

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

A PUBLICATION OF  
FLORIDA SWIMMING POOL ASSOCIATION

AN AFFILIATE OF APSP  
www.FloridaPoolPro.com



Thanks to everyone who joined us for Florida 2008 Pool & Spa Show, the annual exhibition and education event for the pool industry.

Popular new exhibitors included ScreenMaid, whose product removes pine needles and other debris from pool cages, Critter Skimmer which will assist frogs and other critters to escape from skimmer baskets alive and ASSET – The Circulator, a new water jet that replaces standard wall returns and increases circulation by more than 1500%. A complete list of exhibitors and contact information is available on the Show web site.

Approximately 700 industry members took part in the more than 75 continuing education courses offered during the show and the Hands-on training sessions in the exhibit hall presented by Pentair; Jandy, RicoRock, Aquacal, AutoPilot and BioLab were all filled to capacity.

While attendance was down from previous years, most exhibitors were pleased with the quality of the attendance and enjoyed the time they could spend with customers.

Congratulations to our Design Award winners. Over the next few months the winning pools will be featured in this newsletter. Be sure to congratulate your peers on their excellent work.

Our annual Friday Night Bash was held at Friday's Front Row Restaurant and continues to be a great party. Thanks to our sponsors Florida Water Products, Gorman Company, HornerXpress, Pentair, IPSSA and Contractors Institute.

See you next year on February 20-21, 2009 at the "old" building at the convention center in Orlando.



The exhibit halls at the Florida Pool & Spa Show



Best in Show at the Design Awards, Southern Pool Designs



## Hometown Democracy fails to qualify for 2008 ballot

By Kari Hebrank, FSPA Lobbyist

In case you hadn't heard, the Florida Division of Elections recently announced that the Hometown Democracy amendment had not qualified for the 2008 ballot because the group failed to gather the required number of petition signatures, missing the mark by approximately 65,000 valid signatures and failed to qualify in the required number of congressional districts. Stay tuned as it is likely that Hometown Democracy will qualify for the 2010 ballot.

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# President's Column

## What do you do for me?



**Dominick Montanaro**  
FSPA President

I cannot tell you how many times I have heard that statement when I have spoken to individuals in our industry about joining the FSPA. That opening salvo is generally

what any of us hear when we talk with people all over the State about membership. The list of what we do just keeps on growing. The Wage and Hour Law Guide and legislative work are just two of the important things we do.

I am pleased to announce the completion of the Wage and Hour Law Guide that was presented to the Board of Directors at the January meeting. This document was a product of the Service Council's direction in addressing the ever increasing wage and hour lawsuits that have been plaguing our industry. The Service and Builders Councils recommended to the FSPA Board contracting with Fisher and Phillips LLP to produce a document on wage and hour issues that directly pertain to the swimming pool industry. David Bucksbaum, the attorney that compiled the guide and presented it at our January board meeting, did an excellent job of addressing questions that relate to the compensation of our employees and the various ways we pay service techs and all employees. Those in attendance at the board meeting were made aware that somewhere in many

businesses there are questionable practices that could ultimately set them up for a lawsuit. This document alone could save a business thousands of dollars in attorney fees from one lawsuit. The wage and hour guide answers some of the questions you may have that pertain to how you pay employees. It is available to members only and can be downloaded from the FSPA web site with your member number. Check it out!

The list of legislative items is also growing and moving forward as the 2008 Legislative Session approaches. We are tracking several bills that could have significant impact on our industry. As we move through the next few months, we will keep you posted. Please remember that anything that happens in Tallahassee ultimately hits us and our customers' in the pocket. The viability of our livelihood depends on being involved in the process. We are doing that for you but we need your help. The Pool Industry Political Action Committee (PIPAC) is the vehicle we use to help fund the campaign accounts of Senators and House Representatives who have supported our causes in the past and who we will be looking to champion our needs in the future. Please make a contribution to PIPAC through the Chapter campaigns that are being done locally. This is an election year and your dollars count.

Tax reform can impact our industry now, and growth management issues the State and Legislature are facing will surely be items we will be seeing in the next few years. Unified as one voice we can make a difference, membership does have its privileges but it also comes with responsibility.



March 14-15, 2008  
Committee Meetings  
Board of Directors Meeting  
Hilton Daytona Beach

Hilton Daytona Beach  
100 North Atlantic Drive, Daytona Beach

### Thursday, March 13

1:00 p.m. – 5:00 p.m. Chapter Task Force  
5:30 p.m. – 8:00 p.m. Executive Committee Meeting

### Friday, March 14

#### Meeting Room A

8:00 a.m. Chapter Executive Director Meeting  
10:30 a.m. Trade Show Meeting  
11:15 a.m. Community Involvement/ Consumer Awareness

#### Meeting Room B

8:00 a.m. - 10:00 a.m. Builders Council  
10:15 a.m. Service Council  
12:00 p.m. – 1:15 p.m. Energy Task Force  
1:45 p.m. – 2:45 p.m. Safety Council  
3:00 p.m. – 4:00 p.m. Education Advisory Committee  
4:00 p.m. – 4:30 p.m. FSPSE Foundation  
4:45 p.m. – 5:30 p.m. Presidents & Executive Committee

### Saturday, March 15

8:00 a.m. – 9:00 a.m. Membership  
9:00 a.m. – 1:00 p.m. Board of Directors Meeting

All meetings are open for members and volunteers to attend.

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

Published monthly by the Florida Swimming Pool Association  
Association Mission: Promoting Florida's swimming pool industry.

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## The Pool Industry Political Action Committee Chapter contest is in full swing

The relationships that have been formed through active involvement in numerous political campaigns have made the FSPA the organization to contact when questions and concerns arise regarding swimming pools and spas. It takes support from the industry to maintain and grow these relationships. To encourage financial participation, PIPAC is having a Chapter contest that will run until May 1, 2008. The Chapter with the highest percentage of donations will win. Non-members can also contribute. All Chapters will receive star ratings for the number of people who contribute.

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





# Thank you CE Volunteers & Instructors!

## Monitor

Adam Alstott  
 Alan Cooper  
 Bill Hoysradt  
 Bob Ely  
 Brian Kelly  
 Clay Andrews  
 Dan Welsh  
 Dave Duecker  
 David Oxley  
 Dino Muggeo  
 Dominick Montanaro  
 Donald Bryant  
 Ed Bell  
 Ed Delafield  
 Jackie Arnault  
 Jacque Walker  
 James Hawkins  
 Jim Batts  
 Joe Burns  
 Joe Moreno  
 John Seglem  
 Karen Cobo  
 Lori Bryant  
 Mack Crumpler  
 Michele Green  
 Mike Canto  
 Mike Marcum  
 Mike McShane  
 Rick Green  
 Rick Howard  
 Roy Lenois  
 Scott Amundsen  
 Sharon Trudell  
 Steve Adams  
 Steve Bludsworth  
 Theo Salvo

## Instructor

Adam Kirwin, J.D., LL.M.  
 Alex Krajewski  
 Andy Hernan  
 Ben Dixon  
 Bill Hodgkins  
 Bill Kent  
 Bill Papula

## Company

Tropical Pools & Spas, Inc.  
 Alan Cooper Consulting  
 Abundant Energy, Inc.  
 All American Hot Tubs  
 Shamrock Pools  
 Aquapool of Jacksonville, Inc.  
 SCP Distributors, LLC  
 Vinyl Inground Pool Corp  
 David Oxley, C.P.O.I.  
 Fun State Pool Service, Inc.  
 M & M Pools, Inc.  
 Bryant Pools and Spas, Inc.  
 Acme Pool Services & Supply  
 Griffin Pools, Inc.  
 The Pool Pleaser  
 Solar Energy Systems  
 Pool Service America  
 The Batts Company  
 Windermere Pool Service & Supply  
 Artistic Pools of Miami  
 Hayward Pool Products / Goldline Controls  
 FSPA Tampa Bay Chapter  
 Bryant Pools and Spas, Inc.  
 Florida Waterscapes NWF, LLC  
 Florida Sunrise Pools & Spas of Polk County, Inc.  
 Fun State Pools, Inc.  
 ACP Atlantis Custom Pools, LLC  
 Michael McShane Pools & Spas, Inc.  
 Florida Sunrise Pools & Spas of Polk County, Inc.  
 Rick's Pool Service, Inc.  
 Artesian Pools of East Florida, Inc.  
 Condor Pools, Spas & Billiards, Inc.  
 Trudell Pool Finishers, Inc.  
 Richard's Pool Service  
 All-Pool Service & Supply, Inc.  
 Pensacola Pools East, Inc.

## Company

The Kirwan Law Firm  
 Jandy Pool Products  
 Griffin Pools, Inc.  
 The Great American Waterfall Company  
 Insurance by Ken Brown  
 HornerXpress  
 A & A Manufacturing

Brian van Bower  
 Skip Phillips  
 Bruce Riley  
 Connie Sue Centrella  
 Dan Essig  
 Dan Johnson, CBP  
 Steven Getzoff  
 Danny Crump  
 David Pruchniewski  
 Don Cesarone  
 G.W. Harrell  
 Jake Wright  
 Jeff Tawney  
 Jennifer Hatfield  
 Jim Dill  
 Joe Sweazy  
 John Antonio  
 John Ott  
 Jonathan Parker, CSP, ARM  
 Kathie Holland, CBC  
 Ken Brown  
 Kris Petersen  
 Marc Simms, CPBA, CPVA  
 Mario Rossetti  
 Mike Childress  
 Mike Foncannon  
 Milton Dorsey  
 Randy Dukes  
 Raymond Arouesty  
 Rhonda Koning  
 Richard Tarricone  
 Rick Lee  
 Ron Lacher  
 Roy Lenois  
 Scott Wiegman  
 Sean Assam  
 Sean Assam  
 Steve Gutai  
 Ted Kaeser  
 Terrence Lambert, MSE, PE  
 Terry Arko  
 Theo Salvo  
 Tim Holdway  
 Tom Grandy  
 Wayne Ivusich  
 Wendy Parker, CEM, APR

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 Genesis 3 Design Group, Inc.  
 RicoRock, Inc.  
 HornerXpress  
 Artistic Paver Manufacturing  
 Swim, Inc.  
 Lester Schwabb Katz & Dwyer, LLP  
 Pentair Pool Products  
 Goldline Controls  
 Van Kirk & Sons, Inc.  
 Construction Industry Licensing Board  
 Building Officials Association of Florida, Inc.  
 AquaCal, Inc.  
 FSPA  
 Deck-O-Seal  
 AquaChek  
 Bureau of LP Gas Inspection  
 Hayward  
 Amerisure Mutual Insurance Company  
 University of Central Florida  
 Insurance by Ken Brown  
 Goldline Controls  
 RPM Business Advisors, LLC  
 Rossetti Enterprises, LLC  
 Pentair Pool Products  
 Commercial Pool Schools of Florida  
 Genesis 3 Design Group, Inc.  
 National Plasterers Council  
 Arrow Insurance Service, Inc.  
 Contractors Institute  
 Pebble Technology, Inc.  
 Insurance by Ken Brown  
 Pool Engineering, Inc.  
 Artesian Pools of East Florida, Inc.  
 Hayward  
 Autopilot Systems, Inc.  
 Autopilot Systems, Inc.  
 Jandy Pool Products  
 Jack's Magic Products, Inc.  
 Professional Engineer and Chemist  
 SeaKlear Pool & Spa Products  
 Pensacola Pools East, Inc.  
 Gulfstream Heat Pumps  
 Grandy & Associates  
 Taylor Technologies, Inc.  
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# Florida Pool Permits **HBW** Inc.

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

County Name	January 2007	January 2008
Alachua County	17	10
Bay County	0	6
Brevard County	80	69
Broward County	61	47
Calhoun County	0	0
Charlotte County	108	24
Citrus County	32	10
Clay County	10	4
Collier County	74	56
Dade County	116	67
Duval County	39	7
Escambia County	0	15
Flagler County	22	29
Franklin County	0	1
Gadsden County	0	0
Gulf County	0	1
Hernando County	50	10
Highlands County	5	1
Hillsborough County	90	57
Holmes County	0	0
Indian River County	34	13
Jackson County	0	1
Jefferson County	0	0
Lake County	52	20
Lee County	287	71
Leon County	15	16
Liberty County	0	0
Manatee County	37	52
Marion County	63	22
Martin County	33	17
Nassau County	3	4
Okaloosa County	0	11
Orange County	138	94
Osceola County	45	45
Palm Beach County	143	108
Pasco County	76	56
Pinellas County	45	23
Polk County	83	56
Putnam County	0	0
Santa Rosa County	0	17
Sarasota County	38	30
Seminole County	26	18
St Johns County	45	34
St Lucie County	55	50
Sumter County	14	23
Volusia County	41	33
Wakulla County	0	0
Walton County	0	13
Washington County	0	0
<b>TOTAL</b>	<b>1977</b>	<b>1241</b>

## New Member Applications

### Treasure Coast

Superior Pool Products (Distributor)  
Joe Janis / Kelly Abercrombie, Port St, Lucie

### Northeast Florida Chapter

Classic Marcite, Inc. (Additional Membership: Subcontractor)  
CPC1457353  
Tom Yeaman, Jacksonville

### Northwest Florida Chapter

Womble, Inc. d/b/a Terry's Pools (Pool / Spa Service: including repair, refinishing & equipment servicing) CPC056816  
Terry Womble, Tallahassee

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

## Job listings/ classified ads coming soon

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

## Doggone right HBW Inc! Woof.

**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**

\*Hercules is not a paid advertiser of HBW Inc.



## 2008 Design Award Winners

Aqua Visions Pool and Spa, Inc., Destin  
Merit Award

Blu-Aqua Pool Corp., Sarasota  
Gold Award

Coast to Coast Pools, Sarasota  
Silver for Technical Achievement Award

Erickson Pools - Wiseman Ventures, Inc., Leesburg  
Merit Award

Essig Pools, Inc., North Miami  
Gold Award, Gold for Technical Achievement Award

Exotic Pools by Janeen, Inc., Port Charlotte  
Bronze Award

Gilrie Pools, Inc., St. Augustine  
Award of Merit Award, Silver Award

Kristal Pools of S.W. Florida, Cape Coral  
Special Award of Creativity Award

Lucas Lagoons, Inc., Sarasota  
Bronze Award, (2) Silver Awards, (3) Gold Awards

Nautilus Pools, Inc., Port Charlotte  
Merit Award, (2) Silver Awards, (2) Gold Awards, Gold for Technical Achievement Award

Southern Pool Designs, Sanford  
(2) Silver Awards, Gold Award, Best of Show Award

Surfside Pools, Jacksonville Beach  
(2) Merit Awards, Bronze Award, (2) Gold Awards

Swimcraft Pools, Inc., Orange Park  
Bronze Award

Tropical Pools and Spas, Maitland  
Merit Award, (2) Silver Awards, Gold Award



*Southern Pool Designs received a Gold Award and the Best of Show Award for this swimming pool. Photos of all Design Award winners will be featured in this newsletter over the next few months as well as posted on [www.FloridaPoolPro.com](http://www.FloridaPoolPro.com)*

## Aquatic Training Institute Offers Online Subcontractor Package

The Aquatic Training Institute (ATI), in Gainesville, FL, is offering a special online continuing education package for applicants for the Florida Swimming Pool Specialty Contractor license. The package meets the requirement for three (3) hours of board-approved continuing education courses, consisting of one hour of workplace safety, one hour of business practices, and one hour of workers' compensation. Upon completion of each course, the applicant can immediately print a certificate of completion to submit with his or her application.

The ATI website is [www.aquatictraininginstitute.com](http://www.aquatictraininginstitute.com). The discounted, all-inclusive price of \$9.95 for the three courses is in effect through March 31, 2008 and represents a saving of \$80 when compared with normal enrollment fees.

For information, call 1.800.385.0270 and enter 6 to access the fax on demand service. You will be asked to enter your fax number. Then enter "2" to have the instructions faxed to you.

For additional information, contact Tom Donaldson at 1.800.385.0270 or [info@aquatictraininginstitute.com](mailto:info@aquatictraininginstitute.com).

## Insurance Update

### Florida's behind the scenes fight on fraud

by Bill Hodgkins, Insurance by Ken Brown

By now, most business owners have probably heard that workers' compensation rates decreased yet again on January 1. This is the fifth such rate decrease since 2003. While much of the decrease can be attributed to declining claims and less attorney involvement, a bit of the credit can also go to the State of Florida for fighting fraud that was very much un-checked before 2003. Through the combined efforts of the Bureau of Workers' Compensation Fraud and the Bureau of Compliance the two agencies arrested 233 individuals from 2006-2007. The arrests came as a result of over 660 investigations into workers' compensation fraud. In addition to the arrests, the Bureaus collected \$254 million in fraud restitution. The arrests ranged from claimant fraud, to working without workers' compensation insurance, to purposely evading paying premiums. Some were even arrested for using falsified certificates of insurance.

While the power of arrest is oftentimes all that is needed to ensure compliance, the State has the authority to go even further to ensure workers' compensation compliance.

The State can close jobsites due to even a hint of workers' compensation fraud by even just one individual/company on a particular jobsite. From 2006-2007 the State issued 2,517 stop work orders, which generated over \$75 million in penalty fines. Also as a result of the stop work orders, more than 6,700 workers were added to workers' compensation policies and generated \$12.3 million in additional premiums. These numbers are important to those that strive to always be in compliance and are frustrated to hear of a competitor that is skating around the law and undercutting the competition.

The State has been able to make this all possible because they have hired 35 more compliance officers since 2003 bringing the total investigator count to 71 located in over 18 different cities. In fact, between July 1, 2006 and June 30, 2007, the Bureau's officers closed a total of 24,800 cases. Hat's off to the State for doing their part in ensuring Florida's workforce is properly protected from workplace injuries!

\*Statistics received from Florida Underwriter Publication

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## March Online Audio Presentation

Free to FSPA members

### Double Your Sales by Cutting Your Market in Half By: Loraine Ball

We all want more customers and sales and most of us realize that much of that growth will come through marketing – but what works? Well, this month Loraine Ball has a tried and true system that worked for her as well as her clients. Bottom line – only market to real potential customers, not the world. Find out who your REAL customers are and market to them ...a lot!

#### Key Points:

**Basic marketing theory:** A customer needs to hear or see something multiple times before they buy. You're better off sending four pieces to 1000 people than sending 4000 people one piece.

**Learn from the Big National Companies:** Everyone could drink Coke...but Coke only markets to a specific group of people. Find out why!

**Find Out Who Your Real Customer Is:** Make it easy for your customer base to tell you who they are. Use surveys and customer response cards, make it easy to e-mail you and ask who buys from you now?

**Focus on Who to Market to:** Focus geographically, on age, on type of housing and/or using census bureau information.

**Real stories from Real Companies that have "Focused" their Marketing:** Marketing costs are down, sales and profits are up!

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

## Chapter Directors of the Year

This award is bestowed upon an individual who has exemplified leadership, commitment and service to their local FSPA Chapter. Each Chapter selects one of their members for this recognition.

Rick Myers - Broward		Alan Cooper - Central FL		Pete Cocarro - Charlotte Harbor	
Fred Chaney - Space Coast		Tim Conroy - FL West Coast		Todd Hubbard - Manasota	
John Garner - Northeast FL		Dan Welsh - Palm Beach		Michele Green - Polk County	
Scott Andrews - Tampa Bay		Derek Proffitt - Treasure Coast			

**Not pictured:**  
Tom Bush - N Central Florida  
Jim DeShazo - East Central FL



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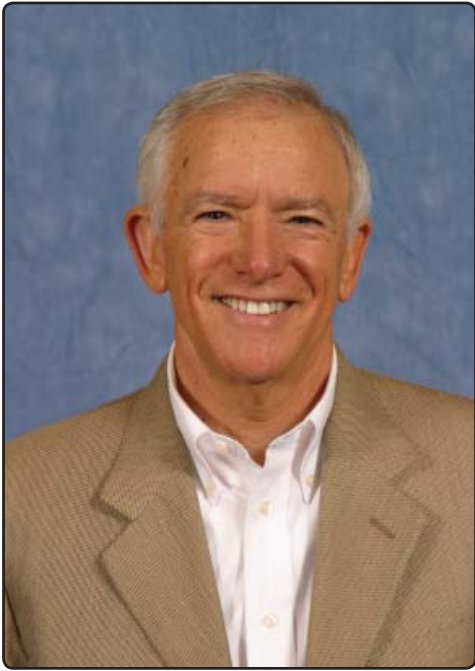
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## FSPA Person of the Year



Alan Cooper

Each January, the FSPA Chapter Presidents meet and select a "Person of the Year" for the Florida Swimming Pool Association.

Alan Cooper, Secretary and previous Vice-President of FSPA, was chosen as the 2007 Person of the Year. Through his efforts, Florida now has a viable subcontractor licensing program which will help to eliminate unlicensed activity and help all pool contractors using subs to become compliant with ch. 489, F.S.

Several years ago the issue of licensing subcontractors came up and Alan led the effort to get a legislative fix to ch. 489, F.S. He worked on the language, finding legislative sponsors, dealing with opposition and meeting with other groups across the state. With insurmountable opposition, his efforts were switched to a CILB rule to fix the problem. Many more hours of work paid off and the CILB made the rule. Alan then worked on writing exams and certifying instructors to fulfill the rule.

FSPA salutes his continued involvement in the FSPA as we grow and make strides towards becoming an even stronger state-wide Association.

## FSPA Volunteer of the Year



Don Cesarone

The Volunteer of the Year is a new award this year. The FSPA staff felt that Don's willingness to offer his time and assistance deserved recognition.

Don served as Builder council Chairman in 2007, a year filled with code, licensure and legislative activity for the FSPA. He was an instrumental part of the FSPA success at the Florida Building Commission and invested countless hours advising staff on technical code and licensure issues. He also traveled across the state multiple times to attend FBC meetings and Chapter subcontractor meetings, and he once again taught the Florida Building Code Core Course at our annual Show.

Don always provides unwavering support to FSPA and specifically to the staff. His support has allowed the staff to do their jobs more effectively and with a proper understanding of all the issues. His time and dedication has not gone unnoticed and is greatly appreciated. The staff thanks you for all your hard work.

## FSPA Lifetime Achievement Award



Charles "Chuck" Curtis

Charles "Chuck" F. Curtis II received the Lifetime Achievement Award for his dedication to the pool industry for so many years.

Chuck was born January 7, 1922 in Clinton, Iowa. After attending Dartmouth College, Carlton College and enlisting in the Army Air Corps during WWII, Chuck became a Class A General Contractor in Clearwater. In 1956 he founded C.F. Curtis Construction, Inc. He built commercial buildings, homes and eventually residential and public swimming pools. Ultimately the company concentrated exclusively on pool construction and became known as Curtis Pools. He worked there until his retirement in 1990.

Chuck was a charter member of the prestigious Master Pools Guild, an affiliation that he enjoyed throughout his career. He served on the Board of Directors of Master Pools as Vice President from 1975-1977. He served for 40 years on the Pinellas County Swimming Pool Advisory Board, helping to write local swimming pool codes and establish testing and licensure. In May of 1987 he was given the NSPI Director's Award and in March of 1996 was acknowledged with the NSPI West Coast Chapter Hall of Fame award.

When you went to work for Chuck you quickly learned that he conducted his business and his life guided by the principles the Rotary Club he belonged to: Of the things we think, say or do, is it the truth?, is it fair to all concerned?, will it build goodwill and better friendships?, and will it be beneficial to all concerned?

Chuck loved people; he loved the swimming pool business and the enjoyment that his products brought. He passed away on Christmas morning, December 25, 2007 at 85 years of age.

# CILB Discipline

Construction Industry Licensing Board  
Final Action, October - November, 2007

South Beach Pools & Spa Corp.  
License #(s): RP 252554968  
6031 SW 129 Court  
Miami, FL 33183-1237

October  
Case #(s): 2006-054419  
PULLED by OGC

November  
Case #(s): 2006-054419  
Revocation  
Pay administrative fines in the amount of \$7,000 and costs of \$183.83  
No one present at hearing

Scott E. Brady  
License #(s): CP C1456949  
Pools by Brady, Inc.  
6509 Deer Lake Court  
Sarasota, FL 34240

October  
Case #(s): 2006-050515  
Revocation  
Pay administrative fines in the amount of \$20,000 and costs of \$297.35  
No one present at hearing

November  
Case #(s): 2006-065448  
Revocation  
Pay administrative fines in the amount of \$5,000 and costs of \$240.19  
No one present at hearing

Robert Espino  
License #(s): RP 252554968  
South Beach Pools & Spa Corp.  
6031 SW 129 Court  
Miami, FL 33183-1237

October  
Case #(s): 2006-045943  
PULLED by OGC

November  
Case #(s): 2006-045943  
Revocation  
Pay administrative fines in the amount of \$7,000 and costs of \$203.19  
No one present at hearing

Shawn Eaton  
License #(s): CP C56969  
Pools & Spa by Shawn Eaton  
3221 Turtle Creek  
St. Augustine, FL 32086

November  
Restitution in the amount of \$12,635 to Kathleen Mlliner, \$500 a month payments, fines and cost to be paid after restitution is paid Probation minium of 2 years, all monies paid at the end of the 2 years probation, probation can be terminated, Seven hours of continuing education on Chapter 489 Florida Statutes.  
Pay administrative fines in the amount of \$3,500 and costs of \$270.64  
Respondent present at hearing

Raymond Flood  
License #(s): CP C056786  
Aquascapes Corporation  
2827 Formosa Blvd.  
Kissimmee, FL 34747  
October  
Case #(s): 2006-046739, 2006-047347  
Voluntary Relinquishment

Hugo Forster  
License #(s): RP 252554992  
Clean Sweep Pool Service, Inc.  
8687 Pelican Court  
Seminole, FL 33777  
October  
Case #(s): 2007-020543  
Voluntary Relinquishment, No one present at hearing

Frank A. Gordon  
License #(s): CP C1456537  
Cape Pool & Spa, Inc.  
5602 Harbour Circle  
Cape Coral, FL 33914  
October  
Case #(s): 2006-012645, 2006-061148, 2006-066963, 2006-069052, 2006-057889, 2006-062094, 2006-006812  
Revocation  
Restitution in the amount of \$62,048.82  
Pay administrative fines in the amount of \$69,000 and costs of \$1,751.94  
No one present at hearing

Vitas Ramanauskas  
License #(s): CP C1456446  
Award Pools LLC  
122 N Kirkman Road  
Orlando, FL 32811  
Case #(s): 2006-053043  
Revocation  
Restitution in the amount of \$20,935.88 to Gerald Elliott  
Pay administrative fines in the amount of \$12,000 and costs of \$402.13  
No one present at hearing

Case #(s): 2006-043562  
Revocation  
Restitution in the amount of \$30,34760 to Hung Dinh  
Pay administrative fines in the amount of \$14,500 and costs of \$191.32  
No one present at hearing

Case #(s): 2006-048523  
Revocation  
Restitution in the amount of \$11,000 to Sheri Lynn Delosh  
Pay administrative fines in the amount of \$12,000 and costs of \$186.60  
No one present at hearing

Case #(s): 2006-051033  
Revocation  
Restitution in the amount of \$2,800 to Antonio Vierra  
Pay administrative fines in the amount of \$9,500 and costs of \$175.03  
No one present at hearing

Case #(s): 2006-044750  
Revocation  
Restitution in the amount of \$16,000 to Pauline Coley  
Pay administrative fines in the amount of \$14,500 and costs of \$167.60  
No one present at hearing

Case #(s): 2006-045354  
Revocation  
Restitution in the amount of \$18,000 to Bibi and Mohamed Sadar  
Pay administrative fines in the amount of \$12,000 and costs of \$220.48  
No one present at hearing

Case #(s): 2006-051947  
Revocation  
Restitution in the amount of \$10,000 to Hugo Santan  
Pay administrative fines in the amount of \$10,000 and costs of \$305.20  
No one present at hearing

Case #(s): 2006-046723  
Revocation  
Restitution in the amount of \$16,100 to Neville Irving  
Pay administrative fines in the amount of \$9,500 and costs of \$208.42  
No one present at hearing

David Carl Shoffstall  
License #(s): CP C023573  
S & S Pools, Inc  
902 W Martin Luther King Blvd  
Plant City, FL 33566  
November  
Case #(s): 2006-058370, 2006-061455, 2006-059446, 2006-040328, 2007-005105, 2006-061064, 2006-058333  
Stipulation rejected  
Respondent present at hearing



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The Golf Tournament's winning team with their new golf bags.



# Chapter News

## Broward

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

Broward Chapter's Board of Directors is making changes this year. The first Board of Directors Meeting and Chapter meeting together will take place at Proline in Weston on March 12. We will have a combined meeting to try to encourage members to become involved with what the Board is doing. There will also be a Plasters meeting. There are new techniques and finishes for plastering pools and this is information that we would like to bring to our members. We will have manufacturers, including **Southern Grout & Mortars, Pebble Technology and Florida Stucco Company**, explaining their finishes. Watch your e-mail and snail mail for more information.

If you have not received the FSPA Year in Review pamphlet yet, please call the Chapter office and one will be sent to you. It is unbelievable what the FSPA was able to accomplish in just one year! Kudos, to all who help to make our organization stronger with each passing year.

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

## Central Florida

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

Save the date March 11 for a special evening. We are thrilled to be presenting "The Four Best Kept Secrets of Business Growth" taught by the guru himself, **Bill Kent, HornerXpress**. Bill Kent is HornerXpress and other specialty companies. Bill is truly a "self-made man" and knows the highs and lows of business. This program is not only one of the best "business builders" but is also CILB approved for a one hour CE credit for Business Practice. The CILB Business Practice Course is "The Four Best Kept Secrets of Business Growth", #0007824 and is a provided by Horner under providership #0004-9991103. The class has been taught literally around the world and we are extremely pleased to be able to present the seminar to you. We would like for you to encourage your entire staff and sub-contractors to attend. This class will count for licensed contractors as the one hour of Business Practice as required by the Construction Industry Licensing Bureau.

We will be hosting the March 11 meeting at the Altamonte Hilton Hotel, 350 South North Lake Blvd., Altamonte Springs. Registration is 6:00 p.m. – 7:00 p.m. with dinner and the CE program to follow. The fee is \$30.00 per person. Please give this information to your staff as well as other pool professionals and have them attend the meeting with you. Don't forget, the Chapter Board of Directors always meets two hours

prior to the Chapter meeting and the board encourages everyone to attend and participate in the discussions as well as decisions.

## Charlotte Harbor

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

No news this month.

## East Central Florida

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

The East Central Florida Chapter's monthly meeting is slated for Wednesday, March 19, at a new site, the Tradewinds Grille in Ormond Beach. The evening's speaker will be **Ralph White, Hayward Pool Products**. Thanks go to **Billy Moore, Gorman Company**, for suggesting the speaker and to **Lori Bryant, Bryant Pools**, for making arrangements at the new meeting site.

In addition, the Chapter's Builders Council will meet in March under the leadership of **Wes Haigh, Guaranteed Pool & Spa**, who plans to invite all builders in the area, both members and non-members.

## 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, March 4 at 1702 West Bay Drive, Largo. Remember that any Chapter member can sit on the Board of Directors and every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the first Tuesday of the month, but please call the office if you plan to attend.

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

## Manasota

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

No news this month.

## North Central Florida

Executive Director: Tammy Hayslett  
(352) 229-4144  
FSPANorthCentralFlorida@FloridaPoolPro.com

No news this month.

## Northeast Florida

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

Congratulations **John Garner, Pools by John Garner**, for receiving this year's Chapter Director of the Year Award from the Florida Swimming Pool Association. Thank you from the Northeast members for all you do!

March Madness – Don't miss our March meeting when pool and spa entrepreneur **Bill Kent, HornerXpress**, spends time with you discussing "Four Best Kept Secrets" about business. Bill Kent, owner of HornerXpress and all its components began in the industry as a service guy, and look at what he's been able to build. Don't miss this exciting opportunity!

Mark your calendar. This event you do not want to miss! Our 2008 Northeast Florida Golf Classic will be on April 11 with an 8:00 a.m. shotgun start. This year we are at the Windsor Parke Golf Club at 13823 Sutton Park Drive North, Jacksonville. It's going to be a lot of fun with raffle prizes, cash prizes, good drinks and good food. Start recruiting your team and be ready to have a great time. This is our primary fundraiser for the year

(other than our Christmas Holiday Party). We ask that all our member companies have a team play, sponsor a hole, or donate prizes or auction items. Watch your mail for sponsor and sign up information or call the office.

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 offices.

## 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

Thanks to David Buchsbaum, from Fisher and Phillips, one of the oldest and largest law firms in the country, practicing exclusively in labor and employment law. At the February 6 meeting he captivated the audience and conducted a lengthy question and answer period. Many comments of, "great meeting" were heard as the meeting concluded.

The next membership meeting is March 5. Did you know that there are more adults and senior citizens that

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drown in Palm Beach County than children? Anna Stewart, M.P.A. from the Palm Beach Drowning Prevention Coalition will do a presentation on drowning prevention. There are many free water safety brochures available to Palm Beach County residents. Come and find out how you can distribute these to your customers. Co-speaker, **Darlene Fuggetta, Safety Pool Covers**, will discuss the advantages of green products and how 50% - 70% can be saved off heating bills. One must agree that is a great selling point. Also hear how you may be eligible for up to \$300 in rebates and the advantages of installing a safety pool cover.

Volunteer arbitrators are being sought. The FSPA arbitration program is one of the greatest benefits of membership. Help your association by volunteering today. Contact the Chapter office for further information on how you can become one.

For the April through June membership meetings, continuing education returns. Get many of your required classes long before the deadline creeps up on you. Classes and locations TBA in the next issue.

## Polk County

Executive Director: Mary Manion  
(800) 416-6774

FSPAPolkCounty@FloridaPoolPro.com

The hottest ticket in town will be at 3545 Reynolds Road, Lakeland on Thursday, March 20; come and see who the real winners are! Yes, there will be plenty of winners at this year's "Caribbean Sunset" at **SCP Distributors**. This is the one you wait for all year. There will be food (provided by our own famous Texas Cattle Company), fun, adult beverages, prizes, awards and most importantly, pool and spa products. **Judy Williams, SCP General Manager**, has been the driving force behind this annual event, and this year the "commander and chief" tells us things are bigger and better than ever. There will be the annual Table Top event and we will draw the "Who's Who" of the pool industry in Polk County. FSPA Polk County Chapter is thrilled to be a part of this tradition and to participate by helping pool guys "get leid" as they enter the showroom. We will have FSPA membership applications available.

Chapter President **Keith Johnson, Pool Works**, will be looking for you to help support our Chapter project for 2008, the annual Swamp Thang. Our Board of Directors will be visiting each of the Table Top vendors and asking for their support and selling sponsorships. Swamp Thang will take place in the fall and this is one going to be a total blow-out!

Watch your e-mail, faxes and snail mail for our upcoming Builder/ Service Council meeting. We are making every effort to bring our members together to provide information on the latest in the pool and spa industry and how it may affect our businesses. We will also be providing educational classes to Keep Business Great in 2008. Please, we hope all of our members will see value in attending.

## Space Coast

Executive Director: Bill Britz  
(321) 779-0103  
FSPASpaceCoast@FloridaPoolPro.com

Only the Board of Directors will meet this month. The meeting is on March 6 at 4:00 p.m. at 425 Red Sail Way, Satellite Beach.

It's Picnic Time Again! Start your planning now for the Annual Picnic and Volleyball Tournament (sorry the park will not allow horseshoes this year). Our picnic will be held on Sunday, April 6 at the Pelican Beach Park Pavilions, 1525 Hwy. A1A, Satellite Beach, from 11:00 a.m. to 5:00 p.m.

Special Note: The Volleyball Tournament will begin at 12:30 p.m. We will be publishing a schedule of start times for each match and will be using the rally format for scoring. This should make our games go faster and definitely make for more exciting games. Watch for our faxes and e-mails. Please send us your team information ASAP so we can publish game schedules.

## Tampa Bay

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

The Chapter Annual Golf Tournament will be held on Saturday, April 26 at Northdale Golf & Tennis Club, 4417 Northdale Boulevard, Tampa. Check in is at 7:30 a.m. with a shotgun start at 8:00 a.m. Lunch and awards presentations will be after the players have returned to the clubhouse. Not only will there be awards, there will also be prizes. We need your support for the Tournament. Sponsorships are \$200 and include signage and recognition at the awards lunch. Player fees are \$89 which includes cart, green fees and lunch. Deadline for paid player's reservations is April 4. Make your reservations early. For registration and information please call the Chapter office.

In other fundraising projects, **Sun Fiberglass** will be furnishing the pool at the March Home Show.

We are looking for someone to chair the Builder's Council; **Scott Andrews, Sunshine Pool Service and Supply**, will spearhead this effort. **Tim Converse, Solar Solutions**, has reported that there is a possible pending issue in Pasco County regarding inspections in which our Chapter may need to get involved. Scott Andrews volunteered from our Chapter to attend the "Legislative Days" in March in Tallahassee.

The next board meeting will be on Wednesday, March 5 at 11:30 a.m. at Beef O' Brady's, 8816 N. Himes Avenue, Tampa. For the meeting on Tuesday, March 11 we are planning on inviting inspectors from the Department of Health.

## Treasure Coast

Executive Director: Susan Gilbert  
(772) 263-2653  
FSPATreasureCoast@FloridaPoolPro.com

We had a great turnout for our January meeting. We want to thank **Finnie & Darlene Fuggetta, Safety Pool Covers**, for a great presentation of their EZ Safety Covers and sharing what they know about green energy. They are a great asset to our Chapter.

Our next meeting will be March 27 at Manero's Restaurant Palm City. The speaker will be Steve DeSorbo from Coordinated Benefits. We are looking forward to introducing this new benefit to our Chapter. Please come and join us.

In April we will have April Pools Day, YMCA, Stuart. May 14 we will be having Jennifer Hatfield come and teach the CE course "Chapter 489 - Prohibitions and Penalties", CILB course # 0010148, providership #0000917. This course meets the Laws and Rules requirement. June 7 will be our Annual Golf Tournament Fund Raiser at Gator Trace, Fort Pierce, come swing with us!

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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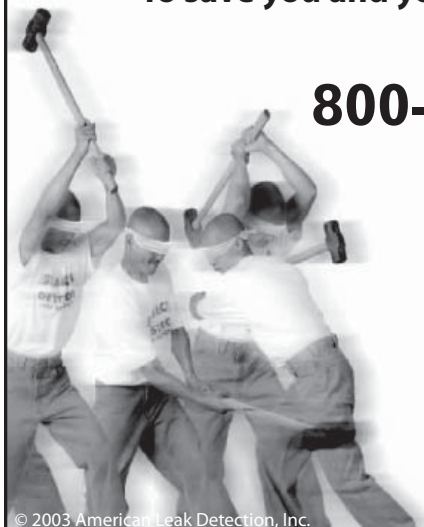
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# Calendar of Events

## March 2008

- 4 FSPA Florida West Coast Chapter Board Meeting  
12:00 p.m. 1702 West Bay Dr., Largo
- 5 FSPA Broward Chapter Board Meeting  
6:30 p.m. El Palacio, 4900 Powerline Rd., Ft. Lauderdale
- 5 FSPA Palm Beach Chapter Meeting
- 5 FSPA Tampa Bay Chapter Board Meeting  
11:30 a.m. Beef O' Brady's
- 6 FSPA Space Coast Chapter Board Meeting  
4:00 p.m. 425 Red Sail Way, Satellite Beach
- 8 FSPA Florida West Coast Chapter  
1/2-day Fishing Trip, St. John's Pass
- 11 FSPA Central Florida Chapter  
4:00 p.m. to 6:00 p.m. Chapter Board Meeting  
6:00 p.m. to 7:00 p.m. CE registration and happy hour  
7:00 p.m. Dinner  
7:30 p.m. brief Chapter Meeting  
7:45 p.m. to 8:45 p.m. CE course  
Altamonte Hilton, 350 S. North Lake Blvd., Altamonte Springs
- 12 FSPA Tampa Bay Chapter Dinner Meeting  
6:30 p.m., Beef O' Brady's
- 14 FSPA Committee Meetings**
- 15 FSPA Board of Directors Meeting  
Hilton Daytona Beach (See page 2 for details)**
- 19 FSPA East Central Florida Chapter and Board Meetings  
Tradewinds Grille, 1425 Hand Ave., Ormond Beach
- 20 FSPA Polk County Chapter - "Caribbean Sunset"  
6:00 p.m. Table Top, Open House and Membership Drive  
SCP Distributors, 3545 Reynolds Rd., Lakeland
- 20 FSPA Northeast Chapter  
5:30 p.m. Chapter Board Meeting  
6:30 p.m. Chapter Meeting, CE course
- 27 FSPA Treasure Coast Chapter Meeting  
Manero's Restaurant, Palm City

## April 2008

- 1 FSPA Tampa Bay Chapter Board Meeting  
11:30 a.m. Beef O' Brady's
- 2 FSPA Palm Beach Chapter Meeting
- 6 FSPA Space Coast Chapter Annual Picnic & Volleyball Tournament  
11:00 a.m. to 5:00 p.m. Volleyball starts at 12:30 p.m.  
Pelican Beach Park Pavilions, 1525 Hwy. A1A, Satellite Beach
- 10-11 FSPA 2008 Swimming Pool and Water Safety Conference  
Rosen Centre Hotel, Orlando**
- 10 FSPA Tampa Bay Chapter Dinner Meeting  
6:30 p.m. Beef O' Brady's
- 11 FSPA Northeast Chapter, 2008 Northeast Florida Golf Classic  
8:00 a.m. Windsor Parke Golf Club, 13823 Sutton Park Dr. N.,  
Jacksonville
- 16 FSPA Polk County Chapter, CE course
- 26 FSPA Tampa Bay Chapter Annual Golf Tournament  
7:30 a.m. Northdale Golf & Tennis Club
- TBD FSPA Treasure Coast April Pools Day at YMCA, Stuart

## May 2008

- 7 FSPA Tampa Bay Chapter Board Meeting  
11:30 a.m.
- 14 FSPA Treasure Coast Chapter, CE course
- 17 FSPA Florida West Coast Chapter Annual Golf Event



## 2008 Swimming Pool and Water Safety Conference

Co-hosted by DOH Office of Injury Prevention

**April 10-11, 2008**  
**Rosen Centre Hotel, Orlando**  
**\$25**

**Thursday, April 10**

10:00 a.m. - 5:00 p.m. / lunch at 12:30 p.m.  
5:30 p.m. Reception

**Friday, April 11**

8:30 a.m. - 12:00 p.m.

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- Access to member only programs, sample forms and free audio education at [www.FloridaPoolPro.com](http://www.FloridaPoolPro.com)
- Low cost dispute resolution through the FSPA Arbitration Program
- Local Chapter activities for professional advancement and fun
- Florida Pool & Spa Show with reduced CE course registration fees
- Tailored insurance programs and cash dividends for participating members
- Public relations promotion of the swimming pool industry to the public
- College scholarships providing financial assistance for dependents
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Questions? Call your local Chapter Executive Director or contact the FSPA office toll free at (800) 548-6774 or e-mail: [membership@FloridaPoolPro.com](mailto:membership@FloridaPoolPro.com).