

Florida

PoolProSM

February 2010

A Publication of FLORIDA SWIMMING POOL ASSOCIATION

www.FloridaPoolPro.com

Reconnect, Refine, Rejuvenate



ORLANDOSM

POOL & SPA SHOW

It is February and that means it is time for the Orlando Pool & Spa Show. Join us in West Hall E of the Orange County Convention Center February 19-20.

Don't miss this opportunity to reconnect with the exhibitors you deal with throughout the year, refine you and your employee's skills with continuing education, and rejuvenate yourself for the 2010 pool and spa season.

Visit www.OrlandoPoolShow.com for all the information and for registration.

Registration

- www.OrlandoPoolShow.com - register for education packages, the exhibit hall (use priority code 10235 to enter for free!), buy tickets for the Friday night party and sign up for hands-on courses

Hotels

- Host hotels are a short walk to West Hall E and have free transportation for the Friday night party at NASCAR Sports Grille!
- Rosen Plaza - 800-627-8258
- Quality Inn Plaza - 800-999-8585

Exhibit Hall

- CASH, CASH, CASH - drawings throughout the day! Visit the FSPA booth.
- Hands-On Courses - registration is required
- New Product Showcase

Education (see p. 18)

- 40 new courses
- 15 with eco-friendly content
- 9 solar energy courses
- 5 renovation / remodel courses

Activities

- Pool Pro Golf Tournament - Thursday, 8:00 a.m.
- Awards & Welcome Reception - Thursday, 6:30 p.m. at the Rosen Plaza Hotel
- Friday Night Party at NASCAR Sports Grille - \$25 - Open Bar, Food

Orlando

- Average high in February: 73 degrees

News Splash

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Florida Pool Prosm

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PRESIDENT'S COLUMN



Eva Adcock
FSPA President

Excellent event execution

Have you ever planned a big event? As you know, there is a lot of work that goes into having an event of any size. There's the

guest list, the entertainment, the vendors, and many other factors based on the kind of event you are planning. Well, you are planning an event. No, you don't have to do all of the work; we have a very talented staff and volunteer base that orchestrates the majority of the work. Of course I am talking about our Orlando Pool & Spa Show!

So, let's look at the invitation:

You're Invited!

Date: February 18 (Education starts) – February 20 (Exhibits)

Location: Orlando County Convention Center, West Hall E

RSVP: OrlandoPoolShow.com

The guest list is not quite complete. The invitations have been sent out but we would love for more people to attend – the more the better.

It is not too late to give FSPA staff suggestions for exhibitors who would be

interested in meeting 4000 professionals. That's how many people (on average) pass through the exhibit hall during the "event." Talk to your swimming pool and spa industry vendors about exhibiting. I can assure you that during this economy people are looking for an opportunity to talk to that many people at one time!

We also need you to RSVP and talk to your colleagues about coming with you! If you don't have a priority code, you can use the one I received: 11061. This will let you in the exhibit hall for FREE. Need CE credit for your license or looking to learn more about new products? With more than half of the classes new this year, there is something for everyone to learn.

Lastly, we need help during the event to be sure the execution is perfect. We need hall monitors to make sure that our guests don't get lost. Walk around the exhibit hall, visit each exhibitor, and take special notice of your FSPA booth. Take notice of the new product showcase and hands-on classroom. Go home with a great vacation by bidding on items in the Silent Auction.

In closing, planning an event is a big job. But like we learn from the ants, one of Earth's smallest creatures, when the ant works together with his fellow ants, they can carry off an elephant! Let's go!

March 23-25, 2010
Legislative Days
Committee Meetings
Board of Directors Meeting
Residence Inn by Marriott, Tallahassee

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YOUR BUSINESS RECONNECTED



Wendy Parker Barsell
FSPA Executive Director

It seems that in the past couple of years online "social media" has exploded. With everything from Facebook and LinkedIn to industry specific forums such as Pool Genius Network and MyAPSP.org, many of you have

probably found some old friends and colleagues to reconnect with and reminisce. The constant buzz of these new applications can't be missed.

When you think of reconnecting, don't forget about the value of standing across from another person and communicating. Seeing facial expressions and body

language can increase the value of your conversation and your relationships. Research has shown connecting with people in person improves your health. It allows for more personal conversations about your life and business, and in turn you can give or receive sincere encouragement and support.

In the spirit of reconnecting, have you made plans to attend the Orlando Pool & Spa Show? At an event with close to 4,000 pool and spa professionals, numerous connections can be made. Many of you are probably spending more time in the field and less time in an office where product sales reps can stop by and talk with you about new products. At the Show you can meet with representatives from manufacturers you are familiar with and hear about product improvement or new products. There are more than 20 exhibitors new to the show,

many of which are new companies with new concept products to help your customers and your business.

Attendees also have opportunities to chat with fellow pool professionals to share ideas and information. Everyone has been working in the same challenging times and facing many of the same difficult problems. Take a minute to speak to the person in line with you getting coffee or lunch; have a beer with someone at the Friday night party at NASCAR Sports Grille. You are likely to find that you can learn something from each other to help your business when you return home.

And in the words of CS Lewis, "Friendship is born at the moment when one person says to another: 'What! You, too? Thought I was the only one.'"

See you all at the Show!



Book your hotel for the Orlando Show!

Rosen Plaza Hotel

9700 International Drive
Rate: \$165 / night
Reservations: 800-627-8258

- Airline boarding passes & luggage check from hotel
- Transportation to Orlando International Airport
- Four restaurants
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- On-site gift shop, valet parking and photo finishing
- Complimentary valet parking for the disabled

Quality Inn Plaza

9000 International Drive
Rate: \$89 / night
Reservations: 800-999-8585

- Newly renovated!
- Fridge and microwave in room
- FREE wireless internet service
- Three restaurants
- Playground, arcade, business center, guest services
- 100% smoke free
- Kids eat free program / breakfast for @ \$8 for adults
- Complimentary luggage storage available

Both hotels are walking distance to the exhibit hall! A complimentary shuttle will be traveling from both hotels to and from the Friday night party at NASCAR Sports Grille in Universal CityWalk.

In Remembrance

The swimming pool industry will deeply miss Paul Freeman Fulmer, Jr. who passed away January 11. He was 69.



Paul moved to south Florida in the mid-1960's where he founded Riviera Pools, worked for Horner Equipment (now HornerXpress), obtained numerous patents for his innovations and educated others.

Paul always had a passion for adventure and 'semi-retired' in 1996 to travel in his RV. He made it to every state in the United States and several countries around the world. He visited every National Park in the United States but one! Paul's most recent travels took him on a 7-day raft trip in the Grand Canyon, floating down the Rio Grande, and scuba-diving in Honduras this past November. Besides travel, Paul had many other hobbies including flying, scuba diving, boating, car racing, camping and reading.

In lieu of flowers, donations can be made in honor of Paul to the National Park Service at www.nationalparks.org or to Universal Health Resources Hospice, P.O. Box 8795, Ft. Worth, TX 76124.

FLORIDA POOL PERMITS Provided by HBW / www.hbweekly.com



County Name	December 2008	December 2009
<i>Alachua County</i>	4	2
<i>Bay County</i>	5	1
<i>Brevard County</i>	19	28
<i>Broward County</i>	48	38
<i>Calhoun County</i>	0	0
<i>Charlotte County</i>	10	19
<i>Citrus County</i>	11	7
<i>Clay County</i>	7	9
<i>Collier County</i>	29	33
<i>Dade County</i>	44	34
<i>Duval County</i>	7	13
<i>Escambia County</i>	4	5
<i>Flagler County</i>	7	9
<i>Franklin County</i>	0	0
<i>Gadsden County</i>	0	0
<i>Gulf County</i>	1	0
<i>Hernando County</i>	8	4
<i>Highlands County</i>	1	2
<i>Hillsborough County</i>	42	36
<i>Holmes County</i>	0	0
<i>Indian River County</i>	18	8
<i>Jackson County</i>	0	0
<i>Jefferson County</i>	1	3
<i>Lake County</i>	10	5
<i>Lee County</i>	39	159
<i>Leon County</i>	1	8
<i>Liberty County</i>	0	0

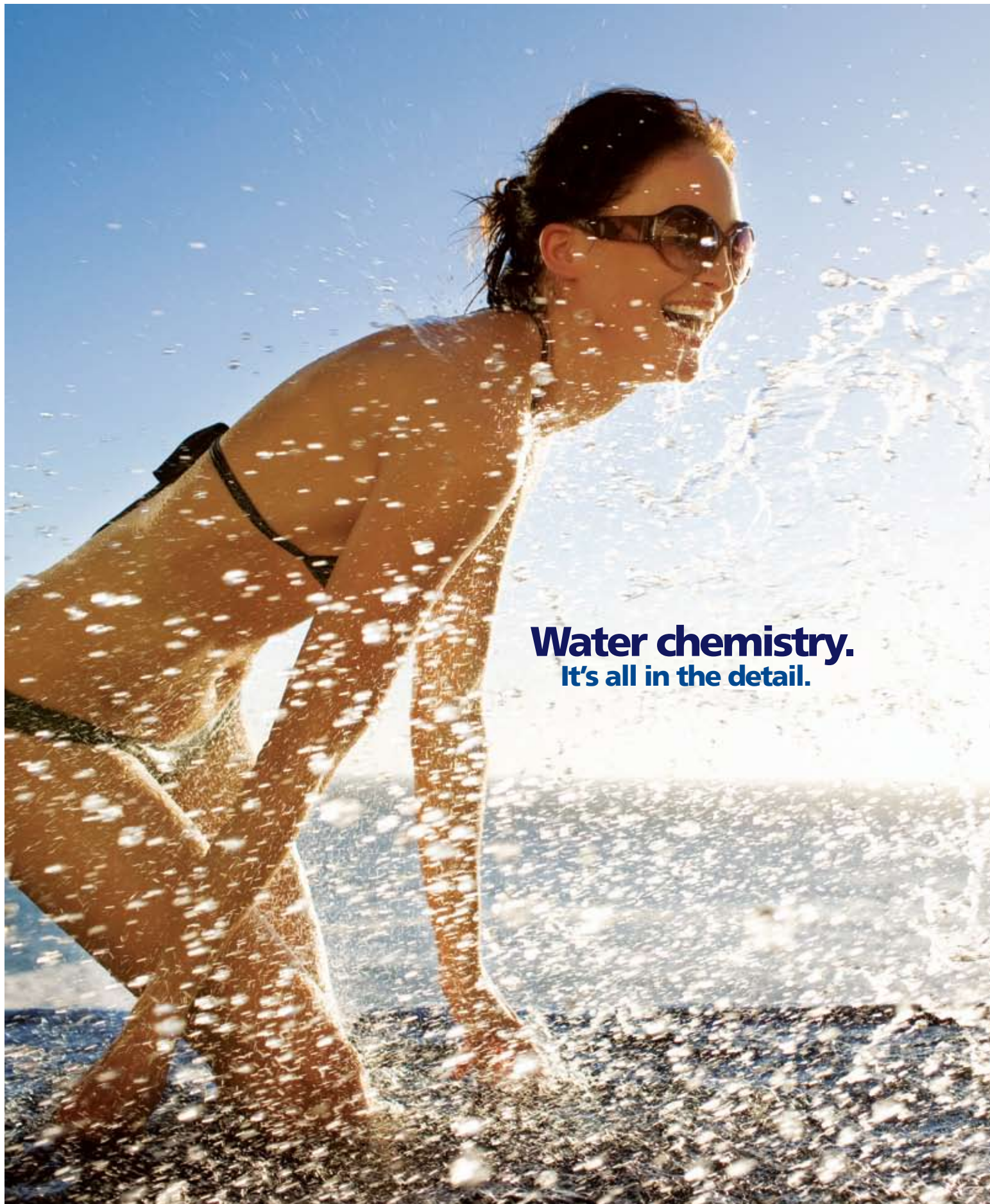
County Name	December 2008	December 2009
<i>Manatee County</i>	25	33
<i>Marion County</i>	18	9
<i>Martin County</i>	9	10
<i>Nassau County</i>	1	2
<i>Okaloosa County</i>	6	7
<i>Orange County</i>	46	32
<i>Osceola County</i>	15	14
<i>Palm Beach County</i>	62	65
<i>Pasco County</i>	10	24
<i>Pinellas County</i>	19	25
<i>Polk County</i>	14	15
<i>Putnam County</i>	1	1
<i>Santa Rosa County</i>	3	7
<i>Sarasota County</i>	14	20
<i>Seminole County</i>	4	0
<i>St Johns County</i>	16	13
<i>St Lucie County</i>	10	16
<i>Sumter County</i>	10	20
<i>Volusia County</i>	14	13
<i>Wakulla County</i>	2	0
<i>Walton County</i>	5	6
<i>Washington County</i>	0	0
TOTALS	620	755

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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 for county coverage. **HBW, Inc. 877-332-1411**



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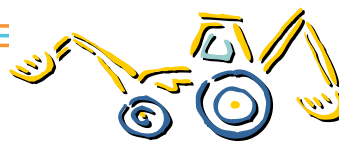


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DIGGING UP IDEAS



The Big Show

By Derek Proffitt, Harbor Bay Pools

If you're like most business owners, you have allotted a certain amount of your time every week to brainstorm ways to reduce overhead and cut unnecessary spending because, after all, it's not how much you make ... it's how much you keep.

When you add up the expense of attending a trade show: the room, the food, the time away from normal daily activities, it's easy to talk yourself into skipping it.

So why then, in times like these, are so many taking on the expenditure of attending a trade show?

One reason only: because what you miss out on could prove to be much more costly than not going at all. An old Japanese proverb sums it up best, "None of us can be as smart as all of us."

The opportunities that present themselves at trade shows can only exist in such a format. When trade shows first began they were the only way for merchants, artisans, inventors, scholars and consumers to make themselves known to one another. The efficiency of trade shows has never been matched or replaced by any other form of information exchange in over 2,600 years.

Surely, in your own backyard, the opportunity to network with industry professionals is laced with the fear of sharing trade secrets. When networking at a trade show, you have the opportunity to correspond with equilateral professionals who do business far enough away from you that they are not only less than threatened by your query, but glad to finally be able to

showcase their means of success without worrying about their methods saturating their own local market.

With the question of cost versus value being satisfied, and the thirst of purpose being quenched, it leaves only the wonder of where we shall find the time for such an undertaking. Will Rogers once said, "Half our life is spent trying to find something to do with the time we have rushed through life trying to save."

We all, on a daily basis, make time for that which we individually consider most important.

More than half of the businesses that went bankrupt in the last two years could have stayed open with another \$500 in revenue per week. Where, you ask, could such an additional revenue stream have come from? That's not for me to answer, but I'll bet there will be some great new ideas at the show. Consider the following bullet points as a task list to fulfill at the show:

Conference sessions allow you to:

- Learn first hand from industry experts that have successfully implemented technology solutions
- Keep up-to-date on new and emerging technologies
- Take the opportunity to create a professional network
- Create talking points to communicate more effectively with vendors
- Get immediate answers and solutions to issues within your organization
- Discover new products that can

decrease expense and increase revenue

Trade Show / Exhibition Events allow you to:

- See the latest in technology
- Hear new product announcements
- Visit all of your vendors in one location
- Get answers directly from vendors on the exhibition floor
- Do some comparison shopping
- Seek solutions and find new technologies
- Talk with others who are using or considering a product or service you are researching

This is just a small list of what can be achieved at the show; so do yourself, your customers, and your staff a great service by attending.

Do whatever you must to get there! Pack a cooler, pack a tent, carpool, share a room, sleep in your truck, cash in at coin star, close your office for a day, get a neighbor to watch your dog, whatever you have to do to be there; and bring as many people from your organization as you can.

Ninety percent of life is showing up, 90 percent of sales is product knowledge, 90 percent of construction is industry knowledge, and 90 percent of service is current knowledge. All this happens at The Big Show. We'll see you there.

NEW MEMBER APPLICATIONS

Florida Gulf Coast

Stahlman Pool Company
Naples, Ed Turnipseed

Service (RP252555121) Qualifier: Marlin Turnipseed

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

ENERGY TALK



To heat or not to heat

By Randy Taylor, *HornerXpress*

To heat or not to heat? That is the question! Swimmer comfort, relaxation, therapy, exercise and extension of the outdoor swimming season are the reasons for swimming pool heating. Leaders in the pool/ spa industry are moving rapidly toward improving the efficiency of pumps, filters and pool heating. Whether this is due to legislation or common sense, the promotion of energy efficiency is good for the pool/spa industry. In the past 20 years manufacturers of fossil fuel heaters (gas and propane) have made dramatic increases in heater efficiency, from 60 percent to 80 percent. Their efficiency is based on the ratio of usable output to energy input. To simplify, an 80 percent efficient gas heater produces \$80 worth of usable heat for every \$100 worth of fuel, however the exhausted gases produced by combustion, such as carbon monoxide, deplete the ozone layer.

Solar heating is free once the system is in place and has gone beyond the payback

period. The sizing and number of solar panels is most important to the efficiency of the system. The area temperatures and collector efficiency must be sized to the needs of the pool. Most pool systems utilize an open loop system with a single pump for both the pool loop and the solar loop. Quite often solar systems will use some type of heater as backup to maintain desired temperatures when adverse weather conditions exist.

Heat pumps offer great efficiency, they do not burn fossil fuel to create heat and with the A410A refrigerant, which does not deplete the ozone layer, they are considered green. It only uses electricity to transfer heat from outside air to the pool water. COP (coefficient of performance) determines the heat pump efficiency, simply a COP of 6.0 means that for every \$1 of energy of input, you will gain \$5 of heat. The COP is dependent upon air temperature, relative humidity and pool water temperature. A

number of states have set a minimum code of 4.0 COP.

In addition to air-source heat pumps, there are geothermal, geo-source, geo-exchange and water-source heat pumps available to generate energy from the earth's heat. Water is a far superior conductor of heat than air and open loop and closed loop systems are being engineered to meet today's energy efficiency initiatives.

How do we as industry professionals respond? Our customers are searching the internet for information, taking notes, asking questions and we must provide the answers. In today's economic climate our customers are value shopping every purchase. The customer is concerned with payback times, which are typically two to five years. We must be conscious of the initial costs versus the savings in dollars and the savings in energy. Providing this service to the customer is the key to future sales; it's just good business.

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INSURANCE UPDATE

How do I prepare for an audit? (part 2)

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

Dear Mark,

Per our conversation, I am scheduled to be in your area on March 1 at approximately 2:00 pm. Please allow a 30 minute window as I will be making multiple stops on that date.

—signed the Auditor.

Do you ever wonder how you can make the auditing process simpler? What paperwork do you need to have on hand when the auditor arrives?

"Be prepared." That is the mantra of one local auditor. Since General Liability and Workers' Compensation policies are audited annually, your organization will benefit from presenting the proper data when the auditor arrives. Having the appropriate reports ready and waiting streamlines the process for everyone involved.

So what information is required? What paperwork should you, as a business owner, have available for the auditor's appointment?

First and foremost, payroll records are needed, indicating individual earnings by job classification and state. These records should include a breakout of officer's payroll and overtime costs. This information can benefit you since corporate officers are subject to minimum and maximum payrolls and overtime costs are discounted. Without these details, all figures would be considered payroll and you may miss out on a discount.

Secondly, the auditor needs to see your quarterly tax reports (941) and state unemployment reports (UCT-6). These validate the figures and are a necessary part of the process.

You will also want to provide records of subcontractor costs. In addition to providing the figures paid to subcontractors, you will need certificates of insurance from each of them. These certificates should reflect that the subcontractor was insured during the dates they were working for you and they should indicate proper limits of insurance, which in most cases would be limits of

liability equal to yours. Otherwise, their costs may be included as payroll.

Additionally, amounts paid to sub-agencies, like day laborers or contract laborers, are needed. Casual laborers are considered direct employees and classified under the governing class of business on Workers' Compensation and General Liability policies.

When the auditor arrived, Mark shook hands and they chatted a minute before Mark handed over a concise packet of information, including payroll reports, quarterly tax records, unemployment reports, certificates of insurance and overtime statements. He remained available to answer questions as the auditor sat at a desk and recorded the necessary information. The process was simple and effective. Before long, the auditor was waving goodbye and on her way.

Auditors want you to know they are there to help. Communication is key. Don't be afraid to call to discuss any questions or concerns.

The 2010 code cycle is upon us

By Jennifer Hatfield, Director of Government & Public Affairs

All code proposals for the 2010 Florida Building Code must be submitted no later than April 2, 2010. The Builders and Service Councils have put together a Task Force to work with Jennifer Hatfield on any pool/spa related proposals that FSPA will submit, this may include proposals for existing pools/spas. If you have any suggestions or would like to be a part of this Task Force please contact Jennifer Hatfield at Jennifer@floridapoolpro.com The Task Force will be meeting at the Orlando Show and proposals will be finalized no later than the March 23-25 FSPA Board meeting. FSPA encourages members who have a code change for consideration to please submit these to Jennifer as soon as possible for the Task Force to review.

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CHAPTER NEWS

Broward

Chapter Coordinator: Rich Sassone
(866) 930-3772
FSPABroward@FloridaPoolPro.com
www.FSPABroward.com

The Orlando Pool & Spa Show is February 19-20 in the Orange County Convention Center West Hall E. Register at www.OrlandoPoolShow.com. See you there!

Central Florida

Chapter President: Steve Bludsworth
(800) 416-6774
FSPACentralFlorida@FloridaPoolPro.com
www.FSPACentralFlorida.com

The Central Florida Chapter Board of Directors has taken action on member reimbursement for the show and education attendance. The Board voted to reimburse up to \$75 to Chapter member who attend the Orlando Pool & Spa Show and take educational classes (one reimbursement per member company). A member can request a reimbursement for one day educational classes upon visiting at least ten booths and getting verifying signatures. For those not taking educational classes, you can receive reimbursement for one ticket to the Friday night party when you meet the requirement of visiting at least ten booths and getting verifying signatures. What a great member and Chapter benefit!

The Board also approved a reimbursement for rooms and gas for state Board members to attend the Board meeting in Tallahassee. Board members, mark the date of this meeting on your calendars, March 23-25. If you cannot attend, find a replacement. This is a very important meeting since we will also be visiting our legislators.

The Orlando Pool & Spa Show is February 19-20. The Show is in our backyard. Plan to attend! All members have an obligation to support the exhibitors and our organization. Not only will you have the opportunity to take some great educational classes you will see all the new products. There will also be networking and fellowship opportunities. See you at the show.

Charlotte Harbor

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

Many thanks to Thomas Mailey, Cprompt Computer Services, Inc., for his presentation to the Chapter at the January meeting. Tom spoke to the members about using technology to further their business during the tough economic times. His topic "Computer Networking – Where Do I Begin?" was well received and appreciated.

In order to encourage attendance at the Orlando Pool & Spa Show, there will be no Chapter meeting in February. All Chapter members are encouraged to attend the show. Be sure to register early to schedule your CE courses! The next Chapter Board meeting will be held on February 24.

East Central Florida

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

The East Central Florida Chapter does not schedule any meetings in February so that all of our members have time to visit the Orlando Pool and Spa Show and to take as many CE courses as time and their schedules allow.

The Chapter wishes to thank Sheila Noiles for her presentation at the January luncheon meeting and **Lori Bryant, Bryant Pools**, for making the arrangements for Ms. Noiles to speak to the Chapter.

Florida Gulf Coast

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

In order to encourage attendance at the Orlando Pool & Spa Show, there will be no Chapter membership meeting in February. All Chapter members are encouraged to attend the show. Be sure to register early to schedule your CE courses!

CILB Update

The Construction Industry Licensing Board responded to a declaratory statement asking for clarification on a service contractor's scope of work. The official response can be viewed at www.FloridaPoolPro.biz and clicking on News.

The next CILB meeting is February 10-12 in Tampa at the Crowne Plaza Tampa Westshore, 5303 West Kennedy Boulevard.

Florida West Coast

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

The Chapter Board of Directors met January 5 and the next Board of Directors' meeting will be held at noon on Tuesday, February 2 at Applebee's at Tri City Plaza, 5110 East Bay Drive, Clearwater. 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 or e-mail the office if you plan to attend.

Mark your calendars! The Florida West Coast Chapter will be holding its Annual Golf Tournament on Saturday, May 8 at The Eagles Golf Club of Tampa Bay, Odessa. The tournament will begin with an 8:00 a.m. shotgun start. It isn't too early to start putting your teams together.

Have you registered for the Orlando Pool & Spa Show, February 19-20, at the Orange County Convention Center – West Hall E? If not, be sure to do so today at www.OrlandoPoolShow.com! While you are at the Show, check out who was chosen as the Florida West Coast Chapter Director of the Year. See you there!

Scholarship applications are now being accepted. Please contact the office for forms and instructions

CHEMISTRY *alive!*TM



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Manasota

Executive Director: Andy Mallison
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FSPAManasota@FloridaPoolPro.com
www.FSPAManasota.com

Many thanks to our local building officials. Greg Yantorno, Sarasota County Building Official; CJ Dupre', Manatee County Building Official; and Tom Cook, Manatee County Senior Plans Examiner, attended the Manasota Chapter meeting in January. Members were able to ask questions of the officials and vice versa. The meeting continues the open dialog between our association and local building officials.

In order to encourage attendance at the Orlando Pool & Spa Show, there will be no Chapter membership meeting in February. All Chapter members are encouraged to attend the show. Be sure to register early to schedule your CE courses! The next Chapter Board meeting will be held on February 16.

North Central Florida

Chapter Coordinator: Rich Sassone
(866) 930-3772
FSPANorthCentralFlorida@FloridaPoolPro.com
www.FSPANorthCentral.com

The Orlando Pool & Spa Show is February 19-20 in the Orange County Convention Center West Hall E. Register at www.OrlandoPoolShow.com. See you there!

Northeast Florida

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

Happy New Year to all our members and friends! Let's all hope for a prosperous year!

The officers for the 2010 year have been elected. The new officers are: **President John Garner, Sr., Pools by John Garner, Inc.; Vice President Jim Batts, The Batts Company; Secretary/ Treasurer David Pruette, David Pruette's Electrical Service; and Immediate Past**

President John "Scotty" Scott, II, Surfside Pools. The directors are **Paul Roth, Roll-A-Way Protective Pool Fence; Denny Moyer, Surfside Pools; Joe Fitzsimmons, Majestic Pools; Stephanie Mitchell, Superior Design Pools & Spas; Greg Hand, Pool Barrier; Mark Turner, Swimcraft Pools; Rick Schmitz, Paradise Pool Service; and Butch Eaton, Pelican Pools.**

The Board of Directors had an orientation for its new members on January 3 and good information was shared. Thank you to all the officers and directors who graciously volunteer their time to make this the best Chapter! Welcome to the newest Board members Mark Turner, Rick Schmitz and Butch Eaton - we are glad to have you.

For all the other members, please consider how you would like to be involved in the Chapter. If you are interested in learning more please contact one of your Board members. You can get involved with the golf tournament in April or we will have another ballpark outing as well as other events throughout the year.

There will be no Chapter meeting in February due to the Orlando Pool & Spa Show. We hope everyone has registered and we'll see you there!

Mark your calendars! We have secured a limited number of tickets to the Florida Marlins vs. the Jacksonville Suns baseball game on April 2. This will be the last pre-season game for the Marlins. Tickets are first come, first served to those who did not put their reservations in early. The tickets are \$19 each and we have reserved seating behind the third base line. We will be having another baseball outing later in the summer in case you miss this one!

All Chapter members, please begin securing donations from your favorite restaurant, hair dressers, florist, etc. for the golf tournament in April. If everyone can get one item donated for our silent auction and raffle drawings it will be awesome! This is one of two fundraisers the Northeast Chapter holds; please help us out! If you would like to volunteer to help with the golf tournament, please contact either Debi Garner at 743-2060 or Stephanie Mitchell at 262-7946. This is a huge undertaking and we need your support!

While we talk about this each month, we receive no requests for meeting topics. Remember, this is your Chapter – let your voice be heard. All suggestions are

welcome regarding any programs or CE courses you would like to have at the Chapter meetings

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 and fax at 941-366-7433. Your Chapter leaders are: President John Garner, 743-2060; Vice President Jimmy Batts, 246-2455; and Treasurer David Pruette, 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 2010!

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

The January 6 membership meeting was a program presented by **Hayward Pool Products**. **Larry Litwin**, District Sales Manager and **Joe Ketcham**, **Goldline Sales Specialist**, were the speakers. The Chapter would like to thank non-members for their support. We appreciate your attendance and welcome the possibility of new members in our Chapter. Thank you to Jim's Pool Service, Griffis Pools, Inc., Hulla Pools, Inc. and to Bertolami Pools for attending and to all the member businesses in attendance: **Horizon Pool & Patio, Crystal Blue Pools, Hackl Pool Construction, Southern Pool Plasterers, Pool Doctor of the Palm Beaches, Hayward Pool Products, Proline Distributors, Florida Stucco, SCP Distributors, and Vinyl Inground Pool Corp.**

The next membership meeting is



Joe Ketcham, Hayward Pool Products; Jim Bingold, Proline Distributors; and Larry Litwin, Hayward Pool Products.

February 3 at Contractors Business Park. **Pentair Pool Products** will present the program. If you have not registered and need a registration form you may contact the Chapter office or download one off the Chapter's Web site at www.fspa-pb.com.

The schedule of meetings for February 3 is as follows. Service Council meeting at 5:00 p.m., Builders' Council Meeting at 5:15 p.m., Chapter Board meeting at 5:30 p.m., light dinner and refreshments at 6:30 p.m., and the program will start promptly at 7:00 p.m. We hope to see all of you at this informative meeting.

The Board of Directors has ratified a "Do what we do best" event and is planning a return of the table tops that were formerly a successful Chapter event. More information for exhibitors and attendees will be released soon. Non-members submitting an application for membership prior to the show may attend for free, a benefit of belonging to the FSPA Palm Beach Chapter.

Southern Grouts and Mortars will present the program at the April 7 Chapter meeting.

Continuing education credits will be offered again at the May 5 membership meeting.

Don't forget to mark your business location on the "Members Around Florida" interactive map at www.fspa-pb.com. The information posted is up to you. Add your business name, address, phone, e-mail and fax numbers. Would you like your business card or logo posted on our Chapter Web site and/or a link to your Web site? You may even submit a short bio of your business. We will post it as a link from our member page. Contact the Chapter office for more information and to discover more of the ways the Chapter is giving back to its members as a thank you for your support

and membership. Check out the member page at www.fspa-pb.com/Members/Members.html. Postings are available to members only.

Stay warm and healthy with a positive outlook for a successful 2010 year.

Polk County

Chapter Coordinator: Rich Sassone
(866) 930-3772

FSPAPolkCounty@FloridaPoolPro.com
www.FSPAPolkCounty.com

The Orlando Pool & Spa Show is February 19-20 in the Orange County Convention Center West Hall E. Register at www.OrlandoPoolShow.com. See you there!

Space Coast

Chapter President: Dominick Montanaro
State office: (866) 930-3772

FSPASpaceCoast@FloridaPoolPro.com
www.FSPASpaceCoast.com

No news this month.

Tampa Bay

Chapter Coordinator: Rich Sassone
(866) 930-3772

FSPATampaBay@FloridaPoolPro.com
www.FSPATampaBay.com

The Orlando Pool & Spa Show is February 19-20 in the Orange County Convention Center West Hall E. Register at www.OrlandoPoolShow.com. See you there!

Treasure Coast

Executive Director: Susan Gilbert
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com
www.FSPATreasureCoast.com

There is no Chapter meeting in February so that everyone can take full advantage of the Orlando Pool & Spa Show! Make sure you register for the show early to get all the continuing education courses you need and be able to see new products; it is worth the trip! Don't miss this great opportunity to see everything you need under one roof!

We look forward to seeing you there! If you have any free time on your hands volunteer to help out during the show.

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.

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Altamonte Springs, FL 32701

Exhibitors (as of Jan. 18)

<u>Company Name</u>	<u>Booth Number</u>				
50 Below	635	Custom Molded Products	315	Marketing World Pool Products	624
A & A Manufacturing	100	Custom Mosaics Inc.	204	Master Tile Pool Division	827
A&B Brush	702	DBPR	841	Maytronics US, Inc.	321
A.O. Smith	901	EasyCare Products a division of		McEwen Industries	447
Adjust-A-Brush	223	McGrayel Co. Inc.	513	Morton Salt Co.	833
Air Supply of the Future	900	ecoFinish	733	National Pool Route Sales	621
Aladdin Equipment Co.	206	Emerson Motor Technologies	716	National Swimming Pool Foundation	335
Allied Innovations / Genuine Len Gordon	727	E-Z Products	819	Natural Chemistry	214
Allied Universal Corp.	538	FAFCO Inc.	540	New Water Solutions, Inc.	434
Aloha Fiberglass Pools	931	FasaTech	820	Nexxus Lighting	704
American Granby, Inc.	612	Fiberstars, Inc.	310	Nisus Corporation	332
American Leak Detection	531	Filbur Manufacturing	101	Noble Tile Supply Inc.	831
AmeriGas Propane	616	FleetBoss	533	NSF International	814
Anderson Manufacturing Co.	336	Florida Solar Energy Industries		NTI Global	115
Api	904	Association	645	Ocean Blue	327
AQUA Magazine	337	Florida Stucco Corp.	631	Optimus	838
AquaBond LLC	103	Florida Swimming Pool Association	747	Orenda Technologies	105
AquaCal - AutoPilot, Inc.	423	GAME	517	Oreq Corporation	213
AquaChek	221	Garrett Liners	815	Out of Sight Pool Blankets	114
Aquamatic Cover Systems	731	Get My Pool Store Online	123	Ozone Joes LLC	721
AquaPro Systems	311	GLI Pool Products	222	Palintest	807
AQUASALT, LLC	317	Gorman Company	331	Paramount Pool & Spa Systems	410
AquaStar Pool Products	505	Great Lakes Bio Systems	723	Pebble Technology, Inc.	632
AquaTek	920	Gulfstream Heat Pumps	712	Pebble-Flex of Florida	439
Aquatherm Industries	247	Hammerhead Patented Performance	626	Pentair Water Pool & Spa	303
Aquatic Access Inc.	422	Hayward Commercial	804	Periodic Products	821
Aquron Corporation International	424	Hayward Pool Products	701	Pieles Sinteticas	825
Arrow Insurance Service	926	HornerXpress	523	Pleatco, LLC	326
Artistic Pavers	930	Huber Engineered Materials	119	Pool & Spa News	739
ASSET - The "One & Only" Circulator	800	HydroPure Technologies	105	Pool Barrier	734
APSP	741	Industrial Test Systems	501	Pool Corp.	203
BioLab Pro Sales	623	Insurance By Ken Brown	943	Pool Service Products	929
Brenntag Mid South Inc (Clearwater, FL)	430	Intermatic, Inc.	803	Pool Systems USA Inc.	539
Building Officials Association of FL	839	IPSSA - Independent Pool & Spa		Pool Tool Inc.	515
Cargill Salt	503	Service Association	922	PoolRx	830
Chemilizer Products	613	ITT Corp - Rule Pool Systems	802	Portobello America	615
Color Wheel Paints & Coatings	412	J & J Electronics, Inc.	318	Praher Valves	219
Com-Pac Filtration	227	Jack's Magic	708	Premix-Marbletite Mfg. Co.	826
Compu Pool Products	717	Karcher North America	308	Prozone Water Products	322
Consolidated Manufacturing International	103	LaMotte Company	320	Purity Pool, Inc.	514
ControlOMatic, Inc.	732	Lawson Aquatics	209	Quaker Plastic Corporation	908
Coral Seas/Yellow Out	518	LeverEdge/Solar Hydronics Corp.	647	Raypak Inc.	200
Crystal Fountains	231	Lion Pool Products	905	Rep Richard	817
Crystalline Pool System	724	Lochinvar Corporation	622	RicoRock LLC	415
		Luv-Tile Ent	431	Rola-Chem - Paradise Industries	218
		Marathon Electric	323	Rome Industries	933

RubberDek	744	Suburban Propane	419	United Chemical Corp	630
Saline Generating Systems LLC	906	Super Swim / Pelerin, LLC	637	United Elchem Industries	325
SeaKlear Pool & Spa Chemicals	314	SwimBrite	330	United States Pumice	614
SGM, Inc.	530	Taylor Technologies, Inc.	416	Universal Packaging	617
SGS Instruments LLC	906	Techno-Solis, Inc.	736	US Pool Tile Company	633
Shaw Sportex	443	TekTube	224	US Seal Mfg	627
Sherwin-Williams	726	The Service Program	816	USA Pool & Toy	835
Solar Shower	916	Tile Specialties, Inc.	809	UV254 Sanitizing Systems	230
Solar Sun Rings	509	Toucan Sales	232	Vac-Alert of Florida	436
Soudal, Inc.	338	TRC Recreation LP	324	Vacless	215
Spears Manufacturing Co.	730	Tropical Palm Trees	912	W & W Marketing Corporation	440
Speck Pumps-Pool Products, Inc.	801	TropiClear / Lo-Chlor	426	Waterway Plastics	909
Splash Lights	902	U.S. Paverscape	104	Wonderful World of Water	312
Stegmeier Corporation	700	UMA Solar	547	Zodiac Pool Systems Inc.	600
Stingl Products	417	Under the Sun Distributors	125		
Structure Studios	414	Unicel Filter Cartridges	715		

Education Courses



Course Descriptions (alphabetically)

Attendees: **B** = Builders **S** = Service Professionals
So = Solar Energy Professionals

Continuing Education Requirement:

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

Course Level: **Ba** = Basic **Int** = Intermediate **Dif** = Advanced Difficulty **All** = All

Additional Information: **New** = NEW course **M** = Mandatory course
Eco = Course contains Eco-friendly content

*Courses and instructors are subject to change at any time.

*Opinions expressed at seminars are the speakers' own and do not necessarily reflect the opinion of the Orlando Pool and Spa Show or the Florida Swimming Pool Association.

Florida Pool & Spa Association d/b/a Florida Swimming Pool Association CILB, ECLB & BOLA providership #0000917

CILB = Construction Industry Licensing Board / ECLB = Electrical Contractors' Licensing Board / BOLA = Board of Landscape Architects

64E Code Changes (Public Swimming Pools)
- #0010946 **B S / New / All levels / GEN**
/ 2 hr. / Friday: 8:00 - 9:40 a.m.

Instructor: Mark Pabst & Bob Foster, DOH
On May 24, 2009, the Florida Department of Health enacted many revisions to the rules regulating the construction and operation of public swimming pools. This course will define these changes, explain their impact and suggest ways to comply with the new rules.

Advanced Florida Building Code: Entrapment Protection - CILB #0010631 / BOLA #0008590
B S / M / All levels / ADV Mod / 2 hr. Friday: 8:00 - 9:40 a.m. Instructor: Richard Moseley,

Champagne Pools
ANSI/ APSP-7 Suction Entrapment Avoidance in Swimming Pools, Wading Pools, Spas, Hot Tubs and Catch Basins went into effect with the Florida Building Code on March 1, 2009. Pool contractors will learn the types of entrapment, their causes, and compliance options and requirements. A thorough look at the elements of the code, velocity requirements, and drain placement and options.

Advanced Measuring for In-Ground Vinyl Liners - #0608036 **B / New / Dif / GEN** / 2 hr. Saturday: 10:00 - 11:40 a.m. Instructor: Robert McEwen, McEwen Industries
Gain a clear understanding of measuring

techniques to be used for in-ground vinyl pools and learn how to become more profitable and competitive by eliminating mistakes and utilizing these techniques effectively.

Advanced Pool Chemistry and Troubleshooting #0608037 **S / New / Dif / GEN** / 2 hr. Saturday: 8:00 - 9:40 a.m. Instructor: Wayne Ivusich, Taylor Technologies
Understand the advanced principles of pool water chemistry and how to apply them to specific customers' pools. Take a detailed look at water balance, sanitation and oxidation, and remote troubleshooting.

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Alternative Dispute Resolution - #0007785

B S / All levels / BP / 2 hr.

Thursday: 3:00 - 5:00 p.m.

Instructor: James Batts, The Batts Company
Effectively use arbitration to reduce legal disputes, expedite settlements and bring about a higher level of customer satisfaction for your business. Understand when mediation can be used instead and how it differs from arbitration. Learn about including arbitration in contracts and court enforcement of arbitration awards.

Anatomy of a Lawsuit - Blame it on the Pool Tech #0608038 **S / New / Int / BP** / 2 hr.

Friday: 10:00 - 11:40 a.m. / Instructor: Ray Arouesty, Arrow Insurance Service, Inc.

Recognize the everyday legal risks facing the pool service contractor. Identify high risk jobs and common mistakes that can lead to claims. Learn techniques that will aid in legal defense.

Basic Understanding of New Concrete Deck Coatings - #0008306 **B / Ba / GEN** / 2 hr.

Saturday: 8:00 - 9:40 a.m.

Instructor: Bill Dugan, HornerXpress

Use concrete deck coatings to create a beautiful and unique finish on an existing or new concrete surface. Learn preparation and application for acrylic deck coatings and paver decking. Discussion of materials selection and ordering.

Blue Water, Green Equipment - #0010754

B S / Eco / Int / GEN / 2 hr.

Saturday: 8:00 a.m. - 9:40 a.m. Instructor: Alex Krajewski, Zodiac Pool Systems

Learn about energy efficiency in plumbing design, pumps, heaters and controls. Understand legislation on pumps and heaters, how energy efficient equipment differs from other equipment and why these things save energy.

Business Planning and Development - CILB #0010755 / ECLB #0800007 / BOLA #0008592

B S So / Int / BP / 2 hr.

Friday: 10:00 a.m. - 11:40 a.m.

Instructor: Bill Kent, HornerXpress

Learn how to navigate through the business life cycle. See the strengths and weaknesses in each stage, factors that impact the cycle and how financial planning is involved. Leave this course understanding how to adapt as your business moves through the cycle.

Business Practices of Successful Companies - CILB #0007790 / ECLB #0800088 / BOLA #0008594 **B S So / Ba / BP** / 2 hr.

Friday: 10:00 a.m. - 11:40 a.m.

Instructor: Tom Grandy, Grandy & Associates

Explore 15 things all successful service companies have in common. Learn what makes companies profitable and how to improve your own profitability. Course will include labor pricing, cash flow, service agreement programs and lines of credit. Learn how to create your own game plan to implement new strategies.

Changing Pool Dimensions and Modifications - #0608078 **B / New / Int / GEN** / 1 hr.

Saturday: 9:00 a.m. - 9:50 a.m.

Instructor: Albert Underwood, Aqua-Blue Aquatech of Central FL

Learn how to safely and efficiently change the dimensions of an existing pool. Includes information on adding features, raising the floor and bringing the pool to code.

Chapter 489 - Contractors Responsibilities - #0010147 **B S / M / All levels / L&R** / 1 hr.

Friday: 10:00 a.m. - 10:50 a.m. Instructor: Roy Lenois, Artesian Pools of East FL, Inc.

Discuss recent changes and updates in the laws regarding licensure, grounds for disciplinary action against a contractor's license and the entities which have jurisdiction to act against a licensee. Be aware of rights, responsibilities and violation consequences. Learn how to avoid violations and learn possible courses of action to take if you are accused of violation. State and local licensing is discussed.

Chlorine Generators - Understanding and Troubleshooting - #0010758 **B S / Int / GEN**

/ 2 hr. / Saturday: 10:00 a.m. - 11:40 a.m.

Instructor: Sean Assam, HornerXpress

Gain a thorough understanding of the technical structure of electrolytic chlorine generators, servicing, and how to properly size and diagnose systems. Includes explanation of the chlorine generation process and water chemistry. Discussion of safety hazards specific to the pool and spa environment.

Commercial Swimming Pool Certification - #0007787 **S / All levels / WS** / 16 hr. /

Wednesday & Thursday: 8:30 a.m. - 5:00 p.m.

*Must attend both days

Instructor: Connie Sue Centrella, HornerXpress
The course is designed to prepare individuals in the basic knowledge, techniques and skills of pool and spa operation, construction and maintenance. A certified professional must maintain standards of operations that demonstrate knowledge of codes, regulations and practices that represent professional decisions and conduct.

DBPR-CILB Update - #0007905 **B S So / All levels / BP** / 2 hr. / Friday: 12:30 p.m. - 2:10

p.m. / Instructor: G.W. Harrell, CILB

Department of Business and Professional Regulation - Construction Industry Licensing Board. Gain a clear understanding of the department's role, important license information and specialty licenses. Discuss the department's initiatives to address unlicensed activity. Includes a legislative update and how to use their online services.

Differential Hold Down Forces - #0608040

B S / New / Int / GEN / 1 hr.

Saturday: 8:00 a.m. - 8:50 a.m.

Instructor: Ron Schroeder, New Water Solutions
Learn safer construction techniques for pools and spas with field fabricated vents and suction outlets. Understand hydrostatic and dynamic differential hold down forces. Addresses what service contractors can do to help to prevent entrapment.

Florida Construction Lien Laws - CILB #0007314 ECLB #0800013 **B / All levels / BP** / 2 hr.

Saturday: 8:00 a.m. - 9:40 a.m.

Instructor: Doug Harvey, BOAF

Review the lien laws and their purpose. Learn how to obtain a valid lien, how lien rights are enforced and the defenses available to owners. Also look at contract or licensure requirements and the importance of delivery tickets.

GPS Based Fleet Management - CILB #0608041 / ECLB #0800066 **S / New / Ba / BP** / 2 hr.

Saturday: 10:00 a.m. - 11:40 a.m.

Instructor: Dan Lee, FleetBoss

This course will address the GPS technology and the pool industry. It will educate participants on the benefits of a GPS system for their business, and guide them through the basics of implementing and integrating the system with routing and accounting software.

Green Equipment Choices for the Green Market Segment - CILB #0608042 / ECLB #0800067

B S / New / Eco / Int / GEN / 2 hr.

Friday: 10:00 a.m. - 11:40 a.m.

Instructor: Jeff Farlow, Pentair Water Pool & Spa
Understand the technical aspects of energy conservation/eco-friendly principles and how to communicate the benefits and savings. Learn how to determine the cost of operation and recommend energy saving, water conserving and environmentally friendly alternatives and calculate an ROI for energy efficient upgrades.



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How to be Profitable in a Down Economy - CILB #0608043 / ECLB #0800065 / BOLA#0008596
B S So / New / Ba / BP / 2 hr.

Friday: 8:00 a.m. - 9:40 a.m.

Instructor: Tom Grandy, Grandy & Associates
Learn how to invest your time, energy and money in the things you can change rather than focus on the economy, which we cannot change

How to do Major Pool Renovations - #0608079
B / New / Int / GEN / 2 hr.

Friday: 10:00 a.m. - 11:40 a.m.

Instructor: Jack Manilla, Portofino Pools
Learn what can be done to an existing structure to correct problems, and or to make it more useful and aesthetically pleasing. Gain the knowledge needed to install equipment, replace items and add features.

How to Make a Million Dollars Servicing Pools - #0608044 **S / New / Int / GEN** / 2 hr.

Friday: 8:00 a.m. - 9:40 a.m.

Instructor: Charles Baird, National Pool Route Sales
Understand the development and management qualities of a successful pool service company,

how to achieve professionalism, the competitive nature of the pool service industry and how to keep competition from diminishing your profits.

Hydraulics and Pump Selection - #0608087

B S / New / Ba / GEN / 2 hr.

Friday: 8:00 a.m. - 9:40 a.m.

Instructor: Mike Childress, Pentair Water Pool & Spa

Learn how to set flow rates, calculate total dynamic head and select a pump for existing equipment. Understand the limits of existing equipment, how to create a system head curve and how to identify and avoid hydraulic problem areas.

LP Gas and Pool Heaters: Creating a Safe Combination - #0608045

B S / New / Int WS / 3 hr.

Thursday: 9:00 a.m. - 12:00 p.m.

Instructor: Betty Merritt, Bureau of LP Gas
Increase your knowledge of propane laws, rules and regulations. Look at gas properties, piping systems and installation.

Managing Chloramine - #0608046

S / New / Dif / GEN / 1 hr. / Saturday: 8:00 - 8:50 a.m.

Instructor: Ed Lightcap, DuPont
Review current treatment to control combined chlorine compounds (chloramine) in swimming pools and hot tubs, new NSPF recommendations and a "holistic" approach to managing chloramine.

Overcoming the Profit Vacuum in Your Service Department - CILB #0608047 / ECLB #0800064
BOLA #0008595

S / New / Int / BP / 2 hr.

Saturday: 10:00 a.m. - 11:40 a.m.

Instructor: Tom Grandy, Grandy & Associates
Look at the cost of running a service department. Gain the tools that will help you overcome the "profit killers" in your service department and reduce the impact they have on your business.

Photovoltaic System Basics - CILB #0608080
ECLB #0800085

So / New / Eco / Ba GEN / 1 hr.

Saturday: 10:00 a.m. - 10:50 a.m.

Instructor: Gary Rex, FlaSEIA
Overview of solar electric system types, design considerations and installation basics including roof mounting and safety considerations.



The Pool Pro Classic Golf Tournament

Thursday, February 18 - 8:00 a.m. Shotgun Start
Hunter's Creek Golf Club

Join us for this four-person scramble event prior to the official start of the trade show. Prizes will be awarded for 1st and 2nd place, longest drive and closest to the pin.

Cost is \$110 per person with proceeds benefiting the Florida Swimming Pool Association Scholarship Fund. Lunch and drink tickets are included in the registration fee. Visit www.OrlandoPoolShow.com to download a registration form.



Photovoltaic System Inspection - CILB #0608081
ECLB #0800087

So / New / Eco / Ba GEN / 1 hr.

Friday: 8:00 a.m. - 8:50 a.m.

Instructor: Roger Messenger, FlaSEIA
Overview of photovoltaic applications for homes and small commercial buildings, grid tied versus off-grid applications, installation on new building and retrofits to existing structures. Building officials can learn how to inspect solar energy systems and learn the applicable codes and standards.

Pool Hydraulics and Safety Features, Friction and Velocity - #0608082

B / New / Int / GEN / 1 hr.

Saturday: 10:00 - 10:50 a.m.

Instructor: Jack Manilla, Portofino Pools
Discover how to select the proper equipment for an existing pool so that it is compliant with the building code and current safety standards and is as energy efficient as possible.

Pool Surfaces 101 - #0608048

B / New Ba / GEN / 2 hr. / Saturday: 10:00 a.m. - 11:40 a.m. /

Instructor: Shawn Still, National Plasterers Council

Understand the various types of pool finishes and how to thoroughly prep for them in new construction and renovation. Also look at pricing factors, plumbing, and fitting and tile installation.

Prevent Business Growth from Putting You Out of Business - CILB #0608049 / ECLB #0800063
BOLA #0008587

B S So / New / Int / BP / 1 hr.

Saturday: 8:00 a.m. - 8:50 a.m.

Instructor: Tom Grandy, Grandy & Associates
Become aware of the three phases of growth that can put you out of business. Understand the importance of departmentalizing as the company grows and creating a business plan to project and control profitable growth.

Pricing Service and Products for a Profit Workshop - CILB #0009923 / ECLB #0800084
BOLA #0008586 **B S So / Dif / BP** / 8 hr.

Thursday: 8:00 a.m. - 5:00 p.m.

Instructor: Tom Grandy, Grandy & Associates
See the benefits of reducing pump speed. Learn proper hydraulics to decrease velocity and pressure and how to educate customers on lower HP pumps.

Project Profiles: Execution of Technically Advanced Watershapes with Challenging Site Conditions - #0010767

B / Int / GEN / 1 hr.

Friday: 11:00 a.m. - 11:50 a.m. / Instructor: Brian Van Bower, Genesis 3 Design Group

This course is to help contractors understand the process of creating sound projects in difficult sites with a thorough look at step-by-step construction practice, proper techniques for unusual conditions and details, and exceeding customer needs and expectations.

Recreational Water Illnesses in Spas - #0010769

S / Int / GEN / 1 hr / Saturday 9:00-9:50 a.m.

Instructor: Roy Vore, DuPont

Learn the categories of RWI's and how they differ in spas. Understand all about dermal disease and respiratory disease, and treatment methods to reduce bacterial and chemical irritations.

Recreational Water Illnesses in Swimming Pools

- #0010770 **S / Int / GEN** / 1 hr.

Friday: 10:00 a.m. - 10:50 a.m.

Instructor: Roy Vore, DuPont
Look at the categories of RWI's and what causes them. Understand gastrointestinal illness, dermal disease and respiratory disease, and the practical application of CDC procedures.

Reduced Speed Technology for Pools -

#0608050 **B S / New / Eco / Int / GEN** 1

hr. / Friday: 9:00 a.m. - 9:50 a.m.

Instructor: Scott Wiegman, Hayward Pool Products

Understand why moving more water slower is better, the proper hydraulics to decrease velocity and pressure, and how to explain the savings and payback of reducing speed to customers.

Refrigeration Fundamentals as They Relate to Swimming Pool Heat Pumps - #0010771

B S / Int / GEN / 1 hr / Sat: 9:00 - 9:50 a.m.

Instructor: Stan Taylor, Hayward Pool Products
Learn what refrigeration is and how it is used to heat a pool. Become aware of common problems as well as the benefits.

Residential and Commercial Pool Renovation Considerations - #0608083

B / New / Ba / GEN / 1 hr.

Friday: 9:00 a.m. - 9:50 a.m.

Instructor: Richard Tarricone, Aquatic Pool Systems LLC and Rob Sanger, Galaxy Pools
See what needs to be taken into consideration when renovating, remodeling or modifying a residential or commercial pool. Learn how

to bid the job and what costs to take into consideration. Become aware of license and permitting regulations.

Salt Chlorinators and pH and ORP Monitoring/Dispensing - #0010773 **B S / Int / GEN**

1 hr. / Friday: 10:00 a.m. - 10:50 a.m.

Instructor: David Pruchniewski, Goldline Controls
Understand the efficient use of salt chlorinators through pH and ORP monitoring/ dispensing. This includes how salt chlorinators work, what output control means and the relationship between pH and ORP.

Solar Contractor Licensing in Florida - #0608084

So / New / Eco / Ba / L&R 1 hr. / Saturday:

8:00 a.m. - 8:50 a.m. Instructor: Colleen Kettles, FlaSEIA

An introduction to Solar Contractor Licensing in Florida for construction contractors. Understand how to become state certified, the prerequisites and the consequences of unlicensed activity.

Solar Energy Financial Incentives in Florida -

#0608085 **So / New / Eco / Ba / GEN**

1 hr. / Friday: 10:00 a.m. - 10:50 a.m.

Instructor: Colleen Kettles, FlaSEIA
Understand solar energy technologies and learn about the various residential and business incentive programs available in Florida for residential and commercial solar installations.

Solar Heating Pool Inspection - #0608086

So / New / Eco / Ba / GEN / 1 hr.

Friday: 9:00 a.m. - 9:50 a.m.

Instructor: Robert Zrallack, FlaSEIA
Improve your understanding of solar pool heating. Building officials can learn applicable codes and standards, how to inspect solar energy systems, and learn who is authorized to install solar water heating.

Solar Pool Heating Basics - #0608207

So / New / Eco / Ba / GEN / 1 hr.

Saturday: 9:00 a.m. - 9:50 a.m.

Instructor: Christopher Maingot, FlaSEIA
Learn about the types of solar pool heating systems, system design, installation and service.

Solar Water Heating Basics - #0608088

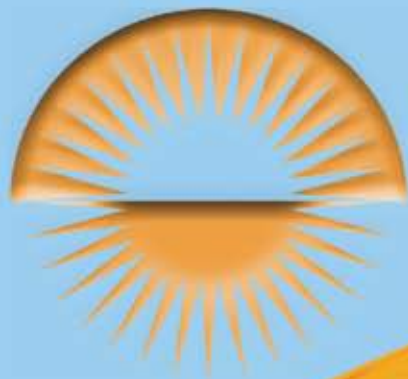
So / New / Eco / Ba / GEN / 1 hr.

Saturday: 11:00 a.m. - 11:50 a.m.

Instructor: David Bessette, FlaSEIA
Learn the types of solar water heating systems, system design components, site selection, installation, service and troubleshooting.



EVERYTHING UNDER THE SUNSM



ORLANDO

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February 19-20, 2010

Orange County Convention Center

www.OrlandoPoolShow.com

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and enter the exhibit hall for free!*

Reconnect

EXHIBIT HALL
Friday and Saturday

**WIN CASH
PRIZES**
\$100 - \$1,500

Refine

EDUCATION SESSIONS
Thursday, Friday and Saturday

HANDS-ON TRAINING
Friday and Saturday

Rejuvenate

FRIDAY NIGHT PARTY
Friday: 7:00 p.m. - 11:00 p.m.
OPEN BAR, FOOD, MUSIC

200 Exhibitors
50+ Education Courses
Private Industry Party
Hands-On Sessions
Industry Golf Tournament
Awards Reception
Solar Energy Showcase



Presented by the Florida Swimming Pool Association

CALENDAR OF EVENTS

February 2010

- 2 FSPA Florida West Coast Chapter Board Meeting
Noon at Applebee's at Tri City Plaza, 5110 East Bay Dr.
- 3 FSPA Palm Beach Chapter
5:00 p.m. Service Council Meeting
5:15 p.m. Builders' Council Meeting
5:30 p.m. Board Meeting
6:30 p.m. Light dinner and refreshments
7:00 p.m. Chapter Meeting
- 10 FSPA North Central Chapter Meeting
6:30 p.m. Board Meeting
7:00 p.m. Chapter Meeting
Bonnie & Clyde's restaurant, 754 NE 25th Ave., Ocala
- 16 FSPA Manasota Chapter Board Meeting
- 18 **Florida Pool Pro Golf Tournament
Design Awards and Welcome Reception**
- 19 **Orlando Pool & Spa Show
Education Courses
Exhibit Hall
Friday Night Party at NASCAR Sports Grille**
- 20 **Orlando Pool & Spa Show
Education Courses
Exhibit Hall**
- 24 FSPA Charlotte Harbor Chapter Board Meeting

March 2010

- 2 FSPA Florida West Coast Chapter Board Meeting
- 9 FSPA Manasota Chapter Board Meeting
- 18 FSPA Manasota Chapter Meeting
- 23 **FSPA Committee Meetings**
- 24 **FSPA Legislative Days**
- 25 **FSPA Board of Directors Meeting
Tallahassee**
- 25 FSPA Charlotte Harbor Chapter Board Meeting

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Friday, February 19
7:00 p.m. - 11:00 p.m.

**Private Pool Industry Party
at NASCAR Sports Grille**

\$25 per person
Includes Open Bar, Food & Gameroom!

