

We're going crazy here  
at Hot Spring  
check out our **You Tube** video



We had a lot of fun making this video. Go to **You Tube** and search for hotspringdc. See our video, Hot Springs of DC Half Now Half Later. **If you like the video, give us a rating on You Tube.**

Connect with us on

**facebook**

search for Hot Spring Spa of Washington

Use our e-store for quick purchases delivered right to your door.  
[www.hotspringdc.com](http://www.hotspringdc.com)



Get updated specials and news from our monthly e-newsletter. Give us your email address at the VIP nights or email it to [pmmjrm@yahoo.com](mailto:pmmjrm@yahoo.com) (also provide your name and address so we can update your customer record).



# Splash!

Fall 2009 Newsletter

**HotSpring**  
Portable Spas  
Hot Spring Spa of Washington  
"Your Friends in the Hot Tub Business"



## Silk Balance - Just Shake and Pour



Since SilkBalance is a premixed, self-adjusting solution that comes in a single container, the hassles of traditional water care—testing, measuring, and adjusting—are eliminated. Simply "Shake and Pour" four ounces of SilkBalance into your hot tub once a week and add 1 ounce of shock after every second use to help remove any contaminants introduced during bathing. It's that simple!

We'll have special introductory pricing at our VIP Nights only! Come talk to our experts about the benefits of this product and how you begin using it right away. Also, come talk to us about how to get some FREE Silk Balance and how you can enroll in our Silk Balance AutoShip program!

This breakthrough product is super easy to use and feels like you've just taken a "Calgon Bath"! Come check it out!

If you're tired of being a water care chemist with an arsenal of hot tub supplies or if you are unable to use your hot tub more frequently because your skin can't seem to get along with your hot tub chemicals, then SilkBalance® is the water care solution for you.

Formulated with Biofilm Dispersion Technology© (BDT©), SilkBalance inhibits bacterial and mineral buildup and automatically balances the pH, alkalinity, and calcium levels of your hot tub's water. SilkBalance contains mineral salts and has no odors, allergens, or harmful chemicals—greatly reducing the risk of dry, itchy skin associated with long-term hot tub use. SilkBalance is safe on the environment and will not damage your lawn or garden. By using this amazing product, you will be able to soak in your hot tub longer and enjoy the benefits of softer, smoother skin and a relaxed body and mind.

We love our customer, Gertrude Morse, of Garrett Park, MD. She's 90 years old and 4'6". She uses her spa for exercises and meditation. "I get in my spa everyday. It keeps me young!"



[www.hotspringdc.com](http://www.hotspringdc.com)

Closed Sunday  
Saturday, 10 a.m.-5 p.m.  
Tuesday, Wednesday, & Thursday, 8 a.m. - 4 p.m.  
Monday & Friday 8 a.m.-4 p.m.

Fax (301) 607-4673  
Tel. (301) 607-4670  
25811 Frederick Rd.  
Hyattstown, MD & Service Center

Sunday 12 Noon - 5 pm  
Saturday 10 am - 5 pm  
Monday-Friday 10 am - 7 pm  
(703) 359-2807  
11226 Waples Mill Road  
Fairfax, VA

Store Locations and Hours:

Hot Spring Spa of Washington  
Hot Spring Portable Spas  
25811 Frederick Road  
Clarksburg, MD 20871  
Hot Spring Spa of Washington



FIRST CLASS  
U.S. POSTAGE PAID  
SUBURBAN, MD  
PERMIT NO. 6511

**GREAT TRADE-IN EVENT! - October & November Only**  
If you've considered buying a new spa, now is the time! When you trade your current spa for a new one, you'll save big! Plus, all new spas come with a complete warranty. You can't lose!

# Fall Checklist



**Use Spa Purge (NEW Product)** to restore spa plumbing to its original condition! It cleans where you can't. This is a great time to use this product, right before you drain and refill your spa before the winter. This can be used with any spa and with any chemical system. Spa Purge must be used if you're converting to the Silk Balance system. See us at VIP nights for details.



**Maintain your spa's water chemistry**  
This will ensure proper functioning of equipment through colder months.

**Clean your filters monthly**  
This is a must. Even if you don't plan on using your spa for a while, you should clean the filters. Clogged filters can shut your spa off. Spas that have trouble reheating could potentially freeze

**Replace your filters if:**

- More than 2 years old
- The filters are brown, gray, or green and don't rinse clean.
- Hot tub transferred to a new owner
- Pleats lost their fibrous sheen
- The filter top or bottom have cracks or splits.
- Filters need to be replaced just like your air filters in your home.

**Replace your AG+ Silver Ion Cartridge every 3-4 months**



**Test the water's temperature** with your hands periodically. You want to make sure your spa hasn't shut off especially in the winter

**Change your water at least twice a year.** Fall and Spring are a great time to drain and refill your water. Don't do this in the winter when it's freezing out. The spa may not be able to heat up the water fast enough before freezing.

**Clean your spa's shell** with a mild non-abrasive non-sudsing cleanser and a soft rag or nylon scrubber to remove dirt build-up. Baking soda can also be used for minor surface cleaning.

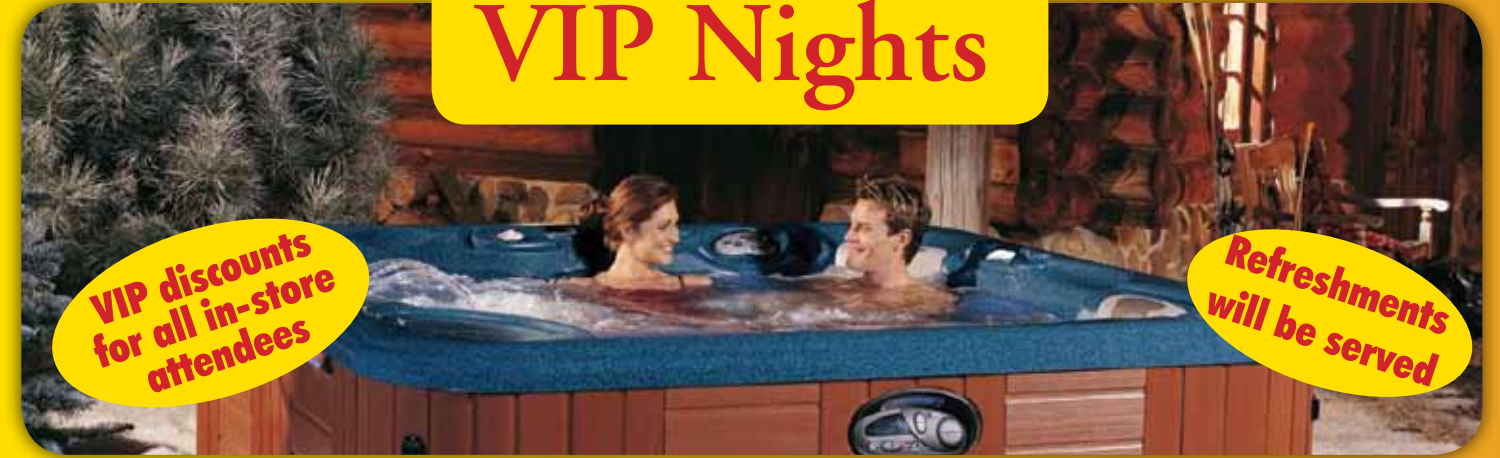
**When refilling your spa's water,** place the hose in the filter compartment and then start the water. This will keep air from getting trapped in the heating system.

**Clean and condition your cover**  
Use HotSpring Cover Shield to condition cover

**Keep your spa on** and the temperature up even if you're not planning on using it for a while. Our spas are so energy efficient, why not leave them hot?



# VIP Nights



VIP discounts for all in-store attendees

Refreshments will be served

## Great Night For Your Friends to Buy and For You to Trade-in

### AG+ Auto Ship

If you're using the Everfresh Chemical System, you should be replacing your AG+ Silver ION cartridge every 4 months. Sign up for our AG+ Auto Ship program and receive a cartridge at your doorstep every 4 months. If you sign up at one of our VIP nights, you'll get FREE SHIPPING. This is an easy way to be reminded to change your cartridge!



### GREAT TRADE-IN EVENT! Oct. - Nov. only!

This is a great time to upgrade your spa plus get a new warranty. Buy at our VIP Night and get super savings!

### New Featured Products

#### Silk Balance

"Just Shake and Pour" (see front article)  
Special VIP pricing  
Info on getting FREE Silk Balance  
Signup for our Silk Balance AutoShip



Sales Manager, Bruce, loves Silk Balance

#### Spa Purge

Spa Purge attacks the root cause of most spa maintenance problems...the build-up of organic waste contamination! This is a great new product that will help your spa run better. Special VIP Pricing!



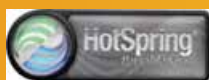
## New 2009 Hot Spring Spa Features State-of-the-Art Controls



In less than a minute you can easily learn how to operate and enjoy your spa with our intuitive IQ 2020® control panel.

#### Features:

- Digital controls manage all spa functions
- Easy to read, 3.5 inch, high resolution, color LCD display
- Memory feature saves your favorite customized lights and jets settings
- Accessible from inside or outside the spa
- Displays in five languages



This Power-On/Ready indicator light is visible even with the spa cover in place so you can easily make sure your spa is on and ready - a real advantage, especially in winter.

### Lighting by Design



Personalize your Hot Spring® experience and create a lighting theme that matches your mood with the Luminescence® four-zone multi-color lighting system.

## At Your Service

- ✓ In-yard Spa Moves - Starting at \$250
- ✓ One Location to another Location - Starting at \$500
- ✓ One-time Water Fillup -\$175 (for Montgomery and Frederick counties only)
- ✓ Drain and Clean (with no Water Fillup) - \$250
- ✓ Drain, Clean, and Water Fillup (for Montgomery and Frederick counties only) - \$350
- ✓ Haul away old hot tub - starting at \$500
- ✓ Certified Service Checkup - \$125
- ✓ Winterize Spa \$165
- ✓ We're expanding our service to include non-Hot Spring hot tubs. Tell your friends that even though they didn't buy a spa from us, we can service it!



All Steps, Replacement Headrests and Jets are 10% off. Special Orders may be required.



## Next VIP Night

**Hyattstown** Thursday Night Oct. 22, 4-8 p.m.  
**Fairfax:** Thursday Night Oct. 29, 4-9 p.m.

### Beat the upcoming Cover Price Increase!

VIP night will be the last time to order your new cover at our long time low sale price of \$395.00 We've had this same price for 15 years. We've absorbed any increases from the manufacturer for this long. The price will increase immediately after VIP night.

Normal Cover Price	\$445.00	You'll be avoiding a
VIP price	\$395.00	<b>\$104.00</b> price increase.
Cover Price after VIP night	\$499.00	

Come to VIP night to order your cover. Additional charge for delivery, pickup of old, & lifter installation.



All Filters 10% off



All Water Care Products 25% off