



**Short introductory video to  
Bluepools**

**By Will Witt**

**(pdf file is available)**

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## **Who the \*\*\*\* is Will Witt and why should I listen to him!!**

- I Have actually built over 40 pools myself
- I am a professional civil engineer – B.Eng. C.Eng. M.I.C.E  
M.I.Struct.E (retired)
- I can drive HGV's, diggers, and all the other plant used on a civil engineering site
- I have 40 years experience on projects from the biggest to the smallest
- I have set up and managed many different businesses and know more about business and finance than most of you that are reading this.



## Word of Warning

If you just want a very cheap hole in the ground to swim in, don't care whether it's safe or not, don't care what it looks like and don't give a monkeys what effect the pool will have on your property:-

**Buy one of those fibreglass pools that you can see propped up on the roadside all over**

**France** (Make sure it is new and look at the gel coat specification – 2 coats sprayed on 0.4mm each with 4 passes per coat and cured continuously at a temperature above 21 degrees C)



## **The Best Type of Pool to install**

- **The best value pools are built using polystyrene block walls that are filled with reinforced concrete and water proofed with a PVC liner.**
- **This provides immensely strong, very economic, very durable insulated swimming pools**
- **They never LEAK and can be installed in every conceivable shape, size and situation including some walls out of the ground**
- **They are not the cheapest pool on the market**
- **Polyblock pools provide the classic rectangular shape with square (Greek) or round steps (Roman) that optimises the increase in the value of your property**



**Bluepools** uses 28 kg / m<sup>3</sup> density polyblocks of the highest dimensional accuracy available, thus forming a hollow wall that can be easily and safely filled with reinforced concrete. This is easily the quickest and cheapest way to install a very durable pool.

## Who Else Installs Polyblock Pools?

Virginia Piscines supply their Ascomat blocks to lots of installers – just look at this website

<http://www.virginia-piscines.com>

The Blokit system – Is marketed under the L'esprit piscine brand

<http://www.esprit-piscine.fr>

Cash Piscines – Chain of shops - their Sylver Pro kits incorporate cheap blocks that can be made to work if great care is used by the installer

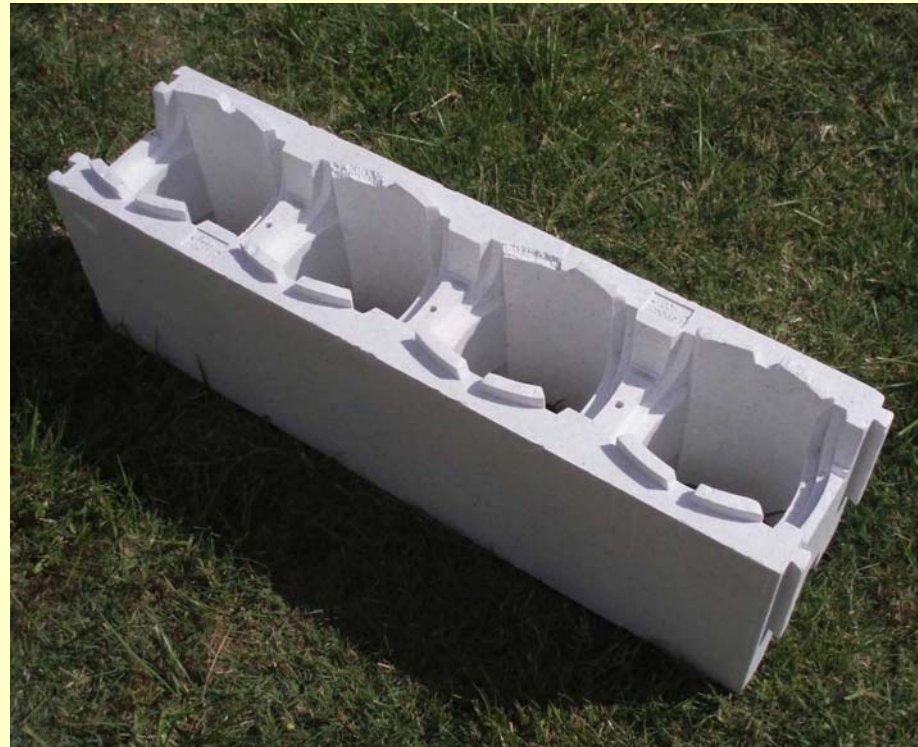
<http://www.cash-piscines.com>

Website links to other major French pool installation chains

# Bluepools

PolyBloK pools

This what the polystyrene blocks look like before being erected into a Lego like wall



# Bluepools

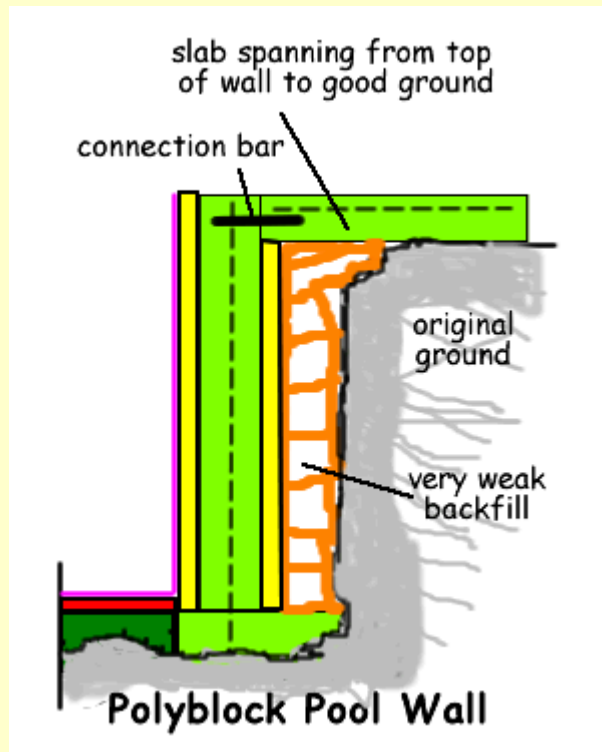
PolyBloK pools

The polystyrene blocks with steel reinforcement ready for filling with concrete



# Bluepools

PolyBloK pools



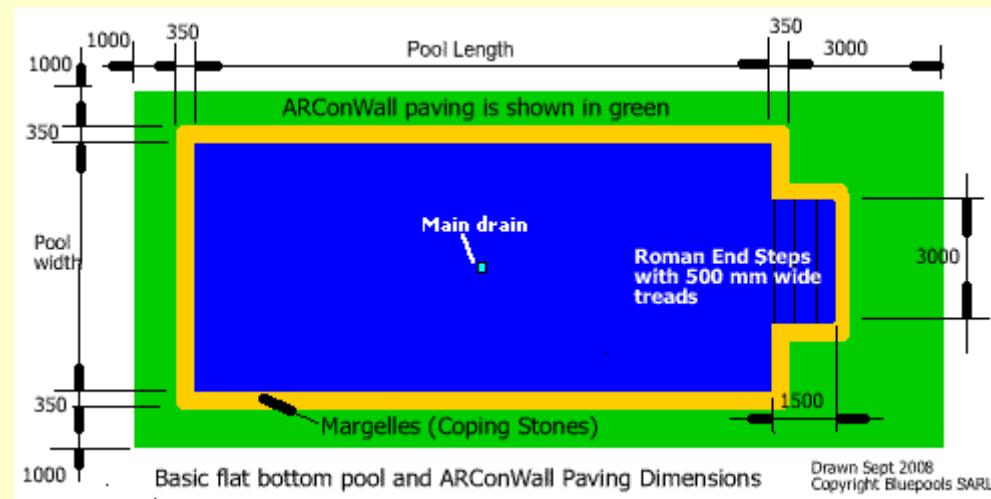
## Construction sequence

1. Excavate hole
2. Build wall foundation
3. Erect polyblocks
4. Fill polyblocks with concrete
5. Poke connection bars through polystyrene
6. Remove polystyrene on outside of pool wall over 150 mm depth
7. Backfill around pool
8. Cast ARconWall slabs
9. Level out and concrete pool floor
10. Screed pool floor
11. Install pool liner
12. Fill pool, install plant and commission
13. Shape ground around pool



We surround the pool with the concrete slabs  
(shown in green) that:-

- Entirely surround the pool as a wide horizontal belt of very strong reinforced concrete that totally resists all loading from ice in the pool
- Provides a foundation for your paving flags that will not settle and crack





## **How to Choose your Pool Installer**

The realistic options are:-

A local Artisan

An English builder using a kit

A French pool installation firm

Bluepools



## Local Artisan

### Plus

- Cheapness
- Helps community relations
- Good Workmanship

### Minus

- Communication problems
- Cost control
- Interpretation of the Standard French contract
- Can often take 6 months
- Pool equipment not installed properly
- Very Poor After Sales Service
- Scams



## English Builder using a Pool Kit

### Plus

- Cheapness
- Good Communications

### Minus

- High Risk of money loss
- Risk of pool wall collapse
- Pool equipment not installed properly
- No proper contract
- Can take 6 months or more
- Often on black with risk of fines
- No after Sales Service
- No maintenance
- High risk of poor workmanship
- Planning consent – what's that?
- Cost control – what's that?



## French Pool Installation firm

### Plus

- Professional installation
- Good After Sales Service
- Professional planning drawings

### Minus

- Quotes can be very High
- Risk of money loss due to financial problems
- Communication problems
- Interpretation of the Standard French contract
- Final cost is unknown
- Uncertain start and finish dates
- The Cartridge Filter and other scams

If you want to try this out - All the main French pool companies are listed out at the bottom of the website page that this video is on – including the firms that install polyblocks



# Bluepools

## Plus

- Professional installation
- English Language
- Comprehensive Contract in writing
- Fixed start/completion dates
- Client has own representative
- Low risk - Installers financial situation is known
- Professional planning drawings
- Cost of extras kept under rigorous control

## Minus

- Polyblock Pools more costly
- Limited number of installation slots



## The Scams to Look out for:

- **The Cartridge Filter Scam**
- **Filtration system in a buried plastic box**
- **Undersized filtration system**
- **Fibreglass Roman Ends**
- **Poor quality through the wall fittings**
- **No structural support for the pool paving**



## The Cost of a Basic PolyBloK Pool

8 x 4 with 1.2m walls = 17,218.80 Euros + TVA

10 x 5 with 1.2m walls = 19,832.25 Euros + TVA

12 x 6 with 1.2m walls = 25,130.70 Euros + TVA

**Roman Ends, hopper bottoms, auto-dosing chlorination, heating, pool plant room, buried services and the safety device as required by law can add over 50 % to these figures**



## Why Pools in France seem to be so expensive

If your pool costs 50,000 Euros HT (without TVA) the costs will be allocated like this:-

Marketing, advertising, planning application	- 5,500
Pool material purchase	- 15,500
Labour	- 10,000
Vehicles, tools, insurances etc	- 2,500
Management / Supervision	- 3,500
Overheads / Profit	- 3,000
Social Security payments	- 10,000
	-----
Total cost	- 50,000
	-----



# This is it – the famous, very easy to use Bluepools Estimate Tool for PolyBloK Pools

DEVIS - Acceptance period 30 days		15/09/2009			
<b>Estimate for Swimming Pool Installation</b>		10x5x1.2			
The basic pool is built in reinforced concrete filled polystyrene blocks placed on strip footings around the perimeter of the pool excavation. The pool floor is levelled up with mass concrete and covered with a fibre reinforced sand / cement screed. The pool is waterproofed by an Ultra PVC 75/100 pool liner with a 10 year degressive guarantee on the joints. Filtration is by pump and sand filter and automatic water level control is provided.		All the cells that are in Orange ( like this one ) must be completed for the Estimate to be valid			
Name of Client					
Department No and nearest town to Pool site					
Address of Pool Installation site					
Installation slot					
The basic quotation is included in the Series 100 prices and this is offered as a non-dividable package including the pool safety device from Series 300. Any of the Series 200 items can be included by the Client. Any item in the 400 series may be required as work progresses but will only be undertaken after the Client has sanctioned the work.		For details of the pool and ARconWall slab layout see pages 6 and 7 below. Please note that if "not App" appears in the Cost column this means that the option is not available for that size of pool. Items in RED are always deducted from the Total Price			
SUMMARY (See following pages for details)		HT Prices			
00 BASIC Pool Components including			27.880,68		
00 Optional Components			3.995,00		
00 Safety Device			7.588,67		
00 Various Additional works			0,00		
Discount on above ground cover			1.000,00		
Discount on Submerged lights			1.000,00		
Discount on Coping stones by Pierra or similar			483,00		
Net Price			36.981,34		
TVA at 19,6%			7.248,34		
Total TTC			44.229,68		
<b>DEVIS - Acceptance period 30 days</b>		15/09/2009			
The basic pool has a ladder, no hopper and is provided with 350 mm wide concrete coping stones (margelles) all the way round the perimeter					
00 Standard Pool Elements (See pages below for illustration)	ENTER POOL SIZE AND WALL HEIGHT	Quantity	unit	rate	Cost(HT)
01 Enter pool size and depth e.g. 10x6x1.2 or 10x6x1.5 type an "x" for the multiplication sign and not an "*" and do not insert any spaces. The pool side length must be in metres - e.g. 9 and not 9.5. The size options are 6x3, 6x4, 8x4, 8x5, 9x4, 9x5, 10x5, 11x5, 12x5, 12x6, 13x6, 14x6, 15x7 and 16x6. The depth options are 1.2 metre wall with flat bottom giving 1m of water and 1.5 metre wall with flat bottom giving 1.35m water depth.	10x5x1.2	1.0	sum	19832,25	19.832,25
02 Install Hopper to 1.2metre wall pools giving a water depth of 2 metres water at bottom of the Hopper	Enter 1 for YES - Not available on 6x3 or 6x4 or 1.5m wall pools	1	sum	2323,56	2.323,56
03 Install ladder and copings with integral lipside steps with 2x100mm	Enter 1 for YES - Not available on 6x3 or 6x4 or 1.5m wall pools				



Just fill in your Email address to download:-

- The Famous PolyBloK Estimate tool
- The 76 page 10 Tips Ebook

And also receive our weekly newsletter that is packed with useful pool buying information.

We don't mind if you don't buy from us – because our installers can only do a limited number each year – and if you don't Bonne Chance!

So fill in your Email address and click on

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