

Florida Pool Prosm

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FLORIDA SWIMMING POOL ASSOCIATION
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April is Swimming Pool Safety Month!

It is Swimming Pool Safety Month in Florida and the FSPA Chapters are hosting events all around the state. The Northwest Florida Chapter has events in four counties, the Treasure Coast Chapter hosts April Pools Day and there is the 2008 Florida Swimming Pool & Water Safety Conference at the Rosen Centre in Orlando. This FSPA event is co-hosted by the Florida Department of Health, Office of Injury Prevention, and will be held April 10-11. Information will be provided on recreational water and public pools, therapy and fitness in pools, water safety and drowning prevention, and legislative and regulatory impacts on swimming pools.

The conference is from 10:00 a.m. to 5:00 p.m. on Thursday, April 10 and includes a luncheon. This will be followed by a reception at 5:30 p.m. Friday will be from 8:30 a.m. to 12:00 p.m. The cost is \$25 per person. Visit www.FloridaPoolPro.com/industry to download a registration form.

The FSPA sees education about swimming pool safety as an integral part of its mission. This is a great opportunity to make sure you are well informed and up-to-date on pool and water safety. There are so many things that can be done to promote pool and water safety whether you are in pool service, are a pool builder, a parent, a neighbor or a friend. Use Swimming Pool Safety Month as a way to remind everyone how important it is to be well informed about safety.

The FSPA is also excited to announce a new safety mascot. Splash is a penguin who was named by Jordan Heath in a naming contest with Sarasota Boys and Girls Clubs. Congratulations Jordan and welcome to Splash the penguin and his safety friends.



The FSPA would like to thank Rep. Reagan and Sen. Storms for their resolutions and Gov. Crist for his proclamation declaring April 2008 as Swimming Pool Safety Month. This is a great way to remind everyone of the importance of pool safety.

These resolutions were read on the House and Senate floor in March during our Legislative Days. Printed here is the Senate Resolution. The House Resolution and Governor's Proclamation contain the same information with minor changes to the text.

Senate Resolution

A resolution recognizing April 2008 as "Swimming Pool Safety Month."
 WHEREAS, the State of Florida has more than one million swimming pools, over 37,000 of which are public facilities regulated by the Department of Health, and

WHEREAS, residential and commercial swimming pools and spas add to the enjoyment, quality of life, and health of the state's residents and visitors, and

WHEREAS, swimming pools and spas are recreational facilities promoting the social gathering of families and friends in a large percentage of Florida residences, and

WHEREAS, Florida hotels and condominiums have thousands of swimming pools, spas, and wading pools used by even more visitors and guests, and

WHEREAS, the education of building code and health department officials, swimming pool designers and contractors, and pool owners is paramount to ensuring pool safety, and

WHEREAS, the Virginia Graeme Baker Pool & Spa Safety Act was recently signed into law by the President of the United States, providing mandatory safety measures for public pool facilities, incentive programs concerning residential pools, and overall outreach and education on swimming pool safety, and

WHEREAS, a new national consensus safety standard, ANSI/APSP 7 Suction Entrapment Avoidance, was developed in accordance with the American National Standards Institute, and adopted by the Florida Building Commission, making the State of Florida a leader in preventing serious injury from entrapment, and

WHEREAS, chapter 515, Florida Statutes, is the Residential Swimming Pool Safety Act that focuses on backyard pool safety and the prevention of drowning, and

WHEREAS, the Florida Swimming Pool Association and the Florida Department of Health's Office of Injury Prevention are co-hosting the 2008 Swimming Pool and Water Safety Forum to increase safety awareness among consumers, pool industry representatives, and government officials, and

WHEREAS, the Florida Swimming Pool Association continues to promote safety messages to consumers and strives to educate the pool industry on correct safety measures regarding barriers, entrapment, and child supervision through classes, informative brochures, and the new FSPA Safety Program, and

WHEREAS, swimming pool and spa injuries and accidents can be prevented through the responsible behavior and preventative actions of swimmers, pool owners, and those responsible for the facilities, and

WHEREAS, mass media communications concerning swimming pool and spa safety during the peak period of use by consumers can create increased safety awareness and promote the installation and use of safety devices,
 NOW, THEREFORE, Be It Resolved by the Senate of the State of Florida:

That the Florida Senate recognizes April 2008 as "Swimming Pool Safety Month" and encourages support from the media and other organizations in advocating practices of pool safety and providing information to the public.

In This Month's Issue:

President's Message	Page 2
Legislative Update	Page 3
Pool Permits	Page 4
New Member Applications	Page 4
Insurance Update	Page 5
Online Audio Education	Page 6
2008 Design Awards	Page 7
Safety Conference Schedule and Speakers	Page 9
Chapter News	Page 10
Calendar of Events	Page 12

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President's Column

Let the games begin, the legislature is in!



Dominick Montanaro
FSPA President

I mentioned in my article last month the upcoming State Legislative Session and the implications that the regulation has on our industry. I hope you recall our success from last year's session where we prevailed with the single wire bonding grid fix and the site specific engineering that would significantly have increased the cost of building a pool for your consumers.

I am writing this article 10 days after the session started and there are already several bills proposed that could have significant impact on our industry.

We can start with a positive note and let you know that a Senate bill has been amended with language that will add a pool contractor as a permanent seat on the Florida Building Commission. This is representation on the FBC that was identified in the FSPA strategic plan three years ago; hopefully we will be successful in accomplishing this milestone.

Another suction entrapment bill has been filed that is inconsistent with ANSI/7 standards and the Federal Act. We are working with all parties concerned to address this issue in Tallahassee.

Governor Crist's "Green" energy

initiatives will definitely have some impacts on pumps, motors and heaters. The FSPA Energy Task Force is currently working with manufacturers obtaining pertinent information crucial to our educating legislators of the economic impacts these measures could have short and long term.

There is still the possibility of a reinstatement of the sales tax on pool service. This proposal came out of a commission formed every 20 years to review state revenue sources. We could see some movement on this item as we go through the session.

These are just some of the items on our plate these next two months. We are fortunate to have Jennifer Hatfield, FSPA Director of Government and Public Affairs, and Kari Hebrank, FSPA Lobbyist, in Tallahassee monitoring the daily activities. Your membership dues help provide this valuable service and our return on the investment helps keep all our businesses viable.

Check the FSPA web site regularly as updates on these bills and any additional bills transpire. We will do our best to keep you up to date on everything happening.

The Pool Industry Political Action Committee drive is on and the Chapter contest is in full swing. Please write your check to PIPAC and send it to the office in Sarasota. Along with your dues, this check enables our industry to support the legislators who assist our industry.

The FSPA Safety Conference is in Orlando at the Rosen Centre Hotel on April 10-11. Make plans to attend!



Join the FSPA TODAY!

Be sure to renew your membership promptly to continue access to valuable membership programs!

- Professional representation with government officials:
 - Legislature in Tallahassee
 - Florida Building Commission
 - Construction Industry Licensing Board
 - Local building departments
 - Other state agencies
- Coverage of the news affecting your industry in *Florida Pool Prosm*
- Consumer referrals through www.FloridaPoolPro.com
- Industry specific continuing education offered through the FSPA CILB providership
- Access to member only programs, sample forms and free audio education at www.FloridaPoolPro.com
- Low cost dispute resolution through the FSPA Arbitration Program
- Local Chapter activities for professional advancement and fun
- Florida Pool & Spa Show with reduced CE course registration fees
- Tailored insurance programs and cash dividends for participating members
- Public relations promotion of the swimming pool industry to the public
- College scholarships providing financial assistance for dependents
- ***NEW* Health Insurance program**

Questions? Call your local Chapter Executive Director or contact the FSPA office at (941) 952-9293 or e-mail: membership@FloridaPoolPro.com.

Florida Pool Prosm

Published monthly by the Florida Swimming Pool Association
Association Mission: Promoting Florida's swimming pool industry.

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Welcome to the FSPA

Dan McDevitt is the newest addition to the staff in the Sarasota office. He started in February 28 as the Accounting Manager. Dan is a Florida Certified Public Accountant with 25 years of experience in all aspects of fiscal management. Most recently, Dan served for five years as the Director of Fiscal Services for the Sarasota County Sheriff's Office. Dan has a bachelor's in Business Administration from Iona College. Dan and his wife Lori reside in Sarasota.

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FSPA Legislative Update, March 20, 2008

by Jennifer Hatfield, Director of Government & Public Affairs

The third week of Session is about to come to a close. FSPA Legislative Days are being held next week and overall the FSPA legislative agenda is moving in a positive direction! An update on some of the bills follows. Also remember to watch out for our e-newsletter updates on the legislative session, these reports can also be found on our Web site at floridapoolpro.com.

Swimming Pool & Spa Safety SB 1580 by Rich; HB 963 by Bucher

SB 1580 and its companion are intended to implement the recently-passed federal legislation entitled the "Virginia Graeme Baker Pool and Spa Safety Act" that provides mandatory federal requirements for suction entrapment avoidance and establishes a voluntary grant program for states that meet the minimum requirements of the Act. As originally drafted, section 4 of the bills would require ALL pools to have either a safety vacuum release system, a suction-limiting vent system, a gravity drainage system that uses a collector tank, an automatic pump shut-off system, or a device or system that disables the drain. The FSPA has worked with the bill sponsors to amend section 4 of the bill which is inconsistent with both the federal act and the recently adopted ANSI/APSP-7 Suction Entrapment

Avoidance Standard which becomes effective in Florida on October 1, 2008.

STATUS: SB 1580 was amended in Health Regulations on March 19 and passed 7-0. Now the bill is consistent with the federal act and the ANSI 7 standard. SB 1580 will be heard next in Regulated Industries. HB 963 has yet to be heard.

Florida Building Commission Appointee SB 560 by Constantine; HB 697 by Aubuchon

FSPA convinced both bill sponsors that the pool industry is in dire need of representation from a pool contractor on the Florida Building Commission. Among other provisions, both bills seek to add a pool contractor to the Florida Building Commission. Rather than expand the Commission to 24 members, the legislation requires the chair of the Commission to be appointed from amongst the 23 members. Additionally, the bills allow industry and trade associations to recommend candidates to fill their industry-specific Commission seat. FSPA would be able to recommend the pool industry candidate as currently written in the bills.

STATUS: SB 560 was amended in its second committee of reference on Tuesday in Regulated Industries. The bill continues to have the addition of a

pool contractor on the commission. HB 697 was amended in H. Infrastructure on March 13 and also has the pool contractor provision.

Energy SB 1544 by Saunders; PCB ENR-01; etc.

Energy is the "hot topic" for the 2008 Session and there are bills dealing with sustainable and green building, energy efficiency and conservation, appliance standards, net metering, greenhouse gas emissions, telecommuting, renewable energy, biofuel and ethanol production, solar energy, wind energy, thermal efficiency standards, carbon emissions, capture and storage, etc., etc. SB 1544, the governor's proposal, was presented by DEP Secretary Mike Sole and workshopped in S. Environmental Protection on March 6 and discussed again on March 13. The House Energy Committee also released and discussed their version of the bill on March 5 and again on March 12.

FSPA was concerned about a provision in section 25 of SB 1544 and in the House version relating to product approvals that states: "water

heaters for swimming pools such that only such devices that use solar thermal radiation to heat water may be sold or installed in this state." FSPA lobbied lawmakers on why solar pool heaters are not the panacea for energy efficiency with respect to heating swimming pools.

STATUS: SB 1544 was amended and reported out of the S. Environmental Protection committee on March 19. The amended version allowed for all types of water heaters for swimming pools, eliminating the solar only requirement. PCB ENR-01 was also heard on March 19. It was amended and reported out of the H. Energy committee, the amended version also allowed for all types of water heaters for swimming pools. An amendment was offered, but withdrawn by Rep. Kriseman, which would have added the appliance standard language contained in HB 1383 by Rep. Randolph. FSPA is concerned about some of the language in HB 1383, specifically, standards for pool heaters, pool pumps, and portable electric spas. We continue to work with Rep. Randolph to find an alternative that is acceptable.

Attention!

Arbitration program changes have been made.

Arbitration, per Board of Directors, will now be handled by the state office. A new sample clause for your contracts will be available soon.

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County Name	February 2007	February 2008
Alachua County	4	18
Bay County	0	10
Brevard County	67	43
Broward County	112	68
Calhoun County	0	0
Charlotte County	63	20
Citrus County	36	28
Clay County	7	8
Collier County	58	40
Dade County	125	73
Duval County	33	47
Escambia County	0	14
Flagler County	27	10
Franklin County	0	0
Gadsden County	0	1
Gulf County	0	2
Hernando County	34	20
Highlands County	11	3
Hillsborough County	95	75
Holmes County	0	0
Indian River County	29	1
Jackson County	0	1
Jefferson County	0	1
Lake County	46	24
Lee County	367	91
Leon County	9	18
Liberty County	0	0
Manatee County	107	46
Marion County	76	31
Martin County	16	16
Nassau County	12	11
Okaloosa County	0	9
Orange County	161	82
Osceola County	47	50
Palm Beach County	135	85
Pasco County	68	42
Pinellas County	48	31
Polk County	99	37
Putnam County	2	5
Santa Rosa County	0	15
Sarasota County	49	28
Seminole County	22	12
St Johns County	56	45
St Lucie County	15	32
Sumter County	21	16
Volusia County	72	26
Wakulla County	0	2
Walton County	0	14
Washington County	0	0
TOTAL	2129	1251

New Member Applications

Central Florida Chapter

Rock Solid Design & Stone Work, Inc. (Subcontractor: Spillways)
Miklos Szekely, Deltona

Suburban Propane (Additional Chapter Membership: Sarasota)
Robert Frazier, Deland

Florida Gulf Coast

Pinnacle Pool Construction, Inc. (Builder / Installer) CPCA057023
Chen Su, Naples

Manasota

LaGasse Pool Construction of West Florida, Inc. (Builder / Installer)
CPC1456890
Robert LaGasse, Sarasota

North Central Florida

TM Bush & Co. LLC (Other Firm: Sales & design)
Thomas Bush, Archer

Northeast Florida Chapter

Atlantic Home Builders (Subcontractor: screen builder)
Qualifier: Raymond McCullers: CGC1509094
Ryan Hammers / Justin McCullers, Jensen Beach

Space Coast Chapter

Buccaneer Steel, Inc. (Builder / Installer)
Qualifier: William Ross: CPC1457569
William James and Rachel Ross, Satellite Beach

If you have actual knowledge of any grounds why the above companies do not meet FSPA criteria, contact the Chapter Director in writing



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Insurance Update

Is your subcontractor's coverage in force?

by Bill Hodgkins, Insurance by Ken Brown

Attention all contractors! Just because one of your subcontractors has supplied you with a certificate of insurance three months ago stating that they have workers compensation coverage in force, doesn't mean that by the time they are on your jobsite they still have the coverage. Certificates of Insurance are usually issued when a policy renews or when the policy is first written. What will happen though if by the time that subcontractor is on your jobsite, they haven't paid their premium to the insurance company, lost their coverage and brings their employees onto your jobsite and one of them is injured? According to State Statutes, you the contractor then become liable for the injuries of that injured employee of your subcontractor. You as the main contractor heading up the job are ultimately responsible for anything that happens on the jobsite. Because your subcontractor has lost his/her workers compensation coverage and is therefore unable to have their employees injuries covered, you as the contractor then become responsible for their injuries. Just as scary a scenario is if an inspector from the State Bureau of Workers' Compensation happens to be on your jobsite and finds that one

of your subcontractors is working without their proper insurance. If this happens, the inspector will shut down not only the jobsite he/she's at, but also any other jobsite that subcontractor may be connected to. So, if that subcontractor is working at three of your jobsites, then all three will be shut down.

So how do you help prevent this from happening? Well, you can either require a new certificate of insurance before the start of every job (which is a time consuming proposition) or you can simply go on the internet and check online with the Florida Department of Financial Services Workers Compensation Database. It's a free public database and can be found at www.fldfs.com/WCAPPS/Compliance_POC/wPages/query.asp. This database is updated daily and will tell you if your subcontractor's workers compensation coverage is in force or not. You can also check to see if they have a valid exemption or not. Using this tool daily can help prevent you from having to pay for unexpected medical bills of uninsured subcontractors or from having to deal with unexpected shutdowns of your jobsites. For more information, please contact your agent.



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April Online Audio Presentation

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Blueprint for Successful Networking

By: Barry McCoy

Building relationships with other high quality contractors in other trades promotes your services and increases your credibility. Networking partners do not need to be resold again and again, and your network of partners establishes your company as a "professional" throughout your area. By the way, did I mention that the networking process increases your sales and profits!

Key Points:

To establish a smooth running networking process requires a "system."

Preparation and Organization: Which trades do you want to network with? Ask these questions: who will reveal the need for your services, who will create the need for your services, and who will compliment your business. Create a prospect list (Yellow Pages, Chamber, Angie's List, etc.) To manage contacts you will need a "process" and a software program to handle it.

Marketing Tools

- Short business biography of the company
- Unique Service Proposition – What makes you different
- Tech pack – Develop specific literature for partners to give out

Establishing Relationships

- When are the best times to call potential partners
- Commit to call each day (20-30 min./day, 2-3 contacts/day)
- Steps for creating new partner relationships: 1. Mail short letter and bio, 2. Call three days later to be sure it arrived, 3. Send full second letter describing the proposed partnership relationship, 4. Call back and request a time to "talk"
- Decide on a Reward program. What reward and how is it earned?

Three simply strategies for building trust with your partner:

1. Use phone to contact each other – call when a referral is created.
2. Always protect your partner's integrity. Take care of their customers.
3. Regular follow up and contact (i.e., thank you letter or card)

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2008 Design Awards Winners

The 2008 Design Awards winners were honored February 21, at the Rosen Centre Hotel in Orlando. These awards are a way to celebrate and recognize the great work being done in the pool industry in Florida.

The winning photos are not just good looking pools, they are properly built pools as well. Entries must include a summary of goals and accomplishments, a photo of the equipment, a plumbing diagram and a photo of the pool. All company and client information is removed from the materials prior to judging and entries are identified only by number.

Industry professionals serve as judges and use this information to assess the quality of workmanship and design. Challenges, technical achievements, design and aesthetic value are all taken into consideration when determining the winners.

Congratulations to all of the 2008 Design Awards winners.

Residential Shotcrete/ Gunite 250 - 500 sq. ft.



Gold
Surfside Pools



Gold
Nautilus Pools, Inc.

Residential Shotcrete/ Gunite 701 sq. ft. and over



Silver
Gilrie Pools, Inc.



Silver
Southern Pool Designs



Gold
Surfside Pools

Semi-Public Pool



Bronze
Exotic Pools by Janeen, Inc.

Residential Water Feature

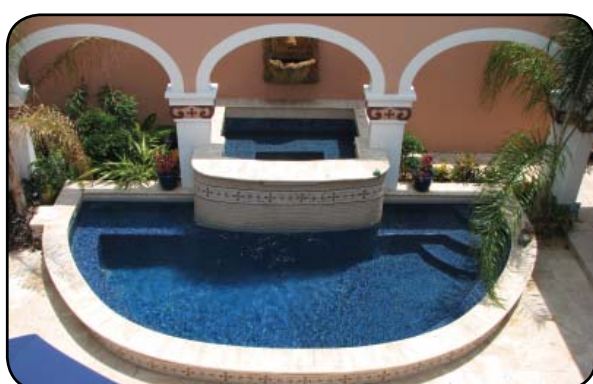


Silver
Lucas Lagoons, Inc.

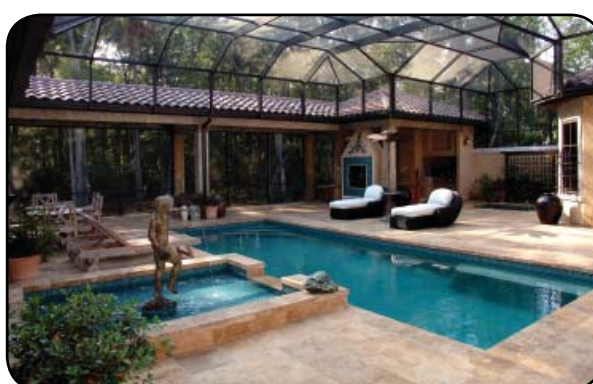


Gold
Lucas Lagoons, Inc.

Residential Pool/ Spa Combination 250 - 500 sq. ft.



Merit
Gilrie Pools, Inc.



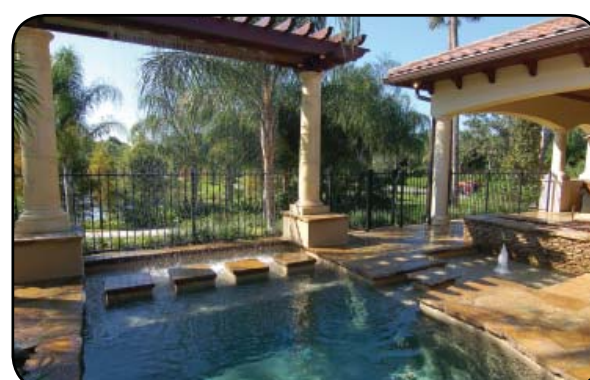
Merit
Surfside Pools



Merit
Aqua Visions Pool and Spa, Inc.



Merit
Erickson Pools - Wiseman Ventures, Inc.



Gold
Tropical Pools and Spas

2008 Design Awards Winners (cont.)

Residential Pool/ Spa Combination 501 - 700 sq. ft.



Silver
Tropical Pools and Spas



Silver
Nautilus Pools, Inc.



Gold
Lucas Lagoons, Inc.

Residential Pool/ Spa Combination 701 sq. ft. and over



Merit
Surfside Pools, Inc.



Bronze
Swimcraft Pools, Inc.



Silver
Tropical Pools and Spas



Silver
Southern Pool Designs



Gold
Blu-Aqua Pool Corp.



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Gold for Technical Achievement
Essig Pools, Inc.

See more winners in next month's issue!

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The Pool Industry Political Action Committee Chapter contest is in full swing

The relationships that have been formed through active involvement in numerous political campaigns have made the FSPA the organization to contact when questions and concerns arise regarding swimming pools and spas. It takes support from the industry to maintain and grow these relationships. To encourage financial participation, PIPAC is having a Chapter contest that will run until May 1, 2008. The Chapter with the highest percentage of donations will win. Non-members can also contribute. All Chapters will receive star ratings for the number of people who contribute.

Each individual who contributes \$150 to PIPAC in 2008 will receive a PIPAC lapel pin. Those who contribute \$250 will be given a certificate for one free FSPA CE course, to be redeemed May 1 - December 31, 2008. PIPAC contributions can be sent direct to the FSPA office. Thank you for your continued support.



Safety Conference schedule

Thursday, April 10

10:00 a.m., Recreational Water and Public Pools

Recreational Water Quality

- Centers for Disease Control and Prevention
- Association of Pool & Spa Professionals

Owner / Operator Exemption for Commercial Pools

- Jennifer Hatfield, Director of Government & Public Affairs, FSPA

11:30 a.m., Therapy and Fitness in Pools

Aquatic Therapy

- Monique Acton, Aquatic Exercise Association

(12:15 p.m., Luncheon)

Fitness

- Physical Fitness Presentation

1:00 p.m., Water Safety & Drowning Prevention

Drowning Data

- Kyla Shelton, Office of Injury Prevention, Florida Department of Health

Florida Child Death Review

- Michele Akins, Quality Assurance Coordinator, State Death Review Committee, FL DOH, Division of Children's Medical Services

Water Familiarization/ Swimming Lessons

- Infants, children, adults, seniors and the disabled

Highlights from Drowning Prevention Initiatives

- Lisa VanderWerf-Hourigan, Manager, Office of Injury Prevention, Florida Department of Health

- Osceola Drowning Prevention Coalition: Marci Hummel, Human Service Program Specialist, Osceola County Health Department
- Florida DOH Drowning Prevention Pilot Projects: Pam Santucci, Senior Human Service Program Manager, Broward County Health Department, and Anthony Llau, Epidemiologist, Dade County Health Department
- FSPA Swimming Pool Safety Program: David Oxley, FSPA Safety Chair

Friday, April 11

8:30 a.m., Legislative & Regulatory Impacts on Swimming Pools

Overview of Federal Act & Overall Impact of Laws and Standards on Pool Safety

- Steve Getzoff, Lester Schwab Katz and Dwyer

ANSI 7, Suction Entrapment Avoidance Standard

- Seve Barnes, Pentair Water Pool and Spa

64E-9: Public Swimming Pools & Bathing Places

- Bob Vincent, Environmental Administrator for the Drinking Water Program, Public Pools and Bathing Places, and Healthy Marine Beaches Program at the Bureau of Water Programs, Division of Environmental Health, Florida Department of Health

Florida Resolutions for Swimming Pool Safety Month & Other Legislation

- Jennifer Hatfield, Director of Government & Public Affairs, FSPA

11:00 a.m., Question and Answer Session

Grandy & Associates presents Basic Business Boot Camp Tampa, May 13-15

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Safety Conference speakers

Steve Getzoff is a senior litigation partner with Lester Schwab Katz & Dwyer, and has been involved in the defense of aquatic related lawsuits for close to 25 years. He has also served as outside national counsel to the APSP.

Pamela Santucci is the Program Manager in Health Education at the Broward County Health Department. She is involved with Parents of Near-Drownings (POND), is on the Board of Directors for the S.W.I.M.S. Foundation, and chairs a Pediatric Drowning Prevention Task Force.

Marci Hummel is with the Osceola County Health Department in Drowning Prevention Awareness. She is a member of Safe Kids Osceola, the Health Issues Task Force of Osceola County, and the Central Florida Drowning Prevention and Water Safety Task Force.

Lisa VanderWerf-Hourigan is the Manager of the Office of Injury Prevention at the Florida Department of Health. This office is responsible for the 2004-08 Florida Injury Prevention Strategic Plan, CDC Public Health Injury Surveillance and Prevention Program Grant, a variety of unintentional injury activities and grant programs, including Safe Kids, special needs car seats and bicycle helmets distribution, drowning prevention, and suicide prevention awareness activities.

Anthoni Llau, M.P.H., is the Injury Epidemiologist for the Miami-Dade County Health Department where he assists Jackson Memorial Hospital in the dissemination of injury data to local communities and officials.

Michelle Akins is the Quality Assurance Coordinator for the Child Abuse Death Review Committee. She is on the Board of Directors for the Florida American Professional Society on the Abuse of Children and is a member of several other councils.

Anna Stewart is a near drowning survivor and Manager of the Drowning Prevention Coalition of Palm Beach

County. She has been a guest speaker at the 2006 National Drowning Prevention Symposium as well as a facilitator at the 2007 World Aquatic Health Conference.

Bob Vincent works as an Environmental Administrator for the Drinking Water Program, Public Pools and Bathing Places, and Healthy Marine Beaches Program at the Bureau of Water Programs, Division of Environmental Health, Florida Department of Health.

Marlene Sotelo-Bumberg is Assistant Director of the Nova Satellite Office and is responsible for overseeing the Miami Children's Hospital Dan Marino Center Branch. She has provided therapeutic interventions to children with autism at the Center for five years. In addition to her teaching and music therapist certifications, she is a Board Certified Associate Behavior Analyst.

Monique Acton is an Aquatic Exercise Association Training Specialist and Co-Author/Executive Director for Aquatic Options Education. She is President of The Personal Health Trac, a personal trainer and a medical exercise specialist. Monique is known for her creative approach to exercise program design and is the recipient of AEA's 2003 Aquatic Fitness Professional award.

Dan Vawter has recently opened AquaChamps Swim School in Wilton Manors with Mary Jackson and Sherrill Nelson. Dan's experience includes coaching, developing learn-to-swim programs and advanced stroke training, and working for the Jack Nelson Swim Program and the Marine Industries Association of South Florida.

Steve Barnes works for Pentair Water Pool and Spa. He is a member of the ASME, ASTM and APSP suction safety standards writing committee, and he has invented and designed suction safety fittings and systems. He is also chair of the APSP Technical Committee.

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Chapter News

Broward

Executive Director: Kathy Bohlander
(866) 414-4771
FSPABroward@FloridaPoolPro.com

In April there will be the first combined Broward Chapter Board of Directors and Chapter members meeting. The Chapter Board of Directors is already planning to do more of these. Look for news on this in the next *Florida Pool Pro*sm.

In April we will be having a sales tax seminar. There is so much confusion on the proper way to pay sales tax and we hope that this will give insight on how to do it properly. Please watch your mail for the confirmed date.

The Broward Chapter board of Directors is looking for ideas to make this Chapter a "member's Chapter", please contact President **Ike Eikevik Jr.** (954) 444-9940.

Central Florida

Executive Director: Mary Manion
(800) 416-6774
FSPACentralFlorida@FloridaPoolPro.com

Special congratulations to **Alan Cooper, Alan Cooper Consulting!** Your Chapter was proud to select you as Central Florida Chapter's Director of the Year. However, we all were extremely proud that you were elected statewide as the Person of the Year! Alan, you give so much of yourself to the FSPA and we thank you for going above and beyond in your volunteer endeavors. You are the Central Florida Energizer Bunny!

Following through with the promises **Adam Alstott**, Chapter President, made to the Chapter, another very successful CE program was completed at the March meeting. Thank you, **Bill Kent, HornerXpress**, for your C.E. program on the "4 Best Kept Secrets of Business." If there was anyone who left that meeting without a renewed faith in our industry or belief in themselves, they must have spent the hour in the restroom. The C.E. class was great. Again, thanks Bill!

Mark your calendars for April 8 for a must attend two-hour C.E. class on arbitration. As you are hopefully all aware, FSPA offers the Arbitration Program as a member benefit. All you have to do to use the program is have yourself or a company representative attend a C.E. training class every two years and participate, if called upon, as an arbitrator. You should be sure that your company is represented in the program every two years so that your filing fee is greatly reduced. **Roy Lenois**, State Arbitration Chairman, will be instructing the class on Tuesday, April 8 at the Sheraton Downtown Orlando. The class will be held immediately following dinner, served at 7:00 p.m. The fee is \$35 for dinner only and \$40 for dinner and C.E. credit. Again, if you or a company representative have not taken this class during this two year licensing cycle and you want to continue using the arbitration in your contracts at the \$600 filing fee, please RSVP early and take this class.

Charlotte Harbor

Executive Director: Andy Mallison
(800) 569-6774 Ext. 11
FSPACharlotteHarbor@FloridaPoolPro.com

The April Chapter membership meeting will be held on Wednesday, April 9 beginning with a social at 6:30 p.m. and dinner at 7:00 p.m. The next Chapter Board of Directors meeting will be held on Wednesday, April 23 at the Chapter office, 2811 Tamiami Trail, Suite P, Port Charlotte. The board meeting will begin at 4:30 p.m.

The Chapter Golf Classic will be held on Saturday, May 3 beginning with registration at 7:00 a.m. and a shotgun start at 8:30 a.m. Sign-up forms have been sent to all members and are available at local distributors. Sponsorships are available. Please support your local Chapter! If you have any questions, please contact the Chapter office.

East Central Florida

Executive Director: Lynn Hecklinger
(386) 673-0038
FSPAEastCentralFlorida@FloridaPoolPro.com

The next meeting of the East Central Florida Chapter, on Wednesday, April 16, will feature a three-hour CE class on Hydraulics, presented by **Mike Childress, Pentair**. Details on the course and the locale will be included in the April issue of *Pooltalk*, the Chapter's monthly newsletter/meeting notice.

Once again this year, the Chapter will take part in "Gear Up for Safety," the annual Safe Kids Week event slated for Wednesday, April 30, from 2:00 p.m. – 6:00 p.m. at Cypress Street Park in Daytona Beach.

The Chapter wishes to thank **Ralph White, Hayward Pool Products**, for his presentation at the March meeting and to **Billy Moore, Gorman Company**, for making the arrangements for Ralph to speak to the group.

Florida Gulf Coast

Executive Director: Andy Mallison
(800) 569-6774 Ext. 11
FSPAFloridaGulfCoast@FloridaPoolPro.com

The Florida Gulf Coast Chapter held a Strategic Planning meeting on March 5 in Fort Myers and a set of goals was established. The Chapter members in attendance want more of an influence in local government relations issues, to create a good relationship with building departments and assist in combating unlicensed activity locally amongst other things.

Are you unhappy with unlicensed activity? Come to the April Chapter membership meeting on Tuesday, April 22 and tell the State of Florida. Our topic is "Unlicensed Contractor Activities & the New Subcontractor Licenses." Our Chapter meeting will feature speaker Sergio Gonzalez, Regional Program Administrator, Florida Department of Business & Professional Regulation. The meeting will begin with a social at 6:00 p.m. with dinner being served at 6:30

p.m. at Stoney's Sports Café, 21253 Stoneybrook Golf Boulevard, Estero. The meeting is open to all swimming pool and spa industry members in the Florida Gulf Coast area. Reservations are required. Dinner reservation forms are available at local distributors. You may also make dinner reservations or request a reservation form by calling the Chapter office. The Chapter is planning to hold a golf tournament in late May or early June. Details for the tournament will be made available as soon they are firm.

Florida West Coast

Executive Director: Jean Oxley
(727) 517-9340
FSPAFloridaWestCoast@FloridaPoolPro.com

The next Board of Directors meeting will be at noon on Tuesday, April 8 at Belleair Pool Supply, 1702 West Bay Drive, Largo. Remember that any Chapter member can sit on the Board of Directors and every member is encouraged to attend board meetings. Our Board of Directors meetings are usually scheduled for the first Tuesday of the month, but please call the office if you plan to attend.

The March 8 fishing trip was cancelled due to six-foot waves in the Gulf. We are looking for a date to reschedule and will let you know as soon as it is set up. Remember to save May 17 for the Florida West Coast Chapter's Annual Golf Event. Everyone is welcome to join in the

fun. Watch your faxes and e-mail for details.

Please call the office with ideas for Chapter meetings and programs.

Greater Miami

Please contact the FSPA office
(941) 952-9293

There will be a Chapter re-organization meeting on Friday, April 18 at 11:30 a.m. We will meet at the Dave & Busters at the Dolphin Mall, 11481 NW 12th St., Suite E622, Miami. Please RSVP to the FSPA office by calling (941) 952-9293 or e-mail Wendy@floridapoolpro.com.

Our sympathies go out to the family of Dorothy McKinney who recently passed away.

Manasota

Executive Director: Andy Mallison
(800) 569-6774 Ext. 11
FSPAManasota@FloridaPoolPro.com

The April Chapter Board of Directors meeting will be held on Tuesday, April 8 at the Alamo Steakhouse at the Lakewood Ranch Holiday Inn beginning at 11:45 a.m. The April Chapter membership meeting and CE course, "ANSI/APSP Standards", will be held on Thursday, April 24. Details of the membership meeting will be mailed and faxed to all members.

The Chapter Golf Classic will be held on Saturday, May 17 at the Golf Club at Capri Isles in Venice.

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Registration will begin at 7:00 a.m. and a shotgun start at 8:30 a.m. Beverage cart, hole-in-one, golfer grab bag, tee or green, and other sponsorships are available. For more information about sponsoring at the tournament, please contact the Chapter office.

North Central Florida

Executive Director: Tammy Hayslett
(352) 229-4144

FSPANorthCentralFlorida@FloridaPoolPro.com

The next meeting will be April 9 at Grill 754 in Ocala. There will be a Board and Chapter meeting at 6:00 p.m. followed by dinner and the CE course "Pool and Spa Solutions in Chemistry" at 7:00 p.m.

Northeast Florida

Executive Director: Mitch Brooks
(800) 569-6774 Ext. 12

FSPANortheastFlorida@FloridaPoolPro.com

No news this month.

Northwest Florida

Executive Director: Renae Howard
(888) 818-9618

FSPANorthwestFlorida@FloridaPoolPro.com

We had excellent attendance at our Chapter meeting on February 5. Several important developments at state and local levels were covered by President John Salvo. It is strongly urged that you try to attend Chapter meetings – the next one being April 1 at Ryan's in Crestview. A lot of important industry information will be covered.

Representing you and our Chapter at the March Board of Directors meeting at Daytona Beach was **John Salvo, Mike Esmond, and Mack Crumpler**. We participated in all meetings and made contributions to the discussion and decision making in the following committees and task forces: Chapter Task Force, Builders Council, Service Council, Energy Sustainability Task Force, Safety Council and Education Advisory Committee.

We are planning two swimming pool safety days in April, one at Destin Commons and one at the Cordova Mall. Your support and help in these two events will provide a much needed community service in helping to prevent accidents this summer and with the added benefit of showing your customers that you are the true professional they expect.

These are all extremely important topics for our industry and in many cases our efforts, with your support, will end up saving your customers hundreds or even thousands of dollars in both the new pool market as well as in repairs and renovations. Just from the March board meeting we have made inputs to state legislative bills that will help both our customers and this industry in several energy efficiency areas immensely.

Hope you can make it to the April 1 Chapter meeting at Ryan's in Crestview where the highlights of each of these topics and accomplishments will be covered for the benefit of each Chapter member.

Palm Beach

Executive Director: Doris Rohner
(888) 818-9618

FSPAPalmBeach@FloridaPoolPro.com

No news this month.

Polk County

Executive Director: Mary Manion
(800) 416-6774

FSPAPolkCounty@FloridaPoolPro.com

Spring is in the air! The birds are singing.....AND....the phone is ringing! It's pool time again and we have a new advertisement in the *Lakeland Ledger*. We are already receiving phone calls and inquiries about member companies and the services that FSPA members provide. We also will be introducing our Member Business Reference at the April 16 Chapter meeting. Polk County FSPA is movin' and doin'!

Kudos to **Michele Green, Florida Sunrise Pools & Spas**, who was elected by the Polk County Chapter as the Chapter Director of the Year and recognized as such at the Florida Pool & Spa Show Awards Reception. Michele has been a driving force in the Polk County Chapter and has kept it in the forefront with her continuing passion with the Safe Kids Program. We sincerely appreciate your dedication to the Chapter. You have surely been the one to recon with as we "git ur dun" in Polk County.

Continuing the commitment to our members to "make business great in 2008", we are pleased to announce a new location for our April 16 Chapter meeting. We will be meeting at Fred's Market Restaurant on 2120 Harden Blvd. South, Lakeland. This buffet restaurant is one of the favorites in Polk County and they have given us a special rate on their all inclusive buffet and also a private meeting room. The Board of Directors will meet from 4:30 p.m. – 6:00 p.m. and adjourn for registration and to join with the members for happy hour at the beer and wine bar. The buffet dinner will begin at 6:45 p.m. followed by a very special two-hour C.E. class featuring our own instructor **Andy Hernan**. Andy's Company, **Genworth Financial Securities Corp.**, has been a member of Polk Chapter since 2007, but you may recognize Andy as the "new guy" at Griffin Pools. New guy, has it really been over two years? Andy's class, "Business Management", looks at business development, cash flow, financial ratios, bank statements, business continuation and succession

planning. This entry level class in finance is not just for business owners, but employees, families and spouses. At a fee of \$20 per person the room will be packed, so please make reservations early. Is there anyone who could not use a refresher class in finance?

Space Coast

Executive Director: Bill Britz
(321) 779-0103

FSPASpaceCoast@FloridaPoolPro.com

Only the Board of Directors will meet this month. The meeting is Thursday, April 17 at 4:00 p.m. at the Executive Director's home.

Our Annual Picnic and Volleyball Tournament will be held on Sunday, April 6 at the Pelican Beach Park Pavilions, 1525 HWY A1A, Satellite Beach from 11:00 a.m. to 5:00 p.m.

Plan now to have at least one person from each company attend our Government Relations Reception and Dinner at PAFB Tides Club on Thursday, May 22. Our government relations program gives us an opportunity to meet our government officials. Personal contacts are good ways to get their attention. Come out and help us make some face-to-face contact to discuss the issues that are of extreme importance to our industry. It is vital that everyone be present to show our legislators that we are a force to be recognized and respected! Please make every effort to attend. Numbers count so be there and bring guests. You may also bring up other issues that are important to you such as property taxes, homeowners insurance and others.

Tampa Bay

Executive Director: Karen Cobo
(813) 265-2907

FSPATampaBay@FloridaPoolPro.com

The "Make it Great in '08" set up at the March Home Show was a great success. We would like to thank each and every member who participated for a job well done. There were many leads generated during the three-day show and all were given to the members. Also, we want to thank **Pentair** for helping out on Saturday for the seminar on Pool Automation and Salt Systems. The following members participated: **Natural Springs, Sun Pools, Trendsetters, Blue Haven Pools, Erickson Pools, Riviera Pools, Tampa Bay Pools, Solar Solutions, Inc., Solar Source,**

Sunshine Pool Service, Hawkins Electric and Polk County Chapter.

The Chapter is still looking for someone to chair the Builder's Council. If you are interested please let us know. Thanks to **Scott Andrews, Sunshine Pool Service and Supply**, for being the Chapter's attendee of the Legislative Days.

The Chapter dinner meeting on Wednesday, April 9 is at Beef O' Brady's and inspectors for the Department of Health have been invited. Please call or fax the Chapter office if you plan to attend. Members are expected, associates, non-members and guests are welcome.

The Chapter Annual Golf Tournament will be held on Saturday, April 26 at Northdale Golf & Tennis Club, 4417 Northdale Boulevard, Tampa. Check in is at 7:30 a.m. and shotgun start is at 8:00 a.m. Not only will there be awards, there will also be prizes. After the players have returned to the clubhouse there will be lunch and an awards presentation. We need your support for this event. Sponsorships are \$200 and include signage and recognition at the awards lunch. Player fees are \$89 which includes cart, green fees and lunch. Deadline for paid players' reservations is April 11. Make your reservations early. For registration and information please call the Chapter office.

Treasure Coast

Executive Director: Susan Gilbert
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com

Thank you to all that worked and volunteered at the show to make it a success. We appreciate all the hard work that went into it! We want to thank **Bob Miller, Pool Leak Specialist**, for representing our chapter for Legislative Days in Tallahassee. We appreciate his time and interest in being involved. We want to give a big thanks to **Steve DeSorbo, Coordinated Benefits Group**, for coming and presenting a great power point on what benefits we have available to us as members of FSPA. We appreciate Steve's time and the knowledge he shared with us. We encourage all Chapters to have him come and speak.

April Pools Day for our Chapter will be held on Saturday, April 12 from 9:00 a.m. – 1:00 p.m. at the YMCA of Martin County. We have a great time with the kids, give out safety information, have games and give out prizes. Our May 14 meeting will be a CE course meeting the Laws and Rules requirement with Jennifer Hatfield. Mark your calendars. Our Annual Golf Tournament fund raiser will be June 7 at Gator Trace Golf and Country Club. Mark your calendars to come and play with us!

Spring into action and volunteer at your Chapter today, to make it what you want it to be!



FSPA Tampa Bay Chapter at the March Home Show at the Florida State Fairgrounds

For additional information about any of the events or meetings listed in the Chapter News, please contact the Executive Director listed at the top of each Chapter's News. Event meeting and information can also be found in Chapter newsletters sent to members and available at local distributors.

Calendar of Events

April 2008

- 1 FSPA Tampa Bay Chapter Board Meeting
11:30 a.m. Beef O' Brady's
- 1 FSPA Northwest Florida Chapter Meeting
Ryan's at Crestview
- 2 FSPA Palm Beach Chapter Meeting
- 2 FSPA Tampa Bay Chapter Board Meeting
11:30 a.m. Beef O' Brady's
- 6 FSPA Space Coast Chapter Annual Picnic & Volleyball Tournament
11:00 a.m. to 5:00 p.m. Volleyball starts at 12:30 p.m.
Pelican Beach Park Pavilions, 1525 Hwy. A1A, Satellite Beach
- 8 FSPA Manasota Chapter Board Meeting
11:45 a.m. Alamo Steakhouse, Lakewood Ranch Holiday Inn
- 8 FSPA Florida West Coast Chapter Board Meeting
12:00 p.m. Belleair Pool Supplu, 1702 West Bay Dr., Largo
- 8 FSPA Central Florida Chapter
4:00 p.m. Board Meeting
6:00 p.m. Happy Hour
7:00 p.m. Dinner followed by CE course "Alternative Dispute Resolution", CILB course # 0007785, 2 hours, meets business practice requirement, FPSA d/b/a FSPA providership #0000917
Sheraton Downtown Orlando, 60 Ivanhoe Blvd.
- 9 FSPA Charlotte Harbor Chapter Meeting
6:30 p.m. Social and Dinner
- 9 FSPA Tampa Bay Chapter Meeting
6:30 p.m. Beef O' Brady's
- 9 FSPA North Central Chapter
6:00 p.m. Board and Chapter meeting
7:00 p.m. Dinner and CE course
Grille 754, Ocala
- 10-11 FSPA 2008 Swimming Pool and Water Safety Conference
Rosen Centre Hotel, Orlando**
- 10 FSPA Tampa Bay Chapter Dinner Meeting
6:30 p.m. Beef O' Brady's
- 11 FSPA Northeast Chapter, 2008 Northeast Florida Golf Classic
8:00 a.m. Windsor Parke Golf Club, 13823 Sutton Park Dr. N., Jacksonville
- 12 FSPA Treasure Coast Chapter April Pools Day
9:00 a.m. - 1:00 p.m. YMCA of Martin County
- 16 FSPA Polk County Chapter Dinner and CE course
7:00 p.m. "Business Management", CILB course #0009895, 2 hours, meets business practice requirement, FPSA d/b/a FSPA providership #0000917, Fred's Market Restaurant, 2120 Harden Blvd. S., Lakeland.
- 17 FSPA Space Coast Chapter Board Meeting
4:00 p.m. Executive Director's home

- 18 FSPA Greater Miami Chapter Re-organization Meeting
11:30 a.m. Dave & Busters at the Dolphin Mall
11481 NW 12th St., Ste. E622, Miami
- 22 FSPA Florida Gulf Coast Chapter Meeting
6:00 p.m. Social and Dinner
Stoney's Sports Cafe, 21253 Stoneybrook Golf Blvd., Estero
- 23 FSPA Charlotte Harbor Chapter Board Meeting
4:30 p.m. Chapter office, 2811
Tamiami Tr., Ste. P, Port Charlotte
- 24 FSPA Manasota Chapter Meeting and CE course "ANSI / APSP Standards", CILB course #0006959, 2 hours, meets business practice requirements. Instructor: Dan Johnson, CBP. FPSA d/b/a FSPA CILB Providership # 0000917
- 26 FSPA Tampa Bay Chapter Annual Golf Tournament
7:30 a.m. Northdale Golf & Tennis Club

May 2008

- 3 FSPA Charlotte Harbor Chapter Golf Classic
8:30 a.m. Shotgun start
- 7 FSPA Tampa Bay Chapter Board Meeting
11:30 a.m. Beef O' Brady's
- 13 FSPA Manasota Chapter Board Meeting
- 14 FSPA Treasure Coast Chapter Meeting
and CE course
- 14 FSPA Charlotte Harbor Chapter Meeting
- 14 FSPA Tampa Bay Chapter Dinner Meeting
6:30 p.m. TBA
- 17 FSPA Florida West Coast Chapter Annual Golf Event
- 17 FSPA Manasota Chapter Golf Classic
8:30 a.m. Shotgun start
- 22 FSPA Manasota Chapter Meeting
- 22 FSPA Space Coast Chapter Government Relations Reception & Dinner, PAFB Tides Club
- 28 FSPA Charlotte Harbor Board Meeting



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The banner features a background of blue water with two people in inflatable rings. One person is in a yellow ring, and the other is in a pink ring. The text is in large, bold, blue letters.