

Nikki's Pools & Service
330 Guelph St. Unit 6 & 7
Georgetown, ON L7G 4B5
Phone: (905) 877-8433

04/20/10

To whom it may concern,

Our store has been selling liquid pool covers for a few years now. It was only last year, however, that we began offering Heatsavr and Ecosavr, from the manufacturer Flexible Solutions. In the past, we have attempted to sell competing products and come up against a wall of aggravation where warranty issues were concerned. Flexible Solutions has been much easier to work with and always available for customer support when needed.

One of the main reasons liquid pool covers like Ecosavr and Heatsavr are extremely popular with my client base is because of the convenience of use. Many of the pools around here are uniquely shaped and very difficult and expensive to cover with a conventional plastic pool cover. For example, a lagoon shaped pool that is about 16' x 32' would require a 20' x 40' blanket, which the pool owner would then have to cut to shape. They cannot use rollers any more, and application is just a nightmare! Liquid pool covers are easy to apply and fit any shape of pool. Even if they don't retain all the heat a plastic cover may be able to, my customers are more than willing to give a little of their heat in exchange for the convenience.

At our location last year, we sold both Ecosavr, the small plastic fish, and Heatsavr in 35 ounce bottles with hand pumps. Ecosavr is a very convenient application, just one a month, but many of my customers like the assurance dosing their pool each evening gives them. That being said, I have had many come back to me this year asking for the Automatic Metering System, so I will be offering that this year as well. Once Heatsavr is tried and proven true, they are all the more willing to go ahead with a more permanent installation.

The price is also right, where most people are concerned. Cheaper than a plastic blanket, and even competitive with the Big Box Store across the street who sell competing products. It is very nice to know that Flexible Solutions is concerned with family run businesses like mine, and I know that I will not find their products in any Big Box Stores.

I love having the option to help my clients enjoy their pools with as little hassle as possible. Heatsavr and Ecosavr certainly help towards that end, and I would recommend that other pool and spa stores try it out for themselves.

Thank you,



Shawn Sanderson
Nikki's Pools & Service