



ALL PLASTER IS NOT CREATED EQUAL

Information gives you the power to make a wiser choice. Pool owners and property managers are recommended to read all the information in this package.

There are many choices a plastering contractor must make. The first choice usually dictates the direction of the other choices. The 1st choice is "Do we want to use materials that maximize our customers return on investment?" Or, #2 "Do we want to maximize our own profits?". The first question demands research and study into the quality of available materials and the experience to know which ones have proven themselves over time. The second question involves making a call to the supply house to ask what is the cheapest stuff they have. Sadly, it appears the vast majority of plasterers in Las Vegas have taken the second approach. I know this because I have a 30 year relationship with all 3 suppliers that provide material to every plastering contractor in California, Arizona, Nevada and Utah and I simply asked them what everyone in Las Vegas is buying from them. 88% of the product they are now selling is the cheapest cement from China and the sand that used to be discarded by the mining companies is now packaged and sold in unmarked bags.

I was inspired to write this because of two of our most recent replasters. The first pool was built in 1957 and the second in 1966 and both were getting their first replaster jobs. This is not uncommon. I have done many pools that are 40-50 years old before the original surface needs replaced. But what really irks me are the dozens of pools I have seen here with 2, 3, and 4 years old plaster that is already failing. The reasons for this fall into two categories:

1. The materials that are available to contractors today.
2. The quality of the products they choose to use and how they choose to mix it.

Plaster is mixed onsite using white cement and white sand and they can choose the ratio of cement to sand, the cement being the most expensive, typically twice as much as the sand.

From the early 50s until 1991, real MARBLE sand was used in a 2 cement to 3 sand ratio and this was a recipe for long lasting plaster. As the marble got deeper in the ground, thousands of feet deep, it became too expensive for the mining companies to extract to use for pool sand and so the switch to limestone was made as it is only a couple hundred feet deep formed in



sedimentary layers. It is white, trowels the same as marble and in fact most contractors don't even know the difference. The fact is, marble is 100 times harder than limestone and is much more resistant to water deterioration, chemical attack and abrasion. It's the marble that makes plaster last 40+ years when properly maintained.

In the late 80's the 3M company tried to convince us that quartz aggregates (sand) was the wave of the future and I was one of the first to resurface pools with it and after a couple years I saw no significant improvements in longevity and so I dismissed it as hype. It seems to have taken everyone else longer to figure it out as a recent headline in our major industry magazine POOL & SPA NEWS read "3M EXITS PLASTERING". They cited "loss of market share" which actually means that nobody was buying their stuff anymore. Why not? Because quartz wasn't the answer.

If only I could go back in time and bring back a trainload of pre-EPA cement and marble sand. In 1993 I found an obscure Canadian company that seemed to have done just that. They owned half interest in a marble mine in Wyoming and had developed a modified cement (replacing the ingredients removed by the EPA). It was pre-blended and packaged so no mistakes could be made in mixing it and 19 years later it has proven itself to be as close to the 50's and 60's plaster as can be obtained. It is also the only pool surface product I know of that comes with a manufacturer's warranty. I have done thousands of pools with this product and believe it to be the best pool surface in the world. I have done many major hotel chain pools with this product including Hiltons, Sheraton, Marriotts, Embassy Suites, Double Trees, Holiday Inns and many property management companies who actually have their client's best interests in mind. When I was based in So. California, the hotel chains paid a \$5,000 trip charge to have this product installed in San Francisco, Sacramento and Napa Valley and \$10,000 in Salt Lake City and Park City, Utah. They could see the cost-effectiveness of resurfacing their pools every 25 years instead of every 5 year with limestone plaster.

I have chosen to affiliate myself with COURTNEY LANDSCAPE AND POOLS as I believe they are the classiest of the Clark County pool professionals that actually care about their customers. I bring 30 years of pool remodeling experience, 12,000 resurfaces, and a superior line of products and methodology based on chemistry, physics and engineering.



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