



CORPORATE MEMBER PROFILE



South Shore Gunite Pools & Spas, Inc. (SSG), is owned and operated by Bob Guarino out of Billerica, MA. Bob started working on swimming pools in the early 70's and has yet to stop. Starting as a reinforcing placement subcontractor, Bob soon saw that he could subcontract for more than just his main pool builder. Through the 80's, Bob grew what then was Guarino's Swimming Pools into one of the largest pool subcontractors in New England, at one point installing reinforcing bar in over 1000 pools a year. One of the primary pool builders Bob worked for was South Shore Gunite. When the owner of South Shore Gunite was retiring Bob purchased the company and no longer was simply a subcontractor. At that

point, SSG was performing swimming pool excavation, plumbing, reinforcing, masonry, renovation, and service. In 1998, SSG started to grow and added the ability to self-perform all its own dry-mix shotcrete work. In the early 2000's, SSG got into interior finishes which was the final piece to be a 100% self-performing pool builder. To this day the only thing SSG subcontracts is electrical work.

Bob was one of the first nozzlemen to become ACI-certified nozzlemen in Streetsboro, OH. He also participated in ASA as much as he could until the demand of the business became too great. Eventually, due to the rapid growth of the business, he was unable to continue active participation in ASA but remained a big supporter of ASA and quality shotcrete for the industry.

SSG has grown into one of the largest pool builders in the country. We regularly rank in the Top 15 for pool construction and Top 5 for swimming pool service. SSG engages over 200 employees during the busier parts of the year and about 100 employees through the slower parts of the year. As an industry pacesetter, SSG leads with a lifetime transferrable structural warranty on their residential swimming pools. It isn't a secret that we provide this excellent warranty through good, solid shotcrete placement practices.

SSG is one of the largest commercial pool builders and we have some special characteristics. New



Fig. 1: University of New Hampshire



Fig. 2: Brown University Pool



Fig. 3: Residential Pool



Fig. 4: Shear Wall Project



Fig. 5: Washington Bridge Concrete Repair

England's pool season is only three months for most public entities such as municipalities, YMCAs, country clubs, yacht clubs, etc., SSG developed a rather unique marketing strategy for our region to offer a complete removal and replacement of commercial pools, guaranteeing that they would be fully completed during their closed winter season and ready to open up on time as usual in the spring. SSG has the resources to comfortably provide this service to at least six facilities at a time. The quality and customer service provided has many of our past customers so satisfied that many commercial contracts are negotiations and not open bids.

SPECIALIZED SHOTCRETE GROUP

In 2012, SSG incorporated wet-mix shotcrete into the business with its higher production rates. The ability to shoot commercial pools in half the time was very helpful and allowed us to undertake more projects in a given time. As a result, SSG's sister company, Specialized Shotcrete Group (SSG Shotcrete), was born to support this increase in production. SSG Shotcrete started marketing and building non-swimming pool work. With Mason Guarino at the helm of SSG Shotcrete, the sister company has grown to an annual volume of about \$3 million in non-swimming pool shotcrete work and continues to grow. SSG Shotcrete has successfully completed many diverse

projects including bridge repair, dam repair, seismic retrofit work, architectural concrete repair and many other services that can benefit from shotcrete application. SSG Shotcrete is growing to be a premier shotcrete contractor in New England by leveraging lessons learned in the pool industry and managing scheduling opportunities which come with seasonal work.

SOUTH SHORE GUNITE

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