

POOL NEWS

cascade
POOLS FOR THE
21st
CENTURY

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CASCADE SWIMMING POOL DEALER'S NEWSLETTER

July 2010

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The annual **Dealer Rewards** program rewards qualifying dealers for meeting sales targets, and this year was no exception as three of our Cascade Dealers achieved their targets to be included on an "all expenses paid" Pacific Island deluxe eight day (7 nights) holiday for two.

The qualifying three were: Martin Dunn (Cascade Pools Rodney), Darryll King (Cascade Pools Waikato) and Andrew Newitt (Cascade PoolCo, Tauranga) Other attendees included Mike Coghlan & Larry Ogden & wives (Cascade Auckland) and Steve Buddedn (Filtermaster Limited)

This year the chosen destination was the island of Efate - in the main New Hebrides island subgroup known as Vanuatu. The main destination on Efate is Port Vila, and our Luxury Resort Destination - called Breakers Resort - is located about six kilometers south of the main shopping areas.

Staying in somewhat primitive looking accommodation in beachfront Fales (replica native huts) we soon discovered they had had no air conditioning, no radio or TV - or even glass windows (mesh netting and wooden louvers sufficing to keep the local environment out)

All these were soon forgotten however, as the warm 27° C temperatures - day and night - and the stunning scenery - made you forget all about the outside world, and no-one even bothered to read the day-old Aussie newspapers that were available in the main lobby.

Breakers Resort is an older development which fitted perfectly into the primitive nature of Vanuatu, and although the staff tried very hard to please, Vanuatu is obviously not Hawaii or Fiji!



We soon settled into the scheme of things, however, with swimming, snorkelling, reef diving, and surfboarding activities right at our front door!

Quickly establishing "Cascade Central" under a towering tropical Banjan type tree, we enjoyed the daily ritual of a "Happy Hour" between 5 and 6.30 before deciding which restaurant to go to go to eat dinner each evening.

The social nature of the Happy Hours made for a very enjoyable time as each couple provided their choice of (duty free) cocktail to the group. Mike Coghlan's Midori cocktail - nicknamed the "Green Terror" was enjoyed by all, and Bridget's Champagne Cocktails & my choice of a Dry Gin Martini was equally welcome while some simply enjoyed a cold beer!

Dining in Port Vila was a mixed event, as many meals offered were below par while others were of world-class standards.

I particularly enjoyed the Crayfish Mornay served at the Waterfront Restaurant (we went back there twice just for this dish!) and the Chinese Restaurant at the other end of town also performed well, but other restaurants did not impress me - although others in the group reported mixed results.

Suffice to say that the Vanuatu Government needs to work harder on bringing their hospitality industry up to the levels expected of a Pacific Island Resort Holiday if they expect return customers!



After our arrival on Sunday 11th July, we all settled down in our native-style Fale's for a welcome nap!

Getting up at 3:45 am to be at the airport two hours before a 7:30am flight is no picnic! In future I think we should aim for a more reasonable starting time, because by mid-afternoon we were all feeling the effects of such a long day.

Unfortunately, Darrell & Darlene King had a problem at the airport because (we were all unaware of this) apparently Vanuatu requires your passport to be valid for six months beyond your trip time!

Air NZ refused to allow them to board the plane!

Naturally we were all highly annoyed at this development, and feel that the Travel Agent who handled the bookings was remiss in his duty of care to advise us of any unusual requirements - such as the six month beyond travel requirement that only a handful of countries require!



Someone at the Flight Center needs a stern talking to!

Needless to say, I will be taking this further with them!

The Kings were able to expedite a replacement passport, and finally arrived in Port Villa on the following Tuesday!

Darryll brought his Mountain Bike and assembled it quickly and embarked on a two hour ride around Port Villa. This was particularly brave, as they drive all over the road (to miss the pot-holes) even though it's "Left Hand Drive" there!

We had an off-road four-wheel drive "Jungle and Surf" adventure planned for the Tuesday but no problem - so we pushed it forward to Thursday due to the King's late arrival and went Jet Skiing instead (well, kind of jet skiing, small dual pontoon water-motorcycle style crafts with 40 horsepower outboard motors).

Great fun cruising the offshore islands and out in the 1.5 meter swells of the Pacific Ocean for a couple of hours!

Bridget Ogden really found her sporting vocation as she took off in the lead and swerved from side to side like a real professional, following the Instructor in tight loops and "catching air" crossing over the huge figure-eights! The Instructor assured us they were "impossible" to flip, but - hey, I can flip anything - watch me! The thought of being in the water so far offshore in "shark infested water" definitely did not impress me - so actually I was very cautious and kept close to Bridget "in case"!

Bridget - on the other hand - went "hell for leather"! Her rallying cry as she sped off into the waves was **"Eat my Spray"!**

Back on shore, Bridget's smile was from ear to ear and obviously she had a ball!

No photos are available, however, as I was afraid to lose my camera overboard!

On Saturday we all went to the Kiwanis Charity annual horse racing event.

This event attracts almost everyone in Port Villa and was overrun with Expats (they call the Aussies and Kiwis who live permanently in Vanuatu) and competitions were held for "Best Dressed" among the Expats, and lesser prizes (\$40) were awarded to the local "Mother Hubbards" (native women) and Piccaninnies (yes - that's what they call their small black kiddies!)

Check out the photos





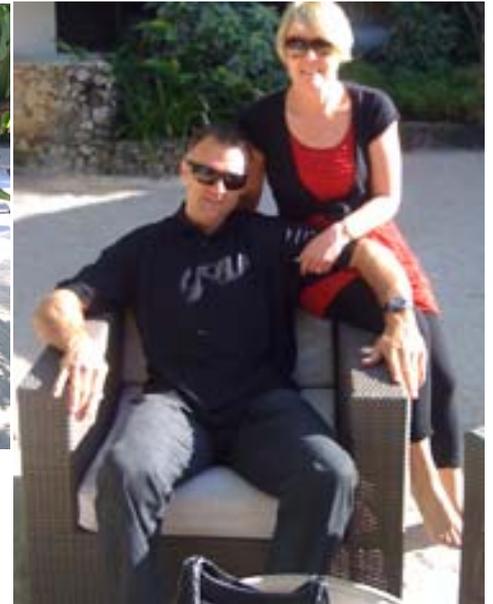


A highlight of the Port Villa week was the Annual Kiwanis Charity fun horse race meeting for kids and serious (TAB betting) for grown-ups with proceeds to local charities.



The "Cascade Gals" held their own "Fashion Show" - a decorated hat based on Steve's Filtermast Caps

The resulting entries were spectacular, and we had staff at the Breakers judge a winner, but as you can see - they were ALL winners!



What is the Dealer Rewards Program - and can I qualify?

Yes! All Cascade Dealers and Agents qualify for Rewards Points! Dealer Reward Points are a form of extra discount you can earn by reaching specified sales targets - 5% of the dollar value of purchases of Pool Kits and other qualifying pool components ordered through Cascade - for example ABGAL Liners or Filtermaster Heat Pumps or filtration equipment.

All Cascade Dealers earn Dealer Reward Points - regardless of the discount levels you are currently enjoying: the best discounts are earned by our "A+" Franchise Dealers (who purchase 12 or more pool kits per year), then "Non-Franchise A Dealers" (12 pool kits)

The next levels are Non-Franchised B+ and B Dealers, then C (one-off Trade Purchases by non-signed dealers). Points are recorded for all these purchases, and may qualify you for a "Dealer Reward" of some description!

For full details on the Dealer Rewards Scheme, go to the Cascade Dealer's web page and look in the PRIVATE section for the Dealer Logon. The PRIVATE tab is the one on the right hand side of the tab row.



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*Larry Ogden
July 2010*