

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

A PUBLICATION OF  
FLORIDA SWIMMING POOL ASSOCIATION

www.FloridaPoolPro.com

## 2009 Orlando Pool & Spa Show



# ORLANDO

POOL & SPA SHOW

February 20-21

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 Orlando Pool & Spa Show.

The Show includes more than 200 exhibiting vendors demonstrating their newest products and latest technology. It is a forum where ideas are shared through over 60 individual educational courses. Check out the many new courses and courses with eco-friendly content at [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com). The Show 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? The New Product Showcase in the exhibit hall is great way to see the latest in the industry.

"Cash is King" returns for the 2009 Show! Almost \$2,500 in cash will be awarded to attendees on Friday and Saturday. The only way to win is to register at the FSPA booth before each drawing and be in the exhibit hall when your name is called. The first drawing will be at 1:00 p.m. on Friday for \$100. The cash prizes increase throughout the day and end with \$750 drawing at 5:00 p.m. on Friday and a \$1,000 drawing at 4:00 p.m. on Saturday. In addition, there will be drawings for gift certificates and theme park tickets between the cash giveaway times. At the end of the Show there will be a drawing to win a

full-size air hockey table! The table is provided by **Proline Distributors** and during the Show it will be in their booth for attendees to play.

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 2009. See the Web site for a complete list of hands-on courses and descriptions. These product-specific courses are free to attend, but you must register in advance.

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 19, at the Rosen Centre Hotel for the annual Kick-Off Celebration and Awards Reception - a FREE event.

The annual *Florida Pool Pro*<sup>sm</sup> Classic Golf Tournament provides a fun, competitive day full of prizes and challenges while supporting the FSPA

*Continued on page 3*

## We build dreams

by Derek Proffitt, Harbor Bay Pools, Inc.

The word "recession" has been utilized quite a bit lately and carries with it an obvious negative connotation. Even if unfounded, it carries such weight that it can stop savvy consumers in their tracks from parting with otherwise expendable dollars. While this can cause a chain reaction which could prove to be a self-fulfilling prophecy, we as a professional community still have more control over the outcome than we seem to realize.

As builders, we all know that the majority of raw materials and wholesale products steadily continue to increase in price. Why is it then, consumers continue to believe that these are the times when the "deals of a lifetime" should be available? There exists a small portion of the industry which is satisfied to succumb to this whim and do what they are able to create a price driven market.

Is that really why any of us ventured into the pool business? At what unknown costs to the consumer are we appeasing their under-educated request? Shoddy materials? Underpaid, unhappy, uninspired workers? Poorly engineered hydraulics? Drab aesthetics?

For those who take the higher road and continue to work within the parameters of what has defined them for so long as true artisans, the evolution at hand can appear as a curse to their true purpose. I urge you to remember that the power of a

curse can only be as strong as the power you lend to it. No one would have ever asked Michelangelo for a deal on a mural just because the Euro dropped in value. It is our duty as the leaders in our industry to educate the consumer and ensure that they make decisions they can still be proud of and happy with for years to come. Any practices otherwise shall surely fall to the wayside over time if kept in the minority of what the public is subjected to.


We, as reputable builders, hold the power to expect more from our customers by not allowing less from ourselves. Those consumers who are still currently able to indulge in a luxury such as a swimming pool are most likely in that position due to an ability to make sound investments and good long term decisions. We should feel fortunate that this is the target market we are left with, and should revel in the glory that can only be felt by providing the victor with the spoils.

I urge you all to hang out your banners boldly and proudly and exclaim with confidence, "There are no half-off sales here. We build dreams. We give your family a place to get to know one another again. When the vision of what you long for is brought to fruition and you immerse yourselves in the silky waters, the joy with which you are overcome will not be quantified in dollars and cents but in unforgettable and priceless moments. We are your pool builders."

## News Splash

- **Energy Talk:** Maximizing efficiency and saving energy is a current concern for consumers, including in swimming pools. Page 3
- **What does FSPA do for me?** Mike Esmond's experience with putting a stop to building contractors pulling permits to build pools for existing homes. Page 4
- **Insurance Update:** Many chemicals normal to the pool industry are excluded as pollutants in a general liability policy. Jobsite coverage for damages can be added to most policies. Page 8
- **We, as an industry...** Donald Bryant's, East Central Florida Chapter President, thoughts on what the industry is accomplishing and what it needs to keep doing during this economy. Page 9

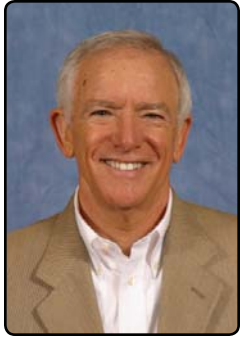
PRE-SORT  
FIRST CLASS  
U.S. POSTAGE  
PAID  
MANASOTA, Florida  
34260  
PERMIT # 18



Florida Swimming Pool Association  
2555 Porter Lake Drive, Suite 106  
Sarasota, Florida 34240

# President's Column

## Do your part



Alan Cooper  
FSPA President

I hope everyone had a great holiday season. The new year is upon us and we still do not know what direction the economy is going to take. However, we do know in order for our

Association to have a successful year, we need to have a good trade show. This means that we have to support our exhibitors through our attendance.

Most businesses have suffered during the past year and that includes the ones that purchase booth space at the trade show. I would ask each and every one of you to attend the trade show if it is financially possible and for each of you to encourage other members and non-members to attend. These exhibitors need to know that we support them and that we appreciate their support of our Association. Also, this is a great time to get started on your continuing education requirements.

Our first Board meeting of the new year will be January 15 - 17. The Executive Committee will meet on January 15, committee meetings are on the 16th and the Board of Directors meeting is on the 17th. During the Board meeting there will be a presentation on the responsibilities of Board members and Chapter officers. I know that

Board members and Chapter officers are volunteers, however, when you accept these positions you accept the responsibilities that comes with the position. One of the responsibilities that comes with being a Board member is that you should serve on at least one committee. Another responsibility is to bring the discussions that the Board has and the discussions that go on at the committee meetings back to your Chapter. It is important for the members to know that decisions are given full discussion and debate. This is the best way for your Chapter members to know what is going on with their state organization. Remember, this is their organization. We also need their input regarding the direction the organization is taking. We may not always agree with the decisions of the Board or committees, but I would ask you to remember that the Board and committees are made up of FSPA members.

The committee chairpersons should be in place by the Board meeting. When you accept the responsibility of being a chairperson you accept the responsibility of the committee. Staff is here to assist you when necessary; however, you are in charge of the committee. Members should decide which committees they are interested in serving on and plan to attend those meetings on Friday.

I look forward to working with all of you during the next year. Should you feel that you need to contact me for any reason, my email address is [acooper105@aol.com](mailto:acooper105@aol.com) and my phone number is (407) 804-8794.



5445 Forbes Place, Orlando

### Thursday, January 15

3:00 p.m. Executive Committee Meeting  
(at Alan Cooper's home) - if you are interested in attending please contact Wendy Parker

### Friday, January 16

8:00 a.m. - 9:30 a.m.	Energy Task Force
9:45 a.m. - 11:00 a.m.	Membership Committee
11:00 a.m. - 12:30 p.m.	Builders Council
<i>Break for lunch</i>	
1:00 p.m. - 2:00 p.m.	GR Update for Builders and Service Council
2:00 p.m. - 3:30 p.m.	Service Council
3:30 p.m. - 4:15 p.m.	Consumer Awareness Committee
4:15 p.m. - 5:00 p.m.	Safety Council
5:00 p.m. - 5:45 p.m.	Trade Show Meeting
6:00 p.m.	Presidents & Executive Committee

### Saturday, January 17

8:00 a.m. Finance Committee / Budget Presentation

9:00 a.m. Board of Directors Meeting  
Includes Board Orientation - all local Chapter Boards are invited to join (RSVP please)

*Lunch Provided*



## New Member Applications

### Broward Chapter

Aqua Buddy, Inc. (Service Company)  
Sergio Graciano

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

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

<p>President <b>Alan Cooper</b> Alan Cooper Consulting Orlando</p>	<p>At-Large Director <b>Pete Cocco</b>, Jr. Nautilus Pools, Inc. Port Charlotte</p>
<p>Vice-President <b>Clay Andrews</b> Aquapool of Jacksonville, Inc. Jacksonville</p>	<p>At-Large Director <b>Richard Moseley</b> Champagne Pools of Central FL Sanford</p>
<p>Secretary <b>Keith Johnson</b> Tri-FL Water Treatment d/b/a Pool Works Auburndale</p>	<p>Past President <b>Dominick Montanaro</b> M &amp; M Pools, Inc. Satellite Beach</p>
<p>Treasurer <b>Eva Adcock</b> Best Pools of Brevard, Inc. Melbourne</p>	<p>Executive Director <b>Wendy Parker Barsell, APR, CEM,</b> Ext. 102</p>

2555 Porter Lake Drive, Ste. 106  
Sarasota, Florida 34240  
(941) 952-9293  
Toll-free: (866) 930-FSPA  
Fax: (941) 366-7433  
[www.FloridaPoolPro.com](http://www.FloridaPoolPro.com)

Director of Government & Public Affairs  
**Jennifer Hatfield, Ext. 111**

Technical Training Coordinator  
**Bernice Ryder-Smit, Ext. 109**

Communications Specialist  
**Charis Tyson, Ext. 103**

Administrative Assistant  
**Valerie Swika-Bundy, Ext. 100**

Printed on a sustainable product

2009 Florida Swimming Pool Association. All rights reserved. The contents of this publication may not be reproduced in any form without written permission of the publisher.

# Energy Talk

## Moving toward eco-friendly pools

By Paul Roth, Roll-A-Way Fence



Energy, in all forms, will be the next global commodity to undergo a startling transformation on a personal basis. Our federal and state governments have set up tax credits for renewable energy sources. Technology is moving very quickly to maximize efficiency in its products. This is your opportunity!

Our industry continues to work toward a totally "eco-friendly" pool through the use of

- automation
- efficient pool and landscape lighting
- multi speed pumps
- cost-effective heating solutions

For our customers, this upgrade in equipment can be the swimming pool's new "hybrid"; it will cost more at the initial purchase but will save money and lengthen the use of the products as time goes on.

While you can cut back your home's air conditioner, hot water heater and lights, the swimming pool is one item that needs to run at

least six hours per day, no matter the season or temperature. As utility and gas rates continue to rise, consumers will have no choice but to look at ways to save money.

Our organization is actively promoting this timely concept. Based on a successful program developed by the FSPA Central Florida Chapter, a statewide effort will now allow members to take advantage of increased awareness, utility company rebates and state and federal incentives to lower the overall cost of these upgrades.

Manufacturer representatives can train you on how to use and sell their energy-efficient items. They also have the information about local, state and federal incentives. All we need is you! Many of us wondered about the use of alternative chemical generators, now they are as common as the pool filter. This is the wave of the future. Will you be hanging ten on the crest of the wave, or rolling in the swell as others pass you by?

# 2009 Orlando Pool & Spa Show

Continued from front page

scholarship program. The tournament will be at Hunters Creek Golf Club. The tournament fills up quickly so be sure to register your foursome with FSPA early. This new location is not one to miss!

Our annual Friday night private industry party will be held at Friday's Front Row Restaurant. Just as every year, it promises to be a world-class party with **OPEN BAR**, awesome food and entertainment for only \$25 per person. 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.

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 Web site and 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 (866) 930-FSPA (3772). Or, visit [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com) for course listings and event information.

Find more Show information on pages 5-7!

## Continuing Education Monitors needed at the Orlando Pool & Spa Show, February 20-21

Help with sign-in and ID check for courses and be reimbursed for your CE classes! Visit [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com) and click on education to view the courses.

To sign up, contact Bernice Ryder-Smit at (866) 930-3772 or [Bernice@FloridaPoolPro.com](mailto:Bernice@FloridaPoolPro.com)



### Taking CE? Bring your ID!

A form of identification is required when taking any continuing education courses. If you do not present an ID when you arrive at your course and sign in, you will not receive credit.

great stuff...  
**free**

Team Rewards turns your purchases into a number of great gifts and travel. Earn points to receive vacations, exotic cruises, and great merchandise.

Sign up with your **HornerXpress** sales Representative or visit your local Branch.



**swim longer swim warmer**

FEATURING **thermoLINK**

- Patented Titanium system
- Uses counter flow water management
- Maximizes temperature differential and heat transfer

Call Today For Your **FREE** Heat Pump Sizing Software

EASE	DESIGN	QUIET OPERATION	TECHNOLOGY
LONGEVITY	LIMITED LIFETIME WARRANTY	SERVICE	ENVIRONMENTALLY FRIENDLY

**AquaCal**  
SWIMMING POOL/SPA HEAT PUMPS

2737 24th Street North  
St. Petersburg, FL 33713  
800.786.7751 • fax 727.821.7471  
[aquacal.com](http://aquacal.com)

**INSTANT CUSTOMER SATISFACTION**

**AUTOPILOT SYSTEMS INC.**  
SALT CHLORINE GENERATORS

with the touch of a **BUTTON**

ADD SALT 25 LBS.

TEMPERATURE 82°F ON

**Pool Pilot digital**

**THE SALT CHLORINE GENERATOR WITH A BRAIN**

- no more chlorine hassle • no more red eyes
- soft, silky feeling water • easy care pool maintenance

2737 24th Street North • St. Petersburg, FL 33713 • 800.786.7751 • fax 727.821.7471 • [autopilot.com](http://autopilot.com)

# Florida Pool Permits

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



County Name	November 2007	November 2008
Alachua County	18	4
Bay County	6	8
Brevard County	24	41
Broward County	57	49
Calhoun County	0	0
Charlotte County	26	19
Citrus County	19	16
Clay County	7	6
Collier County	41	29
Dade County	102	58
Duval County	33	7
Escambia County	8	8
Flagler County	19	12
Franklin County	1	3
Gadsden County	0	0
Gulf County	1	1
Hernando County	21	8
Highlands County	8	3
Hillsborough County	88	47
Holmes County	1	0
Indian River County	29	14
Jackson County	2	0
Jefferson County	0	1
Lake County	36	6
Lee County	86	58
Leon County	9	7
Liberty County	0	0
Manatee County	26	36
Marion County	26	15
Martin County	16	18
Nassau County	8	4
Okaloosa County	8	9
Orange County	98	48
Osceola County	63	30
Palm Beach County	74	68
Pasco County	51	23
Pinellas County	35	40
Polk County	46	37
Putnam County	1	0
Santa Rosa County	9	6
Sarasota County	33	27
Seminole County	11	2
St Johns County	19	23
St Lucie County	19	15
Sumter County	8	20
Volusia County	32	16
Wakulla County	1	1
Walton County	8	6
Washington County	2	0
TOTAL	1236	849

# What does FSPA do for me?

By Mike Esmond, Pensacola Pools

We have all asked ourselves, "What does FSPA do for me?" I want to make everyone aware of what happened in our Northwest Florida Chapter recently.

It was brought to my attention that a pool was being built in one of our best pool production counties in northwest Florida. The permit was issued to a home building contractor to build a pool for an existing home, not a new home he was building. I drove to the house and sure enough, there was a pool in the backyard and an electrician was wiring the pool at that point. The decking had not been poured yet. I called the building department to inquire as to how a home building contractor could pull a swimming pool permit to build a pool. I was told he could pull a permit to build a pool structure only and had to sub out everything else.

At this point I called Jennifer Hatfield, FSPA Director of Government & Public Affairs, and she explained to me only a general contractor could pull a permit to build only the structure of a pool. After hearing what was

happening, Jennifer got involved. The next thing we heard from the building department was that because a pool is an accessory structure and this pool is listed as an accessory structure, the building contractor could legally build the pool.

After weeks of phone calls and e-mails between Jennifer and the building officials, an e-mail was received from the county building officials. It said they found an attorney general opinion on the issue of division one contractors pulling pool permits and it clarified that only a general contractor (not a building contractor) can do pools and when they do, it is the structure only.

I will never again question if the money we spend to be a member of FSPA is worth it. I experienced it and believe that if it were not for Jennifer and FSPA, home builders in northwest Florida would be adding "pool contractor" to their signs. Not to mention we would still be putting wire mesh in our decking. Your membership fee is hard at work defending your livelihood.



**ORLANDO** REGISTER TODAY!  
**POOL & SPA SHOW**  
 February 20-21



**Decisions are made in seconds...**

**HBW can give you a shot at being there!**

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

Refer to [www.hbweekly.com](http://www.hbweekly.com) for county coverage.  
**HBW, Inc. 877-332-1411**



**OBSESSIVE COMPULSIVE MONEY MACHINE**

**CRANK UP YOUR SALES ON THIS HIGH MARGIN, HIGH TECHNOLOGY POOL CLEANER.**

The X7 Quattro™ is the next breakthrough in pool cleaning power and agility. From its innovative QTC Disc System™ (QuattroTraction Control) to a completely re-engineered "one moving part" Dura Life Diaphragm, the X7 Quattro™ is redefining the definition of clean. This is the machine you've been waiting for to create excitement, purchase interest... and make your bottom line shine.

**OBSESSIVE COMPULSIVE CLEAN**

**X7 Quattro**  
 SUPERIOR PERFORMANCE

**BARACUDA**  
 The World's Simplest Automatic Pool Cleaners

For information on the X7 Quattro™ contact your Baracuda® sales consultant at (800) 822-7933, or visit [www.clubp.info](http://www.clubp.info)

© 2009 Zoex Pool Systems, Inc. BARACUDA is a registered trademark of Zoex Pool Systems, Inc.



**Don't miss out on all the fun events the Show has to offer!**

**Pool Pro Classic Golf Tournament**

Thursday, February 19 • 8:00 a.m. Shotgun Start • Hunters Creek Golf Club

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

Cost is \$100 per person with proceeds benefiting the Florida Swimming Pool Association Scholarship Fund. Lunch and drink tickets are included in the registration fee. Visit [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com) to download a registration form.



**2009 Kick-off & Awards Celebration**

Featuring: Person of the Year and FSPA Design Awards Recognition  
Thursday, February 19 • 6:30 p.m. • Rosen Centre Hotel

Join us for an evening of celebration to kick-off the 2009 Orlando Pool & Spa Show! The Person of the Year will be announced and all Design Award winners will be recognized. This gathering is a great chance to catch up with friends and network before the Show begins. The reception is free to Show exhibitors and attendees.

**Friday's Front Row Industry Pool Party**

Friday, February 20 • 7:00 p.m. • \$25 per person

*Open Bar, Food, Live Band, Games, Fun!*



Event Sponsors:



# Any Depth!

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

Big or small, the more we know about your business, the more you'll have the exact protection you need. And increase your profit potential at the same time.

Insurance by Ken Brown, Inc. has been providing superior insurance coverage for Florida pool contractors for 31 years. As the only endorsed property and casualty insurance provider of the Florida Swimming Pool Association, Insurance by Ken Brown, Inc. offers specialized coverage for "pool popping."

**Insurance by Ken Brown, Inc.**



## Educational Courses

### Commercial Swimming Pool Certification

Wednesday - Thursday, February 18-19  
 #0007787 (16 hours CE Credit) (WS)  
 You must attend both days - \$300 per person



The course is designed to prepare individuals in the basic knowledge, techniques and skills of pool and spa operation, construction, and maintenance. A certified professional must maintain standards of operation that demonstrate knowledge of codes, regulations and practices that represent professional decisions and conduct. Instructor: Connie Sue Gibson Centrella, HornerXpress; Ron and Scott Ford, Tropical Acquatics; Mark Pabst, Department of Health

### NEW! EDUCATION PACKAGES FOR REGISTRATION. GO TO [WWW.ORLANDOPOOLSHOW.COM](http://WWW.ORLANDOPOOLSHOW.COM)

#### One Day Pass - Exhibit Hall, One day of courses

- Member: Flat rate - \$35 and For FL CILB Credit: Add \$40
- Non-member: Advance rate - \$35 (After 2/9 - \$50) and For FL CILB Credit: Add \$75

#### Full Pass - Exhibit Hall, Courses on Fri. & Sat., Private Industry Party

- Member: Flat rate - \$85 and For FL CILB Credit: Add \$80
- Non-member: Advance rate - \$85 (After 2/9 - \$50) and For FL CILB Credit: Add \$110

#### Super Pass - Exhibit Hall, Courses on Th., Fri. & Sat., Private Industry Party

- Member: Flat rate - \$120 and For FL CILB Credit: Add \$120
- Non-member: Advance rate - \$120 (After 2/9 - \$50) and For FL CILB Credit: Add \$145

\*All Education Packages include electronic certificates. Select "For FL CILB Credit" in order for credit to be submitted to the state of Florida for your license.

## Orlando Show classes

### Course descriptions and registration available at [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com)

Green = Eco-friendly content, Orange = New course

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

64E Code Changes (Public Swimming Pools)  
 #0007908, GEN  
 Friday, 10:00 a.m. - 10:50 a.m.  
 Instructor: Bob Foster & Mark Pabst

**Advanced Florida Building Code: Entrapment Protection**  
 #0010631, ADV  
 Friday, 8:00 a.m. - 9:40 a.m.  
 Instructor: Dan Johnson

**Advanced Water Chemistry**  
 #0010752, GEN  
 Saturday, 10:00 a.m. - 11:40 a.m.  
 Instructor: Joe Sweazy

Air-Actuated Control Troubleshooting  
 #0008761, GEN  
 Thursday, 12:00 p.m. - 3:00 p.m.  
 Instructor: Marco Munguia

Alternative Dispute Resolution  
 #0007785, BP  
 Thursday, 3:00 p.m. - 5:00 p.m.  
 Instructor: Roy Lenois

Attracting and Working in the High-End Market (NOT FOR CREDIT)  
 Saturday, 10:00 a.m. - 11:40 a.m.  
 Instructor: Brian Van Bower

**Basic Electricity and the NEC for Swimming Pools**  
 #0010753, GEN  
 Saturday, 9:00 a.m. - 11:50 a.m.  
 Instructor: Mike Childress

**Basic Hydraulics**  
 #0009331, GEN  
 Friday, 10:00 a.m. - 11:40 a.m.  
 Instructor: Scott Wiegman  
**Basic Pool & Spa Water Chemistry**  
 #0006956, GEN  
 Friday, 8:00 a.m. - 9:40 a.m.  
 Instructor: Leanne Levy

**Basic Understanding of New Concrete Deck Coatings**  
 #0008306, GEN  
 Saturday, 8:00 a.m. - 9:40 a.m.  
 Instructor: Bill Dugan

**Blue Water, Green Equipment (NEW course)**  
 #0010754, GEN  
 Saturday, 8:00 a.m. - 9:40 a.m.  
 Instructor: Alex Krajewski

**Business Management for Service Contractors (NOT FOR CREDIT)**  
 Friday, 10:00 a.m. - 11:40 a.m.  
 Instructor: Charles Baird

**Business Planning and Development**  
 #0010755, BP  
 Friday, 10:00 a.m. - 11:40 a.m.  
 Instructor: Bill Kent

**Call 811 Before You Dig: Damage Prevention & Safety**  
 #0010756, WS  
 Friday, 8:00 a.m. - 8:50 a.m.  
 Instructor: Brian Dean

**Cast Rock Construction**  
 #0010757, GEN  
 Saturday, 10:00 a.m. - 11:40 a.m.  
 Instructor: Bruce Riley

Ch. 489: Contractors Responsibilities  
 #0010147, L & R  
 Friday, 9:00 a.m. - 9:50 a.m.  
 Instructor: G.W. Harrell

Ch. 489: Prohibitions and Penalties  
 #0010148, L & R  
 Saturday, 10:00 a.m. - 10:50 a.m.  
 Instructor: Jennifer Hatfield

**Chemicals and Automatic Sanitizing Devices**  
 #0010597, GEN  
 Saturday, 10:00 a.m. - 11:40 a.m.  
 Instructor: Sean Assam

**Chlorine Generators - Understanding and Troubleshooting**  
 #0010758, GEN  
 Saturday, 8:00 a.m. - 9:40 a.m.  
 Instructor: Sean Assam

**Construction & Pool Prep Considerations for Aggregate Finishes**  
 #0009892, GEN  
 Friday, 10:00 a.m. - 10:50 a.m.  
 Instructor: Richard Tarricone

**Customer Service**  
 #0007721, BP  
 Saturday, 10:00 a.m. - 10:50 a.m.  
 Instructor: Dan Johnson

**DBPR-CILB Update**  
 #0007905, BP  
 Friday, 12:30 p.m. - 2:10 p.m.  
 Instructor: G.W. Harrell

**Department of Transportation Regulations for the Pool Industry**  
 #0008307, WS  
 Friday, 10:00 a.m. - 11:40 a.m.  
 Instructor: David Rivers

**Designing Business Plans for Pool & Spa Professionals**  
 #0010759, BP  
 Saturday, 9:00 a.m. - 11:50 a.m.  
 Instructor: Connie Sue Centrella

**Diagnosing & Troubleshooting Today's Heat Pump**  
 #0010760, GEN  
 Friday, 8:00 a.m. - 9:40 a.m.  
 Instructor: Jeff Tawney

**Efficiencies in Pool Designs**  
 #0008406, GEN  
 Friday, 8:00 a.m. - 9:40 a.m.  
 Instructor: Scott Wiegman  
**Electric Motors - How They Work, What They Do**  
 #0007722, GEN  
 Friday, 8:00 a.m. - 9:40 a.m.  
 Instructor: Jack Gobel

**Flat Rate Pricing**  
 #0008758, BP  
 Saturday, 10:00 a.m. - 11:40 a.m.  
 Instructor: Philip Yetzer

# Hands-On Training Course Descriptions

**FREE inside the exhibit hall**

For more information, visit [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com). (Not for CE)

Florida Building Code Advanced Training: Residential Swimming Pools #0009300, ADV  
Saturday, 10:00 a.m. - 11:40 a.m.  
Instructor: Richard Moseley & Adam Alstott

Florida Construction Lien Laws #0007314, BP  
Friday, 10:00 a.m. - 11:40 a.m.  
Instructor: Douglas Harvey

Florida Sales/Use Tax for the Pool Industry #0010761, BP  
Friday, 10:00 a.m. - 11:40 a.m.  
Instructor: Gordon Herget

Gas Supply Issues & Troubleshooting For Pool & Spa Heaters #0010634, GEN  
Saturday, 10:00 a.m. - 10:50 a.m.  
Instructor: Stan Taylor

GPS-Based Fleet Management for Pool and Spa Business #0007715, BP  
Saturday, 8:00 a.m. - 9:40 a.m.  
Instructor: Daniel Lee

Green Market Segment - Energy Efficient Technology #0010762, GEN  
Friday, 11:00 a.m. - 11:50 a.m.  
Instructor: Jeff Farlow

Hot Water Chemistry #0007714, GEN  
Saturday, 8:00 a.m. - 9:40 a.m.  
Instructor: Wayne Ivusich

Hydraulics Made Easy #0008815, GEN  
Saturday, 10:00 a.m. - 11:40 a.m.  
Instructor: Danny Crump

Installing High-End Vinyl Pools: What to do Before adding Water #0010763, GEN  
Friday, 9:00 a.m. - 9:50 a.m.  
Instructor: Tim Fowler

Introduction to Ozone Generators #0008816, GEN  
Friday, 8:00 a.m. - 9:40 a.m.  
Instructor: Rick Taylor

Legal Risks & Insurance Considerations for the Pool/Spa Industry #0009927, BP  
Saturday, 8:00 a.m. - 9:40 a.m.  
Instructor: Raymond Arouesty

LP Gas & Pool Heaters: Achieving a Safe Combination #0000239, WS  
Thursday, 1:00 p.m. - 4:00 p.m.  
Instructor: John Antonio

Motor Troubleshooting & Replacement #0008818, GEN  
Saturday, 8:00 a.m. - 9:40 a.m.  
Instructor: Dennis Bush

Multi-Speed Pump Usage to Maximize Efficiency (NEW course) #0010765, GEN  
Saturday, 10:00 a.m. - 10:50 a.m.  
Instructor: Scott Wiegman

Pool Finishes #0010766, GEN  
Saturday, 10:00 a.m. - 11:40 a.m.  
Instructor: Bill Dugan

Pool Surface Preparation: Remodeling Cementitious Surfaces #0009377, GEN  
Friday, 8:00 a.m. - 8:50 a.m.  
Instructor: Randy Dukes

Project Profiles: Execution of Technically Advanced Watershapes #0010767, GEN  
Saturday, 9:00 a.m. - 9:50 a.m.  
Instructor: Brian Van Bower

Pumps and Motors (NEW course) #0010768, GEN  
Friday, 8:00 a.m. - 9:40 a.m.  
Instructor: Mike Childress

Recreational Water Illnesses (RWI's) in Spas #0010769, GEN  
Saturday, 11:00 a.m. - 11:50 a.m.  
Instructor: Roy Vore

Recreational Water Illnesses (RWI's) in Swimming Pools #0010770, GEN  
Friday, 10:00 a.m. - 10:50 a.m.  
Instructor: Roy Vore

Refrigeration Fundamentals as They Relate to Swimming Pool Heat Pumps #0010771, GEN  
Friday, 11:00 a.m. - 11:50 a.m.  
Instructor: Stan Taylor

Resolving Conflict Constructively & Avoiding Workplace Violence #0010772, GEN  
Saturday, 8:00 a.m. - 9:40 a.m.  
Instructor: Kathie Holland

Risk Management Essentials #0009922, WS  
Thursday, 8:30 a.m. - 12:15 p.m.  
Instructor: Jonathan Parker

Salt Chlorinators and pH and ORP Monitoring / Dispensing #0010773, GEN  
Friday, 9:00 a.m. - 9:50 a.m.  
Instructor: David Pruchniewski

Solutions in Chemistry #0010598, GEN  
Friday, 10:00 a.m. - 10:50 a.m.  
Instructor: Connie Sue Centrella

Spa Blowers - How They Work, What They Do #0008850, GEN  
Saturday, 8:00 a.m. - 8:50 a.m.  
Instructor: Jack Gobeler

Technical Advancements in Swimming Pool Heating (NEW course) #0010774, GEN  
Saturday, 11:00 a.m. - 11:50 a.m.  
Instructor: Skip Greggs

Technical Knowledge of Business Management #0010776, BP  
Friday, 8:00 a.m. - 9:40 a.m.  
Instructor: Connie Sue Centrella

UV: Shedding a New Light on Recreational Water Treatment #0010777, GEN  
Friday, 8:00 a.m. - 8:50 a.m.  
Instructor: Zach Hansen

Variable Frequency Drive Technology #0009930, GEN  
Friday, 10:00 a.m. - 11:40 a.m.  
Instructor: Danny Crump

Water Chemistry for Aggregate Pool Finishes #0009893, GEN  
Saturday, 9:00 a.m. - 9:50 a.m.  
Instructor: Richard Tarricone

Water Chemistry: Source Water Problems #0009929, GEN  
Friday, 10:00 a.m. - 11:40 a.m.  
Instructor: Lance Pettyjohn

Workers' Compensation #0006955, WC  
Thursday, 1:00 p.m. - 1:50 p.m.  
Friday, 8:00 a.m. - 8:50 a.m.  
Saturday, 9:00 a.m. - 9:50 a.m.  
Instructor: Ken Brown

Workplace Safety #0006954, WS  
Thursday, 2:00 p.m. - 2:50 p.m.  
Friday, 9:00 a.m. - 9:50 a.m.  
Saturday, 8:00 a.m. - 8:50 a.m.  
Instructor: Jonathan Parker

**Eco Friendly Nature<sup>2</sup>: Reducing Maintenance and Increasing Profits, presented by Zodiac Pool Care**  
Subject: EPA approved mineral sanitizer  
Level: Intermediate  
Audience: Builder/Installer, Service, Retail, Professional Pool Management, Distributor  
*Instructors: Alex Krajewski and Buzz Robinson*  
Friday: 12:30 p.m. - 1:30 p.m.  
Saturday: 3:00 p.m. - 4:00 p.m.  
Learn how Nature<sup>2</sup> can be installed in minutes and how cartridges are designed to provide up to six months of continuous water purification allowing for return business.

**Optimum Hydraulic Performance: Jandy Versa Plumb, presented by Jandy Pool Products**  
Level: Intermediate  
Audience: Builder/Installer, Service, Subcontractor, Professional Pool Management  
*Instructor: Alex Krajewski*  
Friday: 2:15 p.m. - 3:15 p.m.  
Saturday: 12:00 p.m. - 1:00 p.m.  
Learn how the Jandy Versa Plumb equipment is designed to allow for improved hydraulic efficiency and lower pool operation costs.

**Energy Efficient Pool and Spa Heaters, presented by Jandy Pool Products**  
Level: Basic and Intermediate  
Audience: Builder/Installer, Service, Retail, Subcontractor, Professional Pool Management  
*Instructor: Alex Krajewski*  
Friday: 3:45 p.m. - 4:45 p.m.  
Saturday: 1:30 p.m. - 2:30 p.m.  
Learn how a High Efficient heater can reduce energy consumption, natural and propane gas usage and can be environmentally friendly.

**AutoPilot Troubleshooting, presented by AquaCal AutoPilot**  
Room: AquaCal AutoPilot Trailer  
Subject: Salt / Chlorine Service  
Level: Intermediate  
Audience: Builder/Installer, Service, Retail  
*Instructor: Brad Manning*  
Friday: 1:45 p.m. - 2:45 p.m.  
Saturday: 3:00 p.m. - 4:00 p.m.  
Course reviews all products and troubleshooting techniques and tips.

**"Walk Up" Operations Test, presented by AquaCal AutoPilot**  
Room: AquaCal AutoPilot Trailer  
Subject: Heat pump service  
Level: Intermediate  
Audience: Builder/Installer, Service, Retail  
*Instructor: Jeff Tawney*  
Friday: 3:30 p.m. - 4:30 p.m.  
Saturday: 1:30 p.m. - 2:30 p.m.  
Course will teach "non" heat pump technicians, sellers and installers how to troubleshoot a heat pumps' operation.

**Drowning, Entrapment & Evisceration Accidents: How to Avoid Them and What to do When They Occur, presented by Baker & Hostetler, LLP**  
Subject: Risk Management  
Level: All  
Audience: All  
*Instructor: James V. Etscorn, J.D.,*  
Friday: 12:30 p.m. - 1:30 p.m.  
Utilizing actual cases and accident scenarios, this presentation will discuss the mechanisms by which entrapments, hair entanglements and evisceration accidents occur and will discuss ways in which these tragedies can be prevented. Actual photographs, testimony and evidence from past cases will be explored.

**Pool Blaster: Swimming Pool & Spa Vac: Residential & Commercial Battery Operated, presented by Water Tech Corp**  
Level: Basic - Advanced  
Audience: Service, Retail, Professional Pool Management  
*Instructor: Bill Pozsonyi*  
Saturday: 1:30 p.m. - 2:30 p.m.  
Course looks at a rechargeable hand held and extended reach pool cleaner that has no need for hose attachments.

**Solar vs. Fossil Fuel Pool Heaters, presented by FSPA**  
Subject: Solar Heaters  
Level: Intermediate  
Audience: Builder/Installer, Service, Retail, Subcontractor  
*Instructor: Mack Crumpler, Florida Waterscapes NWF, LLC*  
Friday: 2:15 p.m. - 3:15 p.m.  
A review of the pros and cons of solar pool heaters versus gas and electric heaters for pools and spas. Aspects of the course will include energy management and conservation, expected performance, nominal installation and operating costs.

**Understanding Florida State Laws & Regulations that Affect the Pool & Spa Industry, presented by FSPA**  
Level: All  
Audience: All  
*Instructor: Jennifer Hatfield, FSPA*  
Friday 3:45 p.m. - 4:45 p.m.  
This course will focus on updates to state laws and regulations that affect the pool industry. It will provide an overview that includes the Florida Building Code requirements, such as the new ANSI/APSP-7 standard; chapter 64E-9 of the Florida Administrative Code, the public pool code; and Construction Industry Licensing Board regulations. This class will provide information on any legislative and regulatory initiatives being proposed as well.

**Design and Installation of Solar Pool Heaters, presented by FSPA**  
Level: Intermediate  
Audience: Builder/Installer, Service, Retail, Subcontractor  
*Instructor: Mack Crumpler, Florida Waterscapes NWF, LLC*  
Saturday: 12:00 p.m. - 1:00 p.m.  
This course will focus on site surveys and customer expectations; design considerations versus performance; system design including hybrid options of combining with existing or new heaters and installation procedures for various roof designs and ground mounts.

**Understanding & Implementing the Virginia Graeme Baker Pool & Spa Safety Act, presented by FSPA**  
Subject: Federal Regulation  
Level: All  
Audience: All  
*Instructor: Jennifer Hatfield, FSPA*  
Saturday: 3:00 p.m. - 4:00 p.m.  
This course will focus on understanding the Virginia Graeme Baker Pool & Spa Safety Act (VGB Act), a legislative approach to preventing drowning and entrapment. The legislation was signed into law by the President on December 19, 2007 and the Consumer Product Safety Commission (CPSC) has been charged with interpreting and enforcing the VGB Act. The class will focus on understanding the overall goals of the VGB Act and will break down the federal requirements for public pools and spas, as well as the voluntary grant program for residential pools and spas. The class will provide the latest information on what drain covers are available, any new information from the CPSC on how they are implementing the VGB Act, and how state agencies are handling this federal legislation.

**THANK YOU  
INSTRUCTORS!**



## Hotels

**Rosen Centre Hotel**  
9840 International Drive  
Reservations: 800-204-7234  
Rate: \$175 / night

**The Peabody Orlando**  
9801 International Drive  
Reservations: 800-732-2639  
Rate: \$233 / night

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 2009 Orlando Pool & Spa Show will be in **West Hall B** located in the **West 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.

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

## Insurance Update

### Jobsite pollution liability --- got it?

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

There are many types of pollution exposures; some arise from the storage and sale of bleach from tanks, others are found in the transportation of chemicals and others may occur at the jobsite.

In this article, we will address the pollution liability that arises at a jobsite. Pollutants can include chlorine, bleach and chemicals normally used to clean swimming pools.

There are endless situations that could create the need for coverage. Consider the contractor that empties a swimming pool and the water, loaded with chlorine that seeps into the garden and kills the homeowner's landscaping; or what if a bucket of acid is accidentally left behind at a jobsite and a child knocks it over and gets burned.

You might relate to Mary who secured a contract to maintain the swimming pool at a large commercial hotel. She liked the environment; bright artwork hung in the lobby, thriving ferns surrounded the patio area around the pool and lighthearted vacationers chatted about the latest attraction. The ambiance was carefree.

One day, however as she walked through the mezzanine, Mary was unaware of the small drip coming from an overflowing bucket of chemicals. Much to her surprise, she had left

a trail of bleach across the plush carpeting that covered the mezzanine floor. The hotel insisted on new flooring.

Would her insurance policy cover this type of loss?

Under a standard general liability policy, claims arising from the use of pollutants are excluded. Pollutants include bleach, chlorine and many chemicals normal to the swimming pool industry. Therefore, under a standard general liability policy, there would be no coverage for this claim.

However, with the inclusion of ISO endorsement form CG 70 50 03 04, entitled, 'Limited Pollution Reimbursement-Work Sites,' the scenario changes. This form provides coverage for bodily injury, property damage or environmental damage caused by a pollution incident on or from your work site.

Mary was prepared. Her insurance program included the extension endorsement named above and the claim was covered.

Any swimming pool contractor handling chemicals or bleach at an off-site location should consider adding this coverage to his insurance program, since pollution liability is excluded under a standard general liability form. The endorsement is reasonably priced and can be added in most cases.

## Jandy

- Pumps
- Filters
- Heaters
- Heat Pumps
- Controls
- Lights
- Water Purification
- Valves
- Water Features
- Water Leveling
- Cleaners
- Accessories

ALL JANDY PRODUCTS WORK SEAMLESSLY TOGETHER

The Jandy AquaLink<sup>®</sup> RS Control System manages our complete line of technologically advanced products. The Jandy system is designed to create a carefree backyard paradise — enhancing the overall pool and spa experience by delivering performance and reliability through technology.



Performance  
Reliability  
Technology

What if...

## righty tighty lefty loosey

...was all your plumber needed to know?



Checkout the new Versa Plumb<sup>™</sup> system by Jandy.

- Save Time,
- Save Money,
- Save Energy!

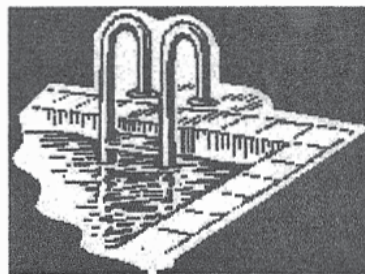


Contact your local Jandy representative for more information.

1.707.776.8200 • www.jandy.com • info@jandy.com  
©2008 Jandy Pool Products, Inc.

### Do You Need Workers' Comp And Have Less Than 3 Employees?

Insurance by Ken Brown, Inc. has developed a new program for organizations with less than 3 employees. As an FSPA endorsed agency, we understand your industry and can accommodate your business insurance needs regardless of your size.



Contact our agency:  
Insurance By Ken Brown, Inc.  
Dorothy Willson  
1-800-940-1543/321-397-3870  
Fax 321-397-3888  
dwillson@insbykenbrown.com

FLY with the  
RED BARON

20" WIDE X 20" DEEP  
TAPERED BAG  
DESIGNED FOR DURABILITY  
THE SERVICE PRO'S FAVORITE

NET CONFIGURATIONS AVAILABLE:

TUFF DUTY	LEAF CHASER	RAG BAG (PICTURED)
-----------	-------------	--------------------

Nobody's more serious about nets than we are!

1-800-257-1961  
www.puritypool.com



# We, as an industry

Donald Bryant, Bryant Pools, ECF Chapter President

In these difficult economic times, I feel we, as an industry, need to focus on the positive aspects of our products and promote their use, value and health benefits. Changing the image of our products will be one of the keys to our survival.

Recently I read an article about how our industry is doing a terrible job and delivering a terrible product, possibly resulting in fewer permits pulled and even fewer renovations started. The article implied that we as an industry need to be more educated and try harder.

I, for one, disagree. While it's true that education and keeping up in the industry are important, now more than ever before we cannot overlook the fact that pools today are safer, better built and more beautiful than in the past. We, as an industry, have been proactive and responsive to the demands of the public. Pools today have features that people only dreamed about 20 years ago!

Our industry now offers energy-saving devices such as variable speed pumps and ultra-efficient

heaters. We now match our plumbing size with turnover demands, saving even more energy. Sanitization and chlorination are easier and more effective as well.

Suction entrapment and entanglement issues have been met head on and responsible guidelines have been set and will be followed.

Thanks to FSPA, we now have an open line of communication with our lawmakers and the opportunity for input in the creation of laws and codes.

If we, as an industry, are to move forward, we must do a better job promoting our products to the public and each other. The pool industry is in a recession not because of our products or services but because of a weak housing market and poor consumer confidence.

Our job as an industry must be to convey to the general public that pools are not a 'terrible' product or an unaffordable extravagance, but a real life-enriching necessity that can pay huge dividends in good health and happiness.

Wednesday of every month at 2:00 p.m. at the Home Builders Association in Maitland. The Central Florida Chapter has a very active council and this is where decisions that will affect your business are made. Be sure to set your day planner, computer and calendar for the 4th Wednesday of every month!

## Charlotte Harbor

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

FSPACharlotteHarbor@FloridaPoolPro.com  
www.FSPACharlotteHarbor.com

The next Chapter membership meeting will be held on Thursday, January 13 at Whiskey Creek Restaurant. The meeting will begin with a social at 6:00 p.m. and dinner at 6:30 p.m. The meeting will feature the one-hour CE course "Pool and Spa Solutions in Chemistry" taught by **Marc Gordon, HornerXpress**, (CILB course #0007821, one hour, HornerXpress providership #004-0001103).

The next Board of Directors meeting will be held on Wednesday, January 21 at 258 Bangsberg Road. The meeting will begin at 4:30 p.m.

In order to encourage attendance at the Orlando Pool & Spa Show, there will be no Chapter membership meeting in February. All Chapter members are encouraged to attend the show. Be sure to register early to schedule your CE courses! The February Board meeting will be held February 25.

## East Central Florida

Executive Director: Lynn Hecklinger  
(386) 673-0038

FSPAEastCentralFlorida@FloridaPoolPro.com  
www.FSPAEastCentral.com

The East Central Florida Chapter starts the new year with a Board and membership meeting on Wednesday, January 21 at Our Deck Down Under, Port Orange. The evening's speaker will be Eileen Dickinson, Progressive Employees Service, and she will address a number of topics including payroll services and wage and hour issues.

The Chapter sends a big "thank you" to **Adam Alstott, Tropical Pools & Spas, Inc.**, and **Richard Moseley, Champagne Pools of Central Florida**, of the Central Florida Chapter for teaching the two-hour continuing education class on the Advanced Florida Building Code on Thursday, December 4 in Ormond Beach. The course, which was offered under the auspices of the Chapter's Builders Council, was one of three CE courses provided to members by the Chapter last fall. Combined with the two CE courses offered in the spring of last year, Chapter members had access to nine credit hours right in their own backyard!

## Chapter News

Check out Chapter Web sites for current information!

### Broward

Executive Director: Kathy Bohlander  
(866) 414-4771

FSPABroward@FloridaPoolPro.com  
www.FSPABroward.com

Happy New Year!

To quote Mary Manion, "Things will be fine in 2009." What a wonderful way to start the new year! Hopefully 2008's economics are going to take an upward turn; a big thank you to all of our Broward members that have remained faithful and given us another year of their trust.

In November, Broward held the Advanced Florida Building Code: Entrapment Protection for Suction Inlets class. This proved to be very successful with more than 50 people in attendance. The class was a buzz with questions; they were answered by **Don Cesarone Jr., Van Kirk and Sons**, and he even stayed after the class was over to answer more questions. Thank you Don, you did a great job!

The Broward Chapter Board is working on having some "green" meetings early in the year, check your e-mail for dates and times.

Members, Broward Chapter wants to be a members' Chapter, please call the office with any ideas that you would like to see for the upcoming year. Volunteers are always welcome.

### Central Florida

Executive Director: Mary Manion  
(800) 416-6774

FSPACentralFlorida@FloridaPoolPro.com  
www.FSPACentralFlorida.com

2008 is behind us, on to bigger and better things in 2009!

2008 was a rough year for many. As companies forge ahead into 2009 they are changing direction, making adjustments, cutting to the bone and looking for guidance. It is time to really take a close look at your business direction. What better way to begin the new year than with a CE course by **Connie Sue Centrella, HornerXpress**. Her credentials and experience in the swimming pool industry make it is easy to understand why she is so well respected. She has agreed to come to the Central Florida Chapter and teach her two-hour CILB approved course on "Designing Business Plans" (meets business practice requirement). She is going to share her expertise in areas that can help you and your business. Is there anyone in the pool industry who doesn't need a little help these days?

This will all take place at the Sheraton Downtown – Orlando on January 13. The Board of Directors will meet from 4:00 p.m. to 6:00 p.m. and all members are welcome to come. At 6:00 p.m. will be registration, cocktails and conversation, and at 7:00 p.m. dinner is served followed by the two-hour CE course by Connie Sue. The cost for dinner and CE is \$30 per person. It could be the best investment you make for your future. Don't forget to RSVP.

The Chapter Builders Council meetings are held on the 4th

## YOU DESERVE MORE

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

### Servicing Our Pool Industry Professionals Since 1974

**Reputation >** Any firm that you refer to your customer reflects back on you. Are you working with the best, licensed professionals in the industry?

**Confidence >** Backed by over 30 years of experience and state-of-the-art equipment.

**Fast Results >** Highly trained Leak Specialists who know how to use our superior equipment that isolates the leak source quickly.

**Guarantee >** We guarantee to locate most customer's residential pool, spa, or fountain leaks or we do not charge.

**Referral Relationship >** As the recognized leader, no one else has achieved our volume; therefore, we are better positioned to refer customers to you.

Each office independently owned and operated.



**AMERICAN  
LEAK  
DETECTION**

THE ORIGINAL LEAK SPECIALISTS™

**AmericanLeakDetection.com**

**800.970.LEAK**  
5 3 2 5

## Florida Gulf Coast

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

The next Chapter membership meeting will be held on Tuesday, January 20 at the Paseo Community Center. This meeting will provide the most up-to-date information regarding the Virginia Graeme Baker Pool & Spa Safety Act (VGB Act). Get an understanding of the overall goals of the VGB Act and the federal requirements for public pools and spas, as well as the voluntary grant program for residential pools and spas.

The program will include the latest information on what drain covers are available, any new information from the Consumer Product Safety Commission on how they are implementing the VGB Act, and how state agencies are handling this federal legislation. Information will also be provided on the results of the public hearing on 64E-9, the public pool code revisions. The meeting will feature Jennifer Guttoso, Supervisor of Pools, Environmental Health & Engineering Department of Collier County Department of Health. The meeting will begin with the social at 6:00 p.m. and dinner at 6:30 p.m.

Congratulations to the 2009 Chapter slate of officers: President **Gary Martin, Serenity Pools & Spas**; Vice President **Bob Fink, SCP Distributors**; and Secretary/Treasurer **Michelle Serrianni, Siesta Pebble Interiors**. Our directors

are **Jerry Scott, Splash Man Pool Service** (also Immediate Past President); **Randy Cramer, Coastal Custom Pools**; and **Jason Wilkins, Serenity Pools & Spas**.

## Florida West Coast

Executive Director: Malinda Howard  
(727) 442-4343  
FSPAFloridaWestCoast@FloridaPoolPro.com  
www.FSPAWestCoast.com

Happy New Year to all from the Florida West Coast Chapter!

The Chapter Board of Directors met at noon on December 2 at Belleair Pool Supply. The next Board of Directors meeting will be at noon on Tuesday, January 6 at Gorman Company, 2154 Calumet Street, Clearwater, 33765. Remember, any Chapter member can sit on the Board of Directors and every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the first Tuesday of the month but please call the Chapter office if you plan to attend. Also, please call the Chapter office with your ideas for Chapter meetings and programs. We are ready to plan the new year!

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

Don't delay, register today for the Orlando Pool & Spa Show, February 20-21, 2009, Orange County Convention Center. [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com) See you there!

## Greater Miami

Please contact the FSPA office  
(866) 930-FSPA  
[www.FSPAMiami.com](http://www.FSPAMiami.com)

No news this month.

## Manasota

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

The next Chapter membership meeting will be held on Thursday, January 29 at the Holiday Inn - Lakewood Ranch. The meeting will feature the one-hour CE course "Pool and Spa Solutions in Chemistry" taught by **Marc Gordon, HornerXpress**, (CILB course #0007821, one hour, HornerXpress providership #004-0001103). The meeting will begin with the social at 5:00 p.m. and dinner at 5:30 p.m.

The next Board of Director's meeting will be held on Tuesday, January 6 at the Alamo Steakhouse at the Lakewood Ranch Holiday Inn. The meeting will begin at 4:00 p.m.

In order to encourage attendance at the Orlando Pool & Spa Show, there will be no Chapter membership meeting in February. All Chapter members are encouraged to attend the show. Be sure to register early to schedule your CE courses! The February Board meeting will be held on February 3.

## North Central Florida

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

No news this month

## Northeast Florida

Executive Director: Mitch Brooks  
(800) 569-6774 Ext. 12  
FSPANortheastFlorida@FloridaPoolPro.com  
[www.FSPANortheast.com](http://www.FSPANortheast.com)

Don't miss our next meeting on January 22 for the most current updates on the Virginia Graeme Baker Pool & Spa Safety Act and code changes that will take place in March. Watch your mail and e-mail for official announcement of our January guest speaker.

Farewell and good luck Northeast Florida Chapter members! As you should know, we will be departing as the Chapter's staff management as of the end of January 2009. For close to eight years we have faithfully served you, the member, and your Board giving you the best possible professional association management. It has been an honor and lots of fun working with you to build up this Chapter into one of the most successful in the entire state. I would especially like to thank those members who have served on the Board during our tenure. Thank you for the years of support, loyalty and honesty you have shown to us as management partners as we all worked for the common good of the members of the Northeast Florida Chapter and the swimming pool industry as a whole. God bless and happy holidays!

Please note: Shortly you will be receiving via mail and fax the Chapter's new mailing address and phone numbers. Please change them in all of your directories and accounting systems so mail is not lost. Thank you in advance.

## Northwest Florida

Chapter President: John Salvo  
(850) 668-4202  
FSPANorthwestFlorida@FloridaPoolPro.com  
[www.FSPANorthwest.com](http://www.FSPANorthwest.com)

The meeting in Crestview on December 11 was an overwhelming success. A total of 48 attendees listened as **Dan Johnson, Swim, Inc.**, presented the Advanced Florida Building Code: ANSI-7: Entrapment Protection Suction Inlets class. The ANSI-7 standard will be going into effect March 1, 2009 as part of the 2007 Florida Building Code. Dan

When your *pool* needs resurfacing...

**DIAMOND BRITE**  
EXPOSED AGGREGATE FINISHES

Ask For The ORIGINAL!

**SGM** SWIMMING POOL, SPA & DECK FINISHES

[WWW.SGM.CC](http://www.sgm.cc)  
(800) 641-9247

## INSURANCE BY KEN BROWN, INC.

### Property and Casualty Insurance Program

Endorsed by Florida Swimming Pool Association

- Auto
- Property
- General Liability
- Workers' Compensation
- Pool Popping

Take advantage of the dividend potential for FSPA members when you place your business insurance with **INSURANCE BY KEN BROWN, INC.**

In partnership with



For information please call:  
(321) 397-3870 or (800) 940-1543  
e-mail: [kbrown@insbykenbrown.com](mailto:kbrown@insbykenbrown.com)  
[www.insbykenbrown.com](http://www.insbykenbrown.com)

PO Box 948117  
Maitland, FL 32794-8117

707 Pennsylvania Ave, Suite 1300  
Altamonte Springs, FL 32701

also discussed the federal Virginia Graeme Baker Pool & Spa Safety Act. This provided those in attendance with an understanding of the overall goals of the VGB Act and the federal requirements for public pools and spas, as well as the voluntary grant program for residential pools and spas. Of the attendees, there were 18 building and health department officials (state, county, and city) from the Florida panhandle and we even had one commercial pool inspector from Alabama. There were 24 students signed-up for the two-hour CE credit available in this presentation including FSPA members, non-members and building officials.

Good discussions between pool contractors and local officials helped with the overall understanding of the implementation of the new requirements. Hopefully this will carry through to our implementation in the field as builders and service contractors begin to interface with customers, building officials and health officials in the coming months. A big thanks to Dan Johnson for taking personal time to spend an evening with us and help our Chapter as we continue to work for our industry and Chapter members. Also our thanks to Ryan's Restaurant for hosting our meeting – the steaks and salad were so good! Ryan's always treats us like family, thanks!

Notice was provided to all members on December 12 for the Chapter annual election of officers scheduled for January 12. Nominations and volunteers are due now. Please let Mack Crumpler or Mike Esmond know by the last week in December if you have a nomination or are willing to serve as an officer or Board member for the coming year. All positions are up for election including President, Vice President, Secretary, Treasurer and Board Member At-Large. This is a call to all Chapter members to attend this important business meeting. The meeting will be at Ryan's in Crestview on January 12 at 6:00 p.m. and should not be lengthy.

To all pool and spa industry officials and professionals throughout northwest Florida and southern Alabama, your Northwest Florida Chapter of FSPA wishes you a very Merry Christmas and a happy and prosperous New Year. We believe in our country and the strength we all get when we pull together. We also believe 2009 will be a strong business year for the entire economy and our Chapter will be standing by to help you in anyway we can.

## Palm Beach

Executive Director: Doris Rohner  
(888) 818-9618

FSPAPalmBeach@FloridaPoolPro.com  
www.FSPAPalmBeach.com

Jennifer Hatfield, Director of Government and Public Affairs, drew an attendance of nearly 80 at the December 10 membership meeting. Jennifer presented information on entrapment prevention and the Virginia Graeme Baker Pool & Spa Safety Act. Thank you, Jennifer, for your devotion to the FSPA.

The all-new 2009 Chapter was previewed with the "Spin for Success" wheel. The 50/50 drawing has been turned in to a possible 100/0 drawing with many prizes offered. Many

thanks to **Proline Distributors** for sponsoring the grand prize, two tickets to the January 19 Panthers game. This prize was valued at approximately \$350. The 50/50 spin resulted in a payout of \$120. T-shirts were also given as prizes. Not one, but four tickets were drawn for a chance to spin the wheel. Prizes include free membership meetings, free CE, free tanning, free restaurant gift cards, free gas cards and a variety of other free gift cards. How do you like us now?

Mark your calendars, the 2009 meeting dates are changing. The membership meeting will be on the first Thursday of each month, unless there is a conflict. We don't want to schedule a meeting for New Years Day, therefore the January meeting will be on Thursday, January 8, 2009.

The year is planned. Meetings will include information on Propane Gas Heaters and a meeting where representatives from manufacturers and distributors will conduct a hands-on presentation. There will be a Table Tops and Picnic event as well as Fire Up and Pool Balancing and the CE course on ANSI-7, the new suction entrapment avoidance standard. Don't forget Poker Night, this is a night of fun and games for everyone.

We are heating things up for January 2009 and are excited to bring you the all-new Palm Beach Chapter.

Happy belated holidays!

## Polk County

Executive Director: Mary Manion  
(800) 416-6774

FSPAPolkCounty@FloridaPoolPro.com  
www.FSPAPolkCounty.com

We know that 2008 was not always that great, but 2009 is going to be fine!

Polk County Chapter is going to be fine in two oh oh nine! Great things are planned that will change business for Chapter members. How is Polk County Chapter going to accomplish this? Do not miss the January 14 Chapter meeting at HornerXpress-Lakeland. A new member benefit that will cost absolutely nothing for Chapter members will be introduced at 7:00 p.m. sharp. This program has the potential to set your company above the competition, but you have to be a member to participate. Non-members are welcome to come and learn about the program, but all builder, service and retail members need to be at HornerXpress by 6:45 p.m.

As a special treat, dinner will be prepared and served by Larry Bosse, award-winning chef and owner of Blue Ribbon Smoker and Grill Company. Everyone knows what that means, the best ribs anywhere!

To add to the excitement of the whole event, we will have a two-hour CILB approved CE course, taught by **Connie Sue Centrella, HornerXpress**. Connie Sue will be presenting the class "Designing Business Plans" (meets business practice requirement). This updated class will help you access your company, look at your business structure and possibly redesign your way of doing business to meet the challenges of today's market.

The January 14 Chapter meeting is a must-attend meeting. There is so much going on and so much to share! Plan to be at HornerXpress no later than 6:45 p.m. for dinner, 7:00 p.m. for special announcements and 7:30 p.m. for the two-hour CE course. The cost is \$15 per person.

## Space Coast

Chapter President: Shelly Grundhoffer  
(321) 779-0103

FSPASpaceCoast@FloridaPoolPro.com

The Space Coast Chapter is ready for the new year. This year, like every year, we have many things to do. The first meetings of the new year are very important. With **Albert Underwood, Aqua-Blue Aquatech of Central FL**, chairing the Builders Council and **Bobby Johnson, Aqua-Rite, Inc.**, chairing the Service Council, we will be working hard to address your concerns. The state Board of Directors will meet on the 17<sup>th</sup> of this month. We need your input on several issues to be carried to the committee meetings at the state level.

We are all trying to keep our heads above water in these tough times. Come out and talk with other professionals in your Chapter to help chart a course to better days.

The Space Coast Chapter's Builders Council will meet on Thursday January 8 from noon to 1:30 p.m. at Beef O'Brady's, 3030 Lake Washington Road, Melbourne. This will be followed by the Service Council meeting from 1:45 p.m. to 3:15 p.m. and the Board of Directors meeting from 3:30 p.m. to 4:30 p.m.

## Tampa Bay

Executive Director: Karen Cobo  
(813) 265-2907

FSPATampaBay@FloridaPoolPro.com  
www.FSPATampaBay.com

We will hold our next Chapter Board meeting in Orlando amidst the state committee and Board of Directors meetings. It will be January 16 at 6:30 p.m.

The next Chapter meeting will be Tuesday, January 27 at the Clarion Hotel and Conference Center and will focus on the new building codes. Happy hour will be at 6:00 p.m., dinner at 7:00 p.m. and the program at 7:30 p.m. The speaker is Sam Laboratori, Gardner Collins, PE; as well as county and city building inspectors.

Members, non-members, associates and guests are welcome. The cost is \$25 per person. Reservations must be made by January 22 and no-shows will be billed.

Be sure to attend the Orlando Pool & Spa Show, February 20-21. Visit [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com) for more information and to register.

## Treasure Coast

Executive Director: Susan Gilbert  
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com  
www.FSPATreasureCoast.com

Happy New Year! Look forward to a prosperous and safe year! Our January Chapter meeting will be January 20 at 6:30 p.m. and the Board of Directors will meet at 5:30 p.m.

Attention members of the Treasure Coast pool and spa trade, the following is a message from the FSPA Treasure Coast Chapter Board.

We are all feeling the effects of the economic crunch, from rising fuel costs to the drastic downturn in consumer spending, but we are all still in business. We are all still members of this industry. This is the time to come together as an industry to support each other in our efforts to retain and increase business. Our Chapter's involvement in the FSPA ensures you have a voice in legislative and administrative issues specific to our local economies.

At this time, our Treasure Coast Chapter is severely lacking in members and participation. We want to encourage everyone to help rebuild our membership, and increase current members' participation in Chapter meetings and events. We'd like to plan some fun events and fundraising opportunities, and hold them in areas throughout the three counties. We need your support and participation to make your chapter what you need it to be.

Please e-mail or contact our Executive Director, Susan Gilbert, to find out what you can do to get involved. We want to see you there!

[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.](#)



Engineering Plans Preparation  
Entrapment Avoidance  
Site Inspection  
Troubleshooting  
Training  
Problem Resolution  
Compliance Certifications

Terrence Lambert MSE PE  
Professional Engineer & Chemist  
Former Florida Department of Health Permitting Engineer  
(813) 282-7264 Tampa, FL  
tlambertpe@yahoo.com

# Calendar of Events

## January 2009

- 6 FSPA Florida West Coast Chapter Board Meeting  
Noon at Gorman Company, 2154 Calumet Street, Clearwater
- 6 FSPA Manasota Chapter Board Meeting  
4:00 p.m. Alamo Steakhouse at the Lakewood Ranch Holiday Inn
- 8 FSPA Palm Beach Chapter Meeting
- 8 FSPA Space Coast Chapter  
Noon - Builders Council Meeting  
1:45 p.m. Service Council Meeting  
3:30 p.m. Board Meeting  
Beef 'O' Brady's, 3030 Lake Washington Rd., Melbourne
- 12 FSPA Northwest Chapter Meeting and Elections  
6:00 p.m. Ryan's at Crestview
- 13 FSPA Central Florida Chapter  
4:00 p.m. - 6:00 p.m. Board Meeting  
6:00 p.m. Registration  
7:00 p.m. Dinner  
7:30 p.m. CE Course  
Sheraton Downtown
- 13 FSPA Charlotte Harbor Chapter Meeting and CE Course  
6:00 p.m. Whiskey Creek Restaurant
- 14 FSPA Polk County Chapter  
6:45 p.m. Dinner  
7:00 p.m. Builder/ Service Council Meeting  
7:30 p.m. CE Course  
HornerXpress - Lakeland
- 16 FSPA Tampa Bay Chapter Board Meeting  
6:30 p.m. Doubletree Orlando
- 16 **FSPA Committee Meetings**
- 17 **FSPA Board of Directors Meeting**  
Doubletree Orlando (See page 2 for details)
- 20 FSPA Florida Gulf Coast Board and Chapter Meeting  
6:00 p.m. Social  
6:30 p.m. Dinner and Meeting  
Paseo Community Center

- 20 FSPA Treasure Coast Chapter  
5:30 p.m. Board Meeting  
6:30 p.m. Chapter Meeting
- 21 FSPA Charlotte Harbor Chapter Board Meeting  
4:30 p.m. 258 Bangsberg Road
- 21 FSPA East Central Florida Board and Chapter Meetings  
Our Deck Down Under, Port Orange
- 22 FSPA Northeast Florida Chapter  
5:30 p.m. Board Meeting  
6:30 p.m. Chapter Meeting  
Baymeadows Holiday Inn
- 27 FSPA Tampa Bay Chapter Dinner Meeting  
6:00 p.m. The Clarion Hotel & Conference Center, 2701 E. Fowler Ave.
- 28 FSPA Central Florida Chapter Builders Council Meeting  
2:00 p.m. Home Builders Association
- 29 FSPA Manasota Chapter Meeting and CE Course  
5:00 p.m. Holiday Inn - Lakewood Ranch

## February 2009

- 3 FSPA Manasota Chapter Board Meeting  
4:00 p.m. Alamo Steakhouse at the Lakewood Ranch Holiday Inn
- 5 FSPA Tampa Bay Chapter Board Meeting  
11:30 a.m. GrillSmith, 14303 N. Dale Mabry

## Orlando Pool & Spa Show

### 18-19 CPO Course

19 **CE courses begin**  
**Golf Tournament**  
**Welcome & Awards Reception**

20 **CE courses**  
**Exhibit Hall opens**  
**Hands-On courses in exhibit hall**  
**Private industry party at Friday's Front Row**

21 **CE courses**  
**Exhibit Hall open**  
**Hands-On courses in exhibit hall**

25 FSPA Charlotte Harbor Chapter Board Meeting

**ORLANDO**  
POOL & SPA SHOW

February 19-21, 2009

**EVERYTHING UNDER THE SUN<sup>SM</sup>**

**REGISTER TODAY!**  
Use passcode 90235 to register for the exhibit hall for free!

**www.OrlandoPoolShow.com**  
**(941) 952-9293**

- Cash prizes up to \$1,000**
- 60+ Educational Courses**
- Hands-On Sessions**
- 200 Exhibitors**
- Private Industry Party**
- Awards Reception**
- Industry Golf Tournament**

**Say yes to Orlando**

**FSPA** Presented by the Florida Swimming Pool Association

Image provided by the Orlando/ Orange County Convention & Visitors Bureau, Inc.