

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

February 2008

A PUBLICATION OF  
FLORIDA SWIMMING POOL ASSOCIATION

AN AFFILIATE OF APSP  
www.FloridaPoolPro.com



We invite you to the "Premier Event" of the swimming pool industry in Florida, the Florida Pool & Spa Show. While business has slowed in the past year for almost everyone, this is a great time to focus on your company and on improving technical skills. Take advantage of the opportunity to attend more classes than you have in the past, bring more staff with you so they can see the big picture of the swimming pool industry and open your mind to the chance to share your experiences with other professionals.

We are in the new convention center building and there is almost unlimited parking, so no need to worry about parking in remote locations or long lines at the hotels. Our registration system on site is super-efficient. If you pre-register all you have to do is type your name in a computer and it will print your badge and tickets.

The past few years we were all so busy little time was focused on evaluation. Next, next, next was the "plan." There are more than 75 courses offered at the Florida Pool & Spa Show this month, 24 of those have never been offered before.

If you are interested in improving your business consider signing up for "Business Practices of Successful Companies" (#0007790); "Cash Flow and Cash Flow Budgeting" (#0007786); "Construction Contracts" (#0007798); "Cost Cutting to Increase Profits" (#0008760); "Employment

Practices for the Construction / Service Industry" (#0008756); "Job Costing for Profit vs. Existence" (#0009899); "Key Performance Indicators Service Companies can use to Increase Profits" (#0009828); or "Strategic Planning for the Pool & Spa Company" (#0008808). Courses focused on helping you protect your business include "Risk Management Essentials" (#0009922); "Legal Risks and Insurance Considerations for the Pool/Spa Industry" (#0009927); "Asset Protection for Contractors" (#0009924) as well as a hands on course in the exhibit hall "Risk Management for the Service Professional."

Big news these days are ways to conserve energy and sustainability. Many exhibitors will be showcasing new products and we've included several classes to help you build more "green" friendly projects. Sign up for "Efficiencies in Pool Designs" (#0008406) and "Variable Frequency Drive Technology" (#0009930); or hands-on courses "Variable Frequency Drivers: Application and Service" (Presented by Pentair) and "Jandy's Variable Speed Pumps with Electronic Controls Installation and Programming"

As always, we have numerous classes at all levels for technical applications from aggregate finishes, hydraulics, and chemistry to heat pumps and pavers. Hands-on courses in the exhibit hall provide the chance for small group instruction on manufacturers' products – for free!

*Continued on page 5*

## Laws and Rules Continuing Education

House Bill 7163 (2007 Legislative Session) revised the continuing education requirements for certified and registered contractors licensed by the Florida Construction Industry Licensing Board. All certified and registered contractors must now complete one hour of laws and rules-related continuing education as part of the 14 hours that is currently required during each licensure cycle.

Enforcement of the new one hour requirement will begin with the expiration of certified licenses on August 31, 2008.

Laws and Rules courses offered at the Florida Pool and Spa Show:

Friday, February 22, 2008: 10:45 a.m. – 11:35 a.m.

Chapter 489 - Contractors Responsibilities

Saturday, February 23, 2008: 9:45 a.m. – 10:35 a.m.

Chapter 489 – Prohibitions and Penalties

These courses were approved at the January CILB meeting. Course numbers pending. CILB Providership # 0000917

## Practical exam extended

According to the CILB rules report, the practical exam for subcontractor licensing was extended on January 7, 2008 with an anticipated effective date of January 28, 2008. Therefore, the practical exam is still in effect and will be until January 1, 2009. This is not an extension on obtaining a subcontracting license; you currently can be cited for unlicensed activity if you do not have a license. This extension was just on the manner of how to obtain a subcontractor license. FSPA encourages all subcontractors to get licensed immediately.

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# President's Column

## IT'S SHOW TIME AGAIN!



**Dominick Montanaro**  
FSPA President

I hope by now you have registered for the upcoming Florida 2008 Pool and Spa Show at the Orange County Convention Center in Orlando. This year's event will be

in the new building southeast of the building that has housed the Show the last few years. The new Convention Center building is directly across the street from the Rosen Centre and parking will not be the problem we have encountered in the past.

Activities start with the Pool Pro Classic Golf Tournament on Thursday, February 21, at the North Shore Golf Club. This four person scramble provides plenty of opportunities to enjoy a day of networking and possibly cashing in on some prizes. It's not too late to register!

Education begins on Wednesday, February 20 with the CPO Course being offered from 8:30 a.m. to 5:00 p.m. Thursday morning CE classes begin and there are 75 classes offered through Saturday. Several hands-on classes are also being offered by different manufacturers on Friday and Saturday in the afternoon.

Thursday evening please join us for hors d'oeuvres and cocktails at the Rosen Centre Hotel for the

Florida 2008 Kick-off and Awards Celebration. The reception is free to Show attendees and exhibitors. The Design Award winners will be recognized and the Person of the Year Award will be announced.

The Exhibit Hall opens up on Friday morning at 10:30 a.m. and runs until 5 p.m. Over 230 exhibitors will be present to showcase their products. The latest in new technology and the old tried and true products will be on display for the "Florida Pool Professionals". Don't forget to register to win up to \$1,500. Drawings that will be held Friday and Saturday throughout the day on the Show floor. The longer you are on the floor the more chances you have to win. Saturday morning the hall opens at 10:30 a.m. and runs until 4 p.m..

This year's Friday night Industry Party will be held at Friday's Front Row Restaurant on International Drive and Sandlake Rd. That's right Friday at Friday's. Busses will be available to transport you back and forth to the hotels. Games will be available for the children, both young and "old", with plenty of food too. I also want to mention that like last year, we will have an open bar all evening, cigar rollers and plenty of laughs. The cost is still \$25 per person and I encourage you to bring as many people as you like to enjoy the evening with us.

This is our Show, the industry members of Florida, the professionals who make a living here in this great state; I look forward to seeing you there.

# FSPA joins coalition to fight secondary metal theft

by Kari Hebrank, FSPA Lobbyist

FSPA has joined forces with other key stakeholders—from construction interests to utility companies to even the beer industry-- to fight against secondary metal theft. Across Florida, and much of the nation, businesses, churches and construction sites are being targeted by metal thieves and resellers at an estimated \$1 billion annually. Due to the increasing worldwide demand for metals, criminals are going to great lengths to obtain valuable metals for resale, stealing copper wiring from construction sites, digging up underground telecommunication wires, cutting utility wires and stealing beer kegs. Dishonest metals dealers resell the stolen property, thus adding to the demand and aiding criminal activity. Thirteen states have enacted laws to stop secondary metal theft. In Florida, Rep. Troutman (R-Winter Haven) and Rep. Randolph (D-Orlando) along with Sen. Constantine (R-Altamonte Springs) and Sen. Crist (R-Tampa)

have filed legislation to deter metal theft by requiring secondary metal dealers to keep records including:

- Name and/or description of person from whom the goods were acquired;
- Address, workplace, home and work phone numbers;
- A thumbprint;
- Vehicle information and photograph; and
- Videotape or digital image of the regulated metals being sold.

These precautionary measures will help deter thieves from selling stolen items to a legitimate secondary metals dealer and those unscrupulous metal dealers who do not obtain the required information and accept stolen property can be charged with a third-degree felony. HB 105 by Rep. Troutman has cleared its first committee of reference and will be heard on Jan. 9 in House Safety & Security Council.



**Terrence Lambert, MSE, PE**  
Professional Engineer & Chemist  
NSPF.org CPO® Instructor  
Variance Agent / Government Liaison

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## 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>Dominick Montanaro</b> M &amp; M Pools, Inc. Satellite Beach</p> <p>Vice-President <b>Clay Andrews</b> Aquapool of Jacksonville, Inc. Jacksonville</p> <p>Secretary <b>Alan Cooper</b> Alan Cooper Consulting Orlando</p> <p>Treasurer <b>Eva Adcock</b> Best Pools of Brevard, Inc. Melbourne</p> <p>Past President <b>Scott Egglefield</b> Mirasol FAFCO, Inc. Nokomis</p> <p>APSP Director <b>Steve Bludsworth</b> All Pool Service &amp; Supply Orlando</p>	<p>Director of Marketing &amp; Operations <b>Wendy E. Parker, APR, CEM, Ext. 102</b></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>Meeting &amp; Event Coordinator <b>Jackie Fisher, Ext. 114</b></p> <p>Communications Specialist <b>Charis Tyson, Ext. 103</b></p> <p>Administrative Assistant <b>Valerie Swika-Bundy, Ext. 100</b></p> <p style="text-align: center;">2555 Porter Lake Drive, Ste. 106 Sarasota, Florida 34240 Phone: In Florida (800) 548-6774 (941) 952-9293 Fax: (941) 366-7433 <a href="http://www.FloridaPoolPro.com">www.FloridaPoolPro.com</a></p>
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## Hotels

<p><b>Rosen Centre Hotel</b> 9840 International Drive Reservations: 800-204-7234 Rate: \$169 / night</p>	<p><b>The Peabody Orlando</b> 9801 International Drive Reservations: 800-732-2639 Rate: \$226 / night</p>
<p><b>Hyatt Place</b> 8741 International Drive Reservations: 407-370-4720 Rate: \$165 / night</p>	

Limited rooms are available at each hotel. Please make your reservations early to be sure you receive the group rate.

**About Orlando and the Convention Area**

The Florida 2008 Pool & Spa Show will be in South Hall B located in the North/ South Complex of the Orange County Convention Center.

If you are staying at one of the host hotels we recommend walking to the convention center, as parking is limited and it isn't far. There will be busing from the Hyatt Place.

Parking is available at the Convention Center for \$10 per day and also at Point Orlando and other parking garages along International Drive.

# Contributing to PIPAC; Chapter contest and upcoming silent auction

by Jennifer Hatfield, Director of Government & Public Affairs

The Pool Industry Political Action Committee (PIPAC) is a vital part of the swimming pool industry's overall government relations program. Throughout the years contributions made to PIPAC have grown substantially, allowing the swimming pool industry to increase their visibility in the political process. The relationships that have been formed by being actively involved in numerous political campaigns have made the Florida Swimming Pool Association the organization to contact when questions and concerns arise regarding swimming pools and spas. To illustrate, these relationships recently provided the Association an opportunity to work with legislators on legislation that provided a fix to the equipotential bonding grid issue and prevented the Florida Board of Professional Engineers from eliminating master filing for certain structures.

The 2008 general election cycle is now upon us and PIPAC is asking the swimming pool industry to continue its active involvement in the campaign season by financially contributing to this worthy cause. To encourage participation, PIPAC is rolling out a Chapter contest that will run until May 1, 2008. The Chapter with the

highest percentage of donations will be recognized. Remember, both FSPA members and non-members can contribute to PIPAC. In addition, Chapters will receive star ratings based on the number of people who contribute to PIPAC. Further information on the Chapter contest will be made available to each Chapter President and Executive Director.

There will also be a PIPAC Silent Auction at the Florida 2008 Pool and Spa Show and PIPAC is currently accepting items for bid. Auction items will include sporting event tickets, weekend hotel stays, restaurant gift certificates, area amusement park tickets, and swimming pool and spa products. The auction items will be available for bid at various booths during both days of the Show.

In addition, each person who contributes \$150 to PIPAC in 2008 will receive a PIPAC lapel pin. Those who contribute \$250 will be given a certificate for one free FSPA CE class, to be redeemed May 1 – December 31, 2008. PIPAC contributions can be sent direct to the FSPA office. The FSPA and PIPAC thank everyone for their continued support.



# The Pool Pro Classic Golf Tournament



Thursday  
February 21  
8:00 a.m. shotgun start

Join us for this four-person scramble event prior to the official start of the trade show. Prizes will be awarded for 1<sup>st</sup> and 2<sup>nd</sup> places, longest drive, closest to the pin and hole-in-one.

The cost is \$125 per person with \$5 of each registration going to the Florida Swimming Pool Association Scholarship Fund. Lunch and drink tickets are included in the registration fee. Visit [www.FloridaPoolShow.com](http://www.FloridaPoolShow.com) to download a registration form.

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# Florida Pool Permits **HBW** Inc.

Provided by HBW. [www.hbweekly.com](http://www.hbweekly.com).

County Name	December 2006	December 2007
Alachua County	17	13
Bay County	0	9
Brevard County	119	29
Broward County	159	77
Calhoun County	0	0
Charlotte County	117	31
Citrus County	54	24
Clay County	6	6
Collier County	110	51
Dade County	98	92
Duval County	35	29
Escambia County	0	14
Flagler County	24	18
Franklin County	0	3
Gadsden County	0	1
Gulf County	0	2
Hernando County	67	32
Highlands County	15	6
Hillsborough County	156	76
Holmes County	0	1
Indian River County	29	23
Jackson County	0	0
Jefferson County	0	0
Lake County	75	38
Lee County	447	90
Leon County	9	16
Liberty County	0	0
Manatee County	83	40
Marion County	51	32
Martin County	39	21
Nassau County	9	5
Okaloosa County	0	18
Orange County	213	85
Osceola County	24	41
Palm Beach County	187	119
Pasco County	120	69
Pinellas County	51	33
Polk County	123	83
Putnam County	0	2
Santa Rosa County	0	11
Sarasota County	44	23
Seminole County	35	22
St Johns County	59	30
St Lucie County	62	52
Sumter County	22	23
Volusia County	57	60
Wakulla County	0	1
Walton County	0	18
Washington County	0	1
<b>TOTAL</b>	<b>2716</b>	<b>1470</b>

## New Member Applications

### Florida Gulf Coast

Banner Pool Service, Inc. (Service: Cleaning and water treatment)  
David Liebetrau, Sanibel Island

### Northeast Florida Chapter

Breakwater Pools, LLC (Builder) CPC 1457423  
Joseph G. Dethloff, Jacksonville

Parry Pools, Inc. (Retired) CPC044955  
William E. Parry, Jr., Jacksonville

### Northwest Florida Chapter

St. Joe Pool (Service) CPC1456545  
(Qualifier: Timothy L. De Puy: Pristine Pools)  
Jeff Leavitt, Port St. Joe

### Space Coast Chapter

Repatco, Inc. d/b/a Pinch A Penny # 25 (Service and Retail Store)  
RP252554819  
Pat and Monique Ahren, Merritt Island

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

### Don't miss this class at the Show!

Thursday, 8:00 a.m. - 5:00 p.m., #0009923

### Pricing Service and Products for Profit Workshop

Tom Grandy instructs this workshop with each company using their own numbers! Each seminar attendee will receive a 100+ page manual which contains all the overheads, worksheets and examples used during the session. If you are serious about profitable growth you will not want to miss this special workshop.

\*If you register before February 11 the additional fee for this class is only \$150 (or \$75 if not for CILB credit). See the course description for the list of materials you need to bring. This course meets the Business Practices requirement. Florida Swimming Pool Association Providership #0000917.

**Does your sales department need rescuing?**



**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.  
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**It's not too late to renew**

### your membership or join the FSPA TODAY!

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

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

Questions? Call your local Chapter Executive Director or contact the FSPA office toll free at (800) 548-6774 or e-mail: [membership@FloridaPoolPro.com](mailto:membership@FloridaPoolPro.com).

# Everything under the sun

Continued from page 1

Space is limited for hands-on courses so sign up soon.

The annual Golf Tournament returns to North Shore Golf Club, a favorite of past players. For just \$125 you get a breakfast, lunch, drink tickets and the chance to win some great prizes. The first place team all wins a Nike Xtreme Sport Carry Golf Bag and the longest drive and closest to the pin winners each get a Taylor Made RAC Chrome Sand Wedge. The raffle prizes include theme park tickets and restaurant gift certificates. Go ahead and sign up to spend a day with friends, new and old, for camaraderie and fun.

The annual welcome and awards reception will be held Thursday, February 21 at the Rosen Centre Hotel. Join us to recognize some of the best swimming pool projects we've seen entered in the Design Awards program in a few years. Also, this is a time to recognize the volunteers that make this organization's success possible. Awards will be given to the Person of the Year and the Chapter Directors of the Year. Two new awards will be presented: a Lifetime Achievement Award will be given to the family of Chuck Curtis and the FSPA staff has chosen to award a Volunteer of the Year.

What Show would be complete without a Friday night party? Join us for the party at Friday's Front Row – for just \$25 there is an OPEN BAR

and food, games, a live band and more. Busses will be provided from the hotels – there is limited parking at the facility.

Still looking for a reason to go to the Show? This is the primary source of revenue for the Florida Swimming Pool Association. The Association that in 2007 defeated the master filing bill preventing the requirement of site specific engineering for each project; the Association that provided a fix to the equipotential bonding grid issue and the Association that helped get ANSI/APSP-7 standard into the Florida Building Code. This is YOUR Association and YOU need to support it (member or not) so that we can continue to be the biggest advocate for swimming pool professionals in Florida.

There is no other event in Florida where you can see the newest products, learn money-saving ideas, meet other people with similar challenges and even party down!

Visit [www.floridapoolshow.com](http://www.floridapoolshow.com) to register and read more about the annual event.



# Insurance Update

## Damage to your work by subcontractor ruling

by Bill Hodgkins, Insurance by Ken Brown

Recently, the Florida Supreme Court ruled that the standard post-1998 ISO General Liability policy does treat damage to a contractor's "work" if the damage was caused by a subcontractor working on the contractor's "work" as an occurrence, thereby opening up the policy for potential coverage. Before this ruling, only claims brought in District Two court (Charlotte, Collier, Desoto, Glades, Hardee, Hendry, Highlands, Hillsborough, Lee, Manatee, Pasco, Pinellas, Polk, and Sarasota Counties) for this type of damage was considered an occurrence. In all other counties however, lower courts had ruled that damage to a contractor's "work" by a subcontractor was NOT an occurrence and therefore was not eligible for coverage.

What is meant by all of this? Say you are building a swimming pool and you have subcontracted out the shotcrete portion of the construction. The subcontractor finishes shooting the pool and a week later the pool shell collapses in on itself. This ruling clarifies that

damage to the pool shell itself in this scenario could be considered an occurrence and therefore could be considered for coverage (previously it was not considered an occurrence). Conversely, any resultant damage (i.e. to the home) has always been considered an occurrence and was eligible for coverage. Bodily injury to third parties was always considered to be an occurrence. This ruling was only designed to clarify the "damage to your work" provision of the standard ISO general liability policy.

It remains to be seen how the insurance companies will respond to this ruling because it was never the intent of insurance companies to cover damage to a contractor's "work" caused by a subcontractor. Some carriers have indicated that they will be placing an exclusion on their general liability policies called "Damage to Work Performed by Subcontractors on Your Behalf" to clarify their policy intent. For more information on this and other insurance topics, please call your insurance agent.

## Commercial Swimming Pool Certification

Wednesday - Thursday  
February 20-21, 2008  
Orange County Convention Center  
Course hours: 8:30 a.m. - 5:00 p.m.



Instructor: **Connie Sue Gibson Centrella, HornerXpress**

16 hours of CILB Credit is available for this course (one hour Workplace Safety) CILB #0007787; Providership #0000917

**Sign up today!**  
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# Don't miss the fun on Friday at Friday's

The annual Friday night private industry party will be at Friday's Front Row Sports Grill. For only \$25 per person you can enjoy a live band, games, food and drinks (**OPEN BAR!**). Bring your friends for a great night out!

\*There will be busing between the host hotels and Friday's.



### EVENT SPONSORS

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- Gorman Company
- Florida Water Products
- IPSSA

## February Online Audio Presentation

Free to FSPA members

### Web Marketing Secrets

By: *Brian Kraff*

Web marketing is the "buzz word" of today and guess what...it will be tomorrow as well. Nearly every business has a Web site and everyone is trying to learn how to be placed first on the Google or Yahoo list. This month's presentation will provide answers to many of your web marketing questions. Brian will also share some seldom known "secrets" that can move you up the Google/Yahoo list!

#### Key Points:

There are three general areas of web marketing that every contractor needs for fully understand in order to be an "effective" web marketer.

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# Show Classes - course descriptions available at [www.FloridaPoolShow.com](http://www.FloridaPoolShow.com)

**Blue** = offered by Genesis 3 Group  
**Green** = energy efficiency topic

64 E Code Changes (Public Swimming Pools) #0007908, General Credit  
Saturday, 10:30 a.m. - 11:20 a.m.  
Instructor: Terrence Lambert, MSE, PE

Advanced Electrolytic Chlorine Generators #0008849, General Credit  
Thursday, 1:15 p.m. - 4:15 p.m.  
Instructor: Sean Assam

Advanced Hydraulic Design for Custom Pools and Spas #0009374, General  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Steve Gutai

Advanced Pool and Spa Automation #0008814, General Credit  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: David Pruchniewski

Advanced Water Chemistry #0008405, General Credit  
Thursday, 12:15 p.m. - 4:15 p.m.  
Instructor: Joe Sweazy

Alternative Dispute Resolution #0007785, General Credit  
Thursday, 11:00 a.m. - 12:40 p.m.  
Instructor: Roy Lenois

ANSI / APSP Standards #0006959, Business Practices  
Friday, 7:30 a.m. - 9:10 a.m.  
Instructor: Carvin DiGiovanni

Artificial Rock for In-Ground Pools #0008806, General Credit  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Bruce Riley

Asset Protection for Contractors #0009924, Business Practices  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Adam Kirwin, J.D., LL.M.

Basic Hydraulics #0009331, General  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: John Ott

Basic Pool & Spa Automation #0008809, General Credit  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: David Pruchniewski

Basic Pool and Spa Water Chemistry and Testing #0009336, General Credit  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Wayne Ivusich

Best Practices for Pool and Spa Business Success #0009337, Business Practices  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Connie Sue Centrella

Bonding and Grounding for Pools, Spas and Other Bodies of Water #0009897, General  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Douglas Harvey

Business Management #0009895, Business Practices  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Andy Hernan

Business Practices of Successful Companies #0007790, Business Practices  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Tom Grandy

Cash Flow and Cash Flow Budgeting #0007786, Business Practices  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Tom Grandy

Chapter 489:  
- Contractors' Responsibilities #0006972, Laws and Rules  
Friday, 10:45 a.m. - 11:35 a.m.  
Instructor: G.W. Harrell  
- Prohibitions and Penalties # pending, Laws and Rules  
Saturday, 9:45 a.m. - 10:35 a.m.  
Instructor: Jennifer Hatfield

Chlorination and Automation #0009339, General Credit  
Saturday, 8:30 a.m. - 9:20 a.m.  
Instructor: Kris Petersen

Computer Applications for Swimming Pool Professionals #0009925, General  
Friday, 7:30 a.m. - 9:10 a.m.  
Instructor: Theo Salvo

Concrete Deck and Natural Stone Sealers #0009326, General Credit  
Friday, 9:45 a.m. - 10:35 a.m.  
Instructor: Jim Dill

Construction and Pool Prep Considerations for Aggregate Finishes #0009892, General

Friday, 8:30 a.m. - 9:20 a.m.  
Instructor: Richard Tarricone

Construction Contracts #0007798, General  
Friday, 7:30 a.m. - 8:20 a.m.  
Instructor: Rhonda Koning

Cost Cutting to Increase Profits #0008760, Business Practices  
Friday, 7:30 a.m. - 9:10 a.m.  
Instructor: Tom Grandy

Customer Service #0007721, Business Practices  
Saturday, 8:30 a.m. - 9:20 a.m.  
Instructor: Dan Johnson, CBP

DBPR-CILB Update #0007905, Business Practices  
Friday, 1:30 p.m. - 3:10 p.m.  
Instructor: G.W. Harrell

Drain Suction Entrapment - Solutions and Problems #0008400, General Credit  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Carvin DiGiovanni

Educating the Pool Owner #0008812, General Credit  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Mike Foncannon

**Efficiencies in Pool Designs** #0008406, General Credit  
Friday, 7:30 a.m. - 9:10 a.m.  
Instructor: John Ott

Electronic Ignition Heaters #0007789, General Credit  
Friday, 7:30 a.m. - 9:10 a.m.  
Instructor: Danny Crump

Employment Practices for Construction/ Service Contractors #0008756, General  
Friday, 7:30 a.m. - 9:10 a.m.  
Instructor: Bill Kent

Everything a Pool Builder Should Know about Gunite and Shotcrete #0009896, General  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Ron Lacher

Florida Building Code Administrative Core Course #0000001, Core  
Thursday, 12:15 p.m. - 4:15 p.m.  
Instructor: Don Cesarone

Florida Building Code Advanced Training: Residential Swimming Pools #0009300, Advanced Module Requirement  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Roy Lenois  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Ken Gregory

Florida Construction Lien Laws #0007314, Business Practices  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Rhonda Koning

Fundamentals of Heat Pump Pool Heaters #0007315, General Credit  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Tim Holdway

Hot Water Chemistry and Testing #0009329, General Credit  
Friday, 7:30 a.m. - 9:10 a.m.  
Instructor: Wayne Ivusich

How Pools Work #0008305, General  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Dan Johnson, CBP

In-Floor Cleaning and Circulation Systems #0010003, General Credit  
Saturday, 7:30 a.m. - 8:20 a.m.  
Instructor: Bill Papula

**Introduction to Basic Rendering (Not CE)** Thursday, 8:00 a.m. - 12:00 p.m.  
Instructor: Milton Dorsey

Introduction to Pool Finishes: Alternative Aggregates #0009376, General Credit  
Friday, 7:30 a.m. - 9:10 a.m.  
Instructor: Randy Dukes

**Job Costing for Profit vs. Existence** #0009899, Business Practices  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Brian van Bower

Key Performance Indicators Service Companies Can Use to Increase Profits #0009928, Business Practices  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Tom Grandy

Legal Risks and Insurance Considerations for the Pool/Spa Industry #0009927, Business Practices  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Raymond Arouesty

LP Gas & Pool Heaters: Achieving a Safe Combination #0000239, Workplace Safety  
Thursday, 1:15 p.m. - 3:15 p.m.  
Instructor: John Antonio

Motors and Pumps - The Heart of the System #0009327, General Credit  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Mike Childress and Jack Gobeler

Pool and Spa Basic Hydraulics for Filtration #0009340, General Credit  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Alex Krajewski

Pool and Spa Business Growth Development #0008752, General Credit  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Bill Kent

Pool Finishes: Prevent and Remove Stain Discoloration #0008753, General  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Ted Kaeser

Pricing Service and Products for a Profit Workshop #0009923, Business Practices  
Thursday, 8:00 a.m. - 5:00 p.m.  
Instructor: Tom Grandy

**Project Profiles: Execution of Technically Advanced Watershapes with Challenging Site Conditions** #0009901, General Credit  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Brian Van Bower & Skip Phillips

Risk Management Essentials #0009922, Workplace Safety  
Thursday, 8:00 a.m. - 1:00 p.m.  
Instructor: Jonathan Parker, CSP, ARM

Salt Chlorine Generators for Commercial Pools #0009898, General Credit  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Sean Assam

Small Business Communication #0007788, Business Practices  
Friday, 7:30 a.m. - 8:20 a.m.  
Instructor: Wendy Parker, CEM, APR

Strategic Planning for the Pool & Spa Company #0008808, General Credit  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Kathie Holland, CBC

The Entrepreneur's Tool Box #0009379, General Credit  
Friday, 8:30 a.m. - 9:20 a.m.  
Instructor: Marc Simms, CPBA, CPVA

**The Technical Applications of Water in Transit** #0009900, General Credit  
Thursday, 1:15 p.m. - 5:15 p.m.  
Instructor: Skip Phillips and Brian Van Bower

Time Management for Contractors #0009378, General Credit  
Friday, 7:30 a.m. - 8:20 a.m.  
Instructor: Marc Simms, CPBA, CPVA

Training Employees in Chemical Handling #0006973, Workplace Safety  
Saturday, 8:30 a.m. - 9:20 a.m.  
Instructor: Mike Foncannon

Troubleshooting Millivolt, Spark and Direct Ignition Fired Heaters #0009926, General  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Alex Krajewski

Understanding Advantages and Installation of Pavers #0007799, General Credit  
Friday, 7:30 a.m. - 8:20 a.m.  
Instructor: Dan Essig

Understanding and Troubleshooting Swimming Pool Heat Pumps #0009332, General Credit  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Jeff Tawney

Value vs. Price #0009328, Business Practices  
Friday, 9:45 a.m. - 11:25 a.m.  
Instructor: Mario Rossetti

**Variable Frequency Drive Technology** #0009930, General Credit  
Saturday, 9:45 a.m. - 11:25 a.m.  
Instructor: Danny Crump

Water Chemistry for Aggregate Pool Finishes #0009893, General Credit  
Friday, 9:45 a.m. - 10:35 a.m.  
Instructor: Richard Tarricone

Water Chemistry: Source Water Problems #0009929, General Credit  
Saturday, 7:30 a.m. - 9:10 a.m.  
Instructor: Terry Arko

Water Features for Swimming Pools #0008401, General Credit

Friday, 9:45 a.m. - 10:35 a.m.  
Instructor: Ben Dixon

Worker's Compensation #0006955  
Thursday, 1:30 p.m. - 2:20 p.m.  
Instructor: Ken Brown  
Friday, 8:30 a.m. - 9:20 a.m.  
Instructor: Rick Lee  
Saturday, 7:30 a.m. - 8:20 a.m.  
Instructor: Bill Hodgkins

Workplace Safety #0006954  
Thursday, 2:45 p.m. - 4:25 p.m.  
Friday, 7:30 a.m. - 8:20 a.m.  
Saturday, 9:45 a.m. - 11:25 a.m.  
Workplace Safety  
Instructor: Jonathan Parker, CSP, ARM

**Hands-on Training - FREE inside the exhibit hall.** For more information, visit [www.FloridaPoolShow.com](http://www.FloridaPoolShow.com), (Not for CE)

**Variable Frequency Drivers: Application and Service, Presented by Pentair:**

This course covers the basic configuration of Variable Frequency Drive Pumps; disassembly and service of the drive, motor and pump; and components and their differences from a typical pool or spa pump. The energy savings achieved through the use of this new technology will be explained.  
Instructors: Danny Crump & Mike Childress

**Jandy Pool Products Work Seamlessly Together, Presented by Jandy:**

Learn installation, operation and troubleshooting with hands on simulators for Jandy controls, heaters, pumps, chlorine generators & filters. Instructors: Alex Krajewski, Jack Zurich and Steve Gutai, Jandy Pool Products  
Friday:

- AquaLink RS Controls Hands on Programming and Function Review
- PDA Controls Hands on Programming and Function Review
- AquaPure and PureLink Chlorine Generators Installation & Troubleshooting  
Saturday:
- **Jandy's Variable Speed Pumps with Electronic Controls Installation and Programming**
- LXi Gas Heaters Installation and Troubleshooting
- AquaLink RS Controls Hands-on Programming and Function Review

**One Day Waterfalls, Presented by RicoRock:**

Techniques used to install and color cast concrete rocks, featuring the new Loveseat Grotto Waterfall. Waterproofing and mortar techniques will be reviewed.  
Instructor: Bruce Riley, RicoRock, Inc.

**Troubleshooting Swimming Pool Heat Pumps, Presented by AquaCal:** (These courses are targeted to the service professional who has an understanding of the proper use of a volt / ohm meter as well as a good mechanical aptitude.) Instructor: Jeff Tawney

- Part 1: "Walk Up" Troubleshooting of Swimming Pool Heat Pumps: Covers the diagnostics of a heat pump system utilizing a set of basic facts and a fairly reliable thermometer.
- Part 2: "Volt / Ohm Meter" Troubleshooting of Swimming Pool Heat Pumps: Covers the diagnostics of a heat pump system utilizing a volt/ ohm meter. It will cover digital heat pumps and heat pumps connected to an external controller.

**Troubleshooting Salt Chlorine Generators and the AutoPilot Total Control System, Presented by AquaCal**

- Instructor: Jeff Tawney, AquaCal
- Part 3: "Troubleshooting the AutoPilot Salt Chlorine Generator": This segment will cover the diagnostics of the Digital and Softtouch AutoPilot system.
  - Part 4: "Troubleshooting the AutoPilot Total Control Pool Sanitizing System": This segment will cover the diagnostics of the chlorine generator and the automatic Ph control.

**Risk Management for the Service Professional:** In these litigious times everyone from injured or dissatisfied customers to unanticipated third parties is quick to sue first and ask questions later. Fortunately service and maintenance company owners can protect themselves and their employees – and reduce the risk of such lawsuits – by following some basic rules. Steve Getzoff provides seven tips for service technicians who want to survive in a litigious world.  
Instructors: Steven Getzoff, Lester Schwab Katz & Dwyer and Jennifer Hatfield, FSPA

# Spotlight on a Chapter Polk County

Chapter President: Keith Johnson  
Chapter Executive Director: Mary Manion

**Some of the Chapter's recent accomplishments/ projects/ events:**

In 2005 the Chapter built "Alayna's Pool" for the family of a Polk County soldier, Ron Ginther, who was killed in Iraq. The Chapter and its volunteers built the \$40,000 pool completely out of donations from within the swimming pool industry.

To promote safety, the Chapter has worked with the YMCA, Safe Kids, Boys and Girls Clubs, EMS, Red Cross, Girls, Inc., Polk County School Systems, the Fire Department and private pre-school programs promoting "every child a swimmer for life."

**Ways the Chapter promotes new membership:**

The Polk County Chapter Board of Directors has set a goal of ten new members in 2008. There will be a major membership drive including Counter Days at the distribution centers and open houses at SCP and HornerXpress. In addition, Mary and Keith are visiting personally with each member and with potential members.

**The Chapter's best/ favorite annual event:**

"Swamp Thang", an annual charity auction held in October. This event has been held for three years so far and is extremely successful in raising money for the Chapter and the various charities the Chapter supports. The auction is accompanied by a "get 'er done" steak and barbeque dinner and lots of fun.

**Characteristics of the Chapter that make it effective/ unique:**

The Member Referring Member program. When a member company receives a call for work that their company does not perform, they refer the call to the Chapter office. The office provides a list of members who perform that service. This gives all member companies an opportunity to bid on the work.

This year the Chapter is doing an advertising campaign. They are placing three 1/2-page ads over the next two months. The ads will list the code of ethics and member companies. They will try to track the effectiveness of the ad by the number of calls the Chapter office receives from it.

**One goal you would like to see FSPA accomplish:**

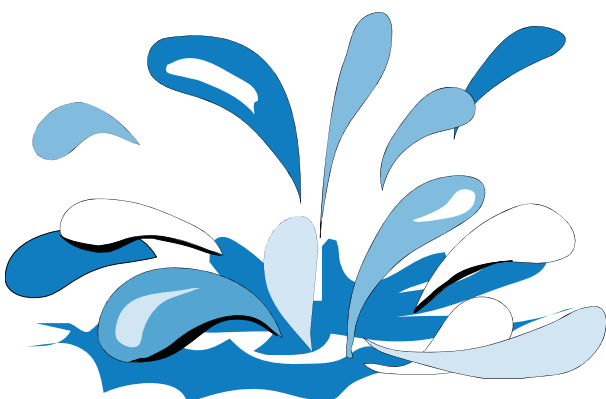
The Polk County Chapter would like to see membership in FSPA increase across the state by 20%. They have set a goal for their Chapter and hope that each Chapter meets their goals. The Chapter would also like to see 100% involvement in PIPAC. The challenge of \$100 per member will hopefully be met.

**The Chapter's goals for this year:**

"Make Business Great in 2008". Programs will be offered at the Chapter meetings that include "business builders" such as sales tax, finance, and wage and hour information.

**Additional comments or interesting information about the Chapter:**

The Chapter began in 1994 and has had success and growth because of one word, enthusiasm! **Ed Delafield, Griffin Pools**, was one of the founding fathers and gained recognition on a local and state level as he served as a volunteer on the Construction Industry Licensing Board and lobbied for the Swimming Pool Industry. Ed has since gone on to be local, state and region board member, served as Chapter and Region President, and was the first Chapter member to be voted to the FSPA Hall of Fame.



## Chapter News

### Broward

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

No news this month.

### Central Florida

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

At the FSPA Central Florida Chapter meeting on January 9, **Ken Gregory, Park Square Pools**, presented the "Advanced Building Module" and was able to clear up several "grey" areas in the code. Special thanks to Dale Greiner, Lake County Building Official and member of the Florida Building Commission for participating in the event. Perhaps the big picture of the meeting was the incredible job that is being done by our state office and by our full time Government Relations Director, Jennifer Hatfield. In 2007 alone, the FSPA lobbied and was victorious with the the equipotential bonding grid fix, the master filing issue, and the adoption of the ANSI/APSP 7 standard by the Florida Building Commission. Way to Go, FSPA!

We will not be meeting in February, and hope all of our members will be at the Florida Pool and Spa Show! Here

is where you get the chance to see the latest and greatest in our industry, and have the opportunity to meet with the companies who manufacture or represent the products you use daily. It is free to you and your company. Parking will be a lot better this year, so you do not have any excuses to miss the event! See you at the Show!

To continue with our "theme" for this year, "Make your Business Great in 2008", Bill Kent will be conducting a one hour CILB approved CE Class on March 11. The class is entitled # 0007824, "the Four Best Kept Secrets of Business Success", HornerXpress providership #004-0001103. This meets the Business Practices requirement. Bill has such a special way of conveying his message of success and his "secrets" are most likely words that will be brand new to you (NOT). This is a wonderful program and just the way we need to "spring into spring" in the Central Florida Chapter.

### Charlotte Harbor

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

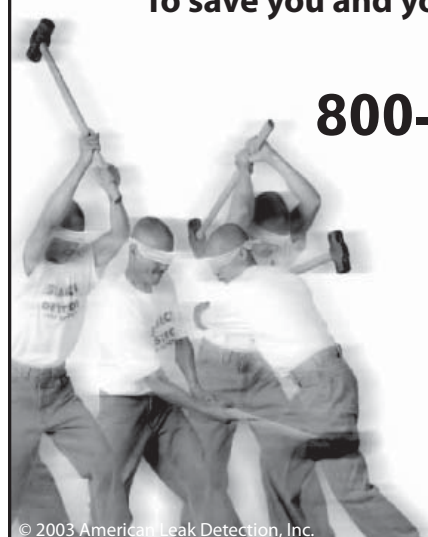
No news this month.

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To save you and your customers money.**

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## East Central Florida

Executive Director: Lynn Hecklinger  
(386) 673-0038

FSPAEastCentralFlorida@FloridaPoolPro.com

There will be no ECF board or membership meetings in February so that all members can spend as much time as needed to thoroughly explore the Florida Pool and Spa Show in Orlando and, perhaps equally important, to take as many continuing education courses as possible during the three days that they are being offered.

The Chapter wants to thank **Wes Haigh, Guaranteed Pool & Spa**, for arranging for Eric Olsen of the Volusia Home Builders Association to speak at the January meeting. In his role as chairman of the Chapter's Builders Council, Wes is exploring ways in which FSPA and VHBA can work together.

## Florida Gulf Coast

Executive Director: Andy Mallison  
(800) 569-6774 Ext. 11

FSPAFloridaGulfCoast@FloridaPoolPro.com

No news this month.

## Florida West Coast

Executive Director: Jean Oxley  
(727) 517-9340

FSPAFloridaWestCoast@FloridaPoolPro.com

The next Board of Directors meeting will be at 12:00 p.m. on Tuesday, February 12 at Belleair Pool Supply, 1702 West Bay Drive, Largo. Remember that any Chapter member can sit on the Board of Directors. Our Board of Directors meetings are usually scheduled for the first Tuesday of every month, but please note that February's meeting is the second Tuesday.

Save the dates! March 8 is a ½-day fishing trip out of John's Pass and May 17 is the Florida West Coast Chapter Annual Golf Event. Everyone is welcome. Watch your faxes and e-mail for details.

Condolences to the family of Chuck Curtis, founder of C.F. Curtis Construction, Inc., also known as Curtis Pools. Chuck was active with the Florida Pool Association in the 1960s and 1970s, which was the forerunner of today's FSPA. Chuck was a mentor and a leader to many of Tampa Bay's current pool

professionals and helped to shape our industry. His friendly smile and advice will be missed.

## Manasota

Executive Director: Andy Mallison  
(800) 569-6774 Ext. 11

FSPAManasota@FloridaPoolPro.com

No news this month.

## North Central Florida

Executive Director: Tammy Hayslett  
(352) 229-4144

FSPANorthCentralFlorida@FloridaPoolPro.com

Our Chapter would like to welcome aboard our new Slate of Officer's for 2008: President, **Dino Muggeo, Fun State Pool Service**; Vice President, **Connie Ripley, Pools By Ripley**; Treasurer, **Larry Losciale, Easy Modern Living**; Secretary, **Mike Canto, Fun State Pools, Inc.**

During our January Chapter meeting in Gainesville, Randy Taylor was honored with an award for "Five Years Of Outstanding Service as President". Randy served on our board from 2002-2007. Thank you Randy you are an asset to our chapter.

Also, during the meeting, Tom Bush was awarded for "Outstanding Service" as Chairman of our 2007 Golf Tournament. Tom has done a fantastic job with the Golf tournaments for the past two years and the proceeds from our 2007 Golf Tournament were \$6,605. We received another \$100 the night of our Chapter meeting. Congratulations Tom for your hard work in bringing the golf tournament together.

We also presented several Certificates of Appreciation to those who were hole sponsors, donated prizes or T-shirts, or helped in setting up and working during the golf tournament. The North Central Florida Chapter greatly thanks and appreciates the members who make this annual event a continuing success.

## Northeast Florida

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

FSPANortheastFlorida@FloridaPoolPro.com

No news this month.

## Northwest Florida

Executive Director: Renae Howard  
(888) 818-9618

FSPANorthwestFlorida@FloridaPoolPro.com

No news this month.

## Palm Beach

Executive Director: Doris Rohner  
(888) 818-9618

FSPAPalmBeach@FloridaPoolPro.com

Ever wondered about the FSPA arbitration program? How about registering for the CE class Alternative Dispute Resolution at the Florida Pool & Spa Show. You'll learn the benefits for members, nonmembers and homeowners. The Palm Beach Chapter is seeking volunteers to sit on a Chapter panel of arbitrators. Try volunteering and start off by attending the CE class in Orlando.

Membership meetings are starting. Don't forget the following dates: February 6, March 5, April 2, May 7, June 4, September 3 and October 1. The meeting topics and locations will be posted soon.

A special thank you to our State Directors, **Steve Hackl, Hackl Pool Construction, Mike Shirey, Clear Pool Maintenance, Jim Stevens, Florida Pool Tech, and Dan Welsh, SCP Distributors**. These directors represented you, the membership, at the FSPA State Board meeting on January 10-12.

## Polk County

Executive Director: Mary Manion  
(800) 416-6774

FSPAPolkCounty@FloridaPoolPro.com

Just a reminder that the Chapter will not meet in February, allowing everyone the opportunity to attend the Florida Pool and Spa Show. There are tons of new education classes and as always, the biggest and the brightest will be exhibiting in the show hall. It is free to attend. This should be a MUST for you and ALL of your employees!

On March 21, you will find us enjoying the SCP "Open House." Thank you, **Judy Williams, SCP Branch Manager**, for inviting the Chapter to participate in your Open House and have the opportunity to speak to some "seasoned" as well as new "pool professionals" about the benefits of membership in the FSPA.

We are also working to establish a Service and Builder Council in our Chapter. We have not been as



North Central Florida Awards Ceremony: Dino Muggeo presents Randy Taylor with an award.

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successful as we had hoped, but we trust the new Wage and Hour Law Guide will be a reason to come to this special meeting. We are looking at doing a breakfast meeting in mid-February and ask that you watch your e-mail, snail mail and faxes for more information. There are some exciting programs on the horizon in the FSPA and you will want to be part of them!

One of the points that Chuck Carmen shared was preparing your businesses for "the upswing" and being ready to move forward as business increases. On April 16, 2008, we are excited to offer a new class taught by our own Andy Hernan. This will be a one hour CILB approved CE class and will include basic finance for all businesses; it is #0009894, "The Business in your Pool", Florida Pool and Spa Association d/b/a Florida Swimming Pool Association providership #0000917. This meets the Business Practices requirement. Mark your calendars for March 21 at SCP and April 16 for one hour of CE with Andy!

Remember, no meeting in February. See you at the Florida Show!

### Space Coast

Executive Director: Bill Britz  
(321) 779-0103

FSPASpaceCoast@FloridaPoolPro.com

A General Membership Meeting including all Builders Council and the Service Council members will be held on Thursday, February 3, at 1:00 p.m. at Beef O'Brady's located at 3030 Lake Washington Road,

Melbourne. Please attend this initial meeting of 2008 so that we may identify your needs and discuss meeting times and locations for the following year. Chapter President Chaney just returned from the FSPA's Quarterly Meeting and will bring you up to date on all the current issues. Following this meeting will be a Board of Directors meeting.

It's picnic time again! Start planning now for the Annual Picnic and Volleyball Tournament (sorry, the park will not allow horseshoes this year). It will be held on Sunday, April 6 at the Pelican Beach Park Pavilions, 1525 HWY A1A, Satellite Beach, Florida 32937 from 11:00 a.m. to 5:00 p.m. The Volleyball Tournament will begin at 12:30 p.m. We will be publishing a schedule of start times for each match and will be using the rally format for scoring. This should make our games go faster and definitely make them more exciting.

Watch for our faxes and e-mails, and please send us your team information ASAP so we can publish game schedules.

We encourage all of our members to attend the Florida 2008 Pool & Spa Show, February 22-23, 2008.

### Tampa Bay

Executive Director: Karen Cobo  
(813) 265-2907

FSPATampaBay@FloridaPoolPro.com

The next board meeting will be held on February 6 at 11:30 a.m. at Beef O'Brady's, 8816 N. Himes Ave., Tampa. All members are welcome.

Please call the Chapter office if you plan to attend. Come see what we do, participate and be a part of the action. Suggestions for future programs and ideas are encouraged.

There will be no dinner meeting in February so that members, nonmembers and associates can attend the Florida Pool & Spa Show. Our next dinner meeting will be Tuesday, March 11.

We are planning our Annual Golf Tournament for April 26. We will need hole sponsors and prizes for the event. Please call for information.

This year at the March Home Show at the Florida State Fair grounds there will be a fiberglass pool at the main entrance. The theme will be "Now is the Time to Build a Pool in '08." It will have a skirted stage, professional landscaping and seating for question and answer seminars. This is a great way to show Tampa Bay that we are a viable industry. We are looking for 10-12 sponsors to sign up. The cost is \$500 and your company will have the opportunity to meet thousands of potential customers, get television exposure and generate sales leads. It is only available to members and would be good for pool builders, heating companies, pool service and manufacturers/ suppliers.

### Treasure Coast

Executive Director: Susan Gilbert  
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com

We won't be having a meeting in February due to the show. We encourage everyone to go the Florida Pool & Spa Show. We need to

demonstrate our support physically by being there, as well financially!

Our next meeting will be March 27, location TBA.

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.

## Job listings/ classified ads coming soon

FSPA is starting a job listing/classifieds section on our Web site, [www.FloridaPoolPro.com](http://www.FloridaPoolPro.com). This is a great way to reach people in the industry. You could use it to sell equipment or find the right person to work for you. For \$15 a month your job opening/ classified ad will be posted on our Web site and for \$75 it will also be published in an issue of the *Florida Pool Pro*<sup>sm</sup>. There is a 50 word limit, including all of your contact information. Postings must be submitted with payment (checks only) by the 12th for the following month's publication. If you have any questions or would like to participate contact Charis Tyson at [Ctyson@FloridaPoolPro.com](mailto:Ctyson@FloridaPoolPro.com) or (941) 952-9293.



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# Calendar of Events

## February 2008

- 3 FSPA Space Coast  
1:00 p.m. Chapter Meeting  
2:00 p.m. Board of Directors Meeting  
Beef O'Bradys, 3030 Lake Washington Rd., Melbourne
- 5 FSPA Manasota Chapter Board Meeting
- 6 FSPA Broward Chapter Board Meeting  
6:30 p.m. El Palacio, 4900 Powerline Rd., Ft. Lauderdale
- 6 FSPA Tampa Bay Chapter Board Meeting  
11:30 a.m. Beef O'Brady's, 8816 North Himes Ave., Tampa
- 6 FSPA Palm Beach Chapter Meeting
- 12 FSPA Florida West Coast Chapter Board Meeting  
12:00 p.m. Belleair Pool Supply, 1702 West Bay Drive, Largo
- 13 FSPA North Central Florida  
6:00 p.m. Board Meeting  
7:00 p.m. Guest Speaker  
8:00 p.m. Chapter Meeting and Dinner  
Grille 754, 754 NE 25th Ave., Ocala

## Florida Pool & Spa Show

20-21 CPO Course

21 Genesis 3 Design Courses  
Tom Grandy full day business workshop  
CE courses begin  
Golf Tournament  
Welcome & Awards Reception

22 CE Courses  
Exhibit Hall opens  
Hands-on courses in exhibit hall  
Private Industry Party at Friday's Front Row

- 23 CE Courses  
Exhibit Hall open  
Hands-on courses in exhibit hall
- 27 FSPA Charlotte Harbor Chapter Board Meeting
- 28 FSPA Northeast Florida Chapter Board Meeting

## March 2008

- 5 FSPA Broward Chapter Board Meeting  
6:30 p.m. El Palacio, 4900 Powerline Rd., Ft. Lauderdale
- 5 FSPA Palm Beach Chapter Meeting
- 11 FSPA Central Florida Chapter, CE course
- 18 FSPA Florida West Coast 1/2-day Fishing Trip, John's Pass
- 19 FSPA East Central Florida Chapter and Board Meetings  
Tradewinds Grille, 1425 Hand Ave., Ormond Beach
- 21 FSPA Polk County Chapter  
SCP Open House and Membership Drive, Lakeland
- 27 FSPA Treasure Coast Chapter Meeting

## April 2008

- 2 FSPA Palm Beach Chapter Meeting
- 6 FSPA Space Coast Chapter Annual Picnic & Volleyball Tournament  
11:00 a.m. to 5:00 p.m., Volleyball starts at 12:30 p.m.  
Pelican Beach Park Pavilions, 1525 Hwy. A1A, Satellite Beach
- 16 FSPA Polk County Chapter, CE course



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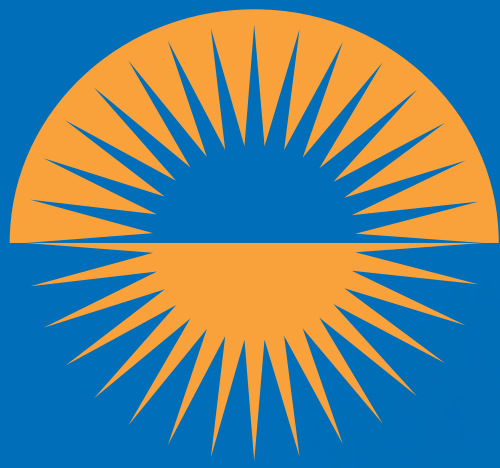
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# FLORIDA 2008

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Friday: 10:30 a.m. - 5:00 p.m.  
Saturday: 10:30 a.m. - 4:00 p.m.

#### EDUCATION SESSIONS

Thursday: 8:00 a.m. - 5:15 p.m.  
Friday: 7:30 a.m. - 11:45 a.m.  
Saturday: 7:30 a.m. - 11:45 a.m.

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#### HANDS-ON TRAINING SESSIONS

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Saturday: 12:00 p.m. - 4:00 p.m.

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