

FSPA High School Invitational a success

The YMCA Aquatic Center in Orlando was filled with the sounds of splashing water and a cheering crowd on October 8-9. The FSPA High School Invitational Swimming & Diving Meet had more than 1,400 athletes from more than 60 schools compete during this annual event. Total team scores for the Invitational left The Bolles School with another first place finishing. Chiles High School took second with Countryside High School in Clearwater narrowly beating out Palm Harbor University for third.

This event takes many volunteers. Thank you FSPA volunteers Don Archer, Kim Waser, David Pruette, Dave Griffiths, Ken Brown, Lori Bryant, Jason Martin, Kerry Tait, Debbie Pflug, Becky Polk, Annie Marquis, Alan and Ellen Cooper, Eva and Mike Adcock, Ken Parker, Vincent and Frankie Fuggetta, Jackie Arnault, Fran Medernich, Tony Caruso, David Nye,

Rick and Malinda Howard, Mitch Brooks, Andy Mallison, Blaine Wisener, Karen and Jayma Hobby, Jordan Bridges, and Daniel Newcomb. Local schools also provided volunteers.

Sponsorships are also important to this event. The Butterfly Sponsors were the YMCA Aquatic Center and Arata Expositions. The Backstroke Sponsors were AquaCal - AutoPilot and National Pool & Spa Research Foundation. The Freestyle Sponsors were Rick's Pool Service and Ken Parker Pools. The Relay Sponsors were Almar/Jackson Pools, Amerigas Propane, AquaBlue Aquatech, Aquasalt, Belleair Pool Supply, Bryant Pools, Florida West Coast Chapter, Freestyle Pools and Spas, Jack's Magic, Lakeland Pool Service, M & M Pools, Olympic Pools, Pools by John Garner, Solar Energy Systems of Brevard and Tampa Bay Pools.

Team sponsorships are imperative in letting these swimmers know the industry supports them. This year the Central Florida Chapter sponsored Boone High School and the Florida West Coast Chapter sponsored Countryside High School, East Lake High School, Northeast High School, Palm Harbor University and Weeki Wachee High School.



The team from Tampa Preparatory School.

A close race in the girls 100 yd freestyle!



Volunteers Ian Ferguson, Jack's Magic, and Rick Howard, Rick's Pool Service having a great time!

The team from Chiles High School. (right)



News Splash

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PRESIDENT'S COLUMN

Team time



Eva Adcock
FSPA President

Teams are a huge part of life. We have our favorite sports team, political team and news team, to name a few. The main ingredient to a team is one other person. As Kareem Abdul-Jabbar once said,

“One man can be a crucial ingredient on a team, but one man cannot make a team.”

When you are part of a team, it's important that everyone follows the leadership of the captain. The captain is not the most important member, but simply the one who will ensure that the team moves in the same direction. Great leaders gather the strength of the group to attract followers. Poor leaders are under the misconception that blowing out someone else's candle will make theirs burn brighter. Chaos and mayhem follow a team that is disorderly. Even the most talented teams may be defeated by their own disorganization. Remembering the unified purpose for which the team was designed is the cure

for disorganization. Setting goals is an essential part of this cure.

The first goal of the team should be to bring out the individual talents of each member. It may take time to determine the gift each person contributes and will lead to team building. I found more than 133 million results on Google related to this subject. It provided everything from simple bonding exercises to multiple days at a retreat. The important part is to improve team productivity.

The second goal of the team is to achieve unity. Unity is defined as an undivided or unbroken completeness or totality with nothing wanting. The best teams display an unwavering desire to accomplish this goal. The “nothing wanting” of this definition is attributed to the needs of the team outweighing individual recognition.

I believe Andrew Carnegie summarized it best, “Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results.”

Let's make time for team!



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YOUR BUSINESS

Reflect



Wendy Parker Barsell
FSPA Executive Director

November has arrived which means the weather is a little cooler and people are starting to think about spending time with their families during the holidays. Before you get caught up in pumpkin pie

and visions of sugar plums, take some time to reflect on the past year.

Review your accomplishments and successes for 2010 both qualitative and quantitatively. Keep in mind these don't have to be blockbuster achievements; they can be slight improvements in sales, improvement in employee efficiency or

reduction in administrative costs. Make a list of both big and small items and use it to set goals for next year. Share this with your employees, thank them for helping you get through the year and explain how they'll be part of making next year a success as well. You could ask them for ideas to improve things even more next year. It is still tough for the swimming pool industry but taking time to look at things from a glass-is-half-full perspective should help you bring the year to a close with enthusiasm and excitement about what the possibilities are for 2011.

At the recent FSPA Board meeting I did a quick review of some of your Association's accomplishments this year. This list includes the option for members to apply for and renew their membership online; we had more participants at the annual Legislative Days than ever before; e-mails summarizing Board meeting activity

are sent to all FSPA members within seven days following the meeting; the *Florida Pool Prosm* was redesigned resulting in increased advertising revenue; and a credit card processing program will be in place by the end of the year. Better than expected membership renewal rates coupled with a few other revenue-producing programs helped the Association overcome most of the budgeted deficit this year. We'll be summarizing all of the achievements with our "Year in Review" brochure which is sent to members in January.

In the spirit of Thanksgiving, let's be thankful that we are still in business in the swimming pool industry and the future does look like it is getting better! And, thank you for being a member of the largest swimming pool trade association in Florida, the Florida Swimming Pool Association!

Thank you, swim meet sponsors!

See the front page for more information on the meet.

National Pool & Spa Research Foundation



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Florida West Coast Chapter

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County Name	August 2009	August 2010
<i>Alachua County</i>	4	5
<i>Bay County</i>	19	10
<i>Brevard County</i>	47	44
<i>Broward County</i>	42	31
<i>Calhoun County</i>	0	0
<i>Charlotte County</i>	18	34
<i>Citrus County</i>	25	12
<i>Clay County</i>	16	8
<i>Collier County</i>	48	48
<i>Dade County</i>	56	57
<i>Duval County</i>	37	27
<i>Escambia County</i>	11	28
<i>Flagler County</i>	9	21
<i>Franklin County</i>	1	2
<i>Gadsden County</i>	0	0
<i>Gulf County</i>	2	0
<i>Hernando County</i>	12	24
<i>Highlands County</i>	5	1
<i>Hillsborough County</i>	77	94
<i>Holmes County</i>	0	2
<i>Indian River County</i>	19	16
<i>Jackson County</i>	0	4
<i>Jefferson County</i>	1	1
<i>Lake County</i>	21	16
<i>Lee County</i>	86	113
<i>Leon County</i>	11	10
<i>Liberty County</i>	0	0

County Name	August 2009	August 2010
<i>Manatee County</i>	24	60
<i>Marion County</i>	19	22
<i>Martin County</i>	6	19
<i>Nassau County</i>	3	6
<i>Okaloosa County</i>	11	13
<i>Orange County</i>	49	53
<i>Osceola County</i>	22	18
<i>Palm Beach County</i>	89	70
<i>Pasco County</i>	41	41
<i>Pinellas County</i>	19	33
<i>Polk County</i>	35	38
<i>Putnam County</i>	2	3
<i>Santa Rosa County</i>	22	22
<i>Sarasota County</i>	27	32
<i>Seminole County</i>	12	6
<i>St Johns County</i>	36	49
<i>St Lucie County</i>	17	18
<i>Sumter County</i>	14	30
<i>Volusia County</i>	32	19
<i>Wakulla County</i>	2	2
<i>Walton County</i>	7	9
<i>Washington County</i>	0	2
TOTALS	1056	1173

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INSURANCE UPDATE

Changes to Certificate of Insurance Form

By David Griffiths, Insurance By Ken Brown

A Certificate of Insurance is most often provided to a third party (the certificate holder) as evidence of insurance the business had in place at the time the form was issued. It includes certain summary information regarding various liability insurance policies carried by a business. It generally includes limits of liability, effective dates and carrier information. The completed form itself is usually provided by an insurance agent representing the policies, coverages and carriers.

A Certificate of Insurance is nothing more than an informational document. The Certificate is not a policy and does not take precedence over the actual policy and coverage forms.

From time to time insurance forms are revised and updated to better reflect their intent and purpose; the changes are legislative and insurance regulatory in nature. This recently occurred (9/1/2010)

to the form used in Florida known as the ACORD 25. Changes were made as a result of changes in state insurance department regulatory requirements.

The most significant change to the ACORD 25 can be found in the cancellation text found in the lower right section of the form. In the past there was a blank to insert the number of days notice of cancellation. Not only is the option removed but there is no set number of days notice shown at all. It now reads: Should any of the above described policies be cancelled before the expiration date thereof, notice will be delivered in accordance with the policy provisions.

The reason for this amendment goes back to a statement above. The Certificate does not take precedence and simply cannot alter the terms and conditions of a policy.

In addition it has been made very clear

that no insurance agent has the authority to manipulate, change or alter this wording in any way. All insurance agencies are required by their insurance license in the State of Florida to provide this form in the original format it is provided us. What this means is that some certificate holders who are used to having modifications made in certificates will no longer see those modifications.

This also means that we all need to be sure to read the contracts we sign closely and review the insurance wording and requirements to be sure we comply with as much of that contract as possible. We, at Insurance By Ken Brown, are happy to review any insurance requirements section of a contract and advise if current policy forms comply. If they are not, we can tell whether they can be amended and what the additional premium might be to do so. Let us help if we can!

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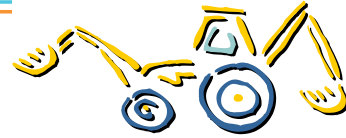
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DIGGING UP IDEAS

Deck surface renovations



By Neil Gudgel, Stegmeier LLC

Recent construction trends have often involved deck surface renovations. Paver overlays have proven to be a popular material option in many backyard as well as commercial projects. When planning a paver overlay on an existing deck, considerations such as raising the surface elevation and surface water drainage become all important. Another often overlooked design consideration is in planning for a difference in the rate of expansion of the new material when the project is located in full sun light. This is necessary because many paver materials expand at a much greater rate than the original decking material.

A product designed to raise the elevation of an existing deck drain can provide a valuable solution for these paver overlay projects. Some of these products

install mechanically by a series of retaining clips that are attached with self-tapping screws. There are also products that set at dual elevations accommodating 1 ¼" as well as standard brick pavers (2 3/8"). There is also one for 1" pavers that includes the base and top cap. These products are normally stocked by distributors in 10' lengths but are also available in 5' lengths.

When adding pavers to an existing project, many pavers, because of their color and texture, expand and contract at a much greater rate than the subsurface below (whether sand or concrete sub deck), especially when exposed to full sun light. Expanded Polyethylene foam expansion joint material may be the solution to excessive expansion in certain installation. Most expansion joint materials of this type will serve as an appropriate buffer between

fixed vertical surfaces such as structural walls and paver surfaces.

One product is a foam material available in rolls that are ¼" or ½" thickness; 1 ½" and 3" height seem to be most popular for paver installations. To install, apply a spray adhesive to one side of the material and when it becomes tacky attach to the wall or other vertical surface. This material can be found complete with a pre-cut "tear away" that when removed provides a void that is a preparation for a color tinted, self leveling joint sealant. Many seasoned paver installers will then dust the still tacky joint sealant with sand before it is cured, making the joint appear like a sanded grout joint. Most distributors in the Florida market carry or have access to these technologies and/or similar products.

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More FSPA member programs can be found at www.FSPABenefits.com.

Don't forget your free discount prescription card

As the cold and flu season approaches be sure to have your free discount prescription card on hand. FSPA members can login to the members only area of www.FloridaPoolPro.biz and download the card absolutely free. Discounts average roughly 30% and it is accepted at more than 54,000

national and regional pharmacies. If you already have coverage on a primary plan, use the card for those prescriptions not covered. Once you put in your information, the card can be used immediately!

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ENERGY TALK



Show customers the savings

By Jim Stevens, Crystal Blue Pools, Inc.

Telling a customer that you can save them money by charging them for a more expensive pump is a rather difficult sell. The public is wise enough to doubt vague promises. Once you lose credibility, the sale is going nowhere. Showing the customers actual numbers on what they can save may help gain more credibility.

In an effort to produce a clear and easy to understand cost analysis I have developed a worksheet of the calculations. You may want to put these calculations onto a sheet that you can present to your customers.

First you need to know the present cost of running the existing pump. The present cost of electrical consumption is calculated by multiplying the amps by volts. While I use motor labels for amp usage I also will

use an amp meter when in doubt. Take that number and multiply it by .001 to convert to kilowatts. Multiply the kilowatts by the average number of hours the pump is used each day and then multiply by 30 days to get the number of kilowatts used each month. This number must then be multiplied by the electrical cost per kilowatt in your area. The result is the cost to run the present pump for one month.

Next, using the same formula but with the expected amp usage of the new pump, arrive at a predicted cost (be conservative on how much they will save). Now that you can show the customer an estimate of what they pay now to run the pump and an estimate of what they will pay with a new pump, the next step is to subtract the expected results from the present cost to

obtain a monthly savings. Finally divide the initial cost of the new pump by the monthly savings to get the number of months until it has paid for itself in electric bill savings. Remind the customer that after it is paid off the monthly savings reduces the operating expenses and their electric bill.

You may want to include a disclaimer on your information to be sure they understand this is an estimate. For example: This is not a proposal; this is a fair representation of expected results. Your actual savings may be less or greater depending on many factors including plumbing, filter size and adjustment of speed.

Explaining the savings and showing the customer the actual numbers can increase their confidence in you and make them comfortable in making the purchase.

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Calculations

Current pump:

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New pump:

____ Amps x ____ Volts x .001 x ____ Hrs./day x 30 days x \$ ____ (local electric cost) = \$ ____ (Expected cost per month with new pump)

Savings:

\$ ____ (present cost) - \$ ____ (expected cost) =
\$ ____ (estimated savings per month)

Payback time:

\$ ____ (cost of pump) / \$ ____ (estimated savings)
= ____ months (payback time)

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The Executive Committee for 2011



President
Richard Moseley
Champagne Pools of Central Florida, Sanford

Richard Moseley has been in the pool industry and with Champagne Pools of Central Florida for more than 20 years. He has served on the state Board for a total of 10 years. Throughout those years, he has chaired and served as a member on numerous committees. Richard is also a Past President for the Central Florida Chapter.

In 2009 Richard was on the Executive Committee as an At-Large Director and in 2010 served as Vice President.



Vice President
Keith Johnson
Tri-Florida Water Treatment d/b/a Pool Works, Auburndale

Keith Johnson is a licensed pool service contractor and a license certified water plant operator. He is the owner of Tri-Florida Water Treatment, Inc. and started a swimming pool service division, Pool Works, in 1998.

Keith has served on the state Board of Directors for the past seven years. He has been on numerous committees including serving as Service Council chair in 2008. He was the Polk County Chapter President in 2004, 2005, 2007 and 2008, and was chosen as Director of the Year in 2006. In 2009 and 2010 Keith served on the Executive Committee as Secretary.



Secretary
Rick Howard
Rick's Pool Service, Inc., Clearwater

Rick Howard is a certified pool servicing contractor in Pinellas County. He is the President of Rick's Pool Service, Inc., which he started in 1981. He has been a member of the FSPA since 1992.

Rick has served on the state Board of Directors for the past seven years. He has been on numerous committees, including serving as PIPAC Chairman since 2007. He was the Florida West Coast Chapter President from 2005-2009. He was chosen as the Chapter's Director of the Year in 2006 and 2007. For part of 2009 and all of 2010 he served on the Executive Committee as Treasurer.



Treasurer
Pete Coccaro, Jr.
Nautilus Pools, Inc., Port Charlotte

Pete Coccaro has been in the pool industry since 1979 and has been president of Nautilus Pools, Inc. since 1989. He is a certified contractor for residential and commercial pools and is a certified aluminum specialty contractor.

Pete has been active in the Charlotte Harbor Chapter since 1990. He has served three terms as Chapter President, five years on the FSPA Board of Directors and was vice chair of the Builders' Council in 2008. In 2009 and 2010 Pete served on the Executive Committee as an At-Large Director.



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At-Large Director
Rob Sanger
Galaxy Pools, Sarasota

Rob Sanger is a licensed commercial pool contractor and holds a gas installers license. He is the president of Galaxy Pools in Sarasota and has been in the pool business for 35 years.

Rob has been on the Manasota Chapter Board for many years holding the offices of Treasurer, Vice President and President. He has also has been on the State Board off and on for many years.



At-Large Director
John Garner, Sr.
Pools by John Garner, Inc., Jacksonville

John Garner, Sr. has been in the swimming pool industry for more than 30 years. He is president/owner of Pools by John Garner, Inc., a custom pool building company in Jacksonville. John is certified as a commercial pool/ spa contractor and holds multiple licenses.

John has been active in the Northeast Florida Chapter for many years. He has served as Chapter President for three years and received Director of the Year twice. This will be John's first year on the Executive Committee.



Immediate Past President
Eva Adcock
Best Pools of Brevard, Inc., Melbourne

Eva Adcock has been a member of FSPA since 1992. She has served on the Board of Directors for the Space Coast Chapter and has been Vice President as well as Treasurer since 2005.

Eva stepped into the Executive Committee during 2007 as Treasurer and was elected in 2008 to the same position. In 2009 she started as Treasurer and then became Vice President. In 2010 she served as President. She has been a Certified Public Accountant since 1988. Eva started working at Best Pools of Brevard in 1992 as an accountant, but after a few years she became a co-owner with Art Lueck.

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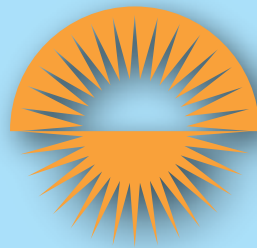
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Happy Thanksgiving!

FSPA hopes you have much to be thankful for and can enjoy time with family and friends!

February 11-12, 2011



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BEYOND WATER It's EVERYTHING UNDER THE SUNSM

Thank you, PIPAC contributors!

PIPAC Contributors (As of 10/19/10)

<u>Chapter</u>	<u>Organization</u>	<u>Total</u>
Treasure Coast	Abundant Energy Inc	\$100.00
Central Florida	Alan Cooper Consulting	\$100.00
Central Florida	All-Pool Service and Supply	\$100.00
Space Coast	Aqua-Blue Aquatech of Central FL	\$100.00
Space Coast	Aqua-Rite Pools & More Inc	\$100.00
Greater Miami	Aquatic Consultants Inc	\$100.00
East Central Florida	Artesian Pools of East FL Inc	\$100.00
Tampa Bay	Bay Area Pool Service	\$300.00
Florida West Coast	Belleair Pool Supply	\$100.00
Space Coast	Best Pools of Brevard Inc	\$100.00
Space Coast	Brevard Pools Inc	\$100.00
Palm Beach	Clear Pool Maintenance Inc	\$100.00
Northeast	Crystal Pools & Spas Inc	\$100.00
Northeast	David Pruettes's Elect Serv Inc	\$100.00
Florida West Coast	Fiberglass Pools, LLC	\$100.00
Florida West Coast	Florida Leak Locators Inc	\$100.00
Florida West Coast	FSPA - Florida West Coast Chapter	\$1,000.00
Palm Beach	FSPA - Palm Beach Chapter	\$750.00
North Central Florida	Fun State Pool Service Inc	\$130.00
Manasota	Galaxy Pools	\$100.00
Broward	Ike's Carter Pool Companies Inc	\$100.00
Central Florida	Insurance By Ken Brown	\$100.00
Northeast	Kerry Martin Pool Builders Inc	\$100.00
Space Coast	M & M Pools Inc	\$200.00
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Florida Gulf Coast	Pool Doctor Service & Supplies	\$100.00
Northeast	Pools by John Garner	\$100.00
Northeast	Portofino Pools	\$100.00
Broward	Regency Pool & Spa of FL Inc	\$100.00
Northeast	Renaissance Pools & Spas Inc	\$100.00
Florida West Coast	Rick's Pool Service	\$100.00
Broward	Shamrock Pools	\$100.00
Space Coast	Solar Energy Systems of Brevard	\$100.00
Tampa Bay	Solar Solutions Inc	\$100.00
Northeast	Superior Design Pools & Spas Inc	\$100.00
Northeast	Surfside Pools & Spas	\$100.00
Manasota	Swim Inc	\$100.00
Tampa Bay	Tampa Bay Pools Inc	\$100.00
Broward	Team Horner	\$100.00
Northeast	The Batts Company	\$100.00
Central Florida	The Pool Pleaser	\$500.00
Polk County	Tri-FL Water Treatment d/b/a Pool Works	\$100.00
Central Florida	Tropical Pools, Inc.	\$500.00
Broward	Van Kirk & Sons Inc	\$100.00

Thank you to everyone who has given to the Pool Industry Political Action Campaign (PIPAC) or met with area legislators. Your support and contributions are very important and make a difference.

Relationships are being built with legislators across the state! These funds are used to make contributions to the campaigns of legislators who support the things important to the pool industry.

If you would like to contribute, call the FSPA office at (866) 930-3772.



Change in government relations staff position

Jennifer Hatfield, FSPA Director of Government and Public Affairs, has transitioned to a consultant position with FSPA. Eva Adcock, FSPA President, said, "We had a diversified and talented task force that met several times and did a fantastic job looking at and anticipating any issues that could come up regarding Jen's change to an independent contractor. All aspects of the change were considered."

Jennifer began at the Florida Swimming Pool Association in July 2006 and has worked with the association on legislative and regulatory issues, building codes and national standards, and its political action campaign efforts. Her responsibilities remain the same and members can reach her at the same e-mail address to have questions about regulation and legislation reach her just

as they did before. The FSPA staff can also answer questions regarding most regulation and legislative issues when members call (800) 548-6774.

Alan Cooper, FSPA Immediate Past President, said, "I think this won't have much of an effect and any changes will be minor. Jen is a professional and enjoys our association. Her interests will continue to be for what is in the best interest of the association. This will benefit both of us."

Jennifer began working in her new capacity in September under her new company J. Hatfield and Associates, PL. Jennifer said, "I enjoyed my time as an employee for the association. I look forward to continuing to work with the FSPA in this new role and continue to represent FSPA in government relations efforts."

Upcoming Meetings

Construction Industry Licensing Board (CILB):

November 10-12 at the Embassy Suites, Altamonte Springs. For more meeting information visit www.myfloridalicense.com/dbpr/pro/cilb/meetings.html.

Florida Building Commission (FBC):

December 6-8 at the Crown Plaza in Melbourne. The commissioners will taking a final vote on the 2010 code changes. The 2010 Florida Building Code will then go into effect December 31, 2011. Look for a full report on the final action of the commission in the January issue of *Florida Pool Pro*sm.



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Jandy

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The Pool Pro Classic Golf Tournament

Thursday, February 10 • 8:00 a.m. Shotgun Start
Eagle Creek Golf Club - \$85/person



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

Use this as an opportunity to network or as a reward for your hardworking employees. This is a great course and everyone will have a good time!

Cost is \$85 per person with proceeds benefiting the Florida Swimming Pool Association Scholarship Fund. Lunch and drink tickets are included in the registration fee. Visit www.OrlandoPoolShow.com to download a registration form.



Portofino Pools Technical Institute is offering
the **APSP Certified Maintenance Specialist** course

Schedules and information can be found at www.PortofinoPools.com/Train.html.

FSPA members receive a discount of \$125!

CHAPTER NEWS

Broward

Chapter Coordinator: Michelle D'Aiuto
 President: Brian Kelly
 (866) 930-3772
 FSPABroward@FloridaPoolPro.com
 www.FSPABroward.com

The Broward Chapter would like to thank Pat Riley of the Broward Department of Health. Pat's CE class on public swimming pools was attended by 65 people on October 14. We would also like to thank **Craig Doerr, SCP-Weston**, for hosting the event. It was a fun and informative evening.

The Broward Chapter Board of Directors is busy putting a calendar of events and meetings together for the rest of 2010 and the 2011 calendar year. Please look for e-mail announcements regarding all upcoming meetings and events. We are looking for our members to communicate back by clicking the reply button with your RSVP. We want to hear from you.

The Broward Chapter is always looking for members who want to make a difference in the industry. Please contact the Chapter Coordinator with your ideas on how to grow your Chapter or to schedule a speaker



Pat Riley, Broward Department of Health, teaching a CE course in the Broward Chapter on October 14.



The Broward Chapter's CE course was filled to capacity with standing room taken as well!

Central Florida

Chapter Coordinator: Sonja Dickey
 Chapter President: Steve Bludsworth
 (800) 548-6774
 FSPACentralFlorida@FloridaPoolPro.com
 www.FSPACentralFlorida.com

The Chapter's Second Annual Texas Hold 'Em Tournament was held October 8. There were 50 players and many others participated in Bingo or just enjoyed the evening. A silent auction was also held. Thanks to all who came and made this a great event. A huge thanks to all the volunteers who worked so hard to make this night a success.

The Chapter is grateful to all the companies and individuals who donated items for the auction. For all the bidders who won their items, you will be notified and can pick up and pay for the items at **All-Pool Service and Supply**. There are still some items available for purchase and the list will be sent to all members.

A number of our Chapter members volunteered to work the FSPA High School Invitational Swimming & Diving Meet on Friday and Saturday, October 8-9. For those who volunteered, it was gratifying to see all the high school swimmers competing.

Again, thanks to all of our volunteers throughout the state.

Charlotte Harbor

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

Many thanks to **Dan Johnson, Swim, Inc.**, for his one-hour CE presentation at the October Chapter meeting. The meeting was well attended by Chapter members. Look for upcoming meeting information via fax and e-mail.

Congratulations to the 2011 Chapter slate of officers: President **Fred Terhune, Howard's Pool World, Inc.**; Vice President **Colin McTigue, Fulton Pools, Inc.**; and Secretary/Treasurer **Kris Peterson, True Blue Pool Supply**. The Directors are

Lyndsey Shock, Florida Water Products; Pete Cocco, Nautilus Pools, Inc.; and Angie Naskale, Pool One Plastering Division, Inc.

East Central Florida

Chapter Coordinator: Michelle D'Aiuto
 (866) 930-3772
 FSPAEastCentralFlorida@FloridaPoolPro.com
 www.FSPAEastCentral.com

The East Central Chapter Board of Directors is busy putting together a calendar of events for the 2011 year. Meeting ideas and topics include CE classes on strategic planning, pool renovations, ANSI/APSP standards and business practices. A Table Top Energy Event is also in the works along with a member appreciation event.

Please look for all upcoming events, dates and times by e-mail. We are looking for our members to communicate back by clicking the reply button with your RSVP. We want to hear from you.

The East Central Chapter is always looking for members who want to make a difference in the industry. Please contact the Chapter Coordinator with your ideas on how to grow your Chapter or to schedule a speaker.

Florida Gulf Coast

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

The Florida Gulf Coast Chapter would like to thank Sergio Gonzalez, Regional Program Administrator from the Florida Department of Business and Professional Regulation, for his presentation to the Chapter on October 28. Sergio gave an overview of the DBPR along with their work on cracking down on unlicensed activity in Lee and Collier Counties. He also covered the procedures for reporting unlicensed and underground activity. Thank you to everyone who attended.

Florida West Coast

Executive Director: Malinda Howard
(727) 638-6072

FSPAFloridaWestCoast@FloridaPoolPro.com
www.FSPAWestCoast.com

Tuesday, November 2 is Election Day! **Larry Ahern, Larry Ahern Pool Remodeling**, is an FSPA Florida West Coast Chapter member running for State Representative in House District 51 (Pinellas County). It isn't very often the pool industry has the opportunity to have one of its own in the Florida Legislature. The Chapter plans to support his campaign by holding signs at the polling places. If you are interested in helping, contact Larry and the Campaign Team at (727) 381-2166 or by e-mail to Larry@LarryAhern.com

The Chapter Board of Directors met at noon on Tuesday, October 6 at **Jack's Magic** in Largo. Thank you to **Ian Ferguson** and **Jack's Magic** for sponsoring the meeting/luncheon. The next Board of Directors meeting will be held at noon on Tuesday, November 9 at **AquaCal – AutoPilot**, 2737 24th Street North, St. Petersburg. Remember that every member is encouraged to attend Board meetings.

The Chapter Board of Directors meetings are usually scheduled for the first Tuesday of the month; however, in November we will be meeting on the second Tuesday due to Election Day. We are always interested in hearing your ideas for Chapter meetings and programs. Please call or e-mail the office if you will be attending this meeting so that we can plan accordingly.

The Florida West Coast Chapter was a Relay Sponsor as well as a team sponsor for five schools in the FSPA High School Invitational Swimming & Diving Meet held October 8-9 at the YMCA Aquatic Center in Orlando. The sponsored teams were: Countryside High School, East Lake High School, Northeast High School, Palm Harbor University, and Weeki Wachee High School. Both the boys and girls Teams from Countryside High, Northeast High and Palm Harbor University placed in the top ten. Congratulations to all of the swimmers who competed! Thank you to **Ian Ferguson, Jack's Magic; Rick, Malinda** and **Bryant Howard, Rick's Pool Service**, for volunteering their time at the meet.

The Chapter held its Annual Tampa

Bay Area Pool Industry Table Top Event on Wednesday, October 27. The event was at Ruth Eckerd Hall – Great Room in Clearwater. Details and photos will be in next month's issue.

Manasota

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

FSPAManasota@FloridaPoolPro.com
www.FSPAManasota.com

Thanks to **Rich Tarricone, Aquatic Pool Systems**, for his one-hour CE presentation at the September 28 Chapter membership meeting at the Lakewood Ranch Holiday Inn.

Many thanks to **Don Archer, Olympic Pools; Herman Weinberg, Hedj Engineering; Rob Sanger, Galaxy Pools; and Rich Tarricone, Aquatic Pool Systems**, for their work in organizing the First Annual Chapter BBQ and Cornhole Tournament held at the Turtle Beach Park in Siesta Key. As you may recall, the event was originally scheduled for July but was postponed due to a tropical storm. Thanks again!

North Central Florida

Chapter Coordinator: Michelle D'Aiuto
(866) 930-3772

FSPANorthCentralFlorida@FloridaPoolPro.com
www.FSPANorthCentral.com

The North Central Chapter would like to thank everyone that came out to hear **Scott Wallace, Devin Cahn Associates**, discuss the new imPower motor. Scott informed the members of many of the 2011 energy code changes that will affect the industry.

The next Chapter/Board of Directors meeting will be held on November 10 in Gainesville at Napolatano's restaurant. All members are encouraged to attend.

The North Central Florida Chapter is always looking for members who want to make a difference in our industry. Please contact the Chapter Coordinator with your ideas on how to grow your Chapter or to schedule a speaker. Look for e-mail announcements regarding upcoming meetings and events. We are looking for our members to communicate back by clicking the reply button with your RSVP.

Northeast Florida

Chapter President: John Garner
State office: (866) 930-3772

FSPANortheastFlorida@FloridaPoolPro.com
www.FSPANortheast.com

The last Chapter meeting was held September 15 at the Holiday Inn Town Center. The Chapter was fortunate to have Bud LaBorde speak to the group about customer and employee relations. Bud taught us all about T.A.S.T.E. (Tell the truth, Accountability, Support, Trust, and Energy and Effort); a valuable lesson for us all!

Membership renewals were due June 30. If you have not yet renewed, you have been terminated! Terminations were effective August 31. Remember, you cannot use the FSPA logo on any printed material, Web site, etc. if you are not a member. Don't lose your valuable benefits as parts of this amazing organization. You can still renew! Just a few of the benefits you receive are: Education, discounted insurance programs, Orlando Pool & Spa Show, credit card processing, scholarship opportunities, and discounts on many things such as cruises, holiday cards, GPS program, and QuickBooks software, to name a few. The State office has made renewal very easy with online renewal and different payment plan options.

The annual Oktoberfest was held October 9 at Wild Wing Café. Approximately 70 FSPA members, friends and guests attended the event. The weather could not have been better. There was a 24' inflatable TV screen for watching FSU win and another flat screen TV to watch the Gators play. Great raffle prizes were given away and congratulations to **Rick Schmitz, Paradise Pool Service**, for winning the 50/50 drawing! Thank you to all who made this event a success. Special thanks to **Adrian Sanchez, Jandy**, and **Tim Sprinkle, Pentair**, for their support; we certainly appreciate it.

Mark your calendars! November 18 the Chapter will be hosting a Member Appreciation Event in conjunction with an Energy Table Top and presentation by Jennifer Hatfield and some other key speakers. This will be a free event as a big thank you to those members who have renewed their 2010-2011 membership.

There will be no meeting in December due to the holidays.

There will be a change in your Chapter

leadership for 2011. Congratulations to **John Garner, Pools by John Garner**, for being selected to serve on the Executive Committee for the FSPA at the state level. This new position will no longer allow John to be the president of the Chapter. **Jim Batts, The Batts Company**, will be the new President; **John “Scotty” Scott, Surfside Pools & Spas**, will be Vice President; and **Dave Pruette, Pruette Electric Services**, will remain Treasurer. John Garner will remain on the Chapter Board as Immediate Past President but will not serve on the State Board in a voting position due to his position on the Executive Committee. **Mark Turner, Swimcraft Pools**, and **Rick Schmitz, Paradise Pool Service**, have agreed to serve on committees at the state level.

While we talk about this each month, we receive no requests for meeting topics. Remember, this is your Chapter – let your voice be heard. All suggestions are welcome regarding any programs or CE courses you would like to have at the Chapter meetings. Please forward suggestions to Jim Batts for submission to the Board.

Palm Beach

Executive Director: Doris Rohner
(888) 818-9618

FSPAPalmBeach@FloridaPoolPro.com
www.FSPAPalmBeach.com

Thank you to all FSPA members that attended the Palm Beach Chapter reception on Friday, September 24 at the Square Grouper in Jupiter. Approximately 70 members attended the event held in conjunction with the FSPA State Board meeting on September 24-25.

Kudos to **Pete Zaharuk** and **TJ Redman, Raypak**, for the superb seminar on heat pumps on October 6. They presented a powerpoint demonstration that clearly explained the effectiveness of a heat pump, how it works, and techniques to assist in selling a heat pump. Thank you,



Jim Bingold and Jim Stevens at the Palm Beach Chapter reception.

the seminar was informative and enjoyed by all.

Extend a heartfelt welcome to the Chapter’s newest member **Crown Service Group d/b/a Jupiter/Tequesta Pool and Spa. Stephen Frampton and Jiratchaya Kasemsote** attended their first meeting October 6 and plan to be active in the Chapter. Welcome them with a personal phone call or at the next Chapter meeting.

Please be advised that the Chapter Board of Directors has changed the regular monthly meeting night. Starting Tuesday, November 9, meetings will be the second Tuesday of each month.

The November 9 meeting presentation will be by **Rob Dimare, Pentair**, at Contractors Business Park. Come as early as 5:00 p.m. for the Service Council meeting chaired by **Dave Ballard, Horizon Pool & Patio**. Arrive at 5:15 p.m. for the Builders’ Council meeting, chaired by **Steve Hackl, Hackl Pool Construction Co.** At 5:30 p.m. the Chapter Board meeting will be called to order by President **Jim Stevens, Crystal Blue Pools**. All meetings are open to the membership. Please plan to attend and let your voice be heard. At 6:30 p.m. a light dinner, refreshments and a social period will begin. Rob Dimare will take the floor promptly at 7:00 p.m. Registration forms will



Jiratchaya Kasemsote and Stephen Frampton, Jupiter/Tequesta Pool and Spa, are the Palm Beach Chapter’s newest members.



The Palm Beach Chapter’s meeting on October 6 featured speakers Pete Zaharuk and TJ Redman, Raypak.

arrive in your inbox or may be found on the Chapter Web site at www.fspa-pb.com.

The Christmas holiday party will be Tuesday, December 14. Please change your calendar to reflect this new date. Further holiday information will be available soon.

The 2011 Board of Directors will take their positions January 1. Please give these people a sincere thank you for their volunteer service to the association. President **Ron Adolph, SCP Distributors**; Vice President **Jim Bingold, Proline Distributors**; Secretary **Dave Ballard, Horizon Pool & Patio**; Treasurer **Jim Stevens, Crystal Blue Pools**. The additional 2011 directors are **Steve Hackl, Hackl Pool Construction Co.**; **Steve Lumerman, HornerXpress**; and **Bill Peterson, American Leak Detection**. Ron Adolph, Jim Bingold, and Steve Hackl are the FSPA State Directors and will also serve on FSPA state committees.

The date for Marketplace 2011 is Wednesday, March 23. The event is sure to include an increase in exhibitors, products, attendees and auction items as well as new and exciting activities.

Polk County

Chapter Coordinator: Michelle D’Aiuto
(866) 930-3772

FSPAPolkCounty@FloridaPoolPro.com
www.FSPAPolkCounty.com

The Polk County Chapter is busy putting together a safety meeting in conjunction with the Polk County Fire Department. Details will be available soon.

The Polk County Chapter is always looking for members who want to make a difference in our industry. Please contact the Chapter Coordinator with your ideas on how to grow your Chapter or to schedule a speaker. Look for e-mail announcements regarding upcoming meetings and events. We are looking for our members to communicate back by clicking the reply button with your RSVP. We want to hear from you.

Space Coast

Chapter President: Dominick Montanaro
State office: (866) 930-3772
FSPASpaceCoast@FloridaPoolPro.com
www.FSPASpaceCoast.com

Denise Campagna, Manager of Brevard County Licensing Regulation and Enforcement, will be the guest speaker at the Space Coast Chapter lunch meeting on November 4. The meeting will take place at noon at the Beef 'O' Brady's in Melbourne on the corner of Wickham and Lake Washington Roads. The Chapter invites you to join Denise and one of her enforcement specialists to discuss how we can assist Brevard County in dealing with the daunting task of addressing unlicensed activity. This is a proactive meeting to understand the complexities of the situation and to work mutually to combat the issue. If we know how to provide the correct information, it enables the process to work better. This meeting is open to all industry members and I encourage you to get the word out to other swimming pool contractors. The meeting is free and as usual you pay for your lunch and beverage.

Thank you to **Paul Roth, Roll-A-Way Protective Pool Fence**, for the CE class he presented to the Chapter at the October 21 Chapter meeting. The Chapter also wants to thank **Jonathan Parker, Amerisure Insurance**, for the safety CE class he presented at the September 16 meeting.

The Chapter Christmas Party will be held at the Patrick Air Force Base Blockhouse on Saturday December 4; please mark your calendars. More information will be provided as we iron out the details on time and cost. This event is underwritten by the Chapter to ensure that the cost is nominal for you and your guests; please take advantage and enjoy the camaraderie, food, singing and dancing festivities with us.

The Chapter wants to take the opportunity to thank the members who have volunteered to be your Chapter's Officers and Board members for 2011. President **Dominick Montanaro, M & M Pools Inc.**; Vice President **Carl Moody, Solar Energy Systems of Brevard**; Secretary **Debbie Pflug, American Leak Detection of ECF**; Treasurer **Eva Adcock, Best Pools of Brevard**; and Past President **Shelly Grundhoffer, Aqua-Rite Pools & More**. The other Board members are **Albert**

Underwood, Aqua-Blue Aquatech of Central Florida; Paul Roth, Roll-A-Way Protective Pool Fence; and Rich Mackey, Rich Mackey's Pool Service.

We are fast approaching the end of the year; though we would all like things to be better, as we celebrate Thanksgiving we need to be mindful that we have all been blessed. Take time to enjoy your family and friends throughout the holiday season!

Tampa Bay

Chapter Coordinator: Michelle D'Aiuto
(866) 930-3772
FSPATampaBay@FloridaPoolPro.com
www.FSPATampaBay.com

The Tampa Bay Chapter would like to thank everyone that attended the member appreciation Energy Table Top Event on October 5 at the Intercontinental Hotel in Tampa. Over 70 people came out to hear guest speakers Jennifer Hatfield, FSPA Government Relations Consultant, and **Steve Barnes, APSP Technical Committee Chairman from Pentair Water Pool and Spa**. Jennifer and Steve addressed many of the 2011 code changes that will affect our industry and then held a Q&A session.



The Tampa Bay Chapter Energy Table Top Event on October 5 was a great success!



Steve Barnes, Pentair, speaking on energy efficiency at the Tampa Bay Chapter Energy Table Top Event.

Thank you to the members that e-mailed their comments on what a professional and informative meeting it was. It was such a success that the Chapter hopes to make this a yearly event.

The Chapter would also like to thank the sponsors for the night for introducing members to many new energy efficient products. Thanks to **Pat O'Key, Zodiac Pool Systems; Cathie Alderman, HornerXpress; John Seglem and Anne Zissel, Hayward; Steve Barnes and Mark Burnett, Pentair; Andrew Whiting, Marathon Electric; Annie Marquis, Amerigas; Chris Clayton, Gunn Sales; Jim Acord, AquaCal; Mike Moore, Tri-State Distributors; and Tim Converse, Solar Solutions.**

Please look for upcoming information regarding a Chapter meeting with guest speaker **Richard Mosley, Champagne Pools**, along with Tampa Bay area building officials.

The Tampa Bay Chapter is always looking for members who want to make a difference in our industry. Please contact the Chapter Coordinator with your ideas on how to grow your Chapter or to schedule a speaker. Look for e-mail announcements regarding upcoming meetings and events. We are looking for our members to communicate back by clicking the reply button with your RSVP. We want to hear from you.

Treasure Coast

Executive Director: Susan Gilbert
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com
www.FSPATreasureCoast.com

We had a wonderful turnout for the meeting at **HornerXpress** in Stuart. Thank you to **Misty Knight, Jandy**, for a very informative presentation about variable-speed pumps and changes taking place in our industry. The Chapter also wants to thank HornerXpress in Stuart for hosting the class; they went out of their way to make our meeting pleasant and comfortable! Thank you also goes to **Ken Parker, Ken Parker Pools**, for his expertise in pool pumps and pump motor efficiency requirements and their formula! Helping one another and getting the needed information out to others in the industry is what we are all about.

The results for the 2011 Chapter Board are in: President **Vincent Fuggetta, Safety Pool Covers**; Vice President **Darlene Fuggetta, Safety Pool Covers**; Secretary/Treasurer **Ken Parker, Ken Parker Pools**; and Directors **Joe Janis and Frederick Hopkins, H & H Custom Pools**.

The Chapter thanks the 2010 Board for their work in making and keeping our Chapter together, informed and better! President **Vinnie Fuggetta, Safety Pool Covers**; Vice President **Robert Miller, Palm City Pool & Spa**; Treasurer/Secretary **Ken Parker, Ken Parker Pools**; and Directors **Mauread Miller, Palm City Pool & Spa**; and **Joe Janis!**

The next Board meeting is Thursday, November 11 at 6:30 p.m. at Palm City Grill, Palm City. The next Chapter meeting and Christmas party is Thursday, December 2 at 6:30 p.m. at Palm City Grill, Palm City.

Happy Thanksgiving!

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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Education monitors needed, earn FREE CE

The 2011 Orlando Pool and Spa Show is scheduled for February 11-12, 2011 with continuing education starting on Thursday, February 10. Continuing Education is a significant element of the annual Show and volunteer monitors play a crucial role in making the program a success. FSPA invites all FSPA members to volunteer as a course monitor.

Volunteer ID checkers support course monitors by helping to verify photo identification of attendees. No portion of their CE fees will be refunded.

To see what is available for monitoring go to www.floridapoolpro.com/industry/monitor.html. The course charts show courses by meeting room – this year we request that you pick a room and monitor all the courses in that room for that day. Course descriptions are available on the Show Web site at www.OrlandoPoolShow.com. Click on “attendee information” and then on “education seminars”.

Benefits of monitoring include receiving CE credit for the courses that you monitor and your CE registration fee refunded by the FSPA for the day(s) that you monitor.

As a monitor your duties and responsibilities include:

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

If you would like to volunteer as a monitor please indicate your preferred room choice. Assignments are on a first come first served basis so please return your course selection as soon as possible to Bernice@FloridaPoolPro.com.



CALENDAR OF EVENTS

November 2010

2 Election Day

FSPA Florida West Coast Chapter members holding signs for Larry Ahern's campaign

3 FSPA Tampa Bay Chapter Board Meeting
11:30 a.m.

4 FSPA Space Coast Chapter Meeting
Noon at Beef 'O' Brady's, Melbourne

9 FSPA Charlotte Harbor Chapter Meeting

FSPA Florida West Coast Chapter Board Meeting
Noon at AquaCal-AutoPilot, 2737 24th Street North, St. Petersburg

FSPA Manasota Chapter Board Meeting

FSPA Palm Beach Chapter
5:00 p.m. Service Council Meeting
5:15 p.m. Builders' Council Meeting
5:30 p.m. Board Meeting
6:30 p.m. Light Dinner, refreshments and social period followed by the Chapter meeting

10 FSPA North Central Florida Chapter Meeting
Napolitano's, Gainesville

11 FSPA Treasure Coast Chapter Board Meeting
6:30 p.m. Palm City Grill, Palm City

17 FSPA Charlotte Harbor Chapter Board Meeting

18 FSPA Northeast Florida Chapter Member Appreciation
Energy Tabletop Event

December 2010

1 FSPA Palm Beach Chapter Christmas Holiday Gathering
Old Key Lime House, Lantana

2 FSPA Treasure Coast Chapter Christmas Party
6:30 p.m. Palm City Grill, Palm City

4 FSPA Space Coast Chapter Christmas Party
Patrick Air Force Base Blockhouse

7 FSPA Florida West Coast Chapter Board Meeting
Noon at Queen's Pizza, 1834 N Belcher Rd., Clearwater

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