

Offer Practical Suggestions For Pool Buyers

Many homeowners are facing that long-delayed decision to buy that long-desired swimming pool.

Most states have dozens of reliable pool distributors and dealers who are at your beck and call. You'll find them in the Yellow Pages under "Swimming Pools," "Builders," or "Home Improvement." You'll see their display ads in The Observer. You may be on their direct mail list as a good prospect.

THE BIGGEST decision facing most homeowners seeking that backyard status symbol: what type of pool is best in the long run?

There are many types of residential in-ground pools of all sizes and shapes: poured concrete, gunite (sprayed cement), fiber glass or vinyl lined. The vinyl lined pool comes with either galvanized steel, aluminum or wood walls. These pools are noted for their durability, ease of installation, minimum of maintenance expense, and radically lower costs.

There are also many types of on-ground pools. Walls are usually made of plywood, steel or aluminum. All have vinyl lined interiors and are surrounded by a redwood, raised deck. While this type is relatively new, it has an advantage of coming with its own deck and fence, and in a few townships it is not taxable as a home improvement. (Check first with your local assessor). Otherwise, costs are about the same as most in-ground pools.

For example, an in-ground vinyl-lined 16 by 32 foot pool with steel walls, (approximate cost under \$3000 installed, with all components and accessories) can be installed by three experienced men in less than a week. The same size pool in either poured or sprayed concrete normally takes three to four weeks to install, (depending on the weather) and costs more initially. While the concrete pool offers some shapes which provide a certain aesthetic beauty, yearly maintenance costs, including repainting and repairs of cracks or chipping, could be substantial.

THE VINYL-LINED, prefabricated pool, which has revolutionized the pool industry in the past five years, comes in a package which can be installed by the homeowner. It can be purchased through a recognized distributor or dealer.

The package is complete, with a filter, skimmer, steel walls and frames, vinyl liner, and miscellaneous assembly hardware. The pool is ready for use once the liner is installed and filled. There is little maintenance on this type of patching or painting. By getting a few neighbors together, you can save almost half the total cost of the pool if you're willing to devote a few weekends purchasing the components and installing your own.

Both the distributor and his dealer, from whom you buy the pool kit, will be glad to offer advice and field supervision if you need it, since they are anxious to sell your neighbors too. About 30 per cent of these pools are installed by do-it-yourselfers.

Once you've decided on the type of pool you want, contact a reliable distributor who will work with you whether you install your own or not. In some cases, his company may not do the actual installation, but he will have an experienced builder or dealer who installs the pools he sells.

The distributor will supply you with all the accessories you might want, such as a heater, coping, diving board, chemicals, vacuum cleaner, test kit, ladder or safety line.

He will deal directly with the accessories manufacturers and be able to supply all accessories near cost, since he is primarily interested in selling pools. If you shop around for these items yourself, you will not save much money and you will not get the guarantees or service that the established distributor will give.

ONCE you have selected a distributor or dealer who handles the guaranteed type of pool you want, start enumerating all details that you want included in the contract you will be signing. This is the most important step in the entire procedure of becoming a pool owner.

The contract is the basis for avoiding any misunderstandings, so, make sure every item you agree upon is on the contract. It should detail the dealer's responsibility for all products, costs, time involved and the final installation. Most important, know what you're signing.

Most pool contracts are financed. When financing is not approved, contracts call for substantial payments upon signing.

then upon delivery of materials, and again upon completion of the installation.

POOL BUYERS should include the following factors in the standard contract signed:

*The specifications of all pool materials, components and accessories.

*What accessories (diving board, ladder, etc.) are to be installed by the builder.

*Items, labor and prices that are to be added as accessories.

*A heater, depending on the size of your pool, that will raise the temperature 25 degrees in 24 hours.

*Retention of a small, reasonable percentage (5 per cent) of the final payment until the pool has been installed.

*Relocation of electrical, water or gas lines.

Find out if your dealer is a member of a regional swimming pool association or of the National Swimming Pool Institute of Washington, D.C. These organizations require rigid codes of ethics and high standards of workmanship for their members, particularly in spelling out all details in the contract.

You may rest assured that

an established dealer representing a brand name pool manufacturer, is a person of principle and integrity. He is conversant with local health, building and plumbing ordinances and knows what is needed for your pool's requirements. He is licensed to help you finance your pool through a local bank or through national credit firms.

MOST DEALERS will advise the pool buyer to be reasonable in asking the builder for any guarantees. Reputable manufacturers warrant their major component products for a five or ten year period. Make sure your builder is qualified. Ask to see some pools he has installed. Make sure he is representing a distributor of a well known pool line or a

pool manufacturer. Swimming pools may be financed over a period of two to five years - in some cases, up to seven years - often without a down payment, and usually with modest monthly payments. The cost of new types of factory prefabs developed over the past five years is within the reach of almost every homeowner's income.

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Frank's unconditionally guarantees all Scott products. This means you must have a better, greener lawn . . . in just 7 days . . . or your money is refunded in full, no questions asked. You are the sole judge. You get all the benefits, the risks are all taken by . . .

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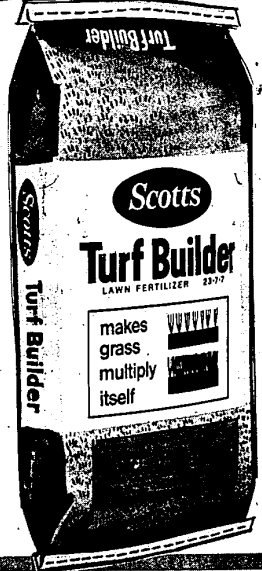
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Spread Turf Builder on your lawn and wait 7 days. If you don't agree your grass is much more beautiful, deeper green, healthier — then get your money back at Frank's. Turf Builder feeds better and longer because it is trionized . . . it actually makes your grass multiply itself by making the roots grow deeper and spread out, resulting in a thicker lawn that resists weeds and drought. Try it!



SAVE \$7.00!

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TURF BUILDER plus 2

GUARANTEED BY FRANK'S TO KILL WEEDS AND FEED BETTER OR YOUR MONEY BACK!

5,000 SQ. FT. **\$6.95**

10,000 SQ. FT. **\$12.95**

Turf Builder plus 2 gives your lawn a full Turf Builder feeding plus kills both broadleaf and vining type lawn weeds. Guaranteed!

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ANN ARBOR-3690 Washtenaw across from Arborland CITY OF WESTLAND-3420 Ford Rd., E. of Huron Rd. INKSTER-DEARBORN-25488 Mich. Ave. at Girty Rd. LINCOLN PARK-1752 Dix at Southfield, Sears Center SOUTHWATE-14601 Eureka, East of Dix-Toledo Hwy.

FARMINGTON-31590 Grand River in the Farm. Plaza LIVONIA-2765 Schenck at Ingham, 8th Ave. DETROIT (N.W.)-21221 West Seven Mile, E. of Light DETROIT (N.W.)-15025 McNichols, E. of Greenfield DETROIT (W. SIDE)-8625 Greenfield just S. of Joy Rd.

DETROIT (Near E.)-14849 Jox, Campus at McNichols DETROIT (N.E.)-15200 East Seven Mile Road at Hayes EAST DETROIT-22501 Kelly Road, S. of 9 Mile Road FRASER AREA-34900 Greenbeck Hwy. at 15 Mile Rd. ST. CLAIR SHORES-30110 Harper, 2 bks. N. 12 Mile

WATERFORD-PONT-5919 Highland (M-59) at Airport 8th MIAMI-6575 Telegraph at Maple Road CLAWSON-14 Mile Rd. at Crooks Rd., Clawson Center OAK PARK-23090 Coolidge (Schaefer) N. of 9 Mile WARREN-27650 Van Dyke bet. 11 & 12 Mile Roads