

# BARRIER REEF

## Fiberglass Pools

*MUST Read before buying a POOL!*

### Fiberglass vs. Gunite vs. Vinyl Lined Pools

FEATURES	BARRIER REEF FIBERGLASS POOLS	GUNITE (Concrete)	VINYL LINER Above & In Ground
WARRANTY	Lifetime By the Manufacturer	1-5 years By the Contractor	Seams Only by Installer
INSTALLATION TIME	3-5 Days Ready for Decking	8-12 Weeks Using many different subcontractors	2-3 Weeks Using several subcontractors
ESTIMATED CHEMICAL USAGE	Fiberglass does not alter water's chemical balance Substantially fewer chemicals are used.	Plaster reacts with water to raise pH levels. Gunite pools are substantially more acidic & require more chlorine to counter-balance this chemical reaction.	Vinyl liner affects water chemistry and is easily damaged if chemistry is slightly incorrect. Chlorine bleaches vinyl liner.
ENTRY & EXIT	Slip resistant stairs and floor surfaces.	Stairs with ladder in deep end.	Ladder or bolt on stair units.
SURFACE TEXTURE	Smooth, non-abrasive to skin or swimsuits. Walking/seating area is textured for slip resistance.	Rough, causes skin abrasions to feet, hands and swim wear.	Slippery, easily punctured or torn by toys, pets or surfacing rocks.
ALGAE PENETRATION	Algae sweeps off with wall brush.	Algae grows and is harbored in pores of gunite. Acid baths and scrubbing required to remove algae.	Seams of liner harbor algae.
ESTIMATED MAINTENANCE	1/2 Hour Per Week	6-8 Hours Per Week	4-6 Hours Per Week
MAJOR RENOVATION	None	Re-marcite or re-plaster at 5-7 years	Vinyl Liner replace at 5-9 years
STAIRS & SEATING	Built into pool shell. Many models with entry and exits at both ends.	Optional & Additional Cost	Stuck on end of pool - White
QUALITY CONTROL	Manufactured in environmentally controlled factory under stringent quality control standards.	100% built on-site. No environmental control.	Kit manufactured by factory. Quality of assembly varies by installer.
TYPE OF COPING	Any material desired	Concrete	Aluminum (which easily corrodes)
LOAN ACCEPTANCE	Excellent	Good	Fair

*This MAKES the pool!*

# FAQs

**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.

*Worth it since we're going to be here a few years...*

**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: 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 non-porous material and a very 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: 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: 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.

## 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, have a durable finish, and offers SHAPES AND 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.

### *A Fiberglass Pool Actually Pays for Itself!*

If you buy a concrete or vinyl pool, these are your approximate costs for maintaining this type of pool for 10 years.

#### CONCRETE POOL COST

At least 3 acid bath in 10 years @ \$200	\$600
Remarciting one time (marcite lasts about 7-8 years)	\$2,500
Tile replacement (due to remarciting)	\$650
Chemicals at \$40 per month for 10 years	\$4,800
Electric cost at \$20 per month for 10 years	\$2,400
Pool service at \$30 per month for 10 years	\$3,600
Liner replacement (excluding tears from pets or toys)	\$0

**TOTAL MAINTENANCE COST..... \$14,500**

#### VINYL POOL COST

At least 3 acid bath in 10 years @ \$200	\$0
Remarciting one time (marcite lasts about 7-8 years)	\$0
Tile replacement (due to remarciting)	\$0
Chemicals at \$40 per month for 10 years	\$4,800
Electric cost at \$20 per month for 10 years	\$2,400
Pool service at \$30 per month for 10 years	\$3,600
Liner replacement (excluding tears from pets or toys)	\$7,000

**TOTAL MAINTENANCE COST..... \$17,800**

#### FIBERGLASS POOL COST

If you purchase a Barrier Reef Pool, these are your approximate costs for maintaining your pool for 10 years.

No acid baths - ever	\$0
No remarciting - ever	\$0
No tile to replace (no remarciting) - ever	\$0
Chemicals at \$15 per month for 10 years	\$1,800
Electric cost at \$12 per month for 10 years	\$1,440
Pool service (takes 3 hours a month to maintain)	\$0
<b>TOTAL MAINTENANCE COST.....</b>	<b>\$3,240</b>

Concrete pool MAINTENANCE cost	\$14,500
Vinyl pool MAINTENANCE cost	\$17,800
Fiberglass savings over Concrete:	\$3,240

*Looks like vinyl isn't so cheap once we own it!!*

**Fiberglass savings over Concrete: \$11,260.00**

**Fiberglass savings over Vinyl: \$14,560.00**

*We really need to think about these!*

## 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?