

profile

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“New Look, Same Faces” Same Amazing Services

For 47 years, Cambridge Pool Supplies has been the undisputed Poseidon of pool renovation, repair and maintenance of your existing pool. The name and brand change to Cambridge Pools LeisureScapes was aptly chosen to accurately mark all that the family-owned company does to keep you wet and wild. The change also reflects their participation in the International Pool Group (IPG), which roughly translates to great competitive pricing, allowing them to contend admirably with big pool companies. The trickle-down effect? This is good for customers! “As a group with IPG, we are working collectively to change our brand with more than 94 stores across the country,” says proud co-owner Melissa Deverell. “There are over 90 stores across Canada and we own the one in Cambridge. This collective rebranding serves to make our trademark instantly recognizable.”

Make no mistake, other than the name change, everything you’ve come to expect from this long-established company is the SAME: same location at 485 Dundas St. North; same friendly, knowledgeable faces; same impeccable services on which the family firm was built! In fact, family-owned is a decidedly operative phrase! “The original owners, Wayne and Ross Campbell, were brothers,” Melissa notes. “My parents, Anne and Bill Grayston, took over from them until they retired, and now my sister, Becky Smith, and myself, took the reins from our parents in 2018.” Becky worked initially in the family way for 12 years, took a six-year break to pursue a career as a Life Insurance Agent and financial planner, and then she returned to take her place at Cambridge Pools LeisureScapes. Meanwhile, Melissa attended university for Business,

worked for Toyota for 15 years and decided to embrace the family business in 2014. “Becky and I are polar opposites but the partnership works beautifully,” Melissa says. “My expertise favours the sales end, while Becky dedicates her skills more to the technical and behind-the-scenes side. We support each other and customers see and appreciate this.”

Cambridge Pools LeisureScapes has an outstanding legacy of excellence, consistently scooping up the top Readers’ Choice awards as Cambridge Pool Supplies, and that legacy has continued with Becky and Melissa. In 2019, the company received two awards: the Diamond for “Home Improvement Pool Company”, as well as the Diamond for “Shopping Hot Tub/Spa”. Becky and Melissa each won a Chamber of Commerce WOW award in 2020 and 2019, respectively. In 2018 and 2019, the siblings were proud to receive the prestigious “Spirit of Excellence” award from IPG for innovation and motivation, while Melissa just learned of earning the Platinum award for “Dealer in Excellence” from HPI.

Now that you know who to depend on for your leisure time, what are your existing pool and spa needs? You’ll be pleased to learn that many brands of hot tubs are available in their showroom, including the coveted Bullfrog Spa—the only spa with problem-free jetpacks you can remove. Or how about inquiring after the Freestyle hot tub from Sunrise Spas? They are Canadian-made, local (from Grimsby!) and economical! Their removable insulation panel makes repairs easy, and so much more!

When it comes to pool renovations and repairs, this after-market service can upgrade your pool features, provide new pool liners,



equipment and chemicals, not to mention accessories from pool toys and artificial plants to patio furniture and decor. Are you a DIYer? Cambridge Pools LeisureScapes has everything you need for your project, plus advice! Other services include doing your pool openings and closings, sand changes and re-plumbs. Want a company to maintain your pool? Look no further than Cambridge Pools LeisureScapes. Their maintenance program can be set up for indoor year-round use or outdoor seasonal use. Tremendous services and more all designed for your one-stop backyard shopping experience!

Serving Cambridge, including Glen Morris, St. George and Ayr, come to Cambridge Pools LeisureScapes’s two-part showroom, located at 485 Dundas Street North, or call 519-621-7041. Like them on Facebook or visit their website for more information at www.cambridgepoolsupplies.com.

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