

# COVERLINE

Newsletter of ABGAL Pty Ltd, Brisbane  
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## THIS ISSUE

- Pooltex™ Cover 'How To' DVD to be launched soon
- The Truth About Shade Sails
- Splasher Liner Model 1510 - Stock Alert
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- Meet The Team - see the faces behind ABGAL

## PLUS

- Check out how to track your deliveries online

[www.abgal.com.au](http://www.abgal.com.au)

## POOLTEX™ Cover "How To" DVD launched soon....

At last, the mystery has been solved.... ABGAL will soon release a training DVD on how to measure and install Pooltex™ fitted inground pool covers.

- Learn where the A-B line should be placed in a pool
- See how to do an A-B markout
- Requirements for a pool with a raised spa or wall

A complete Pooltex™ cover installation is shown including positioning the cover with the original A-B points and how to drill and install the tie-down fittings. Contact us if you are committed to doing on-site quoting, measuring and installation of these increasingly popular, custom-fitted covers. Pooltex™ covers are the perfect solution for pools with severe leaf and debris problems, because they completely cover the pool and part of the coping, keeping everything out.

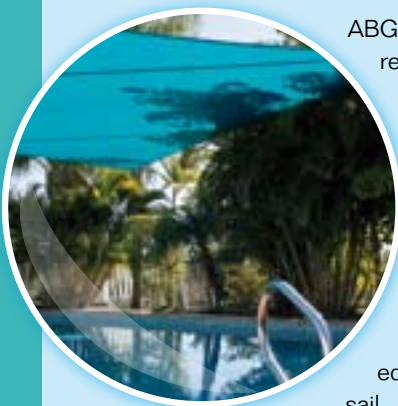
In fact, Mrs Mason of Brisbane recently phoned us to express her delight at the fact that she was only now replacing her first Pooltex™ cover that was 22 years old! This is testament to the quality of the fabric and the fact that people who choose a Pooltex™ cover will always replace it, because they know first-hand the time it saves cleaning their pool and the water it saves by reducing evaporation.

## The Truth About Shade Sails

Today, we Australians enjoy an outdoor lifestyle all year round. Due to our harsh sun, legislation now requires shade to be provided in public places where people live, work and play. "Protection from the harmful effects of the sun must become normal community practice ...." states the Queensland Skin Cancer Council.

And where do we spend time when it's hot? The pool! The truth is, that with pool owners choosing not to plant huge, leaf-dropping trees next to their pools, few pools have provision for shade.

Now, a shade sail can be incorporated into the pool landscape & design and selected to blend with the pool surrounds. As the fence post holes are being dug, longer posts can integrate both the pool fence and the shade sail structure. Imagine the time & money savings and health benefits to your customers!



ABGAL's advanced shade sails are custom-made to suit your individual requirements. Using advanced CAD systems, we specifically design the sail to your exact specifications to ensure the right fit. This means that your shade sail will look great plus it will meet the fabric specifications for tensioning, ensuring a long life. Using only the best available fabrics, you can choose from a large range of colours and fabrics. Designed and shaped by sophisticated software, every sail is carefully patterned by a robotic cutter to ensure a guaranteed fit.

Our strict quality processes guarantee that stresses and strains are minimised, yet distributed throughout the sail. Our special reinforced edges with marine-grade steel cables for superior strength, complete your sail. And we back it up with our comprehensive workmanship guarantee.

Talk to us today about how we can help you add a shade sail onto your customers' existing and new pools. Check out our website [www.abgal.com.au](http://www.abgal.com.au) for your choice of popular colours and fabrics.

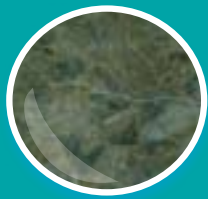


# BUBBLE BLANKET SALES FLOAT EVEN HIGHER!

Due to current drought conditions, Pool Blanket sales have exceeded all expectations. Pool Blankets can save more precious water around the home than most other water saving devices. If you are in a drought area, and your pool cover sales are not floating through the roof, call us to learn how to take advantage of this market demand.



## DISCONTINUED ST TROPEZ



Inground liner customers would have received samples of new season colours in August 2005.

ABGAL advise that our supplier has since significantly changed the configuration of this colour/pattern and we have subsequently decided not to stock this colour.

See [www.abgal.com.au](http://www.abgal.com.au) for our latest colour range.

## DIRECT PAYMENTS REMINDER

When making an account payment by direct deposit, can you please use your 5-7 digit debtor code in the statement reference field of your payment, so we can expedite matching your money to your account.

Thanks so much for your help with this....

## Splasher Liner Model 1510 – Stock Alert

Unfortunately we have SOLD OUT of LS1510H – 0.25mm gauge 15' x 10' oval splasher pool liners. The sales of these liners have been decreasing due to the popularity of portable inflatable pools and we planned enough stock for the whole season based on previous sales trends. But, instead of selling less this year, we have sold almost double our estimate and are now completely out of stock. We will not be getting any more stock until next season.

The great news is that our L1510H – 0.50mm gauge 15' x 10' oval premium liners will fit the same pool. They are **twice as thick and are a heavy-duty liner** compared to the LS coded one, but they do cost more. You get what you pay for though—at roughly three times the price, it comes with **five times the warranty**.

## Meet some of our Team



**Paul Hine**—Design—joined ABGAL in May '93. 12 years of experience in designing custom liners including exclusive 3D liner technology.



**Andrew Gray**—Internal Customer Service—joined ABGAL in Nov '96. Almost 10 years of experience in all aspects of the ABGAL product range, including custom industrial products.



**Adrian Hudson**—Design—joined ABGAL in Sept '02. Trained in Engineering (Infomechatronics), he has a passion for anything electronic or mechanical.



**Brent Davis**—Internal Customer Service—joined ABGAL in Dec '02. He is also very experienced in all aspects of the ABGAL product range, including custom industrial products.



**Richard Dart**—Business Development – National—joined ABGAL in Aug '05. He has a long history in the pool industry, with a chemical & technical background and a desire to help you maximise sales in your business.

## CHRISTMAS TRADING

All of us at ABGAL would like to take this opportunity to wish you a healthy, safe and happy festive season. During this time, our Christmas Trading will be as follows:

### December 2005

Sun	Mon	Tues	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22 Normal trading until 5pm	23 Closed	24 Closed
25 Closed	26 Closed	27 Closed	28 Closed	29 Closed	30 Closed	31 Closed
Jan 1 Closed	Jan 2 Closed	Jan 3 Back to Normal Trading	Jan 4	Jan 5	Jan 6	Jan 7

### IMPORTANT DATES:

- > Dec 14th - Last custom liner orders in for pre-Christmas delivery.
- > Dec 19th - Last stock orders in for interstate delivery before Christmas.
- > Dec 21st - Last stock orders in for local pre-Xmas delivery.
- > Dec 22nd - Last trading day before Christmas.

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