for 2013**

Call, Fax, or Email to request a 2013 Atlantic Catalog, where all NEW products are available.
Ph: 877-80-PONDS (7-6637)   Fax: 330-274-8790
info@atlanticwatergardens.com     www.atlanticwatergardens.com

**Oasis Fountain Kits**
Installing a water feature couldn't be easier than with Atlantic's all new Oasis Fountain Kits.

**Color Changing Vases**
A completely new concept: overflowing vases that glow from within! These fountain pieces are equipped with remote controlled color changing lights and are available in three sizes.

**Stainless Steel Scupper**
These sleek, modern scuppers add a new element to our formal water feature line, and work seamlessly with Atlantic’s Basin Kits.

**Triton Ionizer**
Completely redesigned to mate perfectly with our Award Winning Triton Check Valve for simple installation and tool-free electrode replacement!

**ALSO NEW in 2013**
- Basin Kits
- Stainless Steel Splash Rings
- Pro Series Fountain Pieces
- MD250 Mag Drive Pump
- TidalWave Fountain Heads
- AWGFT2 Fountain Light
- Typhoon Air Pumps

**SOL Lighting**
Available in both warm white and Color Changing, the NEW SOL Lights feature a brass body with an oil rubbed finish that adds class while reducing the heat emitted.

To stay up to date on all of Atlantic’s products and news, find us on any of these great social networks!

Request info at www.pondtrademag.com/infocard #1908
are planted on floating island planters are good examples. These make excellent “veggie filters.”

#8 – The pond has been scrubbed or power-washed, thereby drastically reducing the number of critters. In this case, see #1 – New Pond.

#9 – Aquatic plant fertilizer tabs may not have been pushed completely down into the soil, thereby releasing some of the fertilizer directly into the water.

#10 – Plant pots are leaking soil or fertilizer. Mesh baskets or even pots with holes in them can allow fertilizer to leach into the water. It would take many water lily mesh baskets for this to be a potential problem.

#11 – Water has been added from a lake, stream, sump pump, or drainage ditch. Even shallow well water may add excess nutrients. High levels of nitrates are often present in surface water and shallow wells, especially in areas where the ground has been fertilized.

#12 – Runoff from the surrounding ground has flowed into the pond after a rain. This can bring in all kinds of things that can create green water, including herbicides, fertilizers, soil, and/or any kind of organic matter.

#13 – The pump intake is beneath the waterfall, preventing good circulation. Locate the intake of the water pump at the other end of the pond, away from the waterfall.

#14 – The water pump is shut off (at night, for example) or power to it is interrupted for a period of time. This allows the waterfall/stream to dry out, which kills the patina of life in the stream. This also reduces the circulation in the pond.

#15 – The filamentous algae (string algae) was recently killed by an additive. The decomposing algae itself can create conditions for green water to develop. Even though it can look bad, this algae can serve as an effective veggie filter, so killing it actually removes this type of filter. Remove dead string algae if you can get to it and replace this type of “veggie filter” with one that is desirable.

#16 – Certain pond additives have been used or overused. Fish medications, algicides that contain copper, and other additives can kill the patina’s critters.

#17 – Herbicides or insecticides have been used in or around the pond. See #16 above.
• ONE COAT APPLICATION NO PRIMER NEEDED
• APPLIED ON FLAT AND VERTICAL SURFACES
• 25 YEAR HISTORY OF SUCCESS
• 5 YEAR WARRANTY
610.298.1989
WWW.PONDPRO2000.COM
POND PRO IS A 100% LIQUID EPDM RUBBER IDENTICAL TO EPDM POND LINERS.
IT CAN BE APPLIED TO LINERS, CONCRETE, METAL, FIBERGLASS, ACRYLIC, FIBERGLASS.

Request info at www.pondtrademag.com/infocard △ #1996

HINT – Smell the pond water. I like to get my face right down to the water’s surface to smell it. If it’s healthy water, it should smell like garden soil: fresh and earthy. If it stinks like rotten eggs, especially when debris is dredged up off the bottom, then we have very low DO levels. The rotten egg smell is from toxic hydrogen sulfide gases, which can allow pea-green pond algae to bloom. These gases are also fish killers if the cause(s) are not addressed. Immediately remove the excess debris and increase circulation.

#18 – Lawn fertilizer has been over-spread and some of it has gotten into the water garden.

#19 – Night crawlers are dying in the pond. This is difficult to determine in a pond with a rock bottom. This is common in new ponds, where worms used to crawl through the area where the pond is now. They now encounter a rubber liner and crawl up and over the edge into the water. This is more of a temporary situation.

#20 – Bird feeders are hanging near or over the pond or stream, allowing birdseed and bird droppings to accumulate in the water.

#21 – A large amount of bird, rabbit, dog, or other animal droppings are getting into the water. This can also occur during the winter when there is ice on the pond. The droppings accumulate on the ice, and when it melts in the spring, the droppings go to the bottom.

#22 – Ducks or geese have access to your pond. This is very similar to the above two causes, but some people do not think of the droppings when the cute ducks are swimming in their ponds. Their droppings could be a problem.

#23 – The pump intake is becoming plugged, thereby reducing circulation. This can also shorten the life of your pump. Use a large enough pre-filter to catch the debris before it gets to your pump’s impeller.

#24 – Pump output is restricted, thereby reducing circulation. Inadequately sized outlet tubing can restrict the flow. Always upsize the
outlet of your pump by one size (for example, if there is a 1-inch outlet on the pump, use 1 1/4-inch outlet tubing). Other restrictions can be caused by a kink in the tubing, organic matter buildup (i.e., algae) in the tubing, or even the filter that the water is pumped to becoming plugged.

**#25** – The tops of aquatic plant pots are not covered with large enough gravel. Goldfish and koi like to dig into the dirt – it is their nature – and the soil that is released into the water contains nutrients like phosphate, which algae grows on. It also may contribute to cloudiness from suspended soil sediments. Goldfish can move pea gravel, so use at least ¾-inch river rock. Large koi can really do some serious digging, so go with two-inch river rock on top of your dirt when koi are present.

**#26** – A high proportion of “new” water is being added to “old” water. “Old” water is “living water,” containing lots of critters, whereas new water is relatively devoid of life. Using roof water by diverting downspouts into the pond can literally flush a pond of its healthy old water in a heavy rainstorm.

**#27** – Lots of rain is falling on the surface of the pond. This may cause an algal bloom due to the nitrogen that is dissolved in it. If this is the cause, the pond’s ratio of critters to nutrients is too low anyway.

**#28** – Aquatic plant soils with high organic content, such as compost and/or manure, are present. The excess nutrients can leak out of the pots. Staining of the water by released tannins can also occur, thereby reducing the clarity. As a side note, it has been shown that the compost in the soil can retard the growth of your aquatic plants. The decomposition of the compost uses oxygen, robbing the plant roots of an already limited supply of oxygen. This oxygen in the plant root zone

---

**HINT** – While your face is at the water’s surface, look for small critters in the water. You should see some small invertebrates swimming around, especially if you are near the pond’s edge and stir the water. This is a sign of a healthy pond with a balanced ecosystem.

Finally, if you have gone over this list carefully and cannot find the cause of your pea-green soup water, then I would recommend pumping out 10 percent of the pond volume and replace it with normal makeup water. Pump this removal water from the bottom of the pond. When the weather is warm, I would do this a half-dozen times over a period of two weeks, with two to three days between each exchange of water. However, if the weather is cool I would do this over a month. You are removing “living water” that I referred to in Cause #25. This water is normally good for a pond, but in this case you are also removing excess nutrients that may be causing your green water. If the pond stays green after the conclusion of this exchange of water, then something else that I have not discussed here is creating the conditions. The only other suggestion I would make at this point is to add a biological filter. However, I have never had to resort to this for a water garden.

A koi pond with lots of big fish and very little plant material is a different matter. In this case, a biological filter or a two-pond system that includes a water garden with lots of plants must be used.
Guard the life in your pond...

LIFEGARD® POND & WATER GARDEN PRODUCTS

Knowledgeable pond and water garden owners choose from a proven leader in product innovation... performance... and satisfaction.

ALL-IN-ONE® COMPLETE POND FILTER SYSTEM
Submersible unit combines Mechanical, Chemical and UV Sterilizer with pump and water feature attachments.

QUIET ONE® PRO SERIES POND & FOUNTAIN PUMPS
A size and style for every need... quiet... reliable... and energy efficient.

UNO, DUNO, TRIO® FILTERS & FILTER/PUMP KITS
Submersible mechanical and biological filtration available in single, double and triple modules with matching pumps.

CAGED, DIRTY WATER & UTILITY PUMPS
Choose from a variety of special function pumps designed to handle all varieties of pond water conditions.

MAINTENANCE PRODUCTS
Lifegard offers pond maintenance Vacuums, Brushes, Hand Skimmers, Thermometers and Telescopic Poles.

TARPON® POND FILTER SYSTEM
Features Sand or Bio-Mate Media, High Flow Lateral System, Multi-port Valve, Base, Hose Kit and Pump for large ponds or water gardens.

For these and many other proven products... visit our web site at www.lifegardaquatics.com under Pond & Water Garden Products

LIFEGARD AQUATICS
Aquarium, Pond & Aquascaping Products

Email: info@lifegardaquatics.com
562-404-4129 Fax: 562-404-4159

Request info at www.pondtrademag.com/infocard △ #1955
is critical to good plant growth.

#29 – The pond was emptied and allowed to dry out. If this is the case, then a lot of your patina layer died and the critter population will have to rebuild itself. The addition of bacteria will speed up this process.

#30 – The pea-green algae may not be algae at all. It could be a type of protozoan (Euglena) that has chlorophyll (which causes the green color) in its tissues. Euglena are rare in this type of situation, so please do not assume that your green water is caused by these protozoans. A microscopic examination will determine if Euglena are present. Other than their role in less-than-idea water clarity, these types of critters are not harmful in a pond. However, they can be hard to control. A UV Clarifier will work on them. I normally
Pots like these are commonly used to pot aquatic plants. Mesh pots and pots with holes can release fertilizers into the pond. Cause #10.

do not recommend UVs, and in this case only would I use one. UVs are expensive and can hide an underlying problem that could stem from one of the other causes listed above. 

---

**About the Author**

**Jamie Beyer**

Water gardening has been a passion of Jamie’s for over 50 years and he has worked on over 1,000 ponds. He personally has several very large ponds, which contain many kinds of water plants and fish. Jamie has a Master’s Degree in Fish and Wildlife Biology, is a Lifetime Master Gardener, and is Founder and Past President of the Central Iowa Water Garden Association. He has a broad background in fisheries, the dynamics of water, horticulture, and aquatic and wildlife ecology.

Jamie co-authored the Ortho Book “All About Garden Pools and Fountains.” Over a half-million copies of the book have been sold. He is frequently a guest speaker and writer.

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

The main purpose of koi ponds and water gardens is to see and enjoy the inhabitants, fish, and plants. This is true whether you design/build ponds, sell plants, or maintain ponds. Whenever you can maximize the growing season, pond inhabitants show off better, pond owners are happier, and your pond business is more prosperous.

Most people think weather conditions are based only upon location and the seasons, so nothing can be done about them. In reality, there are many ways to control the light and warmth a yard and its ponds actually receive. Being proactive (aka bluffing Mother Nature) has benefits for all pond inhabitants. As we Southerners know, plants and koi grow when it’s warm. So gaining additional growing time can make a big difference, literally and figuratively.

An extraordinary water lily was hybridized for shady ponds — Nymphaea “Silcus Eternicus.” It provides constant blooms (24/7) and won’t get eaten by koi.

Photos by Paula Biles

Bluffing Mother Nature for Beauty and Profit

Tactics to extend the season

By Paula Biles

Some tropical marginals, like the Papyrus family, can be overwintered indoors. Since they won’t go dormant, their growth starts earlier in the spring.
Nature regulates aquatic plant performance with two things: light and water temperature. Since both are direct results of how much sunlight reaches the pond water, our bluffing strategy has two components: maximizing sunlight for the inhabitants and retaining heat in the water. When we master this game before the season starts and as it ends, the viewing and growing season gets longer in early spring and late fall, sometimes by several weeks.

**Microclimates**

A microclimate results when local conditions vary from the surrounding region. (For example, thanks to their microclimate, my neighbor’s garden with a sunnier exposure grows better roses than we do.) Factors that influence a microclimate can be natural or man-made and their importance should not be underestimated.

It is possible to intentionally create a microclimate in order to extend optimum conditions for pond dwellers. Existing surroundings can be modified and artificial assemblies can be constructed. The dual objectives are to maximize sunlight on the pond and provide shelter from prevailing cool winds.

**Maximize Light**

Variations in the duration and strength of solar radiation cause seasonal temperature fluctuations, which obviously affect pond temperatures. In addition, day length is usually the most critical factor for regulating plant growth, flowering, and dormancy. (Winter days can be seven hours shorter than summer days, depending upon latitude.) So besides contributing more heat, lots of sunshine is also necessary to push plants out of the winter cycle and into their growing season.

Light intensity on a pond surface varies with elevation, latitude, season, and weather conditions. And even in gin-clear water, the amount of sunlight plummets as you go deeper. Of course, in bourbon-clear or algae-tinged water, the effect is even more pronounced. Determine the sunni-
Increased daylight and warmth are Nature’s signals telling plants and animals to grow. To jump-start aquatic plants, maximize the amount of light and heat at their crowns (growing tips) before the season begins ... and at the end.

1 Design water gardens in the warmest, brightest spot in the yard, ideally with southern or southwestern orientation.

2 Place plant containers very close to the water surface, in spots where the sun is strongest and the water temperature highest. Place the water lily crown about 3-4 inches below the water surface. Once the plants get good growth, gradually lower them or move to them shadier areas.

3 Prop up pots on black file crates. Bricks or concrete blocks can also be used with precautions. Protect the liner under the bottom blocks. When fish are present, make sure cement is weathered to prevent leaching. Remove the blocks or wrap rough edges during spawning.

4 Cover the pond surface with bubble wrap or styrofoam in evenings to retain heat. Or make a temporary, inexpensive greenhouse over the pond from arched PVC pipe covered with clear plastic sheeting.

5 Pre-start tender tropical lilies in a small outdoor pond, tank, or tub. Place it in full sun where you can control the water temperature. If possible, use either an aquarium or stock tank heater, depending on the pond’s size.

6 Create a mini-pond in the basement, with artificial lights and heaters. Or make use of a heated Jacuzzi during the off-season when no one is using it.

7 Borrow a friend’s greenhouse to keep plants for a few weeks before the season starts. This will help the plants warm up earlier and get a running start on the growing season.

8 Keep some tropical marginals indoors over the winter. Since they won’t go dormant, growth starts earlier in the spring. Dwarf Papyrus and Umbrella Palm are two that make great houseplants. Remove all insects before bringing them inside, keep them in a bright spot, and use deep saucers to keep them moist.

9 DO NOT hurry the spring planting process. Putting tropical plants into the pond when the water temperature is too low can send them back into dormancy. Then they take extra long to start growing. Tropical water lilies must have constant water temperatures of 70-75 degrees Fahrenheit.

Creating a warmer winter microclimate has many benefits. The “pond enjoyment” season is extended. The yard, “pond owners,” fish, and plants are more comfortable. And the businesses that made it possible are more successful.

Retain Heat

Controlling undesirable winds creates a warmer microclimate, a major factor for
Heat and light are essential to jump-start plants. Place lilies very shallow to start, then gradually lower them as they develop. Never put tropical lilies in until the water is consistently above 70 degrees Fahrenheit.

a more comfortable yard and more productive garden. It also helps with the ambient pond temperature and reduced cooling of the surface water.

Cold water is heavier, so when water cools it gets denser — until it reaches 40 degrees Fahrenheit. Below that point it becomes lighter, which is why ice floats. As temperatures rise in the spring, the surface water becomes warmer and lighter while the cooler, denser water forms a layer underneath. Maintaining the warm top strata is crucial to get a jump-start for plants.

In the spring, obtaining and retaining pond heat is important, especially at night when most of it is lost. Structures and plantings can protect against cold blasts, which usually come from the north. Walls and fences can also be painted a light color to generate radiant heat. Contrary to what most folks think, a solid barrier provides minimal wind protection. The wind simply blows over it and continues a few feet downwind. However, ventilated
screens or fences disperse and slow down cooling winds. Compared with the effect of a solid fence, they are much more effective at retaining the heat generated within the pond.

The Benefits

So you see we're not really trying to fool Mother Nature, but rather to adapt her own strategies and produce a longer season. To create a warmer microclimate we maximize her most precious wintertime commodity (sunlight) and minimize the most undesirable (wind). Our goal is to get light underwater to the aquatic plants and trap heat in the pond.

With a little manipulation, we can gain several extra weeks of growth for our fish and aquatic plants. So, whether you design a new pond or maintain an existing one, create a better and longer growing season for the pond dwellers. They will be happier and so will the pond owners.

Tender aquatics like this “Dauben” (above right) can be pre-started in a small tank. It should be in full sun with a heater if possible. This successful planting became permanent. Without adequate sunlight, (above left) water lilies may grow but they will not bloom much.

When conditions are right (ample sun and warmth), water lilies provide a steady supply of blossoms. When Nature doesn’t cooperate, try bluffing. (See Sidebar)
ShinMaywa

Brighten Your Future

ShinMaywa pumps deliver the quality you expect in your water feature applications.

- Flows from 2,700 – 54,000 GPH
- Low warranty rate
- High efficiency design
- Continuous duty 24/7/365
- Exceptional service and support

Demand the best for your next job.

(877) 213-3598 | www.ShinMaywaSales.com

www.medo-water.com

Why risk having your hard-earned business turned upside down?

Medo’s LA Series blowers are the best choice for koi ponds. Here are a few of the reasons why:

- **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.** LA aerators have about as much ambient noise as a light ballast. Listened to a diaphragm pump lately?

- **They consume less energy.** In an era when energy costs are rising daily, Medo aerators have 50-60% of the line current requirements of diaphragm pumps.

Aerators leverage filtration capability and increase the fish handling capability of existing ponds. They’re an excellent reason to revisit existing clients looking to add value to their ponds.

Call 800 843 6336 or e-mail inquiry@medousa.com for more information. Distributor inquiries are welcome.
On the Wednesday prior to INFO TANZA ’12, more than two dozen contractors from all over the country converged in Longwood, Fla. to start our 7th annual Ponditat For Humanity pond build. With a family fallen on truly hard times and a small pond with three large koi desperately needing an upgrade, the ground was set for another successful build.

This year’s sponsor for the Ponditat For Humanity event was Savio Engineering. Our sincerest thanks to Keith and Valerie Steele, as well as Rick Bartel of the Savio Water Feature Institute, who attended the event and spent most of his time imparting tips and tricks of the trade to all who
Ultimate Purity and Freshness for Maximum Growth and Beauty

MIZUHO™ PREMIUM JAPANESE KOI GROWTH FEEDS:

The Ultimate Easy-to-use, Stay-Fresh Packaging
- Resealable spout ensures maximum freshness and quality over course of use
- Foil bag contains moisture and oxygen scavengers

High-Quality Formulations for Superior Growth and Color
- High-quality Fishmeal Protein for easy digestion and maximum growth
- High levels of Spirulina and Paracoccus for brilliant color
  (Color Floating Pellets only)

The Cleanest Growth Feed Available
- No unwanted fillers or additives
- Contains only the necessary ingredients for healthy fish, high-growth and bright colors
- Keeps ponds clean and clear

Affordable and Convenient
- Lowest priced premium feed on the market
- Reduces cost and waste because less feed is required

EASY ORDERING
Ask your retailer for Mizuho feeds, order at: www.mizuho-koicom or call 1-877-732-3276

Manufactured by Marubeni Nissin, one of the most respected names in Japanese fish culture, and distributed by Reed Mariculture Inc.
Ponditat for Humanity

The happy recipients - the Stuart family from Longwood, Florida.

The 2 Best Filtration Technologies in 1 Filter

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

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

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

DuoTek is the best solution for that large loaded pond

GC Tek
(866) 712-7007

Learn more at gctek.com

The 2 Best Filtration Technologies in 1 Filter

DuoTek

Stage 2
Floating Bed

Stage 1
Fluidized Bed
Labor Costs... Consume Profits

• Finally, an environmentally friendly professional grade vacuum
• Shorter cleaner time means more profits per day
• Slash labor costs
• Gain competitive pricing advantage
• FAST, EFFICIENT & PORTABLE

Call today to see how you can increase your bottom line immediately

FountainBleuVac.com  413-788-8555

Wireless Remote!
Blue Ridge Fish Hatchery

It’s an Industry First from Blue Ridge Hatchery

Blue Ridge Fish Hatchery has announced that starting in 2013, they will be offering a 30 day, no questions asked guarantee on all fish that they produce. Blue Ridge has agreed to replace or issue credit for fish if customers are dissatisfied with the size, quality or health of the fish received. In this value driven economy, we felt that our customers would appreciate the after-sale support that this kind of guarantee would bring.

Blue Ridge Fish Hatchery
www.blueridgekoi.com
staff@blueridgefishhatchery.com
1 800 334 5257

Lifegard® Led Stream Fountain

Lifegard Aquatics has introduced their Multi Colored LED STREAM FOUNTAIN designed to add elegance and fun to any backyard pond or fountain by featuring a stream of color changing LED light inside an arc of moving water up to 13’ long. This compact s.s.unit can be installed and operated with most small pumps, either buried below ground or submerged in water. Contains sponge filters to protect from elements and includes a 16’ power cord and 12 volt, 3 x 3 LED. Available models include Multi-Color Changing Stream Fountain, Remote Controlled unit that locks on desired color or allows all colors to rotate and Complete Fountain Kit including Quiet One® 2200 Pond Pump, 20’ Cord, Sponge Pre-Filter, Hose and all fittings and valves.

Lifegard Aquatics
562-404-4129
info@lifegardaquatics.com
www.lifegardaquatics.com

Innovative American Concepts, LLC, introduces Rudy’s Rock

This new product allows your customers the ability to enjoy the combined elements of earth, air, fire and water, all converging in an amazing self-contained display, designed to create a perfectly serene and tranquil outdoor living environment with which to relax and entertain.

This one of a kind “Fire-On-Water” feature is made of quality, non-destructive, environmentally friendly, recycled GFRS stone material.

For more information please visit our website 3R-Manufacturing.com or contact our customer service department at 505-506-2961

InsectShield® Work Clothes

Insect Shield® products are ideal for a variety of recreational activities such as hiking, fishing, gardening, canoeing and camping – just about everyone on a gift list. The technology is EPA registered, can be worn or used by the entire family and protects against a variety of insects that can cause Lyme disease, malaria and other dangerous diseases.

Contact: Janine Robertson
janinerobertson@insectshield.com
Cell: 206-354-9093
www.insectshield.com

EasyPro’s New 2013 Catalog Available

EasyPro Pond Products of Grant, Michigan has their new catalog available for 2013. We have increased our product line and offer you a large catalog packed with professional and do-it-yourself pond products.

To request your full color catalog or for more information on EasyPro products call 800-448-3873 or visit our website easypropondproducts.com/catalog-request.
Atlantic Water Gardens introduces Stainless Steel Scuppers

Atlantic Water Gardens adds an elegant new dimension to their formal water feature line with the addition of Stainless Steel Scuppers. They are constructed of durable 304 stainless steel and available in the same sizes as Atlantic’s popular Colorfalls. These sleek, modern scuppers put a fresh shine on any formal water feature project.

Available in 12”, 24” and 36” widths, these scuppers feature a 5” lip extension, a fully welded enclosure and come equipped with a 1-year warranty.

For further information please contact:
James Chubb, National Sales Manager
Atlantic Water Gardens
616-914-9953
jim@atlanticwatergardens.com
www.atlanticwatergardens.com

Aqua Bella Designs’ introduces our UNIQUE Stone and Glass Column Fountains!

These fountains were designed by our own artists and each one is constructed by our own craftsmen. Hand cut natural stone and colored luminescent glass is joined together to create an unprecedented look with running water and light. We can customize our Stone-Glass columns per your specifications or you can order from our pre-fabricated selection in stock.

Stone-Glass Columns are 16” wide x 16” deep x 28” high and 15” wide x 15” deep x 38” high. Decorative colored glass can be customized for your project or you can use the beautiful selection that is in stock.

Contact us at: 800-617-5565
info@aquabelladesigns.com

API® Launches Pond Food Line for Clean, Healthy Water and Complete Fish Nutrition

Mars Fishcare, North America is excited to announce API® has broadened its family line of products by launching API Pond Food. API continues their commitment to helping consumers enjoy their fish ponds and water gardens by expanding its expertise of aquatics into pond fish nutrition. API Pond Food delivers protein bound amino acids, which are highly utilized, resulting in less waste and better water quality. API is the first to deliver a diet infused with zeolite to reduce toxic ammonia. Pond Food comes in a variety of sizes and complete line consisting of Pond Fish, Cool Water, Koi and Large Koi.

Jeffrey Tyo, Sales Director of North America for Mars Fishcare, said, “We’re thrilled to launch API Pond Food as it aligns with the long history of innovation around the brand. Developed by the team at the Waltham Centre for Pet Nutrition, we successfully revolutionized pond nutrition by delivering a patented manufacturing process with a diet that creates the healthiest water imaginable and is also100% nutritionally complete. This is an exciting time for the API brand, pond food and the industry.”

Mars Fishcare, North America, Inc.
215-822-8181
www.marsfishcare.com

Alpine Corporation Awarded True Value Top Honor

Commerce, CA October, 2012 – Alpine Corporation was recently named 2012 Vendor of the Year for the True Value Home & Garden Showplace. This is the second time in three years Alpine has received this coveted award.

Based in California, Alpine Corporation is an importer of garden and pond products servicing the global market with intellectual property such as patents and copyrights. Alpine Corporation believes that satisfaction of its customers is essential and looks forward to growing not only their business but the businesses of their retailers through innovative product design and eye catching merchandising.

For more information, contact:
Alpine Corporation
www.alpine4u.com
877-710-0162

Trade News

Aqua Bella Designs’ introduces our UNIQUE Stone and Glass Column Fountains!

These fountains were designed by our own artists and each one is constructed by our own craftsmen. Hand cut natural stone and colored luminescent glass is joined together to create an unprecedented look with running water and light. We can customize our Stone-Glass columns per your specifications or you can order from our pre-fabricated selection in stock.

Stone-Glass Columns are 16” wide x 16” deep x 28” high and 15” wide x 15” deep x 38” high. Decorative colored glass can be customized for your project or you can use the beautiful selection that is in stock.

Contact us at: 800-617-5565
info@aquabelladesigns.com

API® Launches Pond Food Line for Clean, Healthy Water and Complete Fish Nutrition

Mars Fishcare, North America is excited to announce API® has broadened its family line of products by launching API Pond Food. API continues their commitment to helping consumers enjoy their fish ponds and water gardens by expanding its expertise of aquatics into pond fish nutrition. API Pond Food delivers protein bound amino acids, which are highly utilized, resulting in less waste and better water quality. API is the first to deliver a diet infused with zeolite to reduce toxic ammonia. Pond Food comes in a variety of sizes and complete line consisting of Pond Fish, Cool Water, Koi and Large Koi.

Jeffrey Tyo, Sales Director of North America for Mars Fishcare, said, “We’re thrilled to launch API Pond Food as it aligns with the long history of innovation around the brand. Developed by the team at the Waltham Centre for Pet Nutrition, we successfully revolutionized pond nutrition by delivering a patented manufacturing process with a diet that creates the healthiest water imaginable and is also100% nutritionally complete. This is an exciting time for the API brand, pond food and the industry.”

Mars Fishcare, North America, Inc.
215-822-8181
www.marsfishcare.com

Alpine Corporation Awarded True Value Top Honor

Commerce, CA October, 2012 – Alpine Corporation was recently named 2012 Vendor of the Year for the True Value Home & Garden Showplace. This is the second time in three years Alpine has received this coveted award.

Based in California, Alpine Corporation is an importer of garden and pond products servicing the global market with intellectual property such as patents and copyrights. Alpine Corporation believes that satisfaction of its customers is essential and looks forward to growing not only their business but the businesses of their retailers through innovative product design and eye catching merchandising.

For more information, contact:
Alpine Corporation
www.alpine4u.com
877-710-0162

Trade News

Atlantic Water Gardens introduces Stainless Steel Scuppers

Atlantic Water Gardens adds an elegant new dimension to their formal water feature line with the addition of Stainless Steel Scuppers. They are constructed of durable 304 stainless steel and available in the same sizes as Atlantic’s popular Colorfalls. These sleek, modern scuppers put a fresh shine on any formal water feature project.

Available in 12”, 24” and 36” widths, these scuppers feature a 5” lip extension, a fully welded enclosure and come equipped with a 1-year warranty.

For further information please contact:
James Chubb, National Sales Manager
Atlantic Water Gardens
616-914-9953
jim@atlanticwatergardens.com
www.atlanticwatergardens.com

Aqua Bella Designs’ introduces our UNIQUE Stone and Glass Column Fountains!

These fountains were designed by our own artists and each one is constructed by our own craftsmen. Hand cut natural stone and colored luminescent glass is joined together to create an unprecedented look with running water and light. We can customize our Stone-Glass columns per your specifications or you can order from our pre-fabricated selection in stock.

Stone-Glass Columns are 16” wide x 16” deep x 28” high and 15” wide x 15” deep x 38” high. Decorative colored glass can be customized for your project or you can use the beautiful selection that is in stock.

Contact us at: 800-617-5565
info@aquabelladesigns.com

API® Launches Pond Food Line for Clean, Healthy Water and Complete Fish Nutrition

Mars Fishcare, North America is excited to announce API® has broadened its family line of products by launching API Pond Food. API continues their commitment to helping consumers enjoy their fish ponds and water gardens by expanding its expertise of aquatics into pond fish nutrition. API Pond Food delivers protein bound amino acids, which are highly utilized, resulting in less waste and better water quality. API is the first to deliver a diet infused with zeolite to reduce toxic ammonia. Pond Food comes in a variety of sizes and complete line consisting of Pond Fish, Cool Water, Koi and Large Koi.

Jeffrey Tyo, Sales Director of North America for Mars Fishcare, said, “We’re thrilled to launch API Pond Food as it aligns with the long history of innovation around the brand. Developed by the team at the Waltham Centre for Pet Nutrition, we successfully revolutionized pond nutrition by delivering a patented manufacturing process with a diet that creates the healthiest water imaginable and is also100% nutritionally complete. This is an exciting time for the API brand, pond food and the industry.”

Mars Fishcare, North America, Inc.
215-822-8181
www.marsfishcare.com
**Mainland Mart’s Oceanmist® LED Light Ring**

This exciting product includes 6 or 12 LED lights. Each LED light angle is adjustable within 30° for better light effect, and is available in cool white, warm white or synchronized color changing. Product comes with center nozzle fixture parts. The detachable buoy helps to build a beautiful, floating lighted fountain.

**Mainland Mart Corp.**  
626-258-2928  
www.MainlandMart.com

---

**Hunting Creek Fisheries Receives Grant**

Hunting Creek Fisheries (“HCF”) was selected as one of 17 grant recipients within the Maryland Energy Administration (“MEA”) Kathleen A. P. Mathias Agriculture Energy Efficiency Program. HCF was the only aquaculture facility to be selected.

Hunting Creek Fisheries will install an outdoor wood gasification furnace in its aquaculture grow-out facility in addition to new energy efficient pumps. HCF will also install energy efficient lighting throughout its facilities. These measures are estimated to reduce energy consumption by 60%, eliminate the use of over 5,000 gallons of propane per year on average, and will significantly reduce HCF’s carbon footprint. This grant will take them one step closer to becoming a net-zero farm. Additionally, the significant increase in operational efficiency will allow them to expand their product line with new, innovative varieties of fish.

**For more information contact:**  
Hunting Creek Fisheries  
www.huntingcreekfisheries.com

---

**Outdoor Water Solutions Expands Line of Wind Driven Aeration Systems with a DIY Wood Kit**

Outdoor Water Solutions has announced an expanded line of wind driven aerators for the 2013 season. We are expanding the line by offering a DIY (Do it Yourself) kit for those that want to build their own windmill towers. This gives you or your customer the option to save some money or to use the wood of your choice.

These kits come in several different versions. They can be sold as either an ornamental or functional windmill. They can also be galvanized or the head can be powder coated in a wide range of colors. Accessories for the functional compressors include both weighted and non-weighted airline, a choice of air stone diffusers or low psi rubber membrane diffusers, etc. Each kit comes with the windmill head, mounting brackets, tower hardware and full set of plans and cut sheets. See our ad on page 14 of this publication.

**Water Solutions**  
866-471-1614  
www.Outdoorwatersolutions.com

---

**Hydrocotyle Ranunculoides ‘Crystal Ball’ Variegated Buttercup Pennywort**

‘Crystal Ball’ is the newest ornamental introduction of native origin from Aquascapes Unlimited, Inc. – a native wetland plant nursery located in Pipersville, PA. ‘Crystal Ball’ was discovered as a sport, isolated, developed, trialed, and propagated for 3 years in the nursery.

“We see lots of variegation in our nursery because we grow hundreds of thousands of plants annually and everyone here is always on the lookout for something unusual. However, we only introduce a plant into the market if we think they have staying power. ‘Crystal Ball’ has that potential and is truly one in a million.”

‘Crystal Ball’ was 1st introduced (in honor of Greg Speichert, who founded Crystal Palace Perennials – a nursery dedicated to developing and introducing new plant varieties to the wholesale trade) at the Perennial Plant Symposium (PPA) on July 6th, 2012. Greg was an outstanding plantsman who unfortunately passed away suddenly while attending a plants conference at Longwood Gardens in PA.

‘Crystal Ball’ “looks” best as an accent plant sweeping down a waterfall or cascading over the edge of a planted container. Excellent for lighting up a dark corner of the water garden as it is shade tolerant.

**For more information visit** www.aquascapesunlimited.com
Advertisers’ Index

ID number for Online Info Card
www.pondtrademag.com/infocard/

1900 Alpine Corporation .............. 3
1902 Aqua Bella Designs ........... 39
1905 Aqua Life .................. 23
1908 Atlantic Water Gardens ....... 33
1910 Auraco ...................... 39
1913 Blue Ridge Fish Hatchery ...... 53
1919 Cobalt Pond .................. 55
1922 EasyPro Pond Products ...... 28, 29
1926 Fielding Pumps .............. 45
1931 Fountain Bleu ............... 49
1934 GC Tek ...................... 48
1937 Hecht Rubber ................. 19
1940 Holmes Farm ................. 35
1943 InMotion Aquatics .......... 25
1946 Kat’s Koi ...................... 53
1949 Kleinholz Fish Farm .........  7
1952 Kloubec Koi Farm ............ 53
1955 Lifegard Aquatics .......... 37
1958 Little Giant ................. 56
1960 Mainland Mart Corp ........ 13
1963 Matala USA ................. 18
1966 Mazuri ....................... 2
1969 Medo ......................... 45
1972 Microbe-Lift ................. 25
1973 Mizuho ...................... 47
1975 Mt. Parnell Fisheries, Inc.... 53
1978 Outdoor Water Solutions .... 14
1981 Polytank, Inc. ............... 38
1984 Pond Digger, The ........... 23
1985 POND Trade Magazine ...... 13
1987 Pond World Distributing ....  7
1990 Pond Zinger ................. 49
1993 Pondliner.com ............... 15
1996 PondPro Leak Repair ........ 35
1999 SICCE USA .................. 43

Request info at www.pondtrademag.com/infocard #1913

Request info at www.pondtrademag.com/infocard #1916

Request info at www.pondtrademag.com/infocard #1952

Request info at www.pondtrademag.com/infocard #1975

Extend your national visibility - ADVERTISE in POND Trade Magazine

Call Lora Lee Gelles 708/873-1921 or llgelles@pondtrademag.com
Dior the “Wonder Dog” enjoying his pond.
Cobalt’s Perfect Winter Solution For Your Pond

ANTI-ICE pond heater

The Cobalt Anti-Ice Pond Heater combines reliable thermoplastic heating with convection technology to make the most energy efficient and effective pond de-icer. As the water heats around the core of the heater, an upward current of warm water is created and directed outward ensuring an ice free area of the pond’s surface around the heater. This ice free zone allows potentially lethal toxic gases to escape the pond into the air, and the exchange of oxygen into back into the pond water.

Like Us On Facebook
For News, Giveaways, & More!
facebook.com/cobaltpond

Request info at www.pondtrademag.com/infocard/ ▲ # 1919
Just Right.

Designed right. Built right.

Built Right

Little Giant wet rotor pumps are ideal for virtually any decorative water application. Offering flexibility and durability, these pumps will last for years to come.

Features:

- Install horizontally or vertically
- Seal-less design for longer life
- Optimal performance
- Two year warranty

Please visit our new website, www.lg-outdoor.com, for more information and to download the new, comprehensive catalog.

www.pondtrademag.com/infocard/ #1958