

Florida Pool Prosm

A PUBLICATION OF
FLORIDA SWIMMING POOL ASSOCIATION

AN AFFILIATE OF APSP
www.FloridaPoolPro.com



Pool & Spa Safety Act Enacted Into Law

Join us for the annual exhibition and education event for the pool industry. Whether you are a builder, service tech, manufacturer, office manager or one of the numerous other positions in the swimming pool trade, there is something for you at the Florida Pool & Spa Show.

The Show includes more than 250 exhibiting vendors demonstrating their newest products and latest technology. It is a forum where ideas are shared through over 75 individual educational courses. It is a marketplace where deals are made, new products discovered and lasting relationships are formed among industry members.

Where else do you have the opportunity to meet the manufacturers of the products you use every day?

"Cash is King" returns for the 2008 Show! More than \$5,000 in cash will be awarded to attendees on Friday and Saturday. The only way to win is to complete an entry form and be in the exhibit hall when your name is drawn. The first drawing will be at 11:30 a.m. on Friday for \$100. The cash prizes increase throughout the day and end with \$1,000 drawing at 5:00 p.m. on Friday and a \$1,500 drawing at 4:00 p.m. on Saturday.

The CE courses are designed to be an interactive learning experience drawing on participants' experience as well as the course presenters' knowledge. Whether you need credits

for your license or just want to learn about a particular aspect of running a business, there is a course for you. The education courses and trade Show are excellent places to bring your employees to give them a deeper understanding and experience of our industry.

The hands-on training sessions in the exhibit hall were a great success last year and even more courses are available in 2008. Manufacturers will present seminars on their products inside including Variable Frequency Drivers by Pentair; Jandy controls, heaters, pumps, chlorine generators and filters; One Day Waterfalls by RicoRock; Troubleshooting Heat Pumps by Aquacal and Troubleshooting Salt Chlorine Generators by AutoPilot. A special session on risk management will be presented twice by Steve Getzoff and Jennifer Hatfield. See the registration booklet for a complete list of hands-on courses and descriptions. These product specific courses are free to attend, but you must register in advance.

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Exhibit Hall, Florida 2007 Pool & Spa Show

The Florida Swimming Pool Association (FSPA) is pleased to announce, along with the Association of Pool and Spa Professionals (APSP), the passage of the "Virginia Graeme Baker Pool and Spa Safety Act." This act, passed earlier in 2007 by the Senate Commerce Committee, was incorporated as Title IV of the omnibus energy bill approved by the Congress and signed by the President on December 19, 2007. The House of Representatives in July passed a slightly different version of the bill, but it is the Senate version that has now been enacted, with the full support of APSP and FSPA. Passage of this legislation is the culmination of a lengthy, intensive effort by both Houses of Congress to promote child safety in and around pools, spas and hot tubs.

In summary, the legislation establishes a grant program for the states to be administered by the U.S. Consumer Product Safety Commission. To be eligible, states would be required to enact laws adhering to safety guidelines in the new federal law. Safety education is also emphasized. Of particular note in setting forth guidelines, the bill addresses entrapment prevention and protective barriers around pools and hot tubs.

Entrapment Prevention. At the urging of APSP, the entrapment guidelines in the new law are consistent with the new ANSI/APSP-7 American National Standard for Suction Entrapment Avoidance. The standard provides that all swimming pools and spas are to use proper

anti-entrapment drain covers and circulation and drainage systems.

The 2007 Florida Building Code, which will go into effect October 1, 2008, provides that all residential pools follow the ANSI/APSP 7 Suction Entrapment Avoidance standard, which is consistent with the new federal law. The adoption of ANSI/APSP-7 makes the Florida Building Code stronger and more effective in preventing all known forms of entrapment injury by requiring ASME approved covers on all drains and by requiring that pools and spas not be used whenever approved covers are absent, removed or damaged.

One year after enactment of Pool and Spa Safety Act, it will be unlawful for residential drain covers to be made or marketed that do not conform with anti-entrapment drain cover standards. Further, one year after enactment, all public pools must be retrofitted with appropriate anti-entrapment drain covers. This last provision was included by Senator Amy Klobuchar of Minnesota as a result of the tragic evisceration of a 6-year old child in a public wading pool in Minnesota this past summer.

The entrapment guidelines in the new law also call for the use of several enumerated devices, including an SVRS device, vent line, or other comparable device on installations that have one single main drain. The law specifically exempts from these requirements installations that do not have a single main drain, such as those with more than one drain or no drains.

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President's Column

HAPPY NEW YEAR!



Dominick Montanaro
FSPA President

In September, the Florida Swimming Pool Association Board of Directors authorized an independent Economic Impact Study to assess the impact our

industry has in the Florida economy. The responses back to Veris Consulting, LLC have been less than we anticipated and we are extending the deadline to January 31.

This confidential survey is crucial for our industry to continue being able to influence legislators in Tallahassee, especially in this economic downturn. If you have any questions or concerns about your company's confidentiality feel free to email Veris at support@verisconsulting.com. If you have not filled out one of these surveys call your Chapter Executive Director or the FSPA office at 800-548-6774 to obtain the survey. This is open to all industry professionals, not just FSPA members. Without your support on this issue it becomes increasingly difficult to explain our industry's clout in Tallahassee. Please take the time to participate; our future livelihood depends on you being involved.

The next FSPA Board of Directors meeting is scheduled for January 11-12 in Orlando at the Doubletree Hotel across from Universal Orlando on Kirkman Rd. The Energy Task Force, joint Builders/Service Councils, Safety Council and Membership Committee will meet on Friday morning beginning

at 7:30 a.m. From 1:00 p.m. to 5:00 p.m. the Annual Board Orientation, Strategic Plan review and Government Relations Round Table will take place. All FSPA Region Board Members are required to attend. The meetings are also open to any Chapter Board members or FSPA members who wish to attend.

The Florida Pool and Spa Show is right around the corner and registration is now open at www.floridapoolshow.com. Mark February 22-24 on your calendar. Education, information, new products, networking and camaraderie make this show a must for Florida industry members.

The Safety Conference on April 10-11 is another item to schedule on your itinerary. Representatives from the Florida Department of Health, National Swimming Pool Foundation, National Drowning Prevention Association and Safe Kids will join the FSPA in programs and education for our industry. We will bring you more information about this in the next couple of months.

I officially want to welcome Kari Hebrank, our new lobbyist in Tallahassee. Kari comes to us with 17 years of legislative and regulatory experience. She will be joining us in January at the Board meeting and assisting Jennifer Hatfield with the GR Round Table that Friday. We look forward to her participation in continuing to brand the FSPA as the preeminent leader for our industry in Tallahassee.

Lastly, on behalf of the Executive Committee I want to express our appreciation for the confidence you have given us to again lead the FSPA as your officers for another year.



Doubletree Hotel
at the entrance to Universal Orlando
5780 Major Blvd, Orlando

Thursday, January 10

- 1:00 p.m. Chapter Task Force
- 5:30 p.m. Executive Committee Meeting

Friday, January 11

- 7:30 a.m. – 12:30 p.m. Committee Meetings
- 7:30 a.m. Energy Task Force
- 8:30 a.m. Joint Builder / Service Council Meeting
- 10:30 a.m. Safety Council
- 11:30 a.m. Membership Committee

12:30 p.m. Lunch provided

- 1:00 p.m. – 5:00 p.m. FSPA Annual Board Orientation
All FSPA board members required to attend
- Government Relations Round Table
- Board member responsibilities
- 2008 Strategic Plan review and discussion

Saturday, January 12

- 7:30 a.m. – 8:30 a.m. Chapter Executive Director meeting
- 8:30 a.m. Person of the Year meeting
- 9:00 a.m. – 1:00 p.m. Board of Directors Meeting

All meetings are open for members and volunteers to attend.

Florida Pool Prosm

Published monthly by the Florida Swimming Pool Association
Association Mission: To improve the quality of the professional pool industry in Florida.

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Preventing entrapment tragedies



Steve Getzoff

Entrapment deaths or injuries in pools and hot tubs are always tragic events. In the past few months, we've seen the disembowelment of a six-year old girl in a public wading pool in Minnesota and the death of a six-year old boy in a residential pool in Connecticut. Pool and spa drain entrapment has now made its way onto the U.S. Consumer Product Safety Commission's list of the top five household hazards.

Sensing a need to act, both houses of Congress are in the process of enacting pool and spa safety-related legislation that will impose certain safety regulations and offer incentives to states to strengthen existing legislation in connection with drowning as well as entrapment. APSP and the industry support these efforts and are committed to promoting the safe and sensible use of pools and hot tubs.

Very significantly, in 2006, ANSI/APSP-7 American National Standard for Suction Entrapment Avoidance in Swimming Pools, Wading Pools, Spas, Hot Tubs and Catch Basins was approved by ANSI. This standard addresses all forms of entrapment injury, including suction entrapment, body or limb entrapment, hair entanglement, and

visceration. The standard provides several forms of protection, including multiple or unblockable outlets, drain covers that conform to ASME/ANSI 119.12.8, reduced flow rate, and other devices such as an SVRS or a vent line. Available information strongly indicates that several provisions in the ANSI/APSP-7 standard were not followed in each of the above tragedies. In each instance, there was reportedly a single drain, a broken, missing and/or non-compliant cover, and, most likely, a flow rate that exceeded the new ANSI/APSP-7 standard.

Through the efforts of APSP the proposed federal legislation is consistent with the new ANSI standard.

Preventing further tragedies of this type is a major priority for the industry and particularly the service sector, which has the most frequent and direct contact with pool owners, many of whom may not be aware of the risk in the first place. Below are several steps service providers can take to help prevent entrapment injuries and to protect themselves from negligent owners.

1. If you see something, say something. The recent incidents in both Minnesota and Connecticut reportedly involved drain covers that were not in place. There is no such thing as a "back-up" for this condition and ANSI/APSP-7 insists that when a cover is missing or broken the pool or spa must not be used. While no one can force owners to close their pools,

you should advise them accordingly, in the strongest of terms. Other potential hazards include single outlets without an SVRS, gravity system, vent line, or comparable device. Damaged pool covers, fences, latches or gates, non-functioning alarms and non-compliant slides or diving boards also represent potential hazards. While a pool service provider cannot generally inspect for all of the above, any visible hazard should be reported to the owner.

2. Know the Law. Beginning one year after passage of the federal legislation, all drain covers sold in the United States will have to comply with ASME/ANSI 119.12.8. The Senate bill also would require existing public pools to install outlet covers in compliance with this standard. The fact is, all pools and spas must have proper outlet covers in place. As the trusted pool professional, you should make your customers aware of this opportunity to further protect their families and guests.

The bills will provide incentives to states to adopt laws requiring that all new pools and spas be built with multiple outlets, unblockable outlets, or no outlets. Existing single outlet installations can also be retrofitted with multiple outlets or other devices that can help prevent certain forms of entrapment.

3. Put it in Writing. There is no safe way to operate or use a pool or spa that has a missing or broken outlet cover. These and other potentially non-compliant conditions should be brought to the attention of the owner.

Regrettably, not every owner will follow your advice, and, in the event of a tragedy and resultant lawsuit, they may even deny the conversation. It is therefore important to follow up your advice in writing, by email, certified letter, or both. The writing should confirm the conversation, identify the hazard, suggest a course of action (even if it is to contact "your dealer"), and remind them that failure to take action may expose their family and guests to risk of severe injury.

Any writing or e-mail should be retained permanently with the customer file or records. This will place you in the best possible position and may also increase the likelihood that a reluctant owner might take appropriate action.

Steven Getzoff is a senior litigation partner with the law firm of Lester Schwab Katz and Dwyer in New York and specializes in product liability and business litigation. He has been representing members of the pool and hot tub industry in liability and other matters for over 20 years.

Originally published in APSP Quarterly (AQ), Winter 2007 Edition.

Don't miss Steve Getzoff and Jennifer Hatfield's presentation in the hands-on area at the Florida Show! "Risk Management for the Service Professional" will provide you with tips to protect your business, your employees and your customers from claims and liabilities.

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Florida Pool Permits **HBW** Inc.

Provided by HBW. www.hbweekly.com.

County Name	November 2006	November 2007
Alachua County	10	18
Bay County	N/A	6
Brevard County	71	24
Broward County	166	57
Calhoun County	N/A	0
Charlotte County	106	26
Citrus County	31	19
Clay County	10	7
Collier County	84	41
Dade County	100	102
Duval County	41	33
Escambia	N/A	8
Flagler County	33	19
Franklin County	N/A	1
Gadsden County	N/A	0
Gulf County	N/A	1
Hernando County	50	21
Highlands County	16	8
Hillsborough County	121	88
Holmes County	N/A	1
Indian River County	30	29
Jackson County	N/A	2
Jefferson County	N/A	0
Lake County	35	36
Lee County	226	86
Leon County	8	9
Liberty County	N/A	0
Manatee County	79	26
Marion County	50	26
Martin County	28	16
Nassau County	N/A	8
Okaloosa County	N/A	8
Orange County	145	98
Osceola County	33	63
Palm Beach County	201	74
Pasco County	76	51
Pinellas County	43	35
Polk County	79	46
Putnam County	N/A	1
Santa Rosa County	N/A	9
Sarasota County	46	33
Seminole County	17	11
St Johns County	34	19
St Lucie County	65	19
Sumter County	7	8
Volusia County	22	32
Wakulla County	N/A	1
Walton County	N/A	8
Washington County	N/A	2
Grand Total	2063	1236

New Member Applications

Broward County

Pool and Spa Designs, Inc (Other) #53895
Shannon Kissane, Coconut Creek

Manasota

Hayward Pool Products/ Goldline Controls (Manufacturer)
John Seglem, Bradenton

North West Florida

Barthlow Pools, Inc (Builder) CPC049390
Rick Barthlow, Havana

Palm Beach

Brite Water Pool Pros d/b/a Pool Doctor of the Palm Beaches (Service Company)
Rob Colasurdo, Boynton Beach

WR General Services, Inc (Sub-Contractor) SCC131150146
Wanderson Rodrigues, Boca Raton

Tampa Bay

South Shore Pool Service, Inc (Service Company) #1659330000
Rene Reno, Sun City Center

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

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HBW, Inc. provides permit information on new swimming pool construction as well as residential and commercial construction for Florida, Georgia, Texas & Alabama.

Refer to www.hbweekly.com for county coverage.

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Florida Swimming Pool Association announces new member benefit

The FSPA, working with David A. Buchsbaum, Fisher & Phillips LLP, has produced a Wage and Hour Law Guide for FSPA members. This guide will provide employers with an overview of the Fair Labor Standards Act (FLSA) and Florida wage payment laws, as well as address common wage and hour issues as they apply to businesses in the swimming pool industry. Mr. Buchsbaum will be on hand to go over the guide at the FSPA Board meeting, January 11-12, in Orlando. By the end of January, the guide will be available electronically from our Web site for FSPA members; non-members will be able to purchase the guide for a fee that has yet to be determined. For further information watch for updates on the FSPA Web site or call the FSPA office at (941) 952-9293.

Get free CE at the Show

Sign up to be a CE course monitor! Benefits of monitoring a course at the Florida Pool & Spa Show include receiving CE credit for the courses that you monitor and your CE registration fee refunded by the FSPA for the day(s) that you monitor.

As a monitor, your duties and responsibilities include:

- Arriving at the meeting room prior to start time to ensure that the speakers are set up and all their audio visual needs have been met.
- Check in attendees that are scheduled to attend the course.
- Give each attendee a copy of the course syllabus and an evaluation form.
- Ensure that the instructor and attendees sign the attendance roster.
- Read the "Instructor announcement" prior to the class beginning.
- Monitor seminar time to make sure seminars begin and end promptly.
- Collect attendee course tickets as they leave the meeting room.
- Clear speakers/attendees from meeting room when course is complete.
- Monitor the doors to be sure that no one arrives late or leaves early.

View the available classes by visiting www.FloridaPoolShow.com and clicking on education. Return your course selection to Bernice by email (Bernice@FloridaPoolPro.com) or fax (941-366-7433). Assignments are on a first-come-first-served basis.

Insurance Update

Harassment in the workplace (and other employment-related offenses). Are you covered?

by Bill Hodgkins, Insurance by Ken Brown

Harassment and other employment-related offense suits are on the rise, even for the small business. That's why this month's insurance update revolves around employee-related lawsuits such as sexual harassment, wrongful termination and discrimination. Ask yourself as a business owner, "Am I covered from a lawsuit if my employee sues me for wrongful termination?" and "Am I covered if I am sued because one of my employees harasses my receptionist or my office manager?" Chances are the answer to both of those questions will be "no, you are not covered." In most instances, employment-related offenses are specifically excluded under the commercial general liability policy. In addition, employment-related offenses are not covered under a worker's compensation policy either.

So where do you turn for the coverage? The answer lies in the insurance coverage known as Employment Related Practices Liability or EPLI for short. EPLI covers employers against lawsuits relating to employment such as discrimination, harassment, violation of Federal Employment Acts, etc. It

also covers, and this is the big point, the defense of the claim. The actual monetary damage of a claim may be comparatively small, but the defense of an employment-related claim can be monstrous. You may know in your heart of hearts that you had proper grounds to fire an employee, but you will still have to defend yourself if that employee files a claim against you and your company.

Employment-related offenses can take years to defend, which leads to years of paying attorney fees. The defense of a claim can literally bankrupt your business. According to a survey conducted in the year 2000 by Tillinghast, the average employment-related suit costs \$350,000. Something else to consider: no business is immune from a lawsuit. Whether you have 5, 50 or 500 employees, every business can be sued by an employee for violation of their rights, wrongful termination or any employment-related offense. Cases of employment-related offenses are on the rise so now is the time to talk to your agent about employment-related practices liability and how it can protect your business before disaster strikes.



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January Online Audio Presentation

Free to FSPA members

Employees Want to Work for a Company, Not a Person!
By: **Bob Daniels**

Employees want to work for a company, not YOU. They don't want to be your assistant thus feeling like they are working hard to make *you* rich. Employees want to feel like they are part of a team, a company team. Team members work together towards a common goal that benefits everyone.

Key Points: Fifteen tips to help your employees feel like they are working for a "company"

1. Have company rules in writing, before you hire.
2. Follow the rules yourself.
3. Have company uniforms.....from Day One.
4. Provide business cards to new employees....from Day One.
5. Don't whine when things are slow. Employees will begin to look for employment elsewhere.
6. Work for company success, not your success.
7. Have the company pay you a regular paycheck letting others know that you work for the company too.

Visit www.FloridaPoolPro.com to learn about the rest of the list!

Visit www.FloridaPoolPro.com, login using your Member Id & password. Call the FSPA office for assistance at (800) 548-6774.

Everything under the sun

Continued from page 1

For many, the Design Awards offer a look at what is possible when you consider the swimming pool as an art form. Join us on Thursday evening, February 21, at the Rosen Centre Hotel for the annual Kick-Off Celebration and Awards Reception - a FREE event.

The annual Florida Pool Prosm Classic Golf Tournament provides a fun, competitive day full of prizes and challenges while supporting the FSPA scholarship program. The tournament will return to North Shore Golf Club. The tournament fills up quickly so be sure to register your foursome with FSPA early. This location is not one to miss!

Our annual Friday Night Bash will be held at Friday's Front Row Restaurant. Located on the corner of Sand Lake and I-Drive, Friday's Front Row is an excellent place to let it all hang out and party. There will be entertainment for everyone

including games and a live band. Just as every year, it promises to be a world-class party with awesome food, open bar and entertainment for only \$25 per person. Transportation will be provided from the official Show hotels throughout the night.

The Show is a "once a year" opportunity to bring home value that will further the professionalism you want your business to present to your customers.

When you look through the Show program guide, try to identify people in your organization or subcontractors who could benefit from the different courses offered. You will be amazed at how they will respond to the opportunity to participate at a higher level.

If you did not receive a registration packet in the mail, please call the FSPA office at (941) 952-9293. Or, visit www.FloridaPoolShow.com for course listings and event information.

Pool & Spa Safety Act Enacted Into Law

Continued from page 1

Barriers. The new law calls for "the enclosure of all residential pools and spas by barriers to entry that will effectively prevent small children from gaining unsupervised and unfettered access to the pool or spa". Current Florida law meets this minimum requirement. Chapter 515, Florida Statutes, passed in 2000 by, at that time, State legislator Debbie Wasserman Schultz, provides for the Residential Swimming Pool Safety Act. This Act was the model for the current federal legislation. This Florida law requires all residential swimming pools to have a barrier, meaning, a fence that is at least 4 feet high, a dwelling wall, or nondwelling wall, or any combination thereof, which completely surrounds the swimming pool, especially access from the residence or from the yard outside the barrier. The law also provides an option for a pool cover complying with ASTM F 1346 to meet the barrier requirement. The law further states that all doors and windows providing direct access from the home to the pool must be equipped with an exit alarm that has a minimum sound pressure rating of 85 dB A at 10 feet or that all doors providing direct access be equipped with a self-closing, self-latching device with a release mechanism placed no lower than 54 inches above the floor.

The Pool & Spa Safety Act is the product of the concerted efforts of many people, first and foremost Nancy Baker, mother of Virginia Graeme Baker for whom the legislation is named. Many Congressional members and staff also contributed to its success. On the

House side, particular credit goes to Congresswoman Debbie Wasserman Schultz of Florida, who has worked tirelessly in support of this legislation, as well as Congressman Bobby Rush of Illinois and Congressman Cliff Stearns of Florida, Chairman and Ranking Member, respectively, of the House Commerce, Trade and Consumer Protection Subcommittee. Senator David Pryor of Arkansas, Chairman of the Senate Consumer Affairs Subcommittee, steered the bill successfully through the Senate. It is noteworthy that in both the House and Senate, the legislation was the product of bi-partisan cooperation.

The Pool & Spa Safety Act is a highly significant achievement for APSP and the pool, spa and hot tub industry. Safety is a core belief of the swimming pool industry which guided our efforts throughout the process. APSP and FSPA participated effectively in both the House and Senate with a common sense message of how safety can most effectively be achieved that resonated well.

While the new law is mostly directive, not mandatory, it is extremely significant that the Congress is encouraging action at the state and local level, and providing guidelines that will make for a safer pool, spa and hot tub experience. The Act also lends valuable support to APSP's efforts to promote implementation of APSP standards, generally.

A sincere thanks to all within FSPA and APSP who participated in this successful legislative effort.



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

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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, Business Practices
Friday, 10:45 a.m. - 11:35 a.m.
Instructor: G.W. Harrell

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 Guniting 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, (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 and 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

APSP publishes technical report on preventing suction entrapment in pools and spas

The Association of Pool and Spa Professionals (APSP) has published an in-depth study in conjunction with the publication of its new national standard for suction entrapment avoidance, ANSI/APSP-7 2006, American National Standard for Suction Entrapment Avoidance in Swimming Pools, Wading Pools, Spas, Hot Tubs, and Catch Basins.

The APSP report entitled "Technical Committee Report on Suction Outlet Safety and the Effectiveness of ANSI/APSP-7: October 5, 2007" cites the testing, research, and data collected by the APSP Technical Committee during the development of the standard and in support of the findings and requirements published in the standard.

The ANSI/APSP-7 standard is the first comprehensive approach to engineering swimming pools and spas to avoid suction entrapment hazards because it is the only standard that protects against all five types of entrapment injury and the three root causes of entrapment. Carvin DiGiovanni, APSP senior director, stated, "If pools and spas are installed and maintained in accordance with this standard, there should never be another suction entrapment incident. The new ANSI/APSP-7 standard codifies into a single standard the requirements of previous ANSI/APSP standards combined with the latest technology."

When it began to develop ANSI/APSP-7, the APSP Technical

Committee examined a survey of the Epidemiological Reports on Suction Entrapment collected by the U.S. Consumer Product Safety Commission and identified five types of entrapment. Through testing and research, the committee independently verified the five types of entrapment: 1) Hair; 2) Limb; 3) Body; 4) Mechanical Entrapment; and 5) Evisceration. There are three underlying conditions that cause these five types of suction entrapment: Suction, Water Velocity, and Mechanical Binding.

1. Suction. Suction is differential pressure and, with enough force, holds the victim underwater or causes evisceration (disembowelment) if the drain cover is missing or broken.

2. Water Velocity. Too much water velocity (flow rate) through a cover/grate causes hair to become entangled inside the cover holding the victim underwater.

3. Mechanical Binding. Mechanical binding involves an open pipe large enough for a person's hand/arm or foot/leg to be inserted. Once inserted, the limb cannot be easily removed, resulting in a mechanical binding entrapment. Recent incidences have shown that limb entrapments can happen with and without flowing water and suction. Mechanical hazards increase when flowing water and suction are present, causing the limb to be pulled further down the pipe, increasing the mechanical bind. Releasing the vacuum does not automatically release the limb due to

swelling.

Body entrapment, the primary focus of earlier codes and media attention, is only one form of entrapment. Some devices or systems initially adopted by code groups do not protect against all three underlying causes and therefore do not protect against all five forms of entrapment. For example, if there is a missing or broken cover, a child can still get a limb mechanically trapped in the open exposed pipe or sump, even with no water suction or pressure.

While suction vacuum release systems (SVRS) can be effective back ups in some situations, the only complete protection against all five forms of injury and all three hazard conditions is a securely fastened ASME compliant cover/grate, or no suction outlet at all. The October 5, 2007 report states: "The assertion that a simple "back-up" or redundancy can protect bathers from improperly installed or maintained pool circulation systems is misleading and dangerous."

The primary safety message is clear: There is no backup or 'layer of protection' against all five hazards if the cover/grate is missing or broken. A listed cover/grate is the only protection against all five hazards of suction entrapment. ANSI/APSP-7 emphasizes: Do not use the pool or spa if the cover for the suction outlet is missing, broken, or not securely fastened.

The scientific/engineering data

presented in the October 5, 2007 Technical Committee Report has advanced the knowledge of suction entrapment avoidance. For a copy of the report contact Carvin DiGiovanni of the APSP at: cdigiovanni@APSP.org. Copies of the report are also available on the APSP web site: <http://apsp.org/54/index.aspx>



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

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Chapter News

Broward

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

Happy New Year! With the New Year ahead of us there have been changes to the Directors of the Broward County Chapter. Our new President is **Bjarne "Ike" Eikevik Jr., Swimming Pools by Ike Jr., Vice President, Brian Kelly, Shamrock Pools, Secretary/ Treasurer, Jim Smith, LaGasse Pools, Past President, Rick Myers, Aqua-Cal.** The new Directors are **Rich Fernbach, Advanced Pools; Bill Kent, HornerXpress; Bob Anthone, Mike O'Brien Pools; Dolly Imbert, Regency Pools; Dan Lockwood, Proline Distributors; Rolf Wienbarg, Superior Pools; and Gary Kaplan, Ike Carter's Pools.** What an impressive line-up for the upcoming year!

The Broward Chapter had their Annual Charity Auction on November 17, 2007. The turn out was larger than expected and all went well. We would like to thank all of our sponsors for this successful event. Platinum Sponsors: **Aqua-Cal AutoPilot, Inc.; HornerXpress; Jandy and Pentair.** Gold Sponsors: **Pool Design by David Fik and South Florida Pool Heating.** Silver Sponsors: **Proline Distributors.** Bronze Sponsors: **Brunswick, Custom Mosaics, Delzone, Florida Stucco, Insurance by Ken Brown, Jacaranda Country**

Club, Portobello, Power Vac, SCP, Sears and SGM.

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

Central Florida

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

One of the requests from our members regarding our Chapter meetings in 2008 is to have more Continuing Education classes, especially the required courses set by the State. Beginning in 2008, the Construction Industry Licensing Board (CILB) is adding a few new Continuing Education course requirements for all state license holders. In addition to one hour of Workplace Safety, one hour of Worker's Compensation one hour of Business Practice, and the advanced building module, you must take an hour of laws and rules. All classes will be given at the Florida Show in February. The Central Florida Chapter will begin 2008 by honoring our member's wishes and offering the Florida Building Code Advanced Training Module for Residential Swimming Pools on Tuesday, January 8, 2008 at the Sheraton, Downtown, Ivanhoe Drive, Orlando. Ken Gregory, Chapter

Builder Council Chairman, will instruct the two hour CILB approved class #009300, "Advanced Training for Residential Swimming Pools", Florida Pool and Spa Association d/b/a Florida Swimming Pool Association providership #0000917. Due to limited seating, pre-registration is required! You can RSVP via phone, fax at 863-967-6333, or e-mail no later than January 4. Social hour/networking will be from 6:00 p.m. – 7:00 p.m. followed by dinner and then the two hour C.E. program. The fee (payable at the door by cash or check) is \$45.00 for the dinner and two hour class C.E. certification. If you do not need the C.E. certificate, the fee is \$35.00 per person.

Your newly elected Board of Directors will be meeting from 4:00 p.m. – 6:00 p.m. in the Board Room at the Sheraton, Downtown on Tuesday, January 16. All Chapter members are more than welcome to attend the Board meetings. The Board meetings are where the decisions are made for *your* trade association and you are encouraged to attend and be part of the decision making team.

Just a reminder, when you are looking over the Continuing Education Classes for the Florida Show, please note that all Chapter members who offer Arbitration in their contracts must take the Arbitration class by June 30, 2008. The Central Florida Chapter requires all builders who offer Arbitration to renew the class every two years! You or a company representative must take the class to continue to use the Arbitration clause in your contracts at the current member price. If you do not take the "Alternative Dispute Resolution

Class," you may continue to use the clause, but you will be charged the non-member fee of \$2,500.00 per Arbitration.

Charlotte Harbor

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

The next Chapter membership meeting will be held on Wednesday, January 9 at the Elk's Club. This meeting will feature a CE course. Details regarding the meeting will be available at local distributors, mailed and faxed to members. The social will begin at 6:30 p.m. with dinner at 7:00 p.m.

The January 2008 Board of Director's meeting will be held on Wednesday, January 23 at the Chapter Office at 2811 Tamiami Trail, Suite P. The meeting will begin at 4:30 p.m. A reminder notice will be faxed to all board members.

In order to encourage attendance at the Florida 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!



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East Central Florida

Executive Director: Lynn Hecklinger
(386) 673-0038

FSPAEastCentralFlorida@FloridaPoolPro.com

The first ECF Chapter meeting of the new year is slated for Wednesday, January 16, 2008, at the Halifax River Yacht Club in Daytona Beach. The Chapter board of directors will meet at 5:30 p.m., followed by a social hour and dinner meeting for the entire Chapter. The evening's speaker will be Eric Olsen, President of the Volusia Home Builders Association. He will tell our members about his organization and explore ways in which FSPA and VHBA can work together. A special 'thank you' goes to **Wes Haigh, Guaranteed Pool & Spa**, for scheduling Mr. Olsen to speak to the Chapter.

Representing the Chapter at the FSPA committee and board meetings in Orlando, January 11-12, will be **Roy Lenois**, Chapter President, **Donald Bryant**, Vice President, **Lori Bryant**, Secretary, and **Wes Haigh**, Chairman of the ECF Chapter Builder's Council.

There will be no Chapter meeting in February so that everyone can use his/her 'FSPA time' to go to the show in Orlando and to take as many CE courses as possible!

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 noon on Tuesday, January 8, 2008 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 January's meeting is the second Tuesday.

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

Manasota

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

FSPAManasota@FloridaPoolPro.com

The January 2008 Board of Directors' meeting will be held on Wednesday, January 8 at the Lakewood Ranch Holiday Inn. The meeting will begin at 11:45 a.m.

The next Chapter membership meeting will be held on Wednesday, January 17 at the Lakewood Ranch Holiday Inn. Details regarding the meeting will be available at local distributors, mailed and faxed to members. The social will begin at 6:30 p.m. with dinner at 7:00 p.m.

In order to encourage attendance

at the Florida 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!

North Central Florida

Executive Director: Tammy Hayslett
(352) 229-4144

FSPANorthCentralFlorida@FloridaPoolPro.com

No news this month.

Northeast Florida

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

FSPANortheastFlorida@FloridaPoolPro.com

A big, super thanks to **HornerXpress** and **David Pruette's Electrical Services** for sponsoring this year's Christmas and Holiday Party. For those who attended, it was a lot of fun. There was an awesome buffet with lots to eat and incredible desserts. Entertainment for the evening included a raffle for Christmas gifts and a silent auction. The highlight of the evening was a superb performance by the Blues Brothers from Universal Studios Theme Parks.

Special thanks to **Debi Garner, Susan Landregan** and **Sunny Cristello, Majestic Pools**, for assisting in making this event a success! And Season Greetings to all our Chapter members!

Did your dues lapse? You can still renew your dues and receive all the benefits of being a member. Please do so as soon as possible so you continue to receive faxes and information from the Chapter and State office!

Having a problem with a Building Inspector? All contractors please let us know of any problems you are having with any of our local building departments.

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

Happy Belated Holidays!

Now that the holidays are behind us we can look forward to a beneficial and rewarding year for the Chapter and all of our members. All aspects of the pool industry will improve as the economy improves during 2008. Keeping a positive outlook is foremost for the Chapter Board of Directors. As membership grows so will activities, educational, informative and social. The Chapter Board of Directors and committee members for 2008 welcome your suggestions and help.

The Board of Directors are President, **Steve Hackl, Hackl Pool Construction**, Vice President, **Jim Stevens, Florida Pool Tech**,

Secretary, **Kim Allert, Southern Pool Plasterers**, and Treasurer, **Lisa Galan, Fountain Blue Pool Services**. Committee members for 2008 are **Dave Ballard, Horizon Pool & Patio, Bill Peterson, American Leak Detection, Scott Kaufman, Proline Distributors, Mike Shirey, Clear Pool Maintenance**, and **Dan Welsh, SCP Distributors**.

The Chapter currently has four members that sit on the FSPA State Board of Directors. They are **Steve Hackl, Jim Stevens, Mike Shirey**, and **Dan Welsh**. Steve sits on the Builders' Council, Jim on the Long Range Planning, Mike on the Service Council, and Dan on the Strategic Planning Committee. O.W. "Bud" Davidson sits on the state Insurance Committee. State Board members attend a minimum of four meetings per year, committee meetings and the January 11-12 Board Orientation in Orlando. If you see any of these members please extend a hand to thank them. By the way, you can also attend. Just let us know in advance and together we'll be all we can be in Orlando.

Don't forget to register and attend the Florida Pool & Spa Show, February 21-23. Support your association and all the exhibitors that sponsor and attend Chapter events. You can earn up to 14 hours of CE credit at the show, a benefit not to be missed.

Calling all volunteers! The beginning of the year is the time to get involved in the years planning and join committees. Contact us at the Chapter office for more information. Happy New Year to you, family, friends, and the entire industry.

Polk County

Executive Director: Mary Manion
(800) 416-6774

FSPAPolkCounty@FloridaPoolPro.com

OK, so 2007 is over and looking forward to bigger and better business in 2008! Is it time for an "A.A.?" What is an "A.A.?" Attitude Adjustment! Polk County Chapter has just what you need! Wednesday, January 16, Polk County Chapter will play host to a real, honest to goodness, attitude adjuster! Be at Cleveland Heights County Club, 2900 Buckingham Avenue, Lakeland at 6:00 p.m. for registration and happy hour, followed by a delicious dinner and be prepared to find out "How to Succeed in Tough Times" with "Mr. Attitude Adjuster," Chuck Carmen! We are privileged to have Chuck coming to Lakeland to spend the evening with those who sincerely want 2008 to be a better and more productive year than 2007. According to the American Bureau of Speakers, "Chuck Carmen is one of the most sought after professional speakers booked by the American Speaker's Bureau." He is awesome! Chuck has been the keynote speaker for many Fortune 500 companies. His client list reads like the "Who's Who" of business, government, sports, and non-profit sectors worldwide. From Cessna in the skies to the U.S. Forest Service on the ground, and from ADP in the financial world to Jacuzzi's famous relaxation, all have been motivated by Chuck's special style of speaking. Chuck has honed his innate ability to relate to his audience and will make you feel like you are the only one he is speaking with. He is

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a 25 year veteran of public speaking and it is his warm, caring, honest, intelligent, humorous and inspiring ways that dubbed him a "business revitalizer." This is an event not to be missed! Save January 16! It could literally change your life!

Because of limited space at Cleveland Heights County Club, you must pre-register for this program! Please contact the Chapter office prior to January 12.

This is going to be a very busy year in the Polk Chapter. Chapter President, **Keith Johnson** and Chapter Executive Director, **Mary Manion**, have set a goal to meet, personally, with as many pool

businesses as possible during the months of January and February. The goal is to let all pool businesses know the value of being an FSPA Polk Chapter member and to launch our new advertising campaign for 2008. Look for us in the Lakeland Ledger beginning in mid-January.

Again, do not forget to pre-register for the Chuck Carmen program "How to Succeed in Tough Times", January 16, 2008. Happy New Year to all!

Northeast Florida Chapter Christmas and Holiday Party

The Blues Brothers, Universal Studios Theme Park, with Mitch Brooks, Chapter staff, and Sunny Cristello, Majestic Pools



Space Coast

Executive Director: Bill Britz
(321) 779-0103

FSPASpaceCoast@FloridaPoolPro.com

No membership meetings will be held in January. Please watch for our notifications and plan to attend our meetings in February.

Our Holiday Party was a big success we had 40 of our members attend this well-planned party. Our president did a masterful job at being our MC. Make sure you let him know how well he did. Special thanks go out to our Chairperson **Bridget Chaney** for planning a perfect night for all of us.

We would like to thank the companies that contributed door prizes for this event: **Florida Stucco, HornerXpress, Pentair Pool Products/Sta-Rite Industries, SCP, Solar Energy Systems, Roll-A-Way Protective Pool Fence.**

Again, our grateful thanks to the above businesses for their generosity. Remember to thank them as they visit your companies throughout the year.

Tampa Bay

Executive Director: Karen Cobo
(813) 265-2907

FSPATampaBay@FloridaPoolPro.com

No news this month.

Treasure Coast

Executive Director: Susan Gilbert
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com

Our annual social was great! We want to thank everyone that came. We all had fun relaxing and visiting with one another. We look forward to next year's party.

We also want to thank **SCP of Port St Lucie and HornerXpress** for the raffle prizes they donated.

Our next member's meeting will be January 24, 2008 from 6:30 p.m. to 8:30 p.m. at Applebee's Neighborhood Grill, 10501 S. Federal Hwy., Port Saint Lucie.

We look forward to seeing you there. Happy New Year!

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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Calendar of Events

January 2008

- 8 FSPA Broward Chapter Meeting
6:30 p.m. El Palacio, 4900 Powerline Road, Ft. Lauderdale
- FSPA Central Florida Chapter Meeting
6:00 p.m. - 7:00 p.m. Registration
7:00 p.m. Dinner
7:30 p.m. - 9:00 p.m. CE course
Sheraton, 310 Ivanhoe Blvd., Orlando
- FSPA Manasota Chapter Board Meeting
11:45 a.m. Lakewood Ranch Holiday Inn
- 9 FSPA Charlotte Harbor Chapter Meeting
6:30 p.m. Elk's Club
- FSPA North Central Florida Chapter Meeting
6:30 p.m. Napolitano's, 606 NW 75th Street, Gainesville
- 11 **FSPA Committee Meetings**
- 12 **FSPA Board of Directors Meeting**
Doubletree Orlando (See page 2 for details)
- 16 FSPA East Central Florida Chapter
5:30 p.m. Board of Directors Meeting
6:30 p.m. Social and Chapter Meeting
Halifax River Yacht Club, Daytona Beach
- 16 FSPA Polk County Chapter
6:00 p.m. - 9:00 p.m. International Motivational Speaker Chuck
Carmen, "How to Succeed in Tough Times"
Cleveland Heights Country Club, 2900 Buckingham Ave., Lakeland
- 17 FSPA Manasota Chapter Meeting
6:30 p.m. Lakewood Ranch Holiday Inn
- FSPA Northeast Florida Chapter
5:30 p.m. Board of Directors Meeting
6:30 p.m. Chapter Meeting
Baymeadows Holiday Inn
- 22 FSPA Broward Chapter Awards Banquet
Jacaranda Country Club, Plantation
- 23 FSPA Charlotte Harbor Chapter Board Meeting
4:30 p.m. Chapter Office, 2811 Tamiami Trail, Suite P
- 24 FSPA Treasure Coast Chapter Meeting
6:30 p.m. - 8:30 p.m. AppleBee's Neighborhood Grill
10501 S. Federal Hwy., Port St. Lucie

February 2008

- 5 FSPA Manasota Chapter Board Meeting
- 6 FSPA Broward Chapter Board meeting
6:30 p.m. El Palacio, 4900 Powerline Rd., Ft. Lauderdale

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 @ 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



FLORIDA 2008

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