

SUPERIOR • ELEGANT



DURABLE • AUTHENTIC

DESIRED QUALITIES OF INGROUND POOLS

DESIRED QUALITIES	FIBERGLASS	VINYL LINER	CONCRETE
WARRANTY	✓✓✓✓✓	✓●●●●	✓✓✓●●●
INSTALLATION TIME	✓✓✓✓✓	✓✓✓●●	✓●●●●
CHEMICAL USAGE	✓✓✓✓✓	✓●●●●	✓●●●●
SURFACE TEXTURE	✓✓✓✓✓	✓✓✓✓●	✓●●●●
STRENGTH & DURABILITY	✓✓✓✓✓	✓●●●●	✓✓✓●●●
LOW COST OF OWNERSHIP	✓✓✓✓✓	✓✓●●●	✓●●●●
ALGAE PREVENTION	✓✓✓✓✓	✓✓●●●	✓✓●●●
ESTIMATED MAINTENANCE	✓✓✓✓✓	✓✓●●●	✓●●●●
SURFACE TEXTURE	✓✓✓✓✓	✓✓●●●	✓✓●●●
QUALITY CONTROL	✓✓✓✓✓	✓✓●●●	✓●●●●
NUMBER OF AVAILABLE FEATURES	✓✓✓✓✓	✓✓✓●●	✓✓✓✓✓
RESALE VALUE	✓✓✓✓✓	✓✓●●●	✓✓✓✓●
LOAN ACCEPTANCE	✓✓✓✓✓	✓✓✓●●	✓✓●●●
INITIAL COST	✓✓✓●●	✓✓✓✓✓	✓✓●●●
CUSTOMIZATION	✓●●●●	✓✓✓●●	✓✓✓✓✓

A FIBERGLASS POOL ACTUALLY PAYS FOR ITSELF!

ASSOCIATED COST OF OWNERSHIP	FIBERGLASS	VINYL LINER	CONCRETE
Acid Washing of Pool Shells (every 3-5 years)	—	—	2 x \$450 = \$900
Pool Cleaning (\$500/season)	—	—	10 x \$500 = \$5,000
Replace/Tile Pool Interior	—	—	\$10,000
Replace Liner (avg lifespan 5-9 years)	—	\$4,500	—
Chemical Usage	\$1,750 (\$175 x 10)	\$4,000 (\$400 x 10)	\$7,500 (\$750 x 10)
Electric Usage	\$2,000 (\$200 x 10)	\$3,000 (\$300 x 10)	\$4,000 (\$400 x 10)
10-YEAR COST OF OWNERSHIP	\$3,750	\$11,500	\$27,400

Associated costs are based on estimates and actual may vary.

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Q: I have heard that fiberglass pools “pop” out of the ground. Is this true?

A: This is a vicious rumor (WHICH IS ABSOLUTELY UNTRUE) seems to have been propagated by people who do not understand the forces at work upon any in ground swimming pool, or by the people that are trying to sell you a competing product. Think of a pool as a paint tray or a piece of Tupperware. If you were to place that paint tray in the kitchen sink full of water THEN fill the kitchen sink would it float? NO. So long as the water in and out of the paint tray are equal the paint tray (or Tupperware) will stay in place. Alternately if the paint tray, Tupperware, pool, or even boat, has no water in it but water AROUND it—it is by definition a ‘vessel’ and will float. No pool, Tupperware, or vessel is outside the laws of physics.

Q: Are fiberglass swimming pools more expensive than vinyl in ground pools?

A: While the initial purchase price of fiberglass pools is typically about 15%-20% more than average vinyl lined pools (due to costs associated primarily with shipping) you must realize what the operating costs are between the two. BE WEARY OF THE CHEAP PACKAGES. If you are being quoted a price that seems too good to be true, it probably is. The adage that “You get what you pay for” holds very true in this industry. With vinyl lined swimming pools it is not a question of IF you will have to replace the liner it is a question of WHEN. You must realize that when you are required to replace the liner in a vinyl lined swimming pool there are several costs associated with this process. Due to the nature of the floor in vinyl lined pools it is commonplace to have to repair it while replacing the liner. This repair adds time and labor to what is already an expensive process. In addition to the time and labor for repairing the base you also have the following costs: new liner, water, labor, chemicals and whatever price you put on your personal time and aggravation for dealing with the issue. AFTER YOU REPLACE YOUR LINER ONCE, YOU WILL HAVE SAVED MONEY BY PUTTING A FIBERGLASS SWIMMING POOL IN TO START WITH.

Q: I have heard that fiberglass swimming pools crack. Is this true?

A: Again this is a myth propagated primarily by the competitors of fiberglass swimming pools. The myth is intended to scare people away from making an intelligent decision. Properly installed fiberglass swimming pools will NEVER crack under any circumstance. (We offer a full Lifetime warranty against the fiberglass pool shell cracking)

Q: Beyond the obvious costs of replacing the liner in vinyl lined pools why have I heard that fiberglass pools are less expensive to operate and maintain?

A: This has to do with the porosity of the material used in the pool. The Gel Coat used is a very nonporous and hard material. Vinyl is more porous than Gel Coat and Concrete is the most porous material of the three. One of the biggest problems faced by homeowners and their pool is algae. Like a garden weed, algae needs a place to put its roots. Once algae has rooted in your vinyl liner it is very difficult to fully eradicate. To prevent algae from rooting in a vinyl liner it is common practice to constantly barrage the pool with chemical treatments. It is also common to see a filtration system operating much more frequently and for longer durations. More chemicals (approximately 50% more) and more electricity for your pump and filter means more dollars spent on regular maintenance.

Q: How long does it actually take to put fiberglass swimming pools in vs. vinyl lined swimming pools?

A: A competent fiberglass swimming pool installation company or swimming pool contractor can put average sized fiberglass swimming pools in (including concrete) in about 7-10 days. Average vinyl lined swimming pools will start at about 2 weeks for installation. The reality of this: fiberglass swimming pools intrude on your life and your home for a very short period of time, while a vinyl lined swimming pool installation intrudes on your life for weeks.

Q: When people are fully educated and given the option between fiberglass pools and vinyl in ground pools do people typically choose a fiberglass swimming pool?

A: Almost always. An educated consumer is the best consumer and these people want fiberglass pools. These people know what they want and realize that you get what you pay for. We have all heard the horror stories, these stories are typically told by those who did not do their homework.



POOL PROJECT PLANNER

1. How much space do I have to work with? What am I going to work around?

Things to consider: Lot size, easements, utilities, trees, swing sets...

2. How do I intend to use my pool and how many people will be in it?

Things to consider: Exercise, entertainment, relaxing, games, secret getaway...

3. What features do I want in my pool?

Things to consider: Built in steps, built in seating, swim lane, lighting, deep end...

4. Where do I want my new pool?

Things to consider: privacy from front and neighbors, vantage point from inside the house, sun exposure, space needed for new outdoor living items, traffic flow in and out of the house.

5. How do I want to connect my existing space (if any) to the new pool space?

Things to consider: Outdoor eating, grilling area, sun tanning area, shade area, how much decking is needed?

6. What control systems do I want on my pool?

Things to consider: Automatic cover, salt chlorinations, heater, automatic cleaner, water features, automation.

7. Do I need a fence? If so, where do I want it to go?

Things to consider: Owners Association requirements, zoning requirements, can I tie into my neighbors fence?

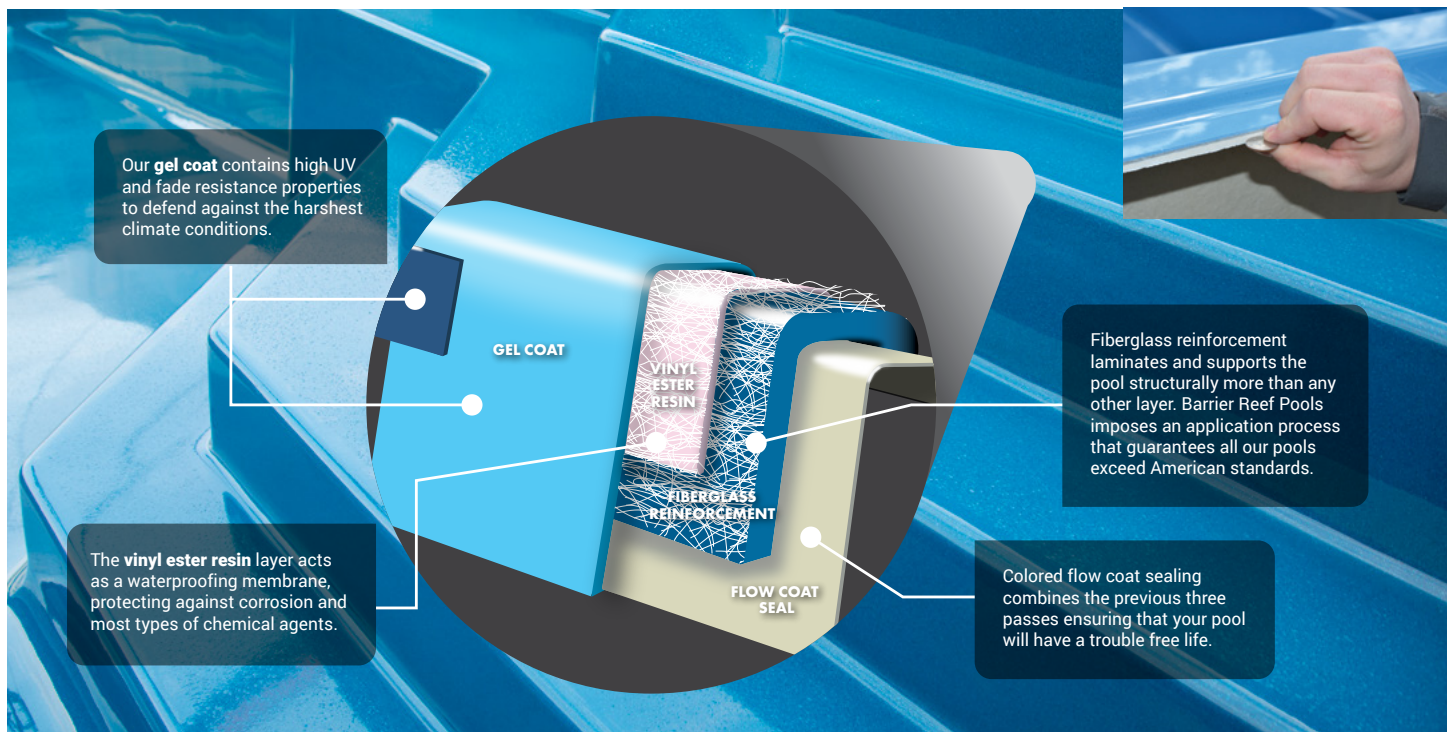
8. What is my budget?

Things to consider: what can I afford today, can the project be phased into smaller pieces, is initial price or ownership cost and durability more important?

9. What is my time frame?

Things to consider: Is there a party or event that I would like my project to be completed for? Can I build sooner than later and avoid a rush or weather?

BARRIER REEF POOL CONSTRUCTION



THE FACTS ABOUT FIBERGLASS

1. A Fiberglass pool has a smooth non-porous surface that does not harbor algae or accept staining.
2. Fiberglass is an inert material that does not react to water and will not affect water chemistry.
3. A Fiberglass pool has a non-porous surface making cleaning easier reducing MAINTENANCE by 90 percent.
4. Fiberglass pools are the only permanent pools made. A Fiberglass pool gets stronger with age and will never need a major renovation like resurfacing or liner replacement.
5. Fiberglass pools are 17 times stronger than concrete. The flexibility of a Fiberglass pool (up to 12") accommodates shifting soils in any climate.
6. Fiberglass pools never need to be acid washed or re-marcited like concrete, nor is there a vinyl liner to replace.
7. Fiberglass pools are factory manufactured with stringent precise quality control and the very best materials available to assure craftsmanship and beauty.
8. Fiberglass pools are manufactured with the color molded in similar to Corian counter tops. They have a durable finish, and offers a variety of shapes with built in stairs and seating.
9. Barrier Reef Pools come with a Lifetime Warranty!
10. Fiberglass pools are installed quickly with minimal disruption to the home and the neighborhood.
11. Fiberglass pools have a smooth finish. This means less skinned knees and toes. No coarse, rough surfaces to tear or snag swimsuits.
12. A Fiberglass pool uses 1/3 less chlorine. No heavy chlorine smells or hair discoloration. Swim suits won't fade.



"In a world filled with mass production and disposable, we hold onto handmade and timeless quality."

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Family-owned and operated since 1984, Barrier Reef Fiberglass Pools, LLC is now one of the largest manufacturers of fiberglass pools in the world.

At Barrier Reef, we meticulously build each pool by hand. Every team member brings years of expertise and craftsmanship to each pool we create in our South Carolina-based manufacturing facility.

With precision, pride, and proficiency, we incorporate only the best raw materials available to ensure each customer a great ownership experience over the life of the pool.

Barrier Reef Fiberglass Pools, LLC ("BR") manufactures fiberglass pools and distributes them through independent retailers and/or dealers ("Dealers"). The Dealers shall not be deemed or construed to be an employee, partnership, joint venture, agency relationship, or any other similar relationship. No Dealer has any authority to create any binding obligation on the part of BR or any partner or affiliates. BR's Dealers are not agents or have the authority to act for or on behalf of BR. BR has no right to control or direct any employees, contractors and/or agents of any Dealers. Dealers have the sole right to control, direct its employees, contractors, and/or agents. BR has no responsibility or liability whatsoever for the installation and/or repair of its pools, which installation or re pair is performed solely at the discretion of the independent Dealer that sold and/or installed the pool, or its subcontractors. BR disclaims all liability for any act or omission on behalf of any Dealer. BR's obligation concerning pools manufactured pools by it are limited to its Limited Structural Warranty. BR manufactured pools are non-diving. Diving boards and quick entry devices are not to be installed for use with a BR pool.

