

Florida Pool Prosm

A PUBLICATION OF
FLORIDA SWIMMING POOL ASSOCIATION

www.FloridaPoolPro.com

FSPA High School Invitational, October 10-11

The annual FSPA swimming and diving meet is October 10-11 at the YMCA Aquatic Center in Orlando. This event attracts over 2,000 athletes from around the state and with the recent Olympic performances, this year may be even larger.

This is an exciting event but is only made possible through the support of the pool industry. Volunteers are needed on Friday from 3:15 p.m. to 8:00 p.m. and on Saturday from 7:45 a.m. to 11:00 a.m., 10:45 a.m. to 2:00 p.m. and 5:00 p.m. to 8:30 p.m. Please let us know if you can help out at this fun event.

As the largest swim meet in the Southeast, around 750 spectators come to the event. This is a captive audience made up of pool users and is the perfect group to advertise to. As a sponsor you will be in the program guide and can display your own banner (depends on level of sponsorship). The meet is presented by the FSPA to benefit the Swimming Pool Safety and Education Foundation.

Go to www.FloridaPoolPro.com and click on Industry Professionals, Events and then Swim Meet for all the details or call (866) 930-FSPA.

THANK YOU SPONSORS!



Florida Building Code effective date changed

By Kari Hebrank, FSPA Lobbyist

On September 15, the Florida Building Commission voted unanimously via teleconference to move the effective date of the 2007 Florida Building Code to March 1, 2009. The Commission staff cited the reasons for the delay including to ensure that we keep a single code to reduce confusion, allow designers to modify plans and give time for new permit applications to meet the new code requirements. The new code was set to take effect on December 31, 2008; however, thanks to Tropical Storm Fay, the October Commission meeting was abruptly cancelled and the Rule Development Workshop on the glitch code amendments was moved to the October Commission meeting.

Additionally, the Rule Adoption

Hearing on the glitch amendments has been pushed back to the December Commission meeting. The Commission convenes on October 13-15 in Tampa at the USF Embassy Suites Hotel.

Budget constraints forced the Florida Building Commission to trim its meeting dates. In an effort to cut costs, the Commission voted to move to an eight-week meeting cycle, rather than the current six-week cycle. Meeting dates for 2009 are as follows (locations to be determined):

- February 2-4, 2009
- April 6-8, 2009
- June 8-10, 2009
- August 10-12, 2009
- October 12-14, 2009
- December 7-9, 2009

Enter the 2009 FSPA Design Awards!

DUE OCTOBER 31

Receive recognition for the great work you have done! The Design Awards judges look at the finished product but also the goals, challenges and achievements. The deadline to enter is October 31. The awards are presented at the welcome reception of the 2009 Orlando Pool & Spa Show (previously the Florida Pool & Spa Show) in February.

Please read the full details in the entry packet. If you haven't received a packet, please call 866-930-3772 or go to www.FloridaPoolPro.com.

Some of the 2008 award winning pools from Essig Pools, Inc.; Surfside Pools; Nautilus Pools, Inc.; Lucas Lagoons, Inc.; Blu-Aqua Pool Corp.; and Tropical Pools and Spas were just featured in Pool & Spa Living magazine!

News Splash

- **Digging up Ideas:** Remodels and renovations can have many hidden issues that are avoided when building a new pool. This is a great way to maintain cash flow but make sure your contract keeps these issues from costing you money. Page 3
- **Energy Talk:** The new AHRI standard for Heat Pump Pool and Spa Heaters will be available soon with a membership list of participating manufacturers. The standard is in support of the 4.0 COP requirement of the FBC. Page 5
- **The Scoop on Service:** Many service trucks advertise repairs and renovations but only have a CPO or DOH number. They are not permitted to do this work. Page 6
- **Two New Member Benefits.** Introducing GreenFlag profit recovery services and Acxiom contractor background checks. Page 7

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President's Column

More changes!



Dominick Montanaro
FSPA President

My last column brought you up to date on the Uniform Partnership Agreement and the process it took to arrive at this juncture. When changes are being

considered, nothing is constant.

You have each made numerous adjustments over the last two years to cope with the uncertainty of the volatile economy we are operating under. You had to make those changes or you probably would not still be in the pool business. The viability of your business depended on recognizing the pitfalls of today and anticipating the shortcomings of tomorrow.

We are doing the same at FSPA. The fact is that membership has declined 25 percent. FSPA will still provide services to the members but we are looking at our budget and forecasting potential cuts to address these concerns.

This article is being written prior to the September 20 FSPA Board Meeting and many of these issues will have been discussed prior to you reading this. But, it bears well to have some knowledge on the operations of your Association.

Currently there are 15 active Chapters across the State. Three are operating without a Chapter staff person at this time. The Chapter Board and volunteers run the Chapter programs and the FSPA state office is assisting with their needs.

Historically, 25 members were needed in a Chapter before the State funded a part-time Chapter staff

person. Some Chapters supplement additional funds to pay above the State provided salary.

The Chapter Task Force has determined financially that 25 people in a Chapter do not cover the expenses of funding that position. The drop in membership that exists today widens the disparity that we already knew existed in the funding mechanism. Simply put, several Chapters may not qualify for FSPA Chapter staff funding in the current system.

So how do we move forward? The volunteer leadership in Chapters may need to assume some of the responsibilities their staff member performed. Governmental representation at all levels, including the FBC, DBPR, CILB, ICC, BOAF and your local building departments, will still be managed by the FSPA state office. Education, the *Florida Pool Prosm* annual trade show and other areas identified in member surveys will be priorities FSPA will continue to provide.

How all this will be addressed could change at the Board Meeting but I want you to be aware they exist. You may not know the intricacies of how the organization runs, and this covers just the tip of the iceberg.

One quick solution is more members. How many non-members in our industry know that you are subsidizing their businesses by helping in just the Government regulation aspect? The membership you pay for helps them stay in business, but they are not sharing in the costs. You need them to be a member to help offset the rising cost of doing business. Talk one person into joining and the picture gets brighter.

The goal of the FSPA is to provide the best service to its members, period!



Pool and Spa Safety wins at the ICC hearings

On Sunday, September 21 the ICC adopted ANSI/APSP-7 into the International Code Council code language. Lots of energy and effort have gone into the development and adoption of the ANSI/APSP-7 standard.

It is due to this collective effort by a diverse group of professional industry volunteers, legal council, and staff of APSP and FSPA that we are now one step closer to having a uniform method of suction entrapment prevention that will greatly improve the safety of our products while still permitting a choice of compliance methods.

This is a win-win for consumers and industry members.

Watch for more details about this major step in pool and spa safety. Keep an eye on our Web site and also look for a full story in the November issue of *Florida Pool Prosm*.

FSPA 2009 Executive Committee Nominees

Immediate Past President:

Dominick Montanaro
M & M Pools, Inc.

President:

Alan Cooper
Alan Cooper Consulting

Vice President:

Clay Andrews
Aquapool of Jacksonville, Inc.

Secretary:

Keith Johnson
Tri-FL Water Treatment d/b/a
Pool Works

Treasurer:

Eva Adcock
Best Pools of Brevard, Inc.

At-Large Director:

Pete Coccaro, Jr.
Nautilus Pools, Inc.

At-Large Director:

Richard Moseley
Champagne Pools of Central
Florida

Nominations by Petition:

Nominations for any officer may be made by petition. The petition must be endorsed with the names of representatives of not less than ten percent (10%) of the voting members of the Florida Pool and Spa Association, Inc. Petitions must be received by the FSPA Executive Director no later than October 15. Members nominating candidates by petition shall accompany the petition with the written prior acceptance of all nominated candidates. Such nominees must also meet the membership requirements imposed on nominees named by the nominating committee.

Elections: Ballots will be mailed to members no later than October 20. When you receive the ballot package, the contact person for your company should cast their vote and return the ballot in the provided envelopes. The return envelope will be pre-addressed and have postage pre-affixed for your convenience. To be valid and counted, ballots must be returned to the Executive Director, postmarked no later than October 30. Announcement of the winner will be made by November 15 on the Florida Swimming Pool Association Web site and in the December issue of *Florida Pool Prosm*.

Florida Pool Prosm

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

President

Dominick Montanaro
M & M Pools, Inc.
Satellite Beach

Vice-President

Clay Andrews
Aquapool of Jacksonville, Inc.
Jacksonville

Secretary

Alan Cooper
Alan Cooper Consulting
Orlando

Treasurer

Eva Adcock
Best Pools of Brevard, Inc.
Melbourne

Past President

Scott Egglefield
Mirasol FAFCO, Inc.
Nokomis

At-Large Director

Steve Bludsworth
All Pool Service & Supply
Orlando

Executive Director

Wendy E. Parker, APR, CEM, Ext. 102

Director of Government & Public Affairs

Jennifer Hatfield, Ext. 111

Accounting Manager

Thaddeus Boney, Ext. 101

Technical Training Coordinator

Bernice Ryder-Smit, Ext. 109

Communications Specialist

Charis Tyson, Ext. 103

Administrative Assistant

Valerie Swika-Bundy, Ext. 100

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Two new member benefits!

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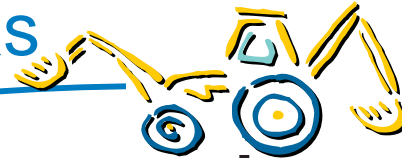
Get paid on past-due accounts! The company average is less than \$10 per account. GreenFlag's recovery average is 56% at an average cost of 7 cents per dollar. This is a higher recovery rate for less cost than the national average. For more information visit their Web site, www.transworldsystems.com, or go to www.FloridaPoolPro.com and click on industry professionals, then member services and then programs! *If you are interested, you must contact Alan Heller at 813-695-3643 and reference FSPA code DP.*

Acxiom Background Check

FSPA would like to introduce the Acxiom contractor background check tool as a new member benefit. Background checks can prevent problems down the road and be an assurance to your customers. Depending on the specific services requested, fees can range from a few dollars to just over twenty dollars per report. This may be a minimal cost compared to the security and assistance it provides in the hiring process.

To sign up and receive more information, go to www.FloridaPoolPro.com and click on industry professionals, then member services and then programs. The first time you follow the link to the Acxiom Web page, enter the partner code: FLOR8441 and skip the login to click on "I am a New User".

Digging Up Ideas



Remodels and renovations

By Don Cesarone, Van Kirk and Sons, Inc.

As the builders, service providers, manufacturers, etc. who make up the pool industry, we must look for the positives in this enduring economic down turn. Although the new pool starts are stagnant, the remodel and renovation market is an area that has been long overlooked. This market could help maintain your cash flow while we wait for the economy to rebound, or you could find it very lucrative and open a separate division permanently.

However, one must remember that remodels/ renovations present challenges that most are not aware of or prepared for. New pools typically do not have many unknowns, other than sub-soil conditions and other minor issues. Remodels/ renovations need to be approached very differently... one must understand that there can be many hidden issues that could be very costly if overlooked. You are not the person that built the pool and you cannot confirm that it was built to the high standards you would use. Make sure you have visually inspected the pool, checking for conditions that would cause problems and drive the costs up. You should include verbiage in your contract about possible unforeseen conditions that could cause additional costs. Stipulate exactly what you are doing and make

sure you itemize each area. If you do not have a remodel/ renovation contract, cross off the area's that do not pertain to the project. Most people do not like to hear there could be additional costs; however, most understand that there is no way to know of these potential issues until the process begins. This does not mean you have an open checkbook and you are not responsible to make sure you have done your due diligence. Walk through the pool and/or spa area with your client and educate them on what takes place during the remodel/ renovation process.

Here are a few other things to remember. Your costs are typically higher due to lack of access, the nature of the work, dismantling the existing structure and getting the debris removed by hand! Remove the furniture off the deck, it is very hard to get the dust off. Permits are required in most cases. When adding a heat pump, have an electrician prepare a load calculation so that you do not overload the existing service. You will find in many existing homes the homeowner has done work to the house and added electrical devices and have not accounted for them. Lastly, make sure you have floaters insurance to protect your company and the client. Good luck!

Beware of scams!

There have recently been some suspicious e-mails being received by FSPA members. Don't lose your products or money through ordering scams. Credit cards can make it easy to order the things you want online, but as a merchant you need to watch out. The credit card companies have been working to protect customers from purchases made by others on their account, but depending on how everything was done you may get stuck with the bill. Follow this link to a great article on how to protect yourself as a merchant. There are many helpful tips throughout the entire article that can help your business.

www.wiscocomputing.com/articles/ccfraud.htm

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County Name	August 2007	August 2008
Alachua County	14	12
Bay County	28	9
Brevard County	70	34
Broward County	110	67
Calhoun County	0	0
Charlotte County	37	15
Citrus County	37	20
Clay County	13	5
Collier County	66	37
Dade County	115	69
Duval County	18	23
Escambia County	31	19
Flagler County	38	15
Franklin County	2	1
Gadsden County	0	0
Gulf County	3	1
Hernando County	28	20
Highlands County	13	12
Hillsborough County	95	65
Holmes County	0	2
Indian River County	22	26
Jackson County	0	2
Jefferson County	1	1
Lake County	40	15
Lee County	141	82
Leon County	20	6
Liberty County	0	0
Manatee County	80	56
Marion County	60	24
Martin County	33	17
Nassau County	11	3
Okaloosa County	21	16
Orange County	158	75
Osceola County	85	31
Palm Beach County	167	95
Pasco County	95	39
Pinellas County	56	58
Polk County	95	58
Putnam County	0	1
Santa Rosa County	16	20
Sarasota County	42	25
Seminole County	23	13
St Johns County	24	29
St Lucie County	28	27
Sumter County	18	23
Volusia County	77	33
Wakulla County	1	0
Walton County	10	10
Washington County	0	2
TOTALS	2042	1213

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Energy Talk



Why 4.0 is the new "green"

By Jeff Tawney, AquaCal

Consumers and Retailers in the pool industry will soon have a new resource to assist in selection of energy efficient swimming pool heat pump products. September 15, 2008 brings the new AHRI standard for Heat Pump Pool and Spa Heaters to light, along with the membership list of participating manufacturers. The AHRI (Air-Conditioning And Refrigeration Institute) sponsors the new Heat Pump Pool and Spa Heaters Section and has developed a standardized test protocol for swimming pool and spa heat pumps; resulting in AHRI Standard 1160-2008, a standard in support of the 4.0 COP (coefficient of performance) requirement of the Florida Building Code.

The 2007 Florida Building Code (FBC) required all newly installed pool and spa heat pumps to operate with a minimum Coefficient of Performance (C.O.P.) of 4.0 at low temperature operating conditions. The C.O.P. measurement, a ratio of heat produced, measured in kilowatts - to - kilowatts required to power the unit, provides consumers (builders and aftermarket purchasers) with important product information. With more concern over fuel costs and availability and with heightened consumer focus on reducing energy consumption, builders and consumers alike will be able to compare the "apples-to-apples" at two separate and relevant operating conditions. Moreover, a distinction can be made between models and the difference in cost of operation to the consumer (the higher the C.O.P., the more efficient

the heat pump). Simply stated, the difference in C.O.P. as a percentage of two given heat pumps equates to the difference in operating cost.

The AHRI Standard 1160-2008 establishes definitions, classifications, testing and rating requirements, marking and nameplate data, and conformance conditions for heat pump pool heaters. Additionally, the standard establishes minimum data requirements for published ratings, results of which will be available in the AHRI's Web-based directory due out September 15. The directory is available to consumers, code enforcement personnel, builders and members alike. It is most important to note that all products tested are obtained on a random selection basis. Regular re-testing is a key component of this program that ensures continued accuracy of published data.

Industry members participating in the AHRI Section and the 2008 inaugural testing include AquaCal, AquaPro, G & F, Hayward, Jandy, Pentair, and Raypak. Membership and participation is open to all Manufacturers of swimming pool heat pumps.

Like Florida, the California Energy Commission (CEC) has adopted minimum coefficient requirements with other states expected to follow suit soon.

AHRI is a trade group for manufacturer's based in Arlington, VA. Previously known as ARI, a January 2008 merger with the Gas Appliance Manufacturers Association resulted in the group's name change.

New Member Applications

Palm Beach

Lost Isles Pool & Spa Service, LLC
(Service: Water Treatment / Cleaning)
Paul Kaufman, Palm Beach Gardens

Charlotte Harbor

Isles Pool Service (Service: Full Service / Water Treatment)
Qualifier: John Berry: CPC057353
Ofer Nadel, Punta Gorda

North East

Pool Dude Pools
(Service: Full service) CPC1457414
Willie Crosby, Jr., Jacksonville

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

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The Scoop on Service

Do you have a license for the work you are performing?

By Rob Sanger, Galaxy Pools

It seems every week I see another pool service truck with either no license number on it, or worse yet a CPO or health department number, saying they do pool service, repair, renovations etc. I feel many of these trucks are coming from people that used to work as subcontractors for pool builders, not so much the yankee that moved down, threw a pole, hose and bleach in his truck and poof he's a pool man. Just so you know, all a CPO or DOH number allows you to do is water treatment and maintenance. That's it, no repairs, no renovations, no heater installs... you get the drift.

Currently there is only a \$500 fine for unlicensed activity (I think it dates back to the Eisenhower administration). However, there is consideration to increase these fines substantially. The state of California

has just passed legislation where the first offense for unlicensed activity carries with it a \$5,000 fine and six months in jail. FSPA plans to take this same idea to other construction groups to combat unlicensed activity.

If you happen to be in that category of service person wanting to do more than just water treatment and maintenance, you may be wondering how to go about getting licensed. Contact your local Chapter of the FSPA and speak with the Board president or the Chapter executive director and they can guide you to the proper path to legally do more than water treatment and maintenance. Links to the Construction Industry Licensing Board are available at www.FloridaPoolPro.com.

Classified Ads/ Job Listings

Also check www.floridapoolpro.com for listings!

For \$15 a month your listing will be posted on our Web site and for \$75 it will also be published in an issue of the *Florida Pool Pro*sm. For more information, contact Charis Tyson at Ctyson@FloridaPoolPro.com or (941) 952-9293.

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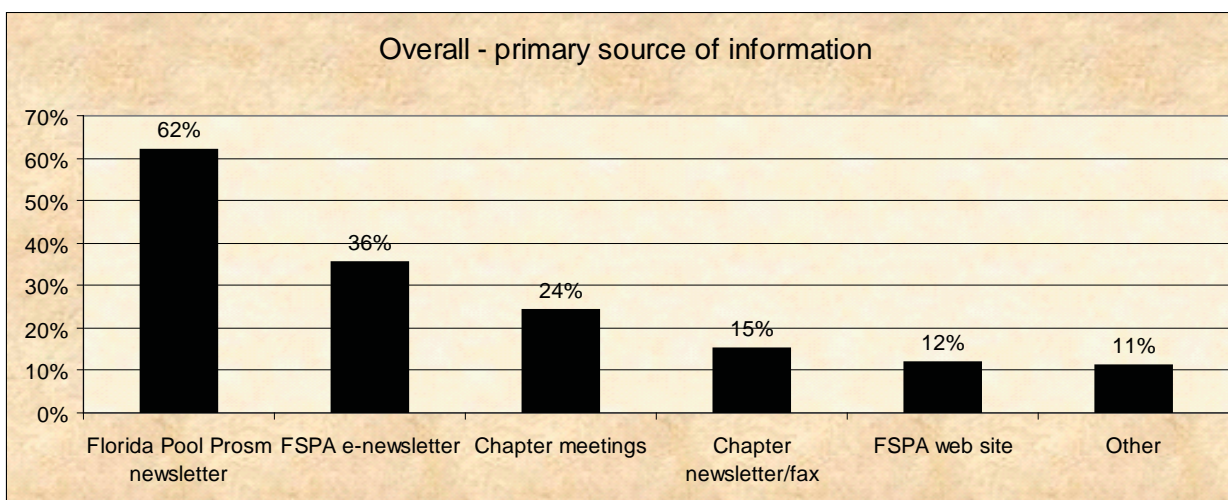
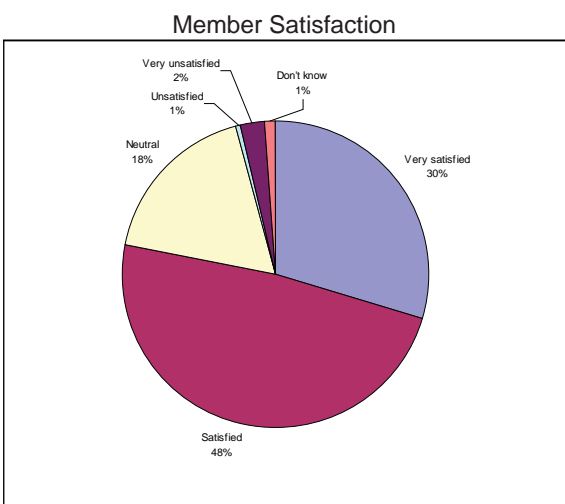
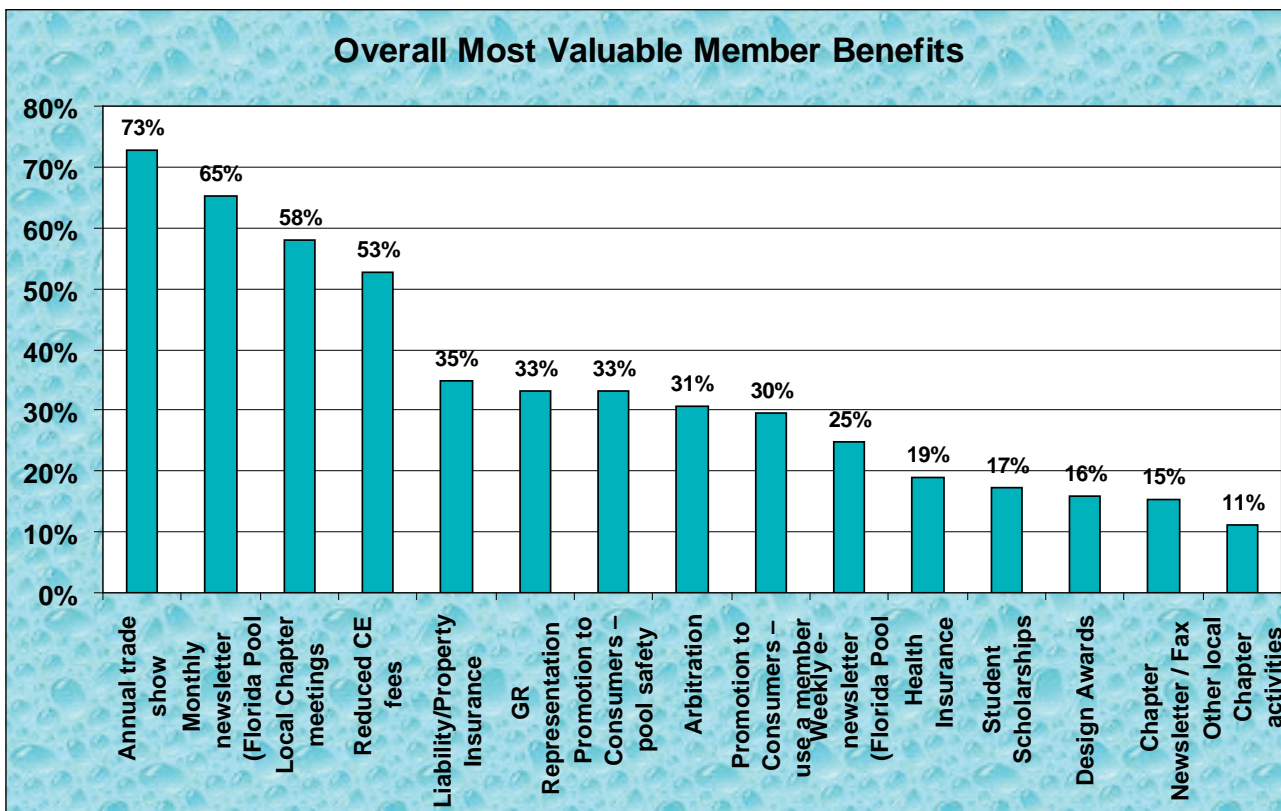
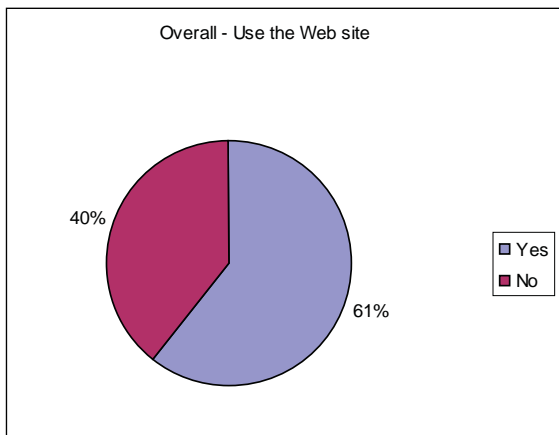
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Member survey results

Here are some of the results from the member surveys that the FSPA state office sent out.

Thank you to everyone who responded!

Congratulations to **Donald Jones Pool Service, Inc.** for winning the \$100 survey drawing!



CILB Discipline

June, 2008

Case #(s): 2007-049725
 Robert J. Leblanc
 License #(s): CP C032558
 Jamaican Pools of Florida, Inc.
 c/o David A. Leblanc
 Voluntary Relinquishment
 Restitution in the amount of
 No one present at hearing

Case #(s): 2005-063791
 Jason Messenger
 License #(s): CP C1456470
 Kozy Enterprises, Inc.
 11855 Appaloosa Ct.
 Port St. Lucie, FL 34987
 Restitution in the amount of \$17,700 to Mark Kilbride, payments of \$500 a month or satisfaction.,
 Probation for 4 years
 Seven hours of live CE on chapter 489 Fla Statutes.
 Pay administrative fines in the amount of \$3,000 and costs of \$186.98
 Respondent present at hearing

July, 2008

Case #(s): 2007-039478
 Marsha Diquez
 License #(s): CP C1456644
 Legacy Pools of South Florida
 7000 NW 35th Ave.
 Miami, FL 33073
 Restitution in the amount of \$100,621.40 to Isander Nieves or Satisfy Civil Judgment., Payment plan for Restitution first
 Probation for 4 years
 Seven hours of live continuing education on chapter 489 Florida Statutes.,
 Pay administrative fines in the amount of \$30,000 and costs of \$239.81
 No one present at hearing

Case #(s): 2007-056283
 Neal Hillard
 License #(s): CP C1456494
 Aquastar Pools, Inc.
 3695 Evonvale Glen
 Cummings, GA 30041
 Probation for 4 years
 Seven hours of Live Continuing Education on Chapter 489 Florida Statutes.
 Pay administrative fines in the amount of \$1,000 and costs of \$37.54
 No one present at hearing

Case #(s): 2006-046277, 2006-058211
 Ismael Perez
 License #(s): CP C1456509
 Paradise Pools & Construction Inc.
 1408 SW 168th Lane
 Miami, FL 33177
 Case #(s): 2006-046277
 Revoked
 Restitution in the amount of \$22,000 to Wilfred Tarbay
 Pay administrative fines in the amount of \$23,500 and costs of \$322.10
 No one present at hearing

Case #(s): 2006-058211
 Revoked
 Pay administrative fines in the amount of \$9,500 and costs of \$336.18
 No one present at hearing

New, Earth friendly Florida Pool Prosm



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Chapter News

Check out Chapter Web sites for current information!

Broward

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

No news this month.

Central Florida

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

Central Florida Chapter hits another homerun with the Meet Your Candidates event. This is the second year the Chapter hosted this program, and it was very well received by the membership and candidates/legislators alike. Jennifer Hatfield, FSPA Director of Government and Public Affairs, served as moderator to the open forum discussion. Two local legislators received Legislator of the Year awards from FSPA, and the Chapter was privileged to have representation from both of them. Senator Lee Constantine accepted his accolades as he was recognized for his service and support of the FSPA, with specific mention of his work on attaining a seat for the swimming pool industry on the Florida Building Commission. Governor Crist has not

yet made the appointment for this seat. Representative Scott Randolph was unable to attend but sent his legislative aid, Dave Plotkin, and his wife, Susannah Randolph, to receive his Legislator of the Year plaque. Ms. Randolph delivered his regrets and assured the group of his support for FSPA. She also spoke of the respect her husband and other legislators share for Jennifer Hatfield and the great work she is doing in Tallahassee and throughout the state promoting FSPA. Thanks, Jen!

Representative-elect Scott Plakon visited the Board in August and several Board members helped with his campaign by placing signs for him and handing out literature. He won the primary and is unopposed for the general election, so he arrived at this event with a special note of thanks to the Chapter. Congratulations to Representative-elect Plakon. Geraldine Thompson had a personal message for the FSPA. She is running unopposed for her seat in the House but wanted to share that as a cancer survivor, her doctor told her the best remedy and therapy for her was to swim. She wanted to thank FSPA for not only creating backyard memories but for a healthy lifestyle. Other candidates who came to this event and spoke are John Tobia, Steve Villard, Todd Christian, Eric Eisnaugle and Darius Davis.

Chapter elections will take place at the November 11 Chapter

meeting, Sheraton Downtown Orlando. The following members have been placed in nomination to the Chapter Board of Directors: **Steve Bludworth, All-Pool Service and Supply**, President; **Jackie Arnault, The Pool Pleaser**, Vice President; **Barbara Austin, HornerXpress – Lake Mary**, Secretary; and **Richard Smith, Superior Solar**, Treasurer. Nominations to the State Board of Directors are: **Adam Alstott** (Chapter Immediate Past President), **Tropical Pools and Spas**; **Ken Gregory, Holland Pools**; and **Ken Brown, Insurance By Ken Brown**. Directors

at Large: **Alan Cooper, Alan Cooper Consulting**; **Colleen Salvage, Ad Design of Central Florida**; **Scott Jones, All American Pools and Spas**; **Joyce Bowles, Backyard Aquatics**; **Richard Moseley, Champagne Pools**; **Lyn Feldman, Florida Pools**; **Paul Roth, Roll-A-Way Protective Pool Fence**; **Donna Christenson, SCP**; and **Ken Viert, Sunsational Electric**.

Again, we thank all of the candidates and legislators who visited with us at our annual Meet Your Candidates event. Don't forget, the "Back to the Good Old Days" Charity

In Remembrance

Amanda Parrish Brown, 42, of Winter Park, FL, passed from this life into heaven on Tuesday, September 2, 2008. She was the loving wife of Kenneth Derek Brown and the devoted mother of two sons, Miles and Kyle Brown. Amanda was born in Laurel, MS, on February 1, 1966, to Mr. and Mrs. James S. Parrish. She is survived by her husband, Derek; her two sons, Miles and Kyle, of Winter Park; her parents, Jim and Dot Parrish, of Laurel; her brother, Greg of Laurel; and her sister, Tamara of Orlando, and a host of relatives and friends. She was preceded in death by her paternal grandparents Mr. and Mrs. Andy Parrish of Laurel and her maternal grandparents Mr. and Mrs. Jimmy Dill of Lucedale, MS.

Amanda graduated from R. H. Watkins High School in Laurel where she was an honor student, varsity cheerleader and active in various school organizations. She attended Centenary College in Shreveport, LA, and graduated from The University of Southern Mississippi in Hattiesburg, MS. She was a member of Chi Omega sorority. Amanda disciplined middle school girls in Sunday school, participated in numerous Bible studies and in prayer groups. She was an Eucharistic minister with The All Saints Healing ministry and also worshipped at Trinity Anglican Church where she and her family were members.

A scholarship in her name has been set up by the Florida Swimming Pool Association. Contributions are being accepted and should note in memory of Amanda Brown.

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Susanna Randolph, Darius Davis, Todd Christian, Jen Hatfield, Sen. Lee Constantine, and Adam Alstott

East Central Florida

Executive Director: Lynn Hecklinger
(386) 673-0038

FSPAEastCentralFlorida@FloridaPoolPro.com
www.FSPAEastCentral.com

Florida Gulf Coast

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

FSPAFloridaGulfCoast@FloridaPoolPro.com
www.FSPAGulfCoast.com

The ECF chapter will meet at the Halifax River Yacht Club in Daytona Beach on Thursday, October 16. The membership dinner/meeting at 7:00 p.m. will be preceded by the last meeting of the current Board at 5:30 p.m. The speaker for the evening is **Ralph White, Hayward**, and he will address entrapment issues. Thanks to **Shannon Smith, SCP**, for making the speaker arrangements for the evening!

Also during October, the Chapter membership will vote by mail ballot for new officers and Board members, as presented at the September meeting by **Ted Buckels, Atlantic Pools & Spas**, the nominating chairman. The new Board will start its work with the November meeting.

A big "thank you" goes to **Rodney Littlefield, Insurance by Ken Brown**, for taking the Chapter "back to school" with his CE course that was held on September 25.

Visioneering Consultants welcomes Karen Hobby to their staff. Karen will be working as an administrative assistant and part-time bookkeeper. She will also be helping with Chapter meetings and event set-up. So, welcome her aboard when she calls!

Ballots for the Slate of Officers and the Florida Gulf Coast Board of Directors have been mailed to all active Chapter members. Member companies are being asked to mail or fax back the ballot to the Chapter office. The fax number is 800-279-1729 or 941-764-6050. If you have any questions, please feel free to contact the Chapter office.

Sock Hop has been postponed until the spring! No Chapter meeting in October.

social at 6:30 p.m. and dinner at 7:00 p.m. A CE course is also planned.

Visioneering Consultants welcomes Karen Hobby to their staff. Karen will be working as an administrative assistant and part-time bookkeeper. She will also be helping with Chapter meetings and event set-up. So, welcome her aboard when she calls!

Ballots for the Slate of Officers and the Charlotte Harbor Board of Directors have been mailed to all active Chapter members. Member companies are being asked to mail or fax back the ballot to the Chapter office. The fax number is 941-764-6050. If you have any questions, please feel free to contact the Chapter office.

Charlotte Harbor

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

FSPACHarlotteHarbor@FloridaPoolPro.com
www.FSPACHarlotteHarbor.com

Many thanks to **Ted Kaeser, Jack's Magic Products**, for his CE presentation to the Chapter at the September meeting. It was well received and appreciated. Our next Chapter meeting will be held on Wednesday, October 8 at the Elk's Club. The meeting will begin with a

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Florida West Coast

Executive Director: Malinda Howard
(727) 517-9340

FSPAFloridaWestCoast@FloridaPoolPro.com
www.FSPAWestCoast.com

The next Board of Directors meeting will be held at noon on Tuesday, October 7 at Florida Leak Locators, 8340 Ulmerton Road, 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.

The Annual Tampa Bay Pool Industry Table Top Event will be held on Tuesday, October 28 from 6:00 p.m. to 8:30 p.m. in the Great Room at Ruth Eckerd Hall, 1111 McMullen Booth Road, Clearwater. Come in your favorite Halloween costume. We will be having an exciting mixture of pool industry displays, food by Wing House, drinks and live music by Dave Perri. All of this for only \$10 per person! Reserve your spot today, call or e-mail by Tuesday, October 21. All suppliers and vendors should make plans to display their products as this popular event is always well attended by pool industry professionals. Call

or e-mail the Chapter office today for exhibitor registration information.

Please call the office with your ideas for Chapter meetings and programs.

Greater Miami

Please contact the FSPA office
(866) 930-FSPA
www.FSPAMiami.com

No news this month.

Manasota

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

Many thanks to **Connie Sue Centrella, HornerXpress**, for her CE presentation to the Chapter at the September meeting. Our next Chapter meeting will be held on Wednesday, October 16 at the Lakewood Ranch Holiday Inn. The meeting will begin with a social at 5:00 p.m. and dinner at 6:00 p.m. Our guest speaker will be John Barnott of the Manatee County Building Department.

Visioneering Consultants

welcomes Karen Hobby to their staff. Karen will be working as an administrative assistant and part-time bookkeeper. She will also be helping with Chapter meetings and event set-up. So, welcome her aboard when she calls!

Ballots for the Slate of Officers and the Manasota Board of Directors have been mailed to all active Chapter members. Member companies are being asked to mail or fax back the ballot to the Chapter office. The fax number is 800-279-1729 or 941-764-6050.

North Central Florida

Chapter President: Dino Muggeo
(352) 333-7946
FSPANorthCentralFlorida@FloridaPoolPro.com
www.FSPANorthCentral.com

The Chapter had a board meeting on September 10 included a report about the Executive Directors meeting in August and a discussion about the Chapter Task Force proposal. Also, the Nominating Committee presented the slate of officers and there were no nominations from the floor. The slate of officers is: **Randy Taylor, HornerXpress**, President; **Connie Ripley, Pools by Ripley, Inc.**, Vice

President; **Larry Losciale, Easy Modern Living, Inc.**, Treasurer; and **Tom Bush, Fun State Pools, Inc.**, Secretary.

Anyone that wishes to have their name submitted must do so by petition, which requires four voting members' signatures, and mail it in to Dino Muggeo by October 15. The Board has asked that if it is at all possible, to have them turned in by October 8 at the Board meeting in Ocala.

Tom Bush, Fun State Pools, Inc., went over the Golf Tournament sponsor list with the Board members and they agreed to contact previous sponsors and some new ones to fill in the gaps. The tournament is open to anyone that has an interest to play and even to those that are only in it for the fun. The tournament will be held at Gainesville's Ironwood Golf Course on October 18. For more information please contact Tom Bush at 352-317-6640

At the annual planning meeting the calendar for next year was set except for a few CE courses that still need to be decided. The budget for the next year has also been established. Both the calendar and the budget will be presented to the Board at the October meeting. The Strategic Plan was looked at but everyone agreed that after a long day at work and an even longer night of looking at numbers, we would work the Strategic Plan into a future meeting.

Northeast Florida

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

Join us for Oktoberfest 2008! Invite everyone in your company to come out and spend an evening of fun and fellowship. Network with members, see old friends, and relax! Food, beer, cash bar and a live band! Plan now to attend.

Ballots to elect our 2008-2009 Board of Directors are in the mail. Ballots are due back in the Chapter office no later than October 31. If you have any questions regarding your ballot, please contact Mitch Brooks.

Northwest Florida

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

No news this month.

Palm Beach

Executive Director: Doris Rohner
(888) 818-9618
FSPAPalmBeach@FloridaPoolPro.com
www.FSPAPalmBeach.com

A special thank you to **Proline Distributors** for hosting the September 3 membership meeting and Chapter Board meeting. Your hospitality exceeded our expectations. **Stuart Cahn, of Devin Cahn Associates**, presented the meeting topic, **SeaKlear**. Stuart conducted a question and answer period throughout the presentation solving many water

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related problem of members and non-members alike.

Prolines Danny Lockwood, V.P. or Sales & Marketing, gave a presentation on the value of FSPA membership stating many of the accomplishments of FSPA in the current year, as well as the benefits of attending membership meetings. Thank you Danny, your presentation was superb.

It's time for the Chapter's Board of Director elections and selection of those that will represent the Chapter as a FSPA state Board member. Anyone that may be interested in a seat on the Chapter's Board please contact the Chapter office. We are looking for people with creative minds and a willingness to share ideas and take charge as committee chairs. It is an honor to lead the Chapter as a Board member. Your consideration is greatly appreciated. Election of the 2009 Board of Directors will be held at the October membership meeting.

Mark your calendar. October 1 is the next membership meeting. This will be an important meeting. Be sure to attend.

Polk County

Executive Director: Mary Manion
(800) 416-6774

FSPAPolkCounty@FloridaPoolPro.com
www.FSPAPolkCounty.com

The Polk County Chapter has been known to host unusual programs and events. October 15 is going to set new records in "unusual programs"! It is so unusual that we need Hooters

to provide dinner. But that is not the theme of this special evening at **SCP Distribution Center in Lakeland**. This evening will blow your mind! The Polk County Chapter, **along with Don Girvan, Protein**, is going to ask "is your ride the bomb"? No more information, just be there. They will be talking about this meeting for years to come. Get in your trucks....bring 20 bucks. Be at SCP by 7:00 p.m.

Space Coast

Executive Director: Bill Britz
(321) 779-0103

FSPASpaceCoast@FloridaPoolPro.com
www.FSPASpaceCoast.com

The Space Coast Chapter's Builders Council and Service Council meeting will most likely be held on Thursday, October 2. Watch for e-mails with the specific date and times.

The Space Coast Chapter Board of Directors will meet at 4:30 p.m. Thursday, October 9 at the Executive Directors home.

Our Annual Golf Classic will be held on Sunday, November 2 at The Majors Golf Club.

Remember that we will be having our Christmas party on December 6 this year so plan now to attend.

Tampa Bay

Executive Director: Karen Cobo
(813) 265-2907

FSPATampaBay@FloridaPoolPro.com
www.FSPATampaBay.com

We had a great turn out at our last meeting and want to thank **Daryl Burton, Pentair Water Products; Andrew Whiting and Charlie Johnson, Devin Cahn Associates, Inc.;** and **Tom Perugini, Jandy Pool Products/Zodiac Pool Care, Inc.** for sharing information and answering questions about their products.

Some fundraising ideas that are being considered are skeet shooting, bowling, poker tournament or a fall golf tournament. Please contact Karen and let her know if you are interested in one of these, we really need your input!

The FSPA is a great association that provides many member benefits to you all, and we really need your support. Please get involved! We would also like to thank the following members and non-members for their participation: **Scott and Todd Andrews, Sunshine Pool Service & Supply, Inc.; Dan Fife and Greg Wilcox, Smith Pool Supplies; Helen Twinam, Solar Source;** Steven Dachs, Custom Care Pool; **Michael Muoio, Gorman Company; Michael C. Turinsky, Blue Sky Pools, Inc.; Cathie Alderman, HornerXpress; Chad and Ira Hoffman, Progressive Pools Products & Services, Inc.; Curtis Litteral, Superior Pool Products; Tim Converse, Solar Solutions, Inc.; Jim Lindley, SCP;** Caron Dieppe, Aqua Corps Pool Services; and Ailton Guimaraes,

Brazilian Brick Pavers.

The next Chapter Board meeting will be Thursday, October 2, 2008 at 11:30 a.m. at GrillSmith at 14311 North Dale Mabry (Carrollwood), Tampa. All members and non-members are welcome to attend.

Treasure Coast

Executive Director: Susan Gilbert
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com
www.FSPATreasureCoast.com

We would like to share in loving memory, the loss of our dear friend and fellow member, **Tamara Martz, Harbor Bay Pools**. We will miss her beautiful smile and generous heart!

We want to thank **Marc Gordon, HornerXpress**, for coming to our Chapter for a CE Course on water chemistry. We had a great class!

Our next meeting will be November 20, please call for details.

For additional information about any of the events or meetings listed in the Chapter News, please contact the Executive Director listed at the top of each Chapter's News. Event meeting and information can also be found in Chapter newsletters sent to members and available at local distributors.



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Calendar of Events

October 2008

- 2 FSPA Tampa Bay Chapter Board Meeting
11:30 a.m. GrillSmith, 14303 North Dale Mabry (Carrollwood), Tampa
- 2 FSPA Space Coast Chapter Builders Council and Service Council Meeting
- 7 FSPA Manasota Chapter Board Meeting
- 7 FSPA Florida Gulf Coast Chapter Meeting
- 7 FSPA Florida West Coast Chapter Board Meeting
Noon, Florida Leak Locators, 8340 Ulmerton Rd., Largo
- 8 FSPA North Central Florida Chapter Board/ Member Meeting
Grill 754, 754 NE 25th Avenue, Ocala
- 8 FSPA Charlotte Harbor Chapter Meeting
- 8 FSPA Tampa Bay Chapter Dinner Meeting
6:30 p.m. GrillSmith, 14303 North Dale Mabry (Carrollwood), Tampa
- 8 FSPA Polk County Chapter Event
SCP Distribution Center
- 9 FSPA Space Coast Chapter Board Meeting
4:30 p.m. Executive Director's Home
- 16 FSPA Manasota Chapter Meeting
- 16 FSPA Northeast Chapter Board Meeting
5:00 p.m. Conference Call
- 16 FSPA East Central Florida
5:30 p.m. Board Meeting
7:00 p.m. Chapter Meeting/ Dinner
Halifax River Yacht Club, Daytona Beach
- 18 FSPA North Central Florida Golf Tournament
Gainesville
- 18 FSPA Northeast Florida Chapter Annual Oktoberfest
6:30 p.m. - 10 p.m.
- 22 FSPA Central Florida Builders Council Meeting
2:00 p.m., Home Builders Association, Maitland

- 23 FSPA Treasure Coast Chapter Board Lunch Meeting
- 28 FSPA Florida West Coast Chapter Annual Tampa Bay Pool Industry Table Top Event, 6:30 p.m. the Great Room at Ruth Eckerd Hall
1111 McMullen Booth Road, Clearwater, FL 33759
- 29 FSPA Charlotte Harbor Board Meeting

November 2008

- 2 FSPA Space Coast Chapter Annual Golf Classic
The Majors Golf Club
- 11 FSPA Central Florida Chapter Elections and CE Course
Sheraton Downtown Orlanod
- 11 FSPA Manasota Chapter Board Meeting
- 12 FSPA North Central Florida Chapter Board/ Member Meeting
Napolotan's, 606 NW 75th St., Gainesville
- 12 FSPA Charlotte Harbor Chapter Meeting
- 13 FSPA Northeast Florida Chapter
5:30 p.m. Board Meeting
6:30 p.m. Chapter Meeting
Baymeadows Holiday Inn
- 17 FSPA Florida Gulf Coast Chapter Board/ Member Meeting
- 19 FSPA Charlotte Harbor Chapter Board Meeting
- 20 FSPA Manasota Chapter Meeting
- 20 FSPA Treasure Coast
5:30 p.m. Board Meeting
6:30 p.m. Chapter Meeting

December 2008

- 5 FSPA Treasure Coast Chapter Board Meeting, Member Meeting and Annual Social
- 6 FSPA Space Coast Chapter Holiday Party
- 10 FSPA North Central Florida Chapter Annual Christmas Party/ Social
Ocala

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