



Dear potential pool owner or designer:

Congratulations. Chances are, if you are reading this "Request for Proposal," you are already involved in the rehabilitation of an existing pool or planning for the construction of a new pool or pool facility.

You are likely to find yourself in unfamiliar territory where people speak a strange language using terms like hydrophobic colloidal particles, diatomaceous earth, crystal lattice, weir capacity, airborne chloramines, GPM, common pathogens, marcite, or gunite.

Pools and the pool environment, even if they are outdoors, are among the most expensive square footage to build, operate, and maintain. As experienced, specialized pool consultants, we create substantial cost savings for our clients during both initial construction and throughout the life of the pool by making advantageous equipment, operations, and maintenance recommendations.

Our success in this highly specialized niche is based on experience, attention to detail, and honesty.

Please consider the following:

- Manufacturers' sales representatives who are selling a product are not independent consultants. However, Aquattica makes recommendations with your best interests in mind.
- Very few architectural or engineering firms have specialized experience with commercial, institutional, or municipal swimming pools and pool environments (or state or local code compliance for swimming pools). Aquattica Pools and Water Parks is frequently sought-after by architectural and engineering firms as a sub-consultant to provide expert pool design and engineering services to their clients.
- Most general contractors have never built a pool, nor are they familiar with the specialized swimming pool construction procedures, equipment suppliers, or manufacturers.

Waiting to bring a pool consultant on board until the end or even the middle of design development can be counter-productive and ultimately more costly. By involving Aquattica early in the process, you create opportunities to economize, save time, and construct a better facility along the entire process of building or rehabilitating your pool.

When finished looking through this RFP, please give me a call. I would like to hear from you.

Sincerely,

A handwritten signature in black ink that reads "Gary R. Schultz".

Gary Schultz
President, Aquattica Pools and Water Parks

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