

# Florida Pool Pro<sup>sm</sup>

A PUBLICATION OF  
FLORIDA SWIMMING POOL ASSOCIATION

www.FloridaPoolPro.com

## RENEW your FSPA membership

### Membership expired on June 30. Did you renew yet?

FSPA membership renewals were due June 30. If you haven't sent yours in, you may be charged nonmember rates for your Chapter meetings and other events. Renew now to continue receiving access to membership benefits like Coordinated Benefits, reduced arbitration fees or the new FleetBoss GPS partnership.

Jack Manilla, President/ Owner of Portofino Pools, has taken advantage of a health benefits program with Coordinated Benefits Group. Manilla said, "(They) asked many questions, presented many firm and plan options for us to choose from, provided us with the pluses and minuses of each."

Portofino Pools is estimating a savings of \$12,000+ for same services and like coverage. With some of the savings being used to increase benefits to the employees, they now have 100 percent participation and they feel the change will improve employee morale, reduce turnover and attract higher quality new hires.

For more information on Coordinated Benefits Group, call (877) 558-5158 or visit [www.jaxbenefits.com](http://www.jaxbenefits.com).

The FSPA's newest addition to

the list of benefits to save you money is FleetBoss GPS. When properly utilized, the GPS data reduces daily costs centers (fuel, payroll, maintenance) while improving daily operational efficiencies (routing, billing accuracies, job bidding). The results are improved productivity, lower commodity costs, improved accountability and larger profit margins.

FleetBoss can help provide proof of services rendered, identify areas of fuel waste, and help with vehicle routing, trips and stop times. For more information, call (877) 265-9559 or visit [www.fleetboss.com](http://www.fleetboss.com).

Renew with the FSPA for less than the cost of your monthly gym membership and...



you don't have to sweat for an hour a day to receive the benefits!

## Mid-Year Education & Networking Conference

RP license holders... Don't miss your last chance to earn the 14 CE hours required for renewal by August 31! Failure to renew your license can result in financial penalties and nonrenewal of your Florida license. Review your current CE credits at [www.myfloridalicense.com](http://www.myfloridalicense.com), click on "renew/ maintain a license" and then on the left under "user services" click on "view continuing ed."

August 14-15: Embassy Suites (I-Drive), Orlando

Less than \$15 per CE hour and Lunch is included

Hotel guests get FREE breakfast and two hours of FREE DRINKS at night!

For registration go to [FloridaPoolPro.biz](http://FloridaPoolPro.biz)

#### FRIDAY

##### Track 1: Mandatory Courses

8:00 - 9:00 a.m. Workers' Compensation / #0006955 / 1hr / WC

9:15 - 11:15 a.m. Worksite Safety / #0009920 / 2 hrs / WS

11:30 a.m. - 12:30 p.m. Chapter 489 - Contractors' Responsibilities / #0010147 / 1 hr / L&R

12:30 p.m. - 1:30 p.m. LUNCH

1:45 - 3:45 p.m. Advanced Florida Building Code: Entrapment Protection for Suction Inlets / #0010596 / 2 hrs / ADV

4:00 - 6:00 p.m. Hiring for Talent / #0007720 / 2 hrs / BP

##### Track 2: Elective Courses

8:00 - 10:00 a.m. Technical Advancements in Swimming Pool Heating / #0010775 / 2 hrs / GEN

10:15 a.m. - 12:15 p.m. Bonding & Grounding for Pools, Spas & Other Bodies of Water / #0009897 / 2 hrs / GEN

12:30 p.m. - 1:30 p.m. LUNCH

1:45 - 3:45 p.m. Advanced Pool & Spa Automation / #0008814 / 2 hrs / GEN

4:00 - 5:00 p.m. Mesh Safety Barriers / #0007794 / 1hr / GEN

#### SATURDAY

##### Track 1: Elective Courses

8:15 - 10:00 a.m. Basic Pool & Spa Water Chemistry & Testing / #0009336 / 2 hrs / GEN

10:15 a.m. - 12:15 p.m. Artificial Rock for In-Ground Pools / #0008806 / 2 hrs / GEN

12:15 p.m. - 1:15 p.m. LUNCH

1:30 - 2:30 p.m. Stain Discoloration Prevention & Removal / #0007802 / 1hr / GEN

2:45 - 4:45 p.m. Commercial Heat Pumps / #0008807 / 2 hrs / meets GEN

##### Track 2: Mandatory Courses

8:00 - 9:00 a.m. Workplace Safety / #0006954 / 1hr / WS

9:10 - 10:00 a.m. Workers' Compensation / #0006955 / 1hr / WC

10:15 a.m. - 12:15 p.m. Effective Collections Techniques / #0008759 / 2 hrs / BP

12:15 p.m. - 1:15 p.m. LUNCH

1:30 - 2:30 p.m. Chapter 489 - Prohibitions and Penalties / #0010148 / 1 hr / L&R

2:45 - 4:45 p.m. Advanced Florida Building Code: Entrapment Protection / #0010631 / 2 hrs / ADV

\*Course instructors are listed online.

WC= meets Workers' Compensation, WS= meets Workplace Safety, L&R= meets Laws & Rules, ADV= meets Advanced Module, BP= meets Business Practices, GEN= meets General requirement

## News Splash

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**September 11-12, 2009**  
**Committee Meetings**  
**Board of Directors Meeting**

**Sanibel Harbour Resort & Spa**

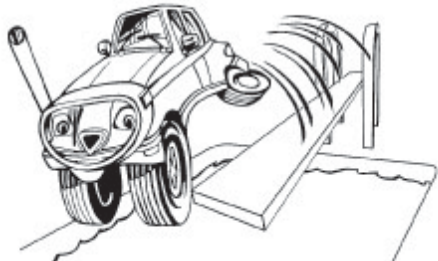
**17260 Harbour Point Dr.**  
**Fort Myers, FL 33908**

**Friday, September 11**  
 Committee Meetings

**Saturday, September 12**  
 Board of Directors Meeting

**Notice:** The FSPA is looking for the names and information for previous FSPA scholarship winners. Our records only go back to 1996. If you know of anyone who received a scholarship prior to 1996 please let us know. Any information is appreciated. E-mail us at [info@FloridaPoolPro.com](mailto:info@FloridaPoolPro.com).

For less than the cost of one extra fill up a month at the gas station, you could enjoy the benefits of membership in the Florida Swimming Pool Association.



**Florida Pool Pro<sup>sm</sup>**  
 Published monthly by the Florida Swimming Pool Association  
 Association Mission: Promoting Florida's swimming pool industry.

<p>President  <b>Alan Cooper</b>                  Alan Cooper Consulting                  Orlando</p> <p>Vice-President  <b>Eva Adcock</b>                  Best Pools of Brevard, Inc.                  Melbourne</p> <p>Secretary  <b>Keith Johnson</b>                  Tri-FL Water Treatment                  d/b/a Pool Works                  Auburndale</p> <p>Treasurer  <b>Rick Howard</b>                  Rick's Pool Service, Inc.                  Clearwater</p>	<p>At-Large Director  <b>Pete Cocco, Jr.</b>                  Nautilus Pools, Inc.                  Port Charlotte</p> <p>At-Large Director  <b>Richard Moseley</b>                  Champagne Pools of Central FL                  Sanford</p> <p>Past President  <b>Dominick Montanaro</b>                  M &amp; M Pools, Inc.                  Satellite Beach</p> <p>Executive Director  <b>Wendy Parker Barsell, APR, CEM,</b>                  Ext. 102</p> <p>Director of Government &amp; Public Affairs  <b>Jennifer Hatfield, Ext. 111</b></p> <p>Technical Training Coordinator  <b>Bernice Ryder-Smit, Ext. 109</b></p> <p>Communications Specialist  <b>Charis Tyson, Ext. 103</b></p> <p>Administrative Assistant  <b>Valerie Swika-Bundy, Ext. 100</b></p> <p>Bookkeeper  <b>Kari Haggard, Ext. 101</b></p>
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## President's Column

### What is a trade association?



Alan Cooper  
FSPA President

What is a trade association? From Wikipedia, "An industry trade group, also known as a trade association, is an organization founded and funded by businesses that operate in a specific industry. An industry trade association participates in public relations activities such as advertising, education, political donations, lobbying and publishing, but its main focus is collaboration between companies, or standardization. Associations may offer other services such as producing conferences, networking or charitable events or offering classes or educational materials. Many associations are non-profit organizations governed by bylaws and directed by officers who are also members.

The primary function of a trade group is to serve as a focal point for issues that are common to that particular industry. One of the primary purposes of trade groups, particularly in the United States and to a similar but lesser extent elsewhere, is to attempt to influence public policy in a direction favorable to the group's members. This can take the form of contributions to the campaigns of political candidates and parties through Political Action Committees (PACs), contributions to "issue" campaigns not tied to a candidate or party and lobbying legislators to support or oppose particular legislation. In addition, trade groups attempt to influence the activities of regulatory bodies.

Industry trade groups sometimes

produce advertisements, just as normal corporations do. However, whereas typical advertisements are for a specific corporate product, industry trade groups' advertisements generally are targeted to promote the views of an entire industry."

The July issue of the *Florida Pool Pro<sup>sm</sup>* listed the following benefits and programs offered by your association: FSPA member logo, design awards, networking, material safety data sheets, arbitration program, members-only resources online, *Florida Pool Pro<sup>sm</sup>*, health and life insurance, active voice in government relations, profit recovery/debt collection, property and liability insurance with cash dividends, safety and consumer brochures, Chapter meetings, E-mail marketing and survey tool, discount cruises, *Splash* e-newsletter, find a Florida Pool Pro<sup>sm</sup> for consumers online, reduced continuing education fees, Orlando Pool & Spa Show and employee background checks.

Are we achieving the goals of a trade association? I would say a resounding yes. Who makes it possible for your association to achieve these goals? State and Chapter Board of Directors, state and Chapter officers, state and local committees and chairpersons, state and local staff, but most important you, the members, make it possible to achieve the goals of FSPA.

It is important for you to know the function of a trade association because without you, the members, there is no association. The membership renewal deadline was June 30, and we are now in the grace period for members who did not renew by the deadline. The larger the group, the more we are heard. Each of you are important to the organization; don't let your membership lapse.

## New Member Applications

### **Manasota**

Pool Design Concepts, LLC (Builder / Installer) CPC1457767  
 Judy & Phillip Hess, Sarasota

### **North Central Florida**

Paradise Pool Company of Gainesville (Builder / Installer) CPC1456716  
 Thomas Solberg, Newberry

### **Northeast Florida Chapter**

Bellevue Pool Service (Service Company - water treatment only)  
 Robert Doslop, Bellevue

### **Palm Beach**

Oasis Pool Services of Florida (Service Company - water treatment only)  
 Peter Marcello, Jupiter

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



# Insurance Update

## What is Employment Practices Liability Insurance?

By Debra Tomaselli, CPCU, ARM, Insurance by Ken Brown, Inc.

Employment Practices Liability Insurance (EPLI) is liability insurance which protects employers from employment-related claims made against them by their employees, former employees or potential employees.

Employment related lawsuits can stem from discrimination (age, gender or race), wrongful termination, sexual harassment, breach-of-contract and other employment-related allegations. These types of claims are on the rise, creating an increased need for employers to protect themselves with EPLI insurance.

EPLI pays claims for which the insured is legally obligated to pay because of a successful employment-related lawsuit and in addition, EPLI coverage provides invaluable protection in the event of a fraudulent claim. Just as important, EPLI coverage typically will defend your company in the case of unjustified or false claims. The cost of defending your organization from a groundless or falsified accusation can be quite costly, and EPLI coverage can take care of these unexpected costs.

The cost of EPLI coverage is based on your type of business, the number of employees and your

past experience. You can minimize potential lawsuits by implementing effective hiring and screening programs that dispel discrimination practices, posting corporate policies throughout the workplace, creating an employee handbook, educating supervisors on the company's policies and keeping accurate documentation on the steps taken to solve employee disputes when they arise.

However, no employer, large or small, is immune to a potential lawsuit of this type. Employment Practices Liability is recommended for anyone considering hiring an employee.

After all, potential cases are nearly impossible to control; employers cannot monitor every conversation, dictate an individual's response to hiring or termination decisions, or predict possible lawsuits arising from a disgruntled employee, potential employee or one who no longer works with them. In today's climate, companies are finding themselves vulnerable from the pre-hiring stage right through to the exit interview.

We recommend that you check with your insurance advisor on the benefits of EPLI coverage for your organization.

# Digging Up Ideas



## Progress: noun - development or advance toward a better, more complete, or more modern condition.

By Dan Johnson, Swim, Inc.

Progress: noun - development or advance toward a better, more complete, or more modern condition.

Construction and progress are inextricably linked; the one compels the other. Want to out-sell the competition? Build a product that is more advanced, efficient, or enjoyable to own and use. It's why automobiles have become living rooms on wheels; reclining seats, 12 speaker stereos, DVD players, personal heating and cooling . . . the list goes on. American Motors didn't get it - remember American Motors - probably not, they became irrelevant and disappeared. How about Eastman Kodak - can you say "digital"?

The point here is that progress will occur with us or without us. It will not wait for us or seek our approval. So when it occurs, we have essentially two choices; embrace it or become irrelevant. In our industry, it's occurring now. New building codes and safety standards are being implemented across the land and compliance requires that we master some new skills related to flow and velocity - pressure, vacuum and total system resistance measured in feet of head. I know, having taught

the ANSI-7 standard, that many of us accepted these changes only after we were forced to through code requirements - dragged into the future against our will. Well, here's a basic truth; those who stay ahead of the curve by embracing change determine the future.

How many builders do you suppose are currently building energy efficient pools? We all know the code requirements are coming - so if you're not currently building efficient systems - why not? Those who wait until they're forced to comply will remain behind the curve, moving toward irrelevance.

This concept isn't new. In areas outside Florida, where they haven't had a steady influx of new customers moving to their area over the last 25 years as we have, builders have been unyielding in their efforts to stay on the cutting edge of progress. The same ANSI-7 seminar I presented in Florida for classes of up to 50 people drew over 390 people in New Jersey - and they don't need CE credits. They understand the value of embracing change - it can mean the difference between prosperity and failure. We could take a lesson from them.

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# Florida Pool Permits



County Name	June 2008	June 2009
Alachua County	15	7
Bay County	19	9
Brevard County	54	43
Broward County	60	38
Calhoun County	0	0
Charlotte County	29	28
Citrus County	26	18
Clay County	9	14
Collier County	52	55
Dade County	139	61
Duval County	12	27
Escambia County	25	30
Flagler County	13	16
Franklin County	2	0
Gadsden County	0	0
Gulf County	1	0
Hernando County	20	14
Highlands County	1	9
Hillsborough County	100	72
Holmes County	1	0
Indian River County	23	19
Jackson County	2	2
Jefferson County	1	1
Lake County	35	20
Lee County	136	77
Leon County	23	5
Liberty County	0	2
Manatee County	47	38
Marion County	35	24
Martin County	31	20
Nassau County	6	5
Okaloosa County	15	30
Orange County	122	64
Osceola County	50	17
Palm Beach County	134	60
Pasco County	64	45
Pinellas County	35	34
Polk County	98	36
Putnam County	0	2
Santa Rosa County	33	21
Sarasota County	33	15
Seminole County	30	7
St Johns County	49	49
St Lucie County	57	18
Sumter County	16	10
Volusia County	35	15
Wakulla County	0	1
Walton County	24	10
Washington County	0	1
<b>TOTALS</b>	<b>1712</b>	<b>1089</b>

Provided by HBW / www.hbweekly.com

# DBPR and CILB news

The Department of Business and Professional Regulation recently put out a press release to remind and encourage homeowners to use licensed contractors. It covers why not to use someone who is unlicensed and tips to help consumers protect themselves. You can view the press release on their Web site at [www.myfloridalicense.com/dbpr/os/news/LicensedPoolandAirContractors.html](http://www.myfloridalicense.com/dbpr/os/news/LicensedPoolandAirContractors.html). Watch for your FSPA membership renewal kit and find a DBPR sticker and flier you can use to encourage the use of licensed contractors. If you would like more of these items, call the FSPA office at 866-930-3772.

In the Construction Industry Licensing Board's recent newsletter the elimination of the qualified business license was explained, "Elimination of the qualified business license means that the department will no longer be issuing a separate license to your construction companies. However, construction companies must still retain licensed qualifying agents,

and the name of the company will still appear on the qualifying agent's license. House Bill 425 still provides for a fee to process applications to qualify a business and their renewals. As such, you will still need to renew your qualified business licenses by August 31, 2009. Going forward, you will only be responsible for one license for each business you qualify. As such, you won't be responsible for a separate qualified business renewal cycle. This will make your renewals more convenient and will alleviate the need for additional paperwork. Please monitor the Construction Industry Licensing Board Web site at [www.myflorida.com/dbpr/pro/cilb](http://www.myflorida.com/dbpr/pro/cilb) for additional information." To view the entire CILB newsletter you can go to [www.myfloridalicense.com/dbpr/os/CILB\\_News.html](http://www.myfloridalicense.com/dbpr/os/CILB_News.html).



## Doggone Right... You'll fiesta with HBW sales leads!



**HBW, Inc.** provides permit information on new swimming pool construction as well as residential and commercial construction for Florida, Georgia, Texas and Alabama. Refer to [www.hbweekly.com](http://www.hbweekly.com) for county coverage. **HBW, Inc. 877-332-1411**



# Pleatco Pure.<sup>TM</sup>

## Premium Pool & Spa Filter Cartridges

# Fluid Precision.

## Pleatco's Cartridge Filtration System

### Basic fundamentals of a properly designed filter cartridge.

Filter Cartridges are a system. This system includes CORES, MEDIA (Filtration Fabric, Pleatco is 100% REEMAY always), BANDS, and END CAPS. If you have an inferior core, the filtering capacity of a cartridge is decreased DRAMATICALLY. Pleatco cores are 50% open; many of our competitors' cores are as low as 20%. It's that BIG of a difference. Because of Pleatco's superior performance, consumers and pool and spa manufacturers are switching to Pleatco.

At Pleatco, we talk about 'Fluid Dynamics'. Pleatco does research and works with the best companies in the world to design the strongest and most efficient cores. Our pool cores are made with ABS...nobody can say they're WEAK! A properly designed core MAXIMIZES the use of the filtration area, increases flow, and creates uniform flow distribution through the entire cartridge increasing its life and the cleanliness of your water. It's that simple.

#### It all starts at the Core

Pleatco's cores are engineered as opposed to all other cartridge manufacturers who simply use PVC pipe with holes drilled in them. Pleatco FREE FLOW CORES deliver better water flow rates enhancing filtration. Further, this efficiency reduces wear and tear on the pump, uses less energy, and provides longer life to the cartridge. This is even more important as more home owners switch to more efficient multiple and variable speed pumps.

#### Media (Superior Reemay Filtration Fabric)

Highly efficient, spun bonded polyester REEMAY Filtration Fabric is used in all Pleatco Filter Cartridges. The uniform flow distribution created by Pleatco's Free Flow Core results in even dirt loading providing cleaner water. Using an inferior core or lower quality bands significantly detracts from the cleaning capabilities of the filtration fabric...no matter the brand.

#### Bands that ensure pleat stability

Pleatco break-resistant bands keep pleats clearly defined and evenly separated for greater flow of water. In other cartridges, poor bands lead to collapsed pleats which reduces the usable area of the filter, decreases the filter's life, and increases back pressure throughout your entire filtration system.

#### Antimicrobial End Caps (with part numbers)

Pleatco's end caps provide structural support and increase filter cartridge durability. Our end caps are specially formulated to withstand chlorine degradation better than any other brand in the business. Again, unlike any of our competitors, Pleatco Filter Cartridges have end caps that are 100% Antimicrobial prohibiting the growth of odor causing bacteria. For easy identification, Pleatco's part numbers are clearly displayed on the end cap as well.

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## 2009 Legislative recap

By Kari Hebrank, FSPA Lobbyist

This report highlights bills that had yet to be reported or acted on by the Governor. To download a complete final report on the entire 2009 legislative session (and all previous reports) go to [www.floridapoolpro.com/industry/govrelations/regulations](http://www.floridapoolpro.com/industry/govrelations/regulations).

**\*State Budget---** The Legislature approved a \$65.5 billion plan, with \$7.3 billion from federal stimulus money and fee hikes to a myriad of services, including drivers' licenses, vehicle title fees, and court costs. Another \$800 million is expected to be generated from the \$1 per pack cigarette tax and the gaming deal to expand gambling is expected to net \$150 million first year.

The budget includes a \$55 per student increase in education spending, with a \$22 million increase for colleges & universities along with an 8% tuition hike. For health care needs, there are budget increases for the Agency for Health Care Administration, the Dept. of Health and Veteran's Affairs, and Medicaid grew by \$2.7 billion thanks to the federal stimulus dollars and the increased cigarette tax. Interestingly, the feds chip in \$7 for every \$3 the state spends and Florida's Medicaid program will serve 2.5 million people in coming year

State employees were slated to receive a pay cut, but this line item was vetoed by the governor. The budget for the state's environmental land buying program did not include new bonds but Everglades restoration

funding was included. The state transportation budget was cut 4.8%, with a \$120 million sweep of the trust fund and \$35 million generated from the feds for implementation of the new seat belt law which takes effect June 30, 2009.

Unemployment Compensation gets a boost from \$776 million in federal stimulus dollars providing higher weekly benefits for 20 more weeks for Florida's unemployed. State lawmakers turned down another \$444 million because they refused to expand the pool of eligible workers (part-time) that would have to be covered to accept the money. For employers, there will be a 3-year rise in unemployment compensation costs, an increase from \$7,000-\$8,500 for the base wage on which benefits are calculated.

As for the criminal justice budget, state attorneys, public defenders, and death penalty attorneys, did not experience cuts; however, the Dept. of Corrections drug treatment program was cut \$10 million and the Florida Dept. of Law Enforcement lost 109 investigative positions.

The budget was signed by the Governor on May 27; effective date: July 1, 2009.

**\*Beach Water Contamination/ Public Swimming Pools—HB 707** by Aubuchon /Bennett

• HB 707 requires the Dept. of Health to notify the local government and the local office of the Dept. of Environmental Protection when it

### Office space available in Sarasota

The FSPA state office has 470 sq.ft. of office space with a private entrance available. It includes two offices approximately 12' x 11' each, a reception area that is 12' x 16' and a restroom. Located near I-75. \$550/ month includes utilities. Contact Wendy Parker Barsell for additional information at (941) 952-9293 or (800) 548-6774.

### It is hurricane season!

Make sure your customers know the do's and don'ts for their pools when a storm is coming. The **Swimming Pools and Storms - Tips for Storm Preparation and Reactivation** brochure is available from the state office. Call (866) 930-3772 to place your order.

50 brochures = \$2.50	250 brochures = \$10.00
100 brochures = \$5.00	500 brochures = \$15.00

(Plus shipping, plus tax for all prices)



# Any Depth!

We'll go to any depth to understand our policyholders' business needs, and we're not afraid to get our hands wet. That's the way we make sure that we're doing everything we can to provide the coverage you need, together with outstanding loss prevention programs, and industry leading claim service.

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Insurance by Ken Brown, Inc. has been providing superior insurance coverage for Florida pool contractors for 35 years. As the only endorsed property and casualty insurance provider of the Florida Swimming Pool Association, Insurance by Ken Brown, Inc. offers specialized coverage for "pool popping."



The Advantage of Partnership

### Insurance by Ken Brown, Inc.

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issues a health advisory against swimming in beach waters due to elevated levels of bacteria.

- By adding a definition for beach water under chapter 514, F.S., it also corrects a cross-reference for the public swimming pool definition under chapter 515, F.S.

- Directs the Dept. of Health to assign specific functions relating to the regulation of public swimming facilities to certain special districts that have qualified engineering personnel, a.k.a., Reedy Creek at Disney World.

- Signed by the Governor on June 24; effective date: July 1, 2009.

**\*Construction Defects—SB 2064** by Altman/ Aubuchon

- SB 2064 and its companion revise the construction defects law to clarify notice procedures and opportunity to repair construction defects and specify there are no construction lien rights for destructive testing.

- Signed by the Governor on June 18; effective date: October 1, 2009.

**\*Public Construction Projects—HB 611** by Hukill/Haridopolos

- Revises procedures for local

governments that competitively bid public construction projects;

- Revises the threshold amounts where a local government must put a project out for competitive bid from \$200K to \$300K, except for electrical work, which is changed from \$50K to \$75K;

- Defines the term “repair” (restore) and “maintenance” (maintain) to clarify for purposes of the bill;

- Requires a 21-day public notice prior to a local government performing certain projects;

- Signed by the Governor on June 18; effective date: October 1, 2009.

**\*Property Tax Limit/Additional Homestead Exemption—SJR 532** by Lynn/Domino

- SJR 532 proposes a constitutional amendment to allow an additional homestead exemption on property tax for homebuyers who have not owned a principal home in the previous eight years.

- The bill also caps property tax increases on non-homestead and commercial property at 5% rather than the current 10% cap.

- Signed by the Governor on June 10; effective date: if approved by 60 percent of the voters at the

2010 general election, it takes effect January 1, 2011.

**The following bills were previously reported on as being signed into law by the Governor:**

- \*Workers’ Compensation—HB 903 by Flores/ Richter: Many thanks to FSPA members who contacted their legislators to urge passage!

- \*Homeowner Warning Notice/Unlicensed Contractor Activity/DBPR—HB 425 by Plakon/ SB 1422 by Baker: A top priority bill for FSPA, included language strengthening the existing disclosure statement for a property owner applying for a residential owner-builder building permit.

**Other bills that passed important to the industry:**

- \*Corporate Income Tax—SB 1112 by Altman/Cannon

- \*Affordable Housing—SB 360 by Bennett/Aubuchon (HB 161)

- \*Impact Fees—HB 227 by Aubuchon /Haridopolos

- \*Growth Management/Dept. of Community Affairs--SB 360 by Bennett/Hukill

- \*Property Insurance—HB 1495 by Nelson/Richter

In addition, on April 16, the House and Senate Swimming Pool Safety

Month Resolutions were spread upon the House and Senate Journals. SR 1334 by Detert (R-Venice)/HR 9055 by Nehr (R-Tarpon Springs)

**The following bills were bills that did not pass:**

- Mandating additional anti-entrapment devices—an amendment to mandate devices such as SVRS’ on ALL pools failed to get traction thanks to a commitment by Sen. Bennett prior to Session. Another amendment to require the VGB act on all pools owned by homeowners’ and condominiums’ associations also failed.

- \*Building Codes/Product Approval—SB 2100 by Bennett/HB 7143 by Williams

- \*Construction Bonds/Lien Law—SB 560 by Bennett/ HB 299 by Tobia /SB 466 by Wise

- \*Automatic Service Contracts—SB 660 by Justice /HB 15 by McBurney

- \*Renewable Portfolio Standard-Energy—SB 1154 by Sen. King (R-Jacksonville)

- \*Cranes—SB 1654 by Altman/ HB 923 by Evers

- \*Arbitration—SB 2192 by Ring / HB 1135 by Poppell

## The Scoop on Service

### Want to make more profit?

By Steve Bludsworth, All-Pool Service & Supply, Inc.

During the spring and summer, a crazy and busy time of the year, it is easy to lose your focus. You get so caught up in just trying to get all the service calls completed and make the customers happy, you aren’t watching the bottom line.

It is very easy to get sucked in. You get buried with service calls and it feels like you are really busy. All of your techs are working weekends and making lots of overtime. Then when it finally slacks off a little, you find that you have spent the long, hot summer being busy but not really making a good return on all of your and your employee’s hard work. Busy does not necessarily equal profitable. You swear you won’t let this happen again next year.

You already have the answer to this problem and may not even know it. Your techs have tons of potential business right in front of them every day, if they will just take the time to look.

Technicians can have a hard time switching hats from “pool guys or gals” to salespeople. In fact, many techs think selling is a dirty word. Most service techs know how to repair or clean pools, but they are not comfortable talking to your customers about additional work that their pools might require.

It is up to you to give your technicians the tools they need to talk to your customers about upgrades, improvements and other services that you offer. Make sure they understand that you only want them to offer additional products or services that your customers truly need; you aren’t

looking for them to take advantage of people. It also helps to put your techs at ease if you tell them you don’t expect them to start “selling” just “telling.”

Most techs understand the benefits of bigger filters, salt systems, energy efficient pump/motors, safer drains grates, etc. Give them the tools they need to explain these items to your customers. Arm them not only with manufacturer brochures but help them with “buzz” words that are important to pool owners. Giving them a simple checklist of typical items to look for and point out when they are in the backyard is a great sales aid.

Also, you need to make it worth their while to take the time to bring these things up to your clients. Most techs are task orientated and they are used to getting in and out and on to the next pool. Offering a \$5 or \$10 spiff isn’t going to get them to open their mouths. Think what it would cost you in advertising dollars to get a sales opportunity with a pool owner and share this money with your techs. What is it worth to you to get another route pool, or add-on sale that you never would have had? Pay them a percentage or commission that gets their attention and they will start pointing things out to your customers. Customers tend to trust the techs advice specifically because they aren’t salesmen. Also set small achievable goals for your techs. Turn it into a game with friendly competition with each other. Post the sales results on the wall for everyone to see. You’ll be surprised how well this works and it is a win-win for everyone.

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# CILB Discipline - February through April, 2009

## February, 2009

Case #(s): 2007-032990  
 Jeffrey N. Cherry  
 License #(s): CP C1456751  
 Cherry Pools, Inc.  
 212 Meridianna Drive  
 Tallahassee, FL 32312  
 Restitution in the amount of \$4,589.93 to Daniel Eppler  
 Probation for 4 years. Seven hours of Live CE on Chapter 489 FS.  
 Pay administrative fines in the amount of \$17,500 and costs of \$233.31. No one present at hearing

Case #(s): 2007-064126  
 Stephen Douglas Lynn  
 License #(s): CP C1456592  
 Steve Lynn Pool Construction  
 44 Teak Course, Ocala, FL 34472  
 Probation for 4 years. Seven hours of Live CE on Chapter 489 FS.  
 Pay administrative fines in the amount of \$3,000 and costs of \$118.58  
 No one present at hearing

Case #(s): 2008-020609  
 Charles Stoetzel  
 License #(s): CP C1456750  
 CS Pool Design, Inc.  
 4441 Caryota Drive  
 Boyton Beach, FL 33436  
 Probation for 4 years. Seven hours of live CE on Chapter 489 FS.  
 Pay administrative fines in the amount of \$500 and costs of \$118.50  
 No one present at hearing

Case #(s): 2006-041737  
 Charles William Yocom  
 License #(s): CP C56931  
 Quality Custom Pool & Spa.  
 710 North 70 Terrace  
 Hollywood, FL 33021  
 Restitution in the amount of \$8,750 to Dennis Flynn  
 Probation for 2 years. Seven hours of live CE on Chapter 489 FS., probation minimal of 2 years or until all monies paid.  
 Pay administrative fines in the amount of \$2,500 and costs of \$423.44.  
 Respondent present at hearing

Case #(s): 2008-016427  
 John Paul George  
 License #(s): CB C31861, CP C1456914  
 JPG Enterprise, Inc.  
 4061 Royal Palm Beach Blvd.  
 Royal Palm Beach, FL 33411  
 All charges dismissed on license CP C1456914. Seven hours of Live CE on Chapter 489 FS.  
 Pay administrative fines in the amount of \$500 and costs of \$161.31  
 Respondent present at hearing

Keith Lester Lanphear  
 License #(s): CG C047471, CP C025522  
 Freedom Homes, Pools & Spas, Inc.  
 2001 Larchmont Drive  
 Deland, FL 32724  
 • Case #(s): 2007-052107  
 Revocation. Restitution in the amount of \$1,435. Pay administrative fines in

the amount of \$27,500 and costs of \$269.30. No one present at hearing  
 • Case #(s): 2008-002936  
 Revocation. Restitution in the amount of \$7,725. Pay administrative fines in the amount of \$35,000 and costs of \$467.23. No one present at hearing  
 • Case #(s): 2008-007234  
 Revocation. Restitution in the amount of \$7,200. Pay administrative fines in the amount of \$25,000 and costs of \$248.19. No one present at hearing  
 • Case #(s): 2008-016805  
 Revocation. Restitution in the amount of . Pay administrative fines in the amount of \$5,000 and costs of \$54.42.  
 No one present at hearing.

Case #(s): 2007-062930  
 Bryan Molyet  
 License #(s): CG C049916, CP C054825  
 Florida Solar Distributors, Inc.  
 975 Florida Central Pkwy., Ste. 1200  
 Longwood, FL 32750  
 Case continued. Respondent w/ Robert Crabill present at hearing.

## March, 2009

Case #(s): 2007-049721  
 Paul Gaetano  
 License #(s): CP C46201  
 2060 Fairmount Court  
 Sebring, FL 33870  
 Case dismissed  
 No one present at hearing

James P. Harrigan  
 License #(s): CP C54840  
 4-H Pool Creations, Inc.  
 4500 Shannon Lakes Drive, Unit 17  
 Tallahassee, FL 32308  
 • Case #(s): 2007-039464, 2007-039698  
 Revocation. Restitution in the amount of \$3,450. Pay administrative fines in the amount of \$17,500 and costs of \$409.57. No one present at hearing  
 • Case #(s): 2007-058898  
 Revocation. Restitution in the amount of \$16,830. Pay administrative fines in the amount of \$10,000 and costs of \$107.24. No one present at hearing

Case #(s): 2007-065142

Erik Kvapil  
 License #(s): CP C1456734  
 Pool Sharks of Treasure Coast, Inc.  
 6708 S. US Highway 1  
 Port St. Lucie, FL 34952  
 Probation for 2 years. Seven hours of Live CE on Chapter 489 Florida Statutes. Pay administrative fines in the amount of \$1,000 and costs of \$23.46. No one present at hearing.

Case #(s): 2008-006339  
 Charles Brendan Needleman  
 License #(s): CP C57121  
 Pools by Pool Pro, Inc.  
 512 Cypress Ave., Venice, FL 34285  
 Revocation. Pay administrative fines in the amount of \$10,000 and costs of \$171.14. No one present at hearing

## April, 2009

Case #(s): 2006-042465  
 Onan Castillo  
 License #(s): CCP C057280  
 Florida Solution Pool & Spa Corp.  
 8957 NW 182 Terrace  
 Miami, FL 33018  
 Restitution in the amount of \$7,100 to Yudith Gonzalez. Probation for 6 years. Seven hours of live CE on Chapter 489 FS. Pay administrative fines in the amount of \$10,500 and costs of \$346.02. No one present at hearing.

Case #(s): 2007-039478  
 Marsha Diquez  
 License #(s): CP C1456644  
 Legacy Pools of South Florida  
 7000 NW 35th Avenue  
 Miami, FL 33073  
 Motion to Vacate approved  
 No one present at hearing

Douglas Eugene Harsanyi  
 License #(s): CP C057269  
 CD Pool Systems  
 21535 Baccarat Lane #202  
 Estero, FL 33928  
 • Case #(s): 2008-022019  
 Case pulled  
 • Case #(s): 2008-024380  
 Case pulled



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 Centers for Disease Control and Prevention  
 Bruce Wigo, President,  
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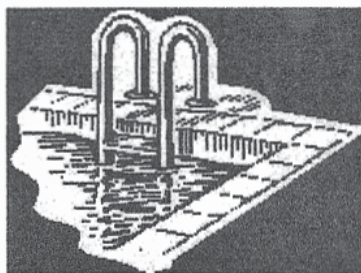
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## **64E-9 revisions, public pool code, is now in effect!**

Go to [www.floridapoolpro.com/industry/govtrelations/regulations.html](http://www.floridapoolpro.com/industry/govtrelations/regulations.html) to view the final version.



# Chapter News

Check out Chapter Web sites for current information!

## Broward

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

August will be membership appreciation month! All members that have renewed will be entitled to tickets for the "Fishin Mission" on a drift boat. Two free tickets will be given to each company that has renewed their membership!

The drift boat will leave the Hillsboro inlet at 8:00 a.m. on August 23, returning at noon. 50/50 raffle tickets will be sold and you will have a chance at the prize money raised. The Broward Chapter appreciates all of its members; join us for a fun filled day on the ocean!

Don't forget to renew your membership, we need each other now more than ever!

Our next Board meeting will be August 4 at Ruby Tuesdays, Pompano; all members are welcome.

## Central Florida

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

Although the Chapter takes a summer hiatus from meetings, the Builders Council, chaired by **Tony Caruso, T.C. Water Features**, as well as your Board of Directors have been meeting routinely throughout the summer.

The Central Florida Builders Council meets on the fourth Wednesday of every month at the Home Builders Association in Maitland beginning at 2:00 p.m. This is a strong committee and is currently taking a close look at renovations, what may be required to bring residential pools up to code and how this may be permitted. The Builders Council has formed a sub-committee to look into licensing violations and what we, as an industry, can do to prevent unlicensed contractors from performing illegal work. The Central Florida Builders Council has been a leader in being proactive in our industry rather than reactive and is doing a stand-up job.

Thank you to those who have been prompt in returning dues renewals. If you have forgotten to send in your money, please be aware that you are in a "grace period" and if the dues are not paid by September 30, you will no longer be an FSPA member. We all realize that business is definitely not where we would like to see it, and dues to FSPA may not seem to have a priority in your company. However, please rethink your decisions! For service companies, the price of a daily soda would pay for your annual dues! The FSPA has monthly and quarterly payment options and you should be able to find a payment schedule that will work for you and your company. Can you afford not to renew? Do it today!

Save the date October 16 for Texas Hold'em on a Mississippi river boat. You could win up to \$1,500 in

Visa gift cards.

## Charlotte Harbor

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

The Chapter meeting schedule has been set for the next several months. The Chapter Board will hold its annual strategic planning meeting on Wednesday, August 26 beginning at 4:30 p.m. at 258 Bangsberg Road.

An August meeting/event is being planned for the Chapter. This will be a fun event to bring everyone together after the summer hiatus. The meeting details will be made available soon.

The Chapter staff is looking for information from our members! A survey will be sent to all member companies to determine interest in certain activities, CE course topics and other ideas. So, please take a moment to complete the survey and fax it back to the Chapter office.

Planning is well underway for the Chapter fundraiser, "It's Raining Men - an evening with the Savage Men!" The event will be held at the Charlotte Harbor Event and Conference Center in Punta Gorda on Friday, October 23. The doors will open at 7:30 p.m. and the event will begin at 8:30 p.m. Tables of 10 cost \$200. For more information, please call committee members: **Colin McTigue, Fulton Pools**, at (941) 625-7929; **Kris Peterson, True Blue Pool Supply**, at (941) 815-1888; and **Fred Terhune, Howard's Pool World**, at (941) 626-2293. Tickets are available at these locations and at **Casa Pools**, (941) 625-5056. Reserve a table for the ladies in your life today! Information is also available at [www.LNOFlorida.com](http://www.LNOFlorida.com).

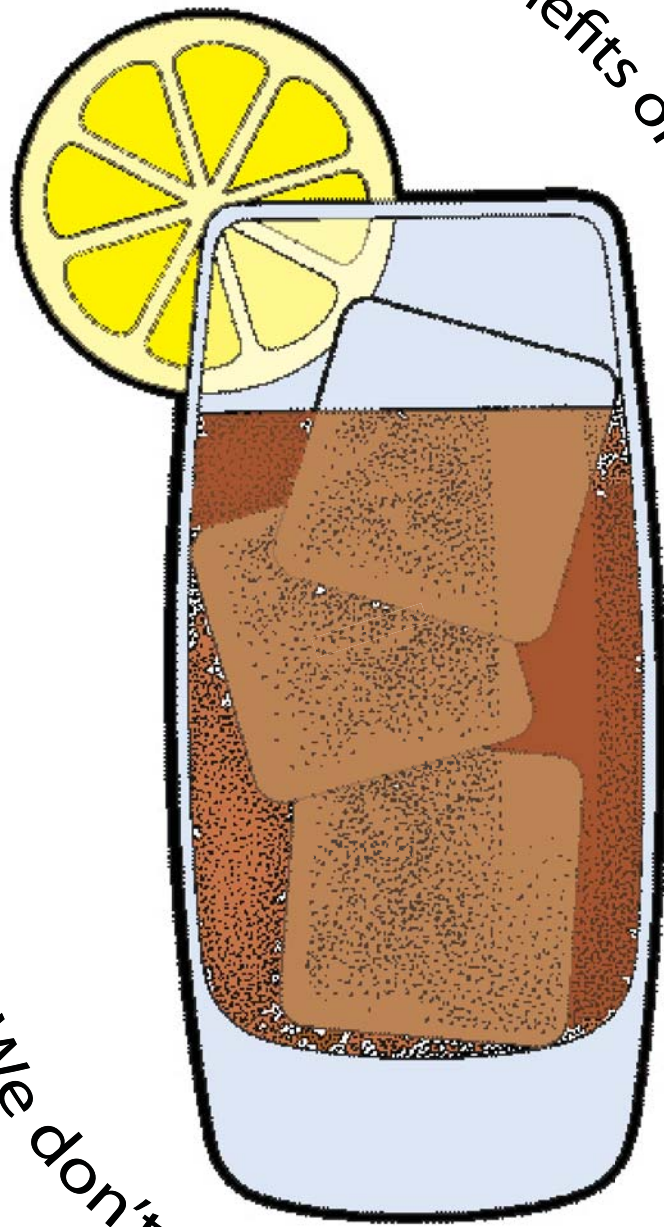
## East Central Florida

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

The East Central Florida Chapter continues its summer hiatus in August with the next Board and Chapter meetings slated for Wednesday, September 16. However, that does not mean that members are not busy; **Lori Bryant, Bryant Pools**, is hard at work as the Chapter's nominating committee chairman and all Chapter Board members are calling companies to encourage membership renewal.

The appreciation of the Chapter goes to the following members who donated products or services for "The Great FSPA Auction" earlier this summer: **American Leak Detection; Artesian Pools of East FL; Bryant Pools; Ed's Spas, Solar & Pools; Gorman Company; HornerXpress; Insurance by Ken Brown; Raszl, Inc.; SCP Distributors; Solar-Fit; The Pool House and Wayne's Solar.**

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## Florida Gulf Coast

Executive Director: Mitch Brooks  
(800) 569-6774 Ext. 12  
FSPAFloridaGulfCoast@FloridaPoolPro.com  
www.FSPAGulfCoast.com

The Chapter Board will hold its annual strategic planning meeting in August. Items to be discussed include meeting topics, meeting dates, new Board member recruitment, combating unlicensed activity, as well as setting a plan in place for the upcoming year(s) for Chapter growth and activities. Meeting notices with location and time information will be sent out.

## Florida West Coast

Executive Director: Malinda Howard  
(727) 638-6072  
FSPAFloridaWestCoast@FloridaPoolPro.com  
www.FSPAWestCoast.com

The Florida West Coast Chapter kicked off the Independence Day weekend with a Night at the Ball Park on Friday, July 3. Ninety pool professionals, their families and friends were part of a single game record crowd of 9,844 attendees at Bright House Field in Clearwater. The evening started with paratroopers from MacDill's SOCOM division dropping in to deliver the first pitch. The Florida Swimming Pool Association was recognized/welcomed on the big screen above the scoreboard during the game. We had plenty of food and fun. We even had a visit from Phinley, the Threshers' mascot. The evening concluded with a fantastic post-game fireworks and video show titled "A Tribute to America." This event was so much fun we are planning to do it again next year!

The Chapter Board of Directors met at noon on Tuesday, July 7. The next Board of Directors meeting will be held at noon on Tuesday, August 4 at Solar Source, 10840 Endeavour Way, Largo. Remember that any Chapter member can sit on the Board of Directors and every member is encouraged to attend Board meetings. Please call Malinda if you plan to attend.

Mark your calendars for the Annual Tampa Bay Area Pool Industry Table Top Event to be held on Tuesday, October 27 at Ruth Eckerd Hall in Clearwater.

## Manasota

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

The Chapter Board will hold its annual strategic planning meeting on Thursday, August 20. Meeting notices with location and time information will be sent to Board members.

## North Central Florida

Chapter President: Randy Taylor  
(321) 671-1021  
FSPANorthCentralFlorida@FloridaPoolPro.com  
www.FSPANorthCentral.com

August 12, Representative Larry Cretul, Speaker of the House, will be a guest at the Chapter meeting. There will also be a CE course offered. This all begins at 6:00 p.m. at Carmichaels, 754 NE 25th Ave., Ocala.

## Northeast Florida

Chapter President: John Garner  
(904) 743-2060  
State office: (866) 930-3772  
FSPANortheastFlorida@FloridaPoolPro.com  
www.FSPANortheast.com

The Northeast Florida Chapter held their first "Take Me Out to the Ballgame" night on July 18. There will be more information in next month's *Florida Pool Pro<sup>sm</sup>* about the outing.

All suggestions are welcome regarding any programs or CE courses you would like to have at the Chapter meetings. If you do not have the updated list of available classes, please contact either the state office or Chapter President John Garner, Sr. to have the list sent to you. Once you have had a chance to review it, please forward suggestions to **John Garner, Sr.** for submission to the Board.

The annual Oktoberfest will be held on October 17 from 6:00 p.m. – 10:00 p.m. at Fast Boys Wings. It will be on the outside deck area overlooking the Intracoastal Waterway and Jay Garrett will be playing live music! Last year's Oktoberfest was a huge success and we hope to see all of you again this year!

There is an engineer willing to provide engineering forms and TDH forms to Chapter members for a discount. Please contact John Garner at (904) 743-2060 for additional

information.

Thanks to all who have renewed your memberships and made contributions to PIPAC. If you have not renewed, please send in your renewal as soon as possible in order to continue to receive all the great benefits.

Please make sure you have updated your records to the new address for the Chapter: PO Box 11543, Jacksonville, FL 32239. Business hour phones will be answered by the FSPA state office at (941) 952-9293, toll-free at (866) 930-3772 and by fax at (941) 366-7433.

Your Chapter leaders are: President **John Garner**, (904) 743-2060; Vice President **Jimmy Batts**, (904) 246-2455; and Treasurer **David Pruette**, (904) 272-7225.

We are all feeling the crunch of the tough economic times. Let's continue to work together and make this Chapter the best! We all welcome your comments and suggestions to help our Chapter thrive in the coming year.

## Northwest Florida

Chapter President: Mack Crumpler  
(850) 902-1151  
FSPANorthwestFlorida@FloridaPoolPro.com  
www.FSPANorthwest.com

No news this month.

## Palm Beach

Executive Director: Doris Rohner  
(888) 818-9618  
FSPAPalmBeach@FloridaPoolPro.com  
www.FSPAPalmBeach.com

Please welcome our newest Chapter member **AAA Custom Pools, Alan and Scott Bryson**, from Jupiter.

The June Chapter meeting was

a huge success due to the presence of Jennifer Hatfield, FSPA Director of Government & Public Affairs and the one hour CE class she taught. In addition to receiving CE credit, attendees had an open discussion on government updates conducted by Jennifer. Thank you, Jennifer and all the Chapter volunteers, for helping to make the meeting a success.

Partnering with the Palm Beach Drowning Coalition, the Chapter participated in a "Kids Fitness Festival" on July 16 and 17 at the Palm Beach County Fair Grounds. Details and pictures of this event will be in the next issue of *Florida Pool Pro<sup>sm</sup>*.

The next Chapter and Board meeting will be held August 5 at Contractor's Business Park.

## Polk County

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

Just a reminder that although the Chapter does not hold regular meetings during the summer months, your Board of Directors continues to meet monthly. Our next Board meeting will be held at **SCP Training Center** on August 19 at noon. All Chapter members are encouraged to participate. It is during the summer hiatus when the Board plans programs and events for the upcoming year and your input is greatly appreciated! It is also time to consider volunteering in service to the Chapter. Elections will be held in November and it is time to be a part of the decision-making team for the Polk County Chapter. We are looking for a special program for the September 16 Chapter meeting. Please give us some ideas; we would like our fall kick-off meeting to be a truly spectacular program.

Thank you to those who have been

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(Above) The Florida West Coast Chapter had a great time at the ballpark on July 3.

(Below) The East Central Florida Chapter raised money with an auction on June 17.



prompt in returning dues renewals. If you have forgotten to send in your money, please be aware that you are in a "grace period" and if the dues are not paid by September 30, you will no longer be an FSPA member. We all realize that business is not where we would like to see it, and dues to FSPA may not seem to have a priority with your company. However, please rethink your decisions! For service companies, the price of a daily soda would pay your annual dues! The FSPA has monthly and quarterly payment options and you should be able to find a payment schedule that will work for you and your company.

Save the date October 23 for our Texas Hold'em fundraising event.

### Space Coast

Chapter President: Shelly Grundhoffer  
 (866) 930-3772  
 State office: (866) 930-3772  
 FSPASpaceCoast@FloridaPoolPro.com  
 www.FSPASpaceCoast.com

Summer is in full swing. On Thursday, August 6 we will have our monthly meeting. At noon will be the Builders Council meeting followed by the Service Council meeting and then the Board meeting. We would like to invite anyone to come by between noon and 2:00 p.m. Come in out of the heat for an iced tea even if you can't stay for lunch. You will be impressed by how far this organization has come.

We see many of the same people every meeting and we need to get better representation from our Chapter. Members, you need to attend at least a few meetings each year. If you are a nonmember, please come and meet with other professionals in your industry to see if you would like to join the FSPA. We also encourage manufacturers or their representatives to come to our meetings.

### Tampa Bay

Executive Director: Karen Cobo  
 (813) 265-2907  
 FSPATampaBay@FloridaPoolPro.com  
 www.FSPATampaBay.com

We hope everyone is enjoying better business during these hot summer months! Mother Nature is surely doing her part to promote cooling off in your own backyard pool! Hopefully the phones are ringing and business is growing.

Although there are no Chapter meetings scheduled for July and August, your Board continues to meet monthly and is busy planning

some great programs and events for the fall. The Board meets for lunch on the second Wednesday of every month at the Tilted Kilt and everyone is welcome. Let's continue to work together and make this Chapter the best! Come and be part of the decision making process.

Meeting suggestions are always welcome! If you have an idea for a topic or speaker for a Chapter meeting, please call the office or contact one of the Chapter Board of Directors. Board members are responsible for our meetings and will welcome your suggestions.

A special thank you to those who have been so prompt in sending in their dues renewal; we appreciate you! Members who have not yet committed, please send in your renewal as soon as possible. Your dues money comes back directly to the local Chapter and helps support the efforts your Chapter makes with local government relations, public relations and educational opportunities.

Hurricane season is here; contact the Chapter office for the timely and informative FSPA brochure, "Swimming Pools and Storms – Tips for Storm Preparation and Reactivation." After you review the brochure, you can decide if you want to order more of them from FSPA to use as bill stuffers, promotional mailers or just have available in your office or retail outlet.

The next Chapter Board meeting is scheduled for Wednesday, August 12 at 11:30 a.m. at the Tilted Kilt, Dale Mabry. We encourage all members to attend.

### Treasure Coast

Executive Director: Susan Gilbert  
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I would like to thank the Board members, Chapter members and volunteers of the Treasure Coast Chapter for their dedication, renewing membership, encouragement and faithful service. They give the pool industry a great name and work hard at making it better. They also make being a part of FSPA worthwhile. Thank you! I look forward to continuing on with you.

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.



Ken Brown, Scholarship Chairman, congratulating recipient Michael O'Rourke (directly left), Melissa Adams (below) and Benjamin Crayton (lower left) at the state Board meeting on June 20



Congratulations to all of the scholarship winners. A total of 18 students in various levels of secondary education received over \$19,000!



Ken Brown, Insurance By Ken Brown, handed out the annual cash dividends at the state Board meeting June 20 to FSPA Board members who participate in the program. This year, a total of \$ \_\_\_\_\_ was given to FSPA members.

## YOU DESERVE MORE

Use a highly trained specialist who will find the hidden leak WITHOUT DESTRUCTION.

### Servicing Our Pool Industry Professionals Since 1974

- Reputation >** Any firm that you refer to your customer reflects back on you. Are you working with the best, licensed professionals in the industry?
- Confidence >** Backed by over 30 years of experience and state-of-the-art equipment.
- Fast Results >** Highly trained Leak Specialists who know how to use our superior equipment that isolates the leak source quickly.
- Guarantee >** We guarantee to locate most customer's residential pool, spa, or fountain leaks or we do not charge.
- Referral Relationship >** As the recognized leader, no one else has achieved our volume; therefore, we are better positioned to refer customers to you.

Each office independently owned and operated.



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THE ORIGINAL LEAK SPECIALISTS™

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# Calendar of Events

## August 2009

- 4 FSPA Broward Chapter Board Meeting  
Ruby Tuesdays, Pompano
- 4 FSPA Florida West Coast Chapter Board Meeting  
Noon, Solar Source, 10840 Endeavour Way, Largo
- 5 FSPA Palm Beach Chapter and Board Meeting  
Contractors Business Park
- 6 FSPA Space Coast Chapter Builders Council, Service Council and Board Meetings  
Noon - 2:00 p.m.
- 12 FSPA North Central Florida Chapter and Board Meeting, CE Course and guest Representative Larry Cretul, Speaker of the House  
6:00 p.m. Carmichaels, 754 NE 25th Ave., Ocala
- 12 FSPA Tampa Bay Chapter Board Meeting  
11:30 a.m. Tilted Kilt, Dale Mabry
- 14-15 FSPA Mid-Year Education & Networking Conference  
Orlando**
- 19 FSPA Polk County Board Meeting  
Noon, SCP Training Center
- 20 FSPA Manasota Chapter Board Planning Meeting

- 23 FSPA Broward Chapter "Fishin' Mission"  
8:00 a.m. - noon, Hillsboro Inlet
- 26 FSPA Central Florida Chapter Builders' Council Meeting  
2:00 p.m. Home Builders Association, Maitland
- 26 FSPA Charlotte Harbor Chapter Board Planning Meeting  
4:30 p.m. 258 Bangsberg Rd.

## September 2009

- 11 FSPA Committee Meetings**
- 12 FSPA Board of Directors Meeting  
Fort Myers**
- 16 FSPA East Central Florida Chapter and Board Meetings
- 16 FSPA Polk County Chapter Meeting

## October 2009

- 16 FSPA Central Florida Chapter Texas Hold'em on a river boat
- 17 FSPA Northeast Florida Chapter Oktoberfest  
6:00 p.m. - 10:00 p.m. Fast Boys Wings
- 23 FSPA Charlotte Harbor Chapter's "It's Raining Men" fundraiser  
8:30 p.m. Charlotte Harbor Event & Conference Center, Punta Gorda
- 23 FSPA Polk County Chapter Texas Hold'em fundraiser
- 27 FSPA Florida West Coast Chapter Annual Tampa Bay Area Pool Industry Tabletop Event  
Ruth Eckerd Hall, Clearwater



**Be a part of what is best for your business. Renew your membership in FSPA and continue to receive benefits focused on your Florida business.**

	FSPA	APSP	IPSSA	UPSA
CILB Credit courses for State license renewal	√			√
Local regulations - continuous monitoring and participation	√			√
State legislation & regulation - continuous monitoring and active participation including CILB, FBC and Dept. of Health	√			√
Federal legislation & regulation - continuous monitoring and active participation with ICC & standards organizations including ANSI & ASTM	√	√		
Active cooperation with Building Officials Association of Florida, Construction Coalition, DOH Office of Injury Prevention	√			√
MSDS - OSHA compliance program (Hazmat)	√	√		
Weekly E-newsletter focused on issues facing Florida	√			
Code of Ethics	√	√		
Monthly newsletter focused on issues facing Florida professionals	√			
Web site with find-a-member search capabilities for consumers, Chapter Web pages and a continuously updated resource for members	√	√		
Insurance programs paying cash dividends to FSPA members	√			
Health insurance and employee benefit programs	√			
Safety brochures for members to give consumers	√	√	√	
Produce and manage pool and spa industry trade show in Florida	√			
Arbitration program for alternative dispute resolution	√			√
Profit recovery/ debt collection program (fixed fee, avge. >\$10/ account)	√			
Background checks program	√			
E-mail marketing program	√	√		
Scholarships for college students whose parents work for member companies	√			
Award recognition of excellent pools and spas	√	√		
Discount cruises program	√			