

LIVE SIMPLY-LAUGH OFTEN-LOVE DEEPLY

Philippians 4, 6 Don't worry about anything, but in everything, through prayer and petition with thanksgiving, let your requests be made known to God.

February 28, 2003

Dear Friends:

Has anything in your life changed since the fall of 2001? I know this newsletter content about your pools and spas has. Your comments, about my last few newsletters, through e-mails, notes, letters and phone messages, have been uplifting and inspiring to me. I had no idea this letter would touch so many lives. This winter, I thought about two choices I have. I can be open and speak from my heart for what I'm inspired to write about or keep it "business as usual". Let's put it this way. I received more correspondence in the past two years than I have in the previous 30 years of newsletter writing. World events and my personal experiences have led me to realize its no more "business as usual".

I'm honored and thank you for trusting me with your very personal life situations and testimonies. So many of you have ill husbands, wives, parents, children and friends. You inspire me with your courage and strength. I know life gets hard. I continue to pray for each one of you. Life is always in a continuous state of change and that thought is frightening to some. Don't waste time living in the past or being controlled by anyone or any event.

We all need each other, especially NOW more than ever. In our uncertain world, this letter is certain. The content is of truth. I'm not looking to win your business or make you think I'm such a great guy. If God has given me the opportunity to express my own thoughts to thousands of people and it helps others, then that's where the recognition should go. To God, not me.

When I started in the pool business in 1969, I didn't realize it would grow to the size it has and touch many people's lives. The relationships I have made are invaluable. I've seen my customer's infant children grow up and have babies of their own. Wow! That means an entire generation has flashed right in front on my eyes! I didn't realize that the respect and trust I've gained from my friends, peers, colleagues and customers would have such great worth and the result of family taught values and hard work would be so meaningful. I've tried to do my best at all times, keep my word, make no assumptions, and take nothing personally. Thanks Mom and Dad!

In my opinion, war against terrorism is forever. So let's get used to it. If I could quote Tom Ridge "The threat of terrorism is an inescapable, immutable fact of the 21st century. The United States and the rest of the world will have to adjust to this new reality". Now that's a strange thought to write on a newsletter isn't it. Remember: some things are out of our

control. We all can get caught up in this world and forget about what's truly important.

I know some of you have taken the advice from my 2002 spring newsletter and you've spent more time at your pool or spa and now have great memories. I'd like you to take a moment to reflect on those meaningful times with your friends, family and loved ones. Good for you. Do it again and again. No one can take that away from us. That's what life is about. Reach out! You might be surprised at the results.

Sincerely,

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