

Top 12 for the 2012 Show



The Orlando Pool & Spa Show is February 24-25, 2012 at the Orange County Convention Center. You have probably heard everyone saying great things about the 2011 event and the upcoming show is going to be even better! See all the details and register at www.OrlandoPoolShow.com. If you need some reasons to attend, here are the top 12 reasons to attend the 2012 Orlando Pool & Spa Show.

1. 200+ Exhibitors! There is no better way to see everything you need in one place. Talk to manufacturers and distributors in one trip to save yourself time and gas money.
2. Education – Whether you need CE credits or not, the 65+ courses offered at the



show provide a great opportunity to learn something new, get up-to-speed on current trends and allow your employees to increase their knowledge (see page 16 for listing).

3. New products – See them in person, ask questions and see some demonstrations. Offer your customers the latest innovations.
4. Networking – Talk to others in your

Continued on page 10

2012 Legislative Session is upon us

By Jennifer Hatfield, FSPA Government Relations Consultant

Every 10 years the Florida Legislature moves up their annual session due to redistricting which must occur following the new census. With population shifts, the Congressional districts and Florida Senate and House district lines must be redrawn. This must be done in order to provide candidates enough time to qualify.

Therefore, this year's session starts on January 10, with completion slated for March 9. The usual January and February committee weeks held prior to the regular March session-start, were moved up – with the Florida Senate and House meeting

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**HAPPY
 NEW
 YEAR!**

*From the Florida
 Swimming Pool
 Association*

News Splash

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Florida Pool Prosm

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Swimming Pool Association

**Association Mission: Promoting
Florida's swimming pool industry.**

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Valerie Swika-Bundy, Ext. 100

2555 Porter Lake Drive, Ste. 106
Sarasota, FL 34240

(941) 952-9293 / (866) 930-FSPA
Fax: (941) 366-7433

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Thursday, January 12, 2012

2:30 p.m. Executive Committee Meeting

Friday, January 13, 2012

8:00 a.m. - 9:30 a.m. Joint Builders / Service /
Commercial Council Meeting

9:30 a.m. - 10:30 a.m. Energy Committee

10:30 a.m. - 11:30 a.m. Membership

11:30 a.m. - 12:30 p.m. Lunch

12:30 p.m. - 5:30 p.m. Strategic Planning Workshop

5:30 p.m. 2012 Transition / Kick Off Reception

Saturday, January 14

8:00 a.m. - 8:30 a.m. Budget & Finance

8:30 a.m. - 9:00 a.m. Safety Council

9:00 a.m. - 9:05 a.m. Person of the Year
(Chapter Presidents)

9:15 a.m. Board of Directors Meeting

Florida Pool Prosm now available in digital format

Enjoy the convenience of reading and referencing your monthly issue of *Florida Pool Prosm* in print or on your computer. The digital version includes direct links to Web sites and documents mentioned in the articles!

This will be e-mailed out to the e-newsletter mailing list and posted online at www.FloridaPoolPro.biz/news/current.html. If you are not receiving the e-news and want to be added to this mailing list, call 800-548-6774.



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PRESIDENT'S COLUMN

State of the Association



Keith Johnson
FSPA President

Where have we been, where are we now, and where do we go from here. Over the past few years both the Association and each of our businesses has undergone a complete metamorphosis.

Our business models have been redefined, income streams and expenses have undergone radical changes, and all of us have learned to do more with less on every possible level.

For some time now, we have consistently been concerned that the Association's budget would fall substantially in the red. We feared that the Orlando Pool & Spa Show may somehow fall victim to the economy and that in general the sky was falling. The Florida Swimming

Pool Association has managed to weather the storm by trimming budgets, working creatively to overcome a shrinking member base and generally become better, leaner and more agile. The staff and volunteers have done a very good job and everyone's efforts should be applauded.

We now realize that life hasn't ended and that our industry as a whole will continue to exist and resume growth. There is light at the end of the tunnel. The trade show has seen an increase in attendance over the last two years and we are seeing increased participation by our business partners. We are also seeing a moderation in our loss of members. We can only hope and work very hard to see that these trends continue.

As the incoming president, I will work diligently to see that we strive to meet several specific goals for 2012. First, we will increase our membership retention rates and recruit new members through the addition of a new staff position. Secondly, work to reduce unlicensed activity. We are

working to require a license for all within our industry and intend to work with the rest of the construction industry to increase fines for unlicensed activity, provide for a method of collection of those fines, and for increased enforcement activity. Lastly, work to include and find a place in our organization for the smaller service companies in our industry. These goals will require an "investment in our Association" through the additional staff position and increased lobbying/education efforts. Fortunately, the staff has done a wonderful job managing the budget and we are in a position where some conservative investment is both prudent and possible.

I am committed to the growth of this organization and to the members' needs. Any feedback and/or comments are most welcome and much needed. It is truly an honor to have this opportunity and to serve you and our organization through 2012. I can always be reached by phone at 863-967-2863 or via email at trifloridawater@msn.com. Thank you and Happy New Year!

YOUR BUSINESS

The power of referrals



Wendy Parker Barsell
FSPA Executive Director

How many members have you referred to the Florida Swimming Pool Association? Many of you can probably answer that question confidently, but what about those of you who

haven't referred anyone? Does your business rely on referrals from happy customers? Most companies do, and your association isn't any different.

Your company has found a reason to renew every year – is there another business in the area that could benefit as

well? Continuously, we are working on your behalf in the legislative and regulatory area, developing education courses on the latest trends and finding partnerships to benefit your business. Have you ever told anyone about it?

When FSPA goes to Tallahassee during the annual legislative session our strength is in numbers. The more industry professionals we represent, the more elected officials listen. Just think, if in 2012 every one of our members referred one person we'd double our membership. How amazing would that be?

When you are driving around town I'm sure you always notice the other pool companies' trucks – I see two or three each way on my four-mile drive to work. Take down the phone number or take a photo

(please do this only when stopped). What about other pool pros you see when you are at the local distributor? Think of all the people at the Orlando Pool & Spa Show who may be interested in joining. Pass the company's information on to your chapter staff person, the state office or better yet ... call them yourself! Tell them about FSPA and how it has helped your business. The more members, the stronger we are!

In 2012 we plan to hire a full-time membership staff person who will work with our current members to ensure satisfaction and cultivate new members throughout the state. This person will be counting on you to provide information about likes and dislikes of FSPA. Please take a few minutes to be honest and helpful.

DIGGING UP IDEAS



Happy New Year or not? It is up to you

By Jim Bingold, Proline Distributors

I look back as we say goodbye to 2011 and welcome in the New Year and see that the past few years taught many in our industry some great lessons. With the drastic changes in the economy, successful companies adapted and moved forward while those who could not adapt, unfortunately, closed their doors. It seems like not so long ago we had money chasing our businesses. Now, for many of us, it is about chasing the money and just trying to survive. Big and small size enterprises made it through some difficult years and are looking forward to another year ahead. So now is the time when we reflect and ask ourselves, "Where does my business stand?" Are you looking forward to the opportunities the New Year can bring?

Having spent years in the pool business on both sides of a distributor's counter, I have been able to gather some great insight about businesses in our industry. The successful ones seem to share similar attributes; hopefully by sharing them with you in this article you will find a new opportunity for your business to pursue this year.

Customer Perception

Recently I had to choose a pool contractor for my home. Three wanted to build my pool and one wanted to help me create a tropical backyard /Jamaican paradise. Yah mon! Guess which one I picked? Evaluate your company from your customers' angle. Can you identify what it is that makes your company unique? Why are you a better choice than the competition and most importantly, why should Joe Consumer choose you? How your business is perceived is what really matters, so think of what you can do to improve that perception and work on communicating that message to your prospects and customers.

Adaptability

The ability to change course and change quickly cannot only keep a business competitive but can more importantly make it more profitable. I can't tell you how many friends in the business four years ago told me they could never sell a \$1,700 variable-speed pump. Now it is one of the top sellers in our industry amongst businesses who have learned to embrace the new technology. How are they doing it? They are simply learning how it works and finding their own way of selling the benefits to their customers. "Sure Joe Consumer, I can sell you the same replacement pump, but if you do not put this new type pump in, your electric bill will be \$50 to \$80 dollars higher a month, FOREVER." That last part usually does it.

Adapting to the slow-down of new construction, some builders in our area have opened pool maintenance divisions of their companies. This creates a new revenue stream and offers them immediate access to long-term customers. They have the ability to offer upgrades in automation, energy efficiency, lighting, etc. More importantly, this new customer base provides endless referrals. When companies educate and continuously train themselves and their employees, their business will retain employees and remain profitable. Several companies I have spoken with said 10 years ago they never would have dreamed they would be cleaning pools; all wished they had created this portion of the company sooner now that they realize all of the benefits it has provided.

Profitability

Spend some time analyzing your profitability. Question what portion of your business is the most profitable. Then determine how to do more of that activity. Question what part of your business is least profitable. Then determine how to reduce or eliminate that activity. Sounds simple

but by honestly analyzing your company's profitability you can continue growing in the right direction. A business without direction will work the owner into the ground. Once you know what your company is good at, what makes it profitable, and what it is not good at, you can spend more time and energy on things that actually produce revenue.

Resourcefulness

Constant training and education is available through manufacturers, distributors and industry associations. These resources are readily available; are you taking advantage of them? Every new technological advance in the swimming pool industry is an opportunity for those who are educated on it. Do your customers think of you as a resource of knowledge on current innovations? If not, now is the time to take advantage of these changes and learn how to make them profitable for your company.

You have a database of customers at your fingertips, so get them organized and make the effort to stay in contact with your customers. Create a newsletter to send out quarterly or bi-annually offering upgrades, pool tips, and backyard advice. Remain your customers' "go-to guy" on pool needs. Send free manufacturer stuffers in with your monthly statements and let the marketing pieces work for you. Focus your efforts on not only gaining new customers but also turning past customers into future customers again.

I have recently learned that owners who spend time *working on* their business not just *working in* their business tend to enjoy successful enterprises. Embrace change, educate your business and go make some money. You hold the key to making 2012 a prosperous and happy New Year.

FLORIDA POOL PERMITS Provided by HBW / www.hbweekly.com



| County Name | November 2010 | November 2011 |
|----------------------------|---------------|---------------|
| <i>Alachua County</i> | 5 | 2 |
| <i>Bay County</i> | 4 | 6 |
| <i>Brevard County</i> | 23 | 6 |
| <i>Broward County</i> | 28 | 27 |
| <i>Calhoun County</i> | 0 | 0 |
| <i>Charlotte County</i> | 25 | 18 |
| <i>Citrus County</i> | 9 | 6 |
| <i>Clay County</i> | 12 | 4 |
| <i>Collier County</i> | 48 | 1 |
| <i>Dade County</i> | 41 | 15 |
| <i>Duval County</i> | 24 | 13 |
| <i>Escambia County</i> | 5 | 6 |
| <i>Flagler County</i> | 11 | 3 |
| <i>Franklin County</i> | 0 | 0 |
| <i>Gadsden County</i> | 1 | 0 |
| <i>Gulf County</i> | 0 | 0 |
| <i>Hernando County</i> | 9 | 5 |
| <i>Highlands County</i> | 2 | 1 |
| <i>Hillsborough County</i> | 58 | 47 |
| <i>Holmes County</i> | 0 | 0 |
| <i>Indian River County</i> | 11 | 7 |
| <i>Jackson County</i> | 1 | 2 |
| <i>Jefferson County</i> | 0 | 0 |
| <i>Lake County</i> | 8 | 3 |
| <i>Lee County</i> | 91 | 75 |
| <i>Leon County</i> | 4 | 0 |
| <i>Liberty County</i> | 0 | 0 |

| County Name | November 2010 | November 2011 |
|--------------------------|---------------|---------------|
| <i>Manatee County</i> | 36 | 39 |
| <i>Marion County</i> | 11 | 7 |
| <i>Martin County</i> | 10 | 5 |
| <i>Nassau County</i> | 0 | 4 |
| <i>Okaloosa County</i> | 11 | 5 |
| <i>Orange County</i> | 46 | 33 |
| <i>Osceola County</i> | 27 | 15 |
| <i>Palm Beach County</i> | 76 | 64 |
| <i>Pasco County</i> | 32 | 25 |
| <i>Pinellas County</i> | 20 | 18 |
| <i>Polk County</i> | 17 | 12 |
| <i>Putnam County</i> | 2 | 0 |
| <i>Santa Rosa County</i> | 13 | 5 |
| <i>Sarasota County</i> | 17 | 13 |
| <i>Seminole County</i> | 1 | 4 |
| <i>St Johns County</i> | 21 | 16 |
| <i>St Lucie County</i> | 11 | 15 |
| <i>Sumter County</i> | 23 | 10 |
| <i>Volusia County</i> | 10 | 13 |
| <i>Wakulla County</i> | 0 | 0 |
| <i>Walton County</i> | 9 | 3 |
| <i>Washington County</i> | 1 | 0 |
| TOTAL | 814 | 553 |



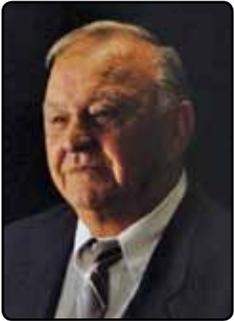
HBW, Inc. knows 2012 will be the beginning of a better tomorrow for your business. We provide permit information on new swimming pool construction as well as residential and commercial construction for Florida, Georgia, Texas and Alabama.

Refer to www.hbweekly.com for county coverage.

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Industry “Lifers”

For so many, the pool industry is more than a job they go to every day. The swimming pool industry is something they may share with family members and is what makes them proud. Remembering what is behind these businesses and these industry leaders is inspiring.



William (Bill) E. Parry, Jr. **Owner, Parry Pools** **Jacksonville, Northeast Florida Chapter** **37 years in the swimming pool industry**

Bill was a teacher in Duval County when he got started in the swimming pool industry. He began cleaning pools in the summer as a way to be self-employed when he wasn't teaching, but he continued with it year-round, working in the evenings and on weekends.

Bill learned a great deal about pools from Kathy Carbone, a Duval County Health Inspector who taught the pool operator course. She had gone out on her own time and obtained a commercial license to help her do her job better and she was very knowledgeable.

After 17 years in the school system, including being the assistant principal at a junior high school and several years cleaning pools, Bill retired from schools

and went full-time into pools. He realized he could support his family of five off of pools and decided to stick with it. In the first couple of weeks he opened his first retail store and hired his first employee to help clean pools. Over the next few years the company grew to three retail stores and five or six employees doing service, but he was running himself ragged. Then he worked toward the independence he originally sought by aiming to run the business while others did the physical labor.

In 1989 his son Bill (III) joined the company. “He has done well. I am very proud of him,” Bill says. Bill (III) wanted to do commercial work so he got his commercial license and Parry Pools began its commercial and residential construction

division.

At 71-years-old Bill can look back over his 37 years in the pool business fondly. “Just like every other industry, computers and technology have taken over the pool industry,” Bill says about the changes he has seen. While he hadn't really thought about it before, Bill says looking back the accomplishment he is most proud of would be, “Establishing a good reputation and passing that on to my son who has done well.” He is also proud of recently being inducted into the West Liberty University Athletic Hall of Fame for football. In 1963 he actually signed a contract with the United Football League but decided to take a high school coaching job instead of playing.

Do you know a “lifer?”

If you or someone you know has been in the swimming pool industry for 35 years or more, let us know. Maybe you will read about them next month! E-mail the person's name, contact information and number of years in the industry to ctyson@FloridaPoolPro.com.

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FBC acts on declaratory petition regarding new energy efficiency requirements

By Jennifer Hatfield, FSPA Government Relations Consultant

The Plumbing TAC and the Swimming Pool Sub-Committee of the Florida Building Commission (FBC) held a joint teleconference meeting on Monday, November 28 at 10:00 a.m. On the agenda for consideration was a petition for declaratory statement by Dan Johnson, Swim, Inc. to address questions which have come up regarding the new energy efficiency requirements in the 2010 Florida Building Code and how they relate to current code requirements. At the October 10 Pool and Spa FBC Workshop held in Daytona Beach it was determined that a declaratory statement was necessary.

The request for declaratory statement was reviewed on the joint teleconference. After much discussion, each of the three questions posed by the request were voted upon individually. By a motion to accept the staff recommendations and a vote of

5 in favor to 1 opposed by the Plumbing TAC and a vote of 6 in favor to 0 opposed by the Swimming Pool Sub-Committee, it was recommended to submit this to the Commission.

The following week, on December 6 in Gainesville, the Florida Building Commission held its plenary session. At this meeting, the Commission affirmed the TAC recommendation by a unanimous vote. The following questions and action were taken by the TAC and affirmed by the Commission:

Question #1 - Does a pool contractor achieve compliance with NSPI-5 and R4101.6.3 by applying the design flow rate when specifying pipe sizes?

Answer: As per the project in question, the answer is "yes".

Question #2 – Does a pool contractor achieve compliance with ANSI/APSP/ICC-15 by applying the maximum design flow rate when specifying swimming pool filtration pipe sizes, where the maximum design flow rate is the greater of the calculated 6-hour turnover flow rate or the optional auxiliary feature (spa) with the highest design flow requirements if operated by the circulations pump?

Answer: As per the project in question, the answer is "yes".

Question #3 – Does a pool contractor achieve compliance with ANSI/APSP-7 by applying the maximum operational flow rate when specifying suction pipe sizes.

Answer: As per the project in question, the answer is "yes".

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Be prepared for new code regulations - effective date is March 15, 2012

By Jennifer Hatfield, FSPA Government Relations Consultant

As previously reported, the 2010 Florida Building Code and the 2010 Accessibility Code will go into effect on March 15, 2012. These changes include new pool and spa energy requirements, existing pool and spa requirements, and new accessibility requirements. In order to be prepared for these changes the following is highly recommended:

- Go to www.floridapoolpro.com and review, under the government relations page, information on these new requirements – Q&A's on both the energy changes and accessibility changes are available, as well as other documents.
- Attend CE courses on these subjects at the Orlando Pool & Spa Show being held February 24-25 (www.OrlandoPoolShow.com).
- Purchase the 2010 Code books by going through the Building Officials Association of Florida; you can contact them direct or find information on their Web site: www.boaf.net/membership/join.html?page=shop.browse&category_id=43.
- Purchase the new APSP-15 Energy Efficiency Standard and any other standards you may not currently have, but are required via the Code, by contacting FSPA.

Following these steps will ensure your business is ready for March 15, resulting in less headaches and project delays come the spring!

Top 12 for the 2012 Show

Continued from front page



field, the companies you buy from or sell to, new friends and old acquaintances.

5. Hands-On Courses – Get an up-close look at a product you use or are considering using.

6. Sunshine! Only a Show in Florida can give you sunshine, 73 degree weather and EVERYTHING UNDER THE SUNsm.

7. The competition will be there! Don't let someone else get the upper hand with the knowledge and products at the Show.

8. Cash! Cash drawings throughout the day at the FSPA booth!

9. Information – Have a question about a product or technique? I bet the answer can be found at the Show!

10. Welcome and Awards Reception. See some of the pools being built throughout Florida and celebrate great workmanship. (Thursday night at the Rosen Plaza Hotel).

11. 200+ Exhibitors! They are worth mentioning twice! Visit www.OrlandoPoolShow.com to see who has signed up to exhibit so far.

12. A little bit of FUN! Don't miss a great time at the private pool industry party at Howl at the Moon on Friday night. Share knowledge, ideas, laughs, and drinks! Open bar and free food; entry is \$25.

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INSURANCE UPDATE

Control your insurance destiny in 2012

By David Griffiths, Insurance By Ken Brown

In 2011 we started the year with an article suggesting things businesses could do to control as much of their insurance costs and coverages as possible. Much of what happens with the Florida economy and in Tallahassee (with the exception of the wonderful FSPA lobby efforts) may be out of our control. However, there are things that a business can do to control certain aspects of their insurance destiny.

So, what does it mean to “control your insurance destiny”? Believe it or not, there are steps to consider which can positively affect an insurance program. By “program” we refer to the partnership between your business, insurance agency, and insurance carrier regarding your property/casualty and workers’ compensation insurance.

Basically, you can take steps to place your company in a position to secure the most comprehensive insurance coverages from the best carriers at the lowest rates available in the market place. Is it possible? Yes it is; in this insurance marketplace it is very possible. In fact, not only is it achievable, but until the economy gets cranked up again it may be critical to the success and profitability of many businesses.

Where do you begin? Simply put, begin by making yourself more of an attractive risk to carriers by 1) Reducing avoidable claims, 2) Developing a true safety culture, 3) Paying your premiums on time, and 4) Cooperating with the carriers. The insurance carriers look at all of this when evaluating you as a client and determining rates and coverages.

Numbers 3 and 4 above are obvious and we won’t dwell on these. However, if we had to choose the single most important criteria it would be the development and implementation of a formal safety program and the development of a true safety culture throughout your company. This means more than just organizing a manual in a three-ring binder. It means the development and implementation of a comprehensive safety program tailored to your industry and to your company.

The development part is pretty simple (and Insurance by Ken Brown would be happy to help if you contact us). The safety program should include written rules and procedures for employee safety, personal protection equipment, public/jobsite safety, material handling procedures, safe driving practices, driver training and good maintenance/housekeeping of your premises. Employees should be required to read and familiarize themselves with the program. Most of you probably have all of this in a binder on a shelf in your office.

It goes beyond the development of the safety program. The key is in the implementation of it. As with everything else, it begins at the top and owners must set the tone for managers and supervisors. Managers and supervisors must set good examples and enforce the rules out in the field (and be held accountable for doing so).

A “safety first” environment must be created for your company. You must teach, preach and demand safe business practices of all of your employees in everything they do.

Believe it or not, many employees believe it is more important to be productive and race through the day to meet deadlines than it is

to work safe. They often believe that it is expected and acceptable that they cut corners and act unsafe in order to get the job done.

We know from experience that the “real” cost of injuries is not due to the medical bills. The major expenses come from the indirect costs to your company, which are not covered by insurance and which do not show up in a balance sheet. They are lost productivity to care for the injured worker, the juggling of duties to cover for them while out of work, the rearranging of jobs, work sites and routes, and on and on.

Occupational Safety Health Administration (OSHA) believes that indirect costs can often run as high as 150 percent of the actual monetary cost of a workers’ compensation claim. This is not really anything new. You have heard this from us, and others, over time. It is for a very good reason ... active safety programs that operate in a true safety culture really work!

We see it every day in the hundreds and hundreds of swimming-pool-related businesses we work with. Safety Programs work because they reduce insurance claims, keep indirect costs down, create more productivity and a business with a good claims record and a proven safety culture/program is very attractive to insurance carriers.

Next month we’ll continue to discuss controlling your insurance destiny by making your company more attractive to insurance carriers.



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February 24-25, 2012
Orange County Convention Center
West Hall E



DIMENSION ONE SPAS

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

Department of Business and Professional Regulation Unveils 2011-2012 Unlicensed Activity Media Campaign

TALLAHASSEE (December 13, 2011) – The Department of Business and Professional Regulation (DBPR) today unveiled its annual media campaign to educate the public about the dangers of unlicensed activity. The campaign focuses on encouraging Florida consumers to check for professional licensure before hiring someone to do any work that would require a professional license.

“Unlicensed activity can threaten the livelihood of law-abiding, state-licensed professionals and can pose serious personal or financial harm to consumers.” said DBPR Secretary Ken Lawson. “The most effective way to stop unlicensed activity is to hire only licensed Florida professionals.”

The Department unveiled its campaign today with support from the Florida Outdoor Advertising Association, which assisted the Department by providing donated billboard space from its members throughout the state. The billboards are part of the multi-component campaign that will focus on the professional areas that received the highest number of unlicensed activity complaints last fiscal year, including barbers, cosmetologists and contractors.

“Billboard advertisements catch the

attention of prospective consumers like no other type of advertising can,” said Charlotte Brand Audie, President and CEO of the Florida Outdoor Advertising Association (FOAA). “Our members have a long history of working with local communities, businesses and governments to promote programs that protect public welfare, FOAA is proud to partner with DBPR in helping to educate consumers on the dangers of unlicensed activity in Florida.”

Last fiscal year, the Department received more than 1,700 legally sufficient complaints about unlicensed construction, electrical and contractor activity; 300 legally sufficient complaints about unlicensed cosmetology activity; and 167 legally sufficient complaints about unlicensed barber activity.

The Department is running similar educational campaigns to educate Floridians about the importance of hiring licensed real estate professionals and licensed certified public accountants. Last fiscal year, the Department received 969 legally sufficient complaints about unlicensed real estate or unlicensed appraisal activity and 35 legally sufficient complaints about unlicensed public accounting activity

Unlicensed activity occurs when an individual offers to perform or performs services that require a state license and the individual does not hold the required license. Florida law sets specific rules and guidelines for obtaining professional licensure, and the people who have met these requirements are held to professional standards. Consumers can verify professional licenses online at www.myfloridalicense.com.

Unlicensed activity is illegal and can result in misdemeanor or felony charges if an individual is convicted. Floridians should report any suspected unlicensed activity by emailing ULA@dbpr.state.fl.us or calling the Unlicensed Activity Hotline at 1-866-532-1400.

The Department of Business and Professional Regulation’s mission is to license efficiently and regulate fairly. The Department licenses and regulates more than one million businesses and professionals ranging from hotels and restaurants, real estate agents and accountants to veterinarians, contractors and cosmetologists. For more information, please visit www.MyFloridaLicense.com.



Education monitors needed, earn FREE CE

The 2012 Orlando Pool and Spa Show is February 24-25 with continuing education starting on Thursday, February 23. Continuing education is a significant element of the annual Show and volunteer monitors play a crucial role in its success. FSPA invites all FSPA members to volunteer as a course monitor.

Check availability at www.floridapoolpro.biz/monitor.html. The charts show courses by meeting room – we request that you pick a room and monitor all courses in that room for that day. Course descriptions are available at www.OrlandoPoolShow.com. Click on “attendee information” and then “education seminars.”

This year FSPA members who register for the Show before December 31 pay \$50* for CE credit regardless of the number of courses or days they attend. FSPA members not seeking credit pay \$35*. If you intend to monitor courses, please register before December 31 in order for all of your course fees to be covered by the \$50 (\$35 for non-credit) refund given to monitors by FSPA. Monitors can receive CE credit for the courses they monitor.

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

Monitor duties and responsibilities include:

- Arriving at the meeting room prior to start time to ensure that the speaker is ready and all audio visual needs have been met.
- Check in attendees who are scheduled to attend the course. This requires 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. Please return your course selection to Bernice@FloridaPoolPro.com.

*CPO, LP Gas and Tom Grandy courses have additional fees which are not refunded.



THE Vac-AlertTM SVRS

Florida Governor, Rick Scott, has signed into Law HB849 giving **community pool owners** a choice as to how they meet the Federal Pool & Spa Safety act.

There are lots of great reasons to install our SVRS – including the best reason of all: **to save a person's life.** The Vac-AlertTM SVRS prevents body and limb entrapment on all pool and spa main drains.

Over 100,000 have been installed successfully.

■ Easy Installation

Fast Install – in minutes

■ All Mechanical

The Vac-AlertTM SVRS is an all mechanical, non-electrical device

■ Economical

Best seller – nationally and internationally.

■ Reliable

We've worked hard to make our product operate reliably, eliminating the need for call-backs.

■ Features

- ✓ Milliseconds response
- ✓ Self-monitoring
- ✓ Non-electrical
- ✓ Low cost
- ✓ Chemically resistant
- ✓ Easy to install
- ✓ Maintenance free
- ✓ 3 year warranty



“Saves Lives”

www.vac-alert.com

Call Your Local Distributor to Place Your Order Today

The Vac-AlertTM SVRS meets HB849, the SVRS requirements of the 2007 VGB Pool and Spa Safety Act and meets or exceeds all ANSI/ASME and ASTM performance standards for safety vacuum release systems.

CE courses at the Orlando Pool & Spa Show

February 23-25 - www.OrlandoPoolShow.com

**Opinions expressed at seminars are the speakers' own and do not necessarily reflect the opinion of the Orlando Pool & Spa Show or the Florida Swimming Pool Association.*



B= for builders S= for service So= for solar R= for retail Sub= for subcontractors D= for distributors

2010 ADA Regulations for Swimming Facilities - CILB #0608887

BSSub / Level: All / Meets: GEN AT
Saturday, 10:00 a.m. - 10:50 a.m.
Instructor: John Caden

NEW Call 811 Before You Dig - CILB #0609218

BSub / Level: Basic / Meets: WS AT
Friday, 8:00 a.m. - 8:50 a.m.
Instructor: Brian Dean

NEW FBC Advanced Module: 2010 Updates - CILB #0609427

BSSoRSub / Level: All / Meets: ADV AT
Friday, 10:00 a.m. - 10:50 a.m.
Instructor: Jennifer Hatfield

NEW A Green Revolution - CILB #0609222

BSSR / Level: Intermediate / Meets: GEN AT
Saturday, 9:00 a.m. - 9:50 a.m.
Instructor: Connie Sue Centrella

Certified Pool Operator (CPO) - CILB #0007787

S / Level: All / Meets: WS AT
Wed/Thurs, 8:00 a.m. - 5:00 p.m.
Instructor: Connie Sue Centrella

NEW FBC Advanced Module: Energy Efficiency Regulations for Pools/Spas - CILB #0609428

BSSoRSub / Level: All / Meets: ADV AT
Saturday, 11:00 a.m. - 11:50 a.m.
Instructor: Jeff Tawney

NEW Achieving Energy Efficiency with Heat Pumps - CILB #0609221

BSSR / Level: Intermediate / Meets: GEN AT
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Matthew Gomulka

Chapter 489 - An Overview of Contractor's Responsibilities - CILB #0608746

BSSoRSub / Level: All / Meets: L&R AB
Saturday, 9:00 a.m. - 9:50 a.m.
Instructor: Roy Lenois

NEW Fifteen Things All Successful Companies Have in Common - CILB #0609212

BSSoRSub / Level: Basic / Meets: BP AB
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Tom Grandy

Advanced Water Chemistry - CILB #0010752

SR / Level: Advanced / Meets: GEN AT
Saturday, 10:00 a.m. - 11:40 a.m.
Instructor: Joe Sweazy

NEW Component Compatibility, Hydraulics for Residential Pools - CILB #0609217

BSSRSub / Level: Basic / Meets: GEN AT
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Alex Krajewski

NEW Financial Management for Pool Contractors During Tough Times - CILB #0609350

B / Level: Intermediate / Meets: BP AB
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Dan Essig

Alternative Dispute Resolution - CILB #0007785

BSSoRSub / Level: All / Meets: BP AB
Thursday, 3 p.m. - 5:00 p.m.
Instructor: Jim Batts

NEW DBPR-CILB Laws and Rules - CILB #0609216

BSSoRSub / Level: All / Meets: L&R AB
Friday, 1:00 p.m. - 1:50 p.m.
Instructor: Drew Winters

Finding Leaks: Turning Headaches into Profits - CILB #0608770

BSSub / Level: Intermediate / Meets: GEN AT
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: Lance Anderson

NEW An Overview of Commercial Chlorine Generation - CILB #0609220

BS / Level: Intermediate / Meets: GEN AT
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Sean Assam

NEW Design and Repair of a Solar Pool Heating System - CILB #0609258

BSSoRSub / Level: Intermediate / Meets: GEN AT
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Bill Hoysradt

Florida Building Code Advanced Training: Residential Swimming Pools - CILB #0009300 ECLB #0800014 BOLA #0008593

BSSoRSub / Level: All / Meets: ADV AT
Thursday, 10:00 a.m. - 12:00 p.m.
Instructor: Richard Moseley

ANSI/APSP Standards - CILB #0006959

BSSoRSub / Level: All / Meets: BP AB
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Carvin DiGiovanni

Developing a Successful Referral Program - CILB #0608765

BSSoRSub / Level: All / Meets: GEN AB
Friday, 9:00 a.m. - 9:50 a.m.
Instructor: Mario Rossetti

Artificial Rock for In-Ground Pools - CILB #0008806

BSub / Level: Basic / Meets: GEN AT
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Bruce Riley

NEW Electro-Mechanical Spa Pack Repair - CILB #0609215

S / Level: Intermediate / Meets: GEN AT
Thursday, 12:30 p.m. - 3:30 p.m.
Instructor: Marco Munguia

NEW Gas Heaters: Installation and Performance - CILB #0609211

BRSub / Level: Intermediate / Meets: GEN AT
Saturday, 9:00 a.m. - 9:50 a.m.
Instructor: Scott Wiegman

Attracting and Retaining Loyal Customers - CILB #9992222

BR / Level: All / Meets: No Credit
Friday, 8:00 a.m. - 8:50 a.m.
Instructor: Connie Sue Centrella

Energy Efficiency Legislation Impacting the Pool/Spa Industry - CILB #0608768

BSSoRSub / Level: All / Meets: GEN AT
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: Jeff/Steve Farlow/Barnes

NEW Heat Pumps Demystified and Simplified - CILB #0609210

BRSubD / Level: Advanced / Meets: GEN AT
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: TJ Redman

Blame it on the Pool Tech: Avoiding Claims and Court - CILB #0608764

S / Level: Intermediate / Meets: BP AB
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Raymond Arouesty

NEW Excavation Safety - CILB #0609214

BSub / Level: Intermediate / Meets: WS AT
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: Bill Jenkins

How to Prevent Pools from Popping - CILB #0608747

BS / Level: Basic / Meets: GEN AT
Friday, 11:00 a.m. - 11:50 a.m.
Instructor: Ken Brown

NEW Building Wealth for Retirement - CILB #0609219

SRSub / Level: Intermediate / Meets: BP AB
Saturday, 10:00 a.m. - 11:40 a.m.
Instructor: Charles Baird

NEW Families and Business: Making It Work - CILB #0609213

BSSR / Level: Basic / Meets: GEN AB
Friday, 9:00 a.m. - 10:40 a.m.
Instructor: Connie Sue Centrella

NEW Identify and Control Five Profit Killers - CILB #0609209

SR / Level: All / Meets: BP AB
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Tom Grandy

NEW **Job Costing for Profit** - CILB #0609259
SR / Level: All / Meets: BP AB
 Saturday, 8:00 a.m. - 9:40 a.m.
 Instructor: Brian Van Bower

NEW **Leadership Strategies for Pool Professionals** - CILB #0609208
BR / Level: Advanced / Meets: GEN AB
 Friday, 10:00 a.m. - 11:40 a.m.
 Instructor: Bill Kent

LP Gas Exam Prep Course - #9994444
 Level: / Meets: No Credit AT
 Wednesday, 8:00 a.m. - 5:00 p.m.
 Instructor: Steve Nokk

LP Gas Exam - #9993333
 Level: / Meets: No Credit AT
 Thursday, 9:00 a.m. - 12:00 p.m.
 Instructor: Betty Merrit

NEW **Maintenance/Service Agreements** - CILB #0609207
S / Level: Intermediate / Meets: BP AB
 Saturday, 8:00 a.m. - 9:40 a.m.
 Instructor: Tom Grandy

NEW **Managing for Profitability** - CILB #0609206
BSSoRSub / Level: Intermediate / Meets: BP AB
 Saturday, 10:00 a.m. - 11:40 a.m.
 Instructor: Tom Grandy

NEW **Managing Sales Successfully in the New Economy** - CILB #0609205
BSSoRSub / Level: Advanced / Meets: GEN AB
 Friday, 11:00 a.m. - 11:50 a.m.
 Instructor: Mario Rossetti

Motor Troubleshooting and Replacement - CILB #0608774
BSSub / Level: Intermediate / Meets: GEN AT
 Saturday, 10:00 a.m. - 11:40 a.m.
 Instructor: Dennis Bush

NEW **My Service Truck: Is it Safe** - CILB #0609204
S / Level: Basic / Meets: WS AT
 Saturday, 11:00 a.m. - 11:50 a.m.
 Instructor: Jerry Pierrotte

NEW **Myths of Metal Staining** - CILB #0609203
BSSR / Level: Intermediate / Meets: GEN AT
 Saturday, 10:00 a.m. - 11:40 a.m.
 Instructor: Joseph Laurino

New ORP and pH Technology and Going Green - CILB #0608775
BSSub / Level: Intermediate / Meets: GEN AT
 Saturday, 11:00 a.m. - 11:50 a.m.
 Instructor: Patrick Sweeney

NEW **ORP and pH Controllers** - CILB #0609202
BSSoRSub / Level: Intermediate / Meets: GEN AT
 Friday, 11:00 a.m. - 11:50 a.m.
 Instructor: John Seglem

NEW **OSHA Training for Service Contractors** - CILB #0609201
S / Level: Advanced / Meets: WS AT
 Thursday, 1:45 p.m. - 4:45 p.m.
 Instructor: Bill Jenkins

Pavers: Advantages and Installation: New and Existing Decks - CILB #0008895
BSub / Level: Intermediate / Meets: GEN AT
 Saturday, 8:00 a.m. - 9:40 a.m.
 Instructor: Dan Essig

NEW **Phosphate and Enzyme Control for Increased Efficiency** - CILB #0609200
SR / Level: Basic / Meets: GEN AT
 Saturday, 10:00 a.m. - 11:40 a.m.
 Instructor: Harold Evans

Phosphates and Enzymes: Guaranteed Results - CILB #0608778
SR / Level: Basic / Meets: GEN AT
 Saturday, 9:00 a.m. - 9:50 a.m.
 Instructor: Jay Bertschy

Pricing S and Products for a Profit Workshop - CILB #000992308000840008586
BSSoRSub / Level: Advanced / Meets: BP AB
 Thursday, 8:00 a.m. - 5:00 p.m.
 Instructor: Tom Grandy

NEW **Pumps and Motors** - CILB #0609199
BSSRSub / Level: Intermediate / Meets: GEN AT
 Friday, 8:00 a.m. - 9:40 a.m.
 Instructor: Mike Childress

NEW **Risk Exposure for Pool/Spa Contractors** - CILB #0609198
BSSoRSub / Level: Basic / Meets: WS AB
 Saturday, 11:00 a.m. - 11:50 a.m.
 Instructor: Jason Oswald

Safety and Energy Efficient Pool Covers - CILB #0608779
BS / Level: Basic / Meets: GEN AT
 Saturday, 8:00 a.m. - 8:50 a.m.
 Instructor: Vinnie Fuggetta

Soil and Groundwater Consideration in Swimming Pool Construction in Florida - CILB #0008404
B / Level: Intermediate / Meets: GEN AT
 Saturday, 10:00 a.m. - 11:40 a.m.
 Instructor: Gordon Shepardson

NEW **Solving the Top Four Pool Problems** - CILB #0609197
SR / Level: Intermediate / Meets: GEN AT
 Friday, 10:00 a.m. - 11:40 a.m.
 Instructor: Brian Trenck

NEW **Stains: Prevention and Removal** - CILB #0609260
BSSR / Level: Intermediate / Meets: GEN AT
 Friday, 9:00 a.m. - 9:50 a.m.
 Instructor: Jim Gay

NEW **Swimming Pool Excavation Safety** - CILB #0609196
BSub / Level: Basic / Meets: WS AT
 Friday, 9:00 a.m. - 9:50 a.m.
 Instructor: Jonathan Parker

Swimming Pool Tile Installation: How to Avoid Failures - CILB #0608782
BSSub / Level: Basic / Meets: GEN AT
 Saturday, 10:00 a.m. - 10:50 a.m.
 Instructor: Phil Greggs

NEW **The Chemistry of Water Clarity** - CILB #0609195
SBR / Level: Basic / Meets: GEN AT
 Saturday, 8:00 a.m. - 9:40 a.m.
 Instructor: Eric Menken

Understanding the Cost of Start Ups - CILB #0608025
BSSub / Level: Basic / Meets: GEN AT
 Friday, 8:00 a.m. - 8:50 a.m.
 Instructor: Randy Dukes

NEW **Vanishing Edges, Perimeter Overflows and Wet Deck Projects** - CILB #0609261
BSSub / Level: Advanced / Meets: GEN AT
 Saturday, 10:00 a.m. - 11:40 a.m.
 Instructor: Brian Van Bower

NEW **Variable Frequency Drive and SVRS Pumps** - CILB #0609194
BSSoRSub / Level: Intermediate / Meets: GEN AT
 Friday, 10:00 a.m. - 11:40 a.m.
 Instructor: Mike Childress

Virginia Graeme Baker Pool and Spa Safety Act - CILB #0608024
BSSoRSub / Level: All / Meets: GEN AT
 Friday, 10:00 a.m. - 11:40 a.m.
 Instructor: Steve Barnes

NEW **Water Balance and Healthy Pool Water** - CILB #0609193
SR / Level: Intermediate / Meets: GEN AT
 Saturday, 8:00 a.m. - 8:50 a.m.
 Instructor: Maris Jaunakais

NEW **Water Balance for Pools and Spas** - CILB #0609192
SR / Level: Basic / Meets: GEN AT
 Friday, 8:00 a.m. - 9:40 a.m.
 Instructor: Wayne Ivusich

Winning the Battle Against Phosphates and Algae - CILB #0608785
SR / Level: Basic / Meets: GEN AT
 Friday, 10:00 a.m. - 10:50 a.m.
 Instructor: Eric Menken

Workers' Compensation - CILB #0006955 ECLB #0007551 BOLA #0008584
BSSoRSub / Level: All / Meets: WC AB
 Thursday, 1:45 p.m. - 2:45 p.m.
 Instructor: Ken Brown

Workers' Compensation Update - CILB #0608752
BSSoRSub / Level: All / Meets: WC AB
 Saturday, 8:00 a.m. - 8:50 a.m.
 Instructor: David Griffiths

Workplace Safety - CILB #000695400075530008597
BSSoRSub / Level: All / Meets: WS AB
 Thursday, 12:30 p.m. - 1:30 p.m.
 Instructor: Jonathan Parker

NEW **Workplace Safety: The Impact of Accidents** - CILB #0609191
BSSoRSub / Level: Basic / Meets: WS AB
 Saturday, 10 a.m. - 10:50 a.m.
 Instructor: Jonathan Parker

2012 Legislative Session is upon us

Continued from the front page

from September to December. Six weeks of committee meetings were held this past fall, where they listened to reports, gathered information on various topics, and in some cases heard legislation starting to make its way through the process. However, the focus during these committee weeks has been on redistricting, the budget, and a possible expansion of gambling in this state with casino resort bills being filed.

In the final committee week of 2011, held December 5-9, both the House and the Senate unveiled redistricting proposals. The Senate Committee on Reapportionment voted to introduce a pair of redistricting proposals, one for Congressional districts and one for Florida Senate districts. The Senate Committee expects to take up the bills for approval on January 11, with a floor vote slated for January 18. The House on the other hand provided seven possible congressional maps and five Florida House proposals.

The governor unveiled his \$66.4 billion budget proposal during the last committee

week of 2011. His fiscal year 2012-2013 budget would cut about \$2.9 billion and nearly 4,500 positions in state government. However, it would increase spending by \$1 billion with regard to K-12 education. A fair majority of the cuts, nearly \$1.8 billion, is targeting Medicaid and healthcare spending. A day before the governor laid out his budget proposal; Senate President Mike Haridopolos discussed his concern on having accurate numbers to pass a budget by the earlier-than-normal session end, hinting at the possibility of delaying a budget vote for after the conclusion of this year's regular session. Typically the budget is finalized after state economists issue revised estimates in the spring. However, Florida House Speaker Dean Cannon said that he sees no reason not to vote on a budget during the regular session.

There is no doubt the beginning of this year's session will focus on redistricting, but numerous bills have been filed on an array of other topics. FSPA will be monitoring legislation related to licensing,

building construction, unemployment compensation, workers' compensation, energy and streamlining initiatives. Look for bill reports in *Springboard* shortly after the session start.

The FSPA will also be having the annual Legislative Days event this year February 1-2. If you are interested in attending and have not reserved a room, we encourage you to do so immediately. To obtain more information about attending go to www.FloridaPoolPro.biz/events. This year, FSPA members can choose to either arrive Tuesday evening, January 31, or Wednesday, February 1 prior to the kick-off lunch reception and legislative briefing. Members will then spend Wednesday afternoon at the Capitol. Thursday morning FSPA members will meet with regulatory agency heads before heading home after what we suspect will be another successful year representing the Association in Tallahassee.



Four great places to stay for the Orlando Pool & Spa Show!

Rosen Plaza Hotel

9700 International Dr.

Rate: \$165 / night

Reservations: 800-627-8258

Rosen Inn at Pointe Orlando

9000 International Dr.

Rate: \$89 / night

Reservations: 800-999-8585

Hyatt Place Hotel

8741 International Dr.

Rate: \$159 / night

The Peabody

9801 International Dr.

Rate: \$229 - \$254 / night

Reservations: 800-787-0353 / 800-PEABODY

**Hotels are walking distance to the exhibit hall & Howl at the Moon (Friday night party)!
Don't miss a great night at the pool industry private party at Howl at the Moon!**

Friday, February 24 from 6:30 p.m. - 10:30 p.m.

OPEN BAR, FREE FOOD, GAMES, ENTERTAINMENT

Tickets are \$25 and can be purchased during registration, at the FSPA booth or at the door.

Thank you, party sponsors! - HornerXpress, Pentair, and Gorman.

CHAPTER NEWS

Broward

Contact State Office
(866) 930-3772
FSPABroward@FloridaPoolPro.com
www.FSPABroward.com

The Broward Chapter has many fun and educational meetings planned for 2012. We start out the year with the annual Bowling Tournament. This tournament is always a fun time, and last year we invited children to the event and it was a wonderful family day. Look for registrations and more information soon in your e-mail. We will hold an Energy Meeting in the spring and hope to have several CE classes as well. Join us for the annual Fishing Mission in August. We hope to have a new event this fall with a wine tasting fundraiser. Remember to click your reply button to all the FSPA Broward Chapter e-mails to RSVP you and your guests. Also provide any comments you may have; we want to hear from you.

Mark your calendar for the Orlando Pool & Spa Show, February 24-25, 2012 at the Orange County Convention Center in Orlando. It is the premier event of the swimming pool industry in the southeastern US. The annual event attracts thousands of industry professionals from all over the United States as well as the Caribbean. This Show has "Everything Under the Sun"sm - new products, networking opportunities, excellent education courses and opportunities to meet directly with manufacturers. We hope to see many Broward Chapter members at the show!

Central Florida

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

The Central Florida Chapter's Membership Appreciation Christmas Party on December 8 was wonderful! The event at the HBA of Metro Orlando was full of festive joy and cheer. Over 80 Central Florida Chapter members enjoyed themselves over fantastic food and drinks

catered by the Texas Cattle Company. The silent auction raised \$1,802 which will benefit the Second Harvest Food Bank. Thank you to everyone who donated items for the silent auction; without your donations we would never have been able to raise this much money for a worthy cause. Thank you for helping make this event a great success! The white elephant gift exchange wrapped



2012 Central Florida Chapter President Tony Caruso thanking Steve Bludsworth for his service as president for the past three years.



The Central Florida Chapter's silent auction during the Christmas Party raised \$1,802 for a local food bank.



Everyone had a great time at the Central Florida Chapter's Christmas Party on December 8.

up the evening with lots of fun and laughs. It was a wonderful night with the FSPA Central Florida Chapter.

The next Chapter Board Meeting will be held on Tuesday, January 10 at **All-Pool Service and Supply** at 2:00 p.m.

Charlotte Harbor

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

The January 2012 Chapter Board of Director's meeting will be held on Wednesday, January 18 at 258 Bangsberg Road. The meeting will begin at 4:30 p.m. For more information please contact the Chapter office. Information in regards to the January membership meeting will be sent to all members and made available at distributors.

In order to encourage attendance at the Orlando Pool & Spa Show, there will be no Chapter membership meeting in February. All Chapter members are encouraged to attend the show. Be sure to register early to schedule your CE courses at www.OrlandoPoolShow.com! The February Board Meeting will be held February 29.

The 2012 Golf Classic is set for Saturday, May 5. We are looking for a few volunteers to serve on the golf committee to help in securing sponsors, prizes and teams. Please call the Chapter office (ext. 11). Mark your calendars and we'll see you there!

East Central Florida

Contact State Office
(866) 930-3772
FSPAEastCentralFlorida@FloridaPoolPro.com
www.FSPAEastCentral.com

No news this month.

Florida Gulf Coast

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

FSPAFloridaGulfCoast@FloridaPoolPro.com
www.FSPAGulfCoast.com

We are still looking for a few good industry members to help out a few hours a month serving on the Chapter Board of Directors. We will make it painless! Please contact **Jerry Scott** at 239-267-2500 or Mitch Brooks for more information.

Many thanks to the exhibitors and to everyone who came to the Florida Gulf Coast Chapter Mini-Expo. The exhibitors were: 5 County Wholesale, Aadvance Aqua, **AquaCal, Built Right Pool Heating and A/C, Byrd Moreton & Associates, CL Industries, Dennis Chapman & Associates, Devin Cahn Associates, Florida Stucco, Gorman Company, Gunn Sales, Hayward, Insurance by Ken Brown, Intermatic, Inc., National Plasterers Council, Pebble Technology, Pool and Spa News, Pool One Plastering, Professional Lines, Raypak-Rheem, Siesta Pebble Interiors, Solaxx, Superior Pool Products, Universal Pkg., and Zodiac Pool Systems.** We would like to thank **Donn Hasselbach, Gorman Company, and Jerry Scott, Splash Man Pool Service,** for their efforts.

Florida West Coast

Executive Director: Malinda Howard
(727) 638-6072

FSPAFloridaWestCoast@FloridaPoolPro.com
www.FSPAWestCoast.com

The Florida West Coast Chapter would like to wish all of our members a happy New Year!

On Friday, December 9, **David and Jeanie Oxley, Belleair Pool Service and Supply; Helen Twinam, Solar Source;** and Malinda Howard attended the Pinellas Safe Kids Holiday Brunch. **David Oxley** was recognized as the Co-Chair of Florida Safe Pools. The FSPA Florida West Coast Chapter was also recognized for its financial contribution and participation in the water safety program over the past year.

On Sunday, December 11, the Chapter Board of Directors enjoyed a Holiday Brunch at the Island Way Grill as a thank you for all of their hard work and dedication throughout the past year. Thank you again to President

Brian Gangelhoff, A Pool's Best Friend; Vice President **David Oxley, Belleair Pool Service and Supply;** Secretary/Treasurer **Don Ball, The Pool Works of Pinellas County Inc.,** and At-Large Directors **Ian Ferguson, Jack's Magic Products Inc.;** and **Rick Howard, Rick's Pool Service Inc.,** for their service in 2011 and continued commitment in 2012. We also welcome two new at-large directors: **Jim Guskiewicz, Pool Corp,** and **Helen Twinam, Solar Source.**

The Chapter Board of Directors met at noon on Tuesday, December 13 at **Jack's Magic Products, Inc.** in Largo. Thank you to **Ian Ferguson** and **Jack's Magic Products, Inc.** for sponsoring the meeting/luncheon. The next Board of Directors meeting will be held at noon on Wednesday, January 4 at **Belleair Pool Service and Supply, Inc.,** 1702 West Bay Dr., Largo. Remember that every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the second Tuesday of the month. 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 CE credit Energy Meeting scheduled for Tuesday, December 6 was postponed. We will be rescheduling this meeting; please watch for details.

Have you registered for the Orlando Pool & Spa Show, February 24-25 at the Orange County Convention Center? If not, be sure to do so today at www.OrlandoPoolShow.com! While you are at the show, check out who was chosen as the Florida West Coast Chapter Director of the Year. See you there!

Manasota

Chapter Coordinator: Sonja Dickey
(800) 548-6774

FSPAManasota@FloridaPoolPro.com
www.FSPAManasota.com

Thank you, Tim McGrath, DBPR, for coming to the Manasota Chapter to speak to FSPA members and non-members on November 17. Tim gave all those in attendance helpful information regarding unlicensed activity, how to identify it, and how to report such activities.



Malinda Howard, Helen Twinam, and Jeanie and David Oxley at the Pinellas Safe Kids Holiday Brunch.



The Florida West Coast Chapter 2012 Board of Directors: Jim Guskiewicz, Rick Howard, Helen Twinam, Ian Ferguson, David Oxley, Brian Gangelhoff and Don Ball.

Tim McGrath, DBPR, speaking at the Manasota Chapter Meeting.



2011 Manasota Chapter President Tony Kozak being recognized by the Chapter.

On Friday, December 9, the Manasota Chapter celebrated by hosting a Holiday Christmas Party at the Broadway Bar & Grill. Forty members and guests enjoyed a good time over wonderful food, drink and fun gifts. We all look forward to a fantastic 2012!

The next Chapter Board meeting, which all Chapter members are encouraged to attend, will be held Tuesday, January 10, 2012 at 11:45 a.m. at the FSPA state office.



Gift exchange!



Everyone had a great time at the Manasota Chapter Christmas Party on December 9.

the Caribbean. This Show has "Everything Under the Sun" - new products, networking opportunities, excellent education courses and opportunities to meet directly with manufacturers. We hope to see many North Central Chapter members at the show!

Northeast Florida

Chapter President: Mark Turner
 State office: (866) 930-3772
 FSPANortheastFlorida@FloridaPoolPro.com
 www.FSPANortheast.com

Thank you to all members who have renewed their membership. The benefits from this organization are invaluable. We appreciate your support!

The Chapter held their last meeting of 2011 on November 17 at Maggiano's at the Town Center. Kendall Higginbotham from Wells Fargo Advisors spoke to the group about retirement plans, both for small businesses and individuals. A wealth of good information was presented.

It was the last meeting for **Jim Batts, The Batts Company**, as President of our Chapter. Thank you to Jim for an outstanding job serving the Chapter this past year. We all appreciate the hard work and professionalism Jim brought to us.

The new officers and directors were voted on by the Chapter. Here is your new slate of officers for 2012 and the committees they will represent the Chapter in:

President **Mark Turner** (Membership Committee and Consumer Awareness/Safety Committee)
 Backyard Designs, Orange Park
 mark@backyardesign.com

Vice President **John (Scotty) Scott** (Service Committee)
Surfside Pools, Jacksonville Beach
 Scotty@surfsidepools.net

Secretary/Treasurer **David Pruette** (Energy Committee)
David Pruette's Electrical Services
 Orange Park / dave@pruetteelectric.net

Immediate Past President **Jim Batts** (Builder's Committee)
The Batts Company, Jacksonville Beach, battscompany@aol.com

Director **Paul Roth**
Roll-A-Way Protective Pool Fence
 Orlando/ drfence@rollawaypoolfence.com

Director **Denny Moyer**
Surfside Pools, Jacksonville Beach
 dmoyer@surfsidepools.net

Director **Joe Fitzsimmons**
Majestic Pools of Orange Park
 Orange Park / majpools@bellsouth.net

Director **Susan Landregan**
HornerXpress, Jacksonville
 slandregan@teamhorner.com

Director **Rick Schmitz**
Paradise Pool Service, Jacksonville
 r.schmitz@comcast.net

Director **Brian Curts**
Eagle Pools, Jacksonville
 brian@eaglepools.com

Director **John Garner, Sr.**
Pools by John Garner, Inc., Jacksonville
 garnerpools@comcast.net

Director **Stephanie Mitchell**
Superior Design Pools & Spas
 Jacksonville, supdespools@yahoo.com

Director **Greg Hand**
Pool Barrier, Jacksonville
 poolbarrier@bellsouth.net

Your Board will be attending the state Board Meeting being held in Orlando January 13-14. We will report back to you on the meetings.

Legislative Days are fast approaching; the Northeast Florida Chapter has always been well-represented at this event. If you are interested in attending the event February 1-2, please contact the state office at 866-930-3772.

As always, thank you to our members for their support. We welcome your ideas for classes and trainings that you would like to see at the local level. Please contact any member of the Board to submit your ideas.

North Central Florida

Contact State Office
 (866) 930-3772

FSPANorthCentralFlorida@FloridaPoolPro.com
 www.FSPANorthCentral.com

The North Central Florida Chapter's new Board of Directors will get the year started by picking up with Chapter meetings, vendor speakers, CE classes and a few fun events added for 2012. Please look for all Chapter meetings and event announcements in your e-mail. Just click your reply button to RSVP.

Mark your calendar for the Orlando Pool & Spa Show, February 24-25, 2012 at the Orange County Convention Center in Orlando. It is the premier event of the swimming pool industry in the southeastern US. This annual event attracts thousands of industry professionals from all over the United States as well as

Palm Beach

Executive Director: Doris Rohner
 (954) 723-0937

FSPAPalmBeach@FloridaPoolPro.com
 www.FSPAPalmBeach.com

The Palm Beach Chapter welcomes 2012 President **Jim Bingold, Proline Distributors**. Membership and attendance at meetings is expected to grow in 2012 due to President Bingold's commitment to FSPA. He also serves as a FSPA state Director.

Please welcome **Emanuel Todorov, Palm Beach Designer Pools**, and **David Griffiths, Insurance by Ken Brown** (additional Chapter membership), the Chapter's newest members.

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Ladies Night, combined with the Annual Christmas Party, has proven to be a popular event year after year. Ladies are honored by receiving holiday-themed flowers as well as participating in a white elephant gift exchange. The event, held at Riverhouse on December 20 is sure to be on the Chapter calendar for 2012. Pictures will be included in the Chapter newsletter, *The Return Line*, and in the next issue of *Florida Pool Prosm*.

The next membership meeting will be held January 10. Watch your inbox for a flier containing all meeting details. Additional information can be found on the Chapter Web site at www.fspa-pb.com.

The Chapter wishes all members, family and friends very happy and successful New Year.



*The Palm Beach Chapter 2012
President Jim Bingold.*

Polk County

Contact State Office
(866) 930-3772

FSPAPolkCounty@FloridaPoolPro.com
www.FSPAPolkCounty.com

The Polk County Chapter has many fun and educational meetings planned for 2012. We start the year off with a February meeting on water chemistry and stain identification. Look for an e-mail announcement for more information and to RSVP for this informative night. March will bring the FSPA membership booth at SCP's annual open house; we know it will be as fun as last year's event. In April, the Chapter will host a fun, family day with a kickball tournament. Get ready to make your teams and challenge your business competition on the field. We will also have a few CE courses in 2012 along with an Oktoberfest for a fun, member-appreciation event. All in all it will be another great year for the FSPA Polk County Chapter. We

hope to see you there!

Mark your calendar for the Orlando Pool & Spa Show, February 24-25, 2012 at the Orange County Convention Center in Orlando. It is the premier event of the swimming pool industry in the southeastern US. The annual event attracts thousands of industry professionals from all over the United States as well as the Caribbean. This Show has "Everything Under the Sun"sm - new products, networking opportunities, excellent education courses and opportunities to meet directly with manufacturers. We hope to see many Polk County Chapter members at the show!

Space Coast

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

Happy New Year! The Chapter's first meeting of the year will take place on Thursday, January 19 at noon. Beef 'O' Brady's in Melbourne on Wickham and Lake Washington roads is the place to be.

The meeting date was selected to allow the Chapter Directors who attend the FSPA State Board Meeting on January 13-14 to bring back the most current information.

Legislation attempting to return language to the swimming pool license categories that requires pool cleaning and the addition of chemicals be performed by licensed contractors is another item we will be able to discuss at this important meeting.

March 15 the new requirements for residential pools covered in the 2010 Florida Energy and Efficiency Code go into effect. There will be a CE class on this topic at the Orlando Pool & Spa Show and I encourage all local builders to enroll in the class.

Please reserve Sunday, March 25 on your calendar for the Annual Chapter Volleyball Picnic at Pelican Beach Park in Satellite Beach.

Chapter President Dominick Montanaro thanks the current Chapter Board Directors for their dedication and time last year and for their commitment to 2012.

Tampa Bay

Contact State Office
(866) 930-3772

FSPATampaBay@FloridaPoolPro.com
www.FSPATampaBay.com

The Tampa Bay Chapter has many fun and educational meetings planned for 2012. We start off the New Year with another Tampa Bay Lighting game. Mark your calendars for Thursday, March 15 as the Tampa Bay Chapter will host a Night out with the Tampa Bay Lightning. The Lightning will take on the Toronto Blue Jays with a game time start of 7:30 p.m. Enjoy a fun-filled night in the North Party Suite. The suite includes an all-you-can-eat buffet; all-you-can-drink beer, wine and soda throughout the game; and a great sideline view. Seating is limited to the first 40 people. Please RSVP to FSPATampabay@FloridaPoolPro.com or call 1-800-548-6774 for more information.

In 2012 the Chapter will also host the Annual FSPA Golf Tournament scheduled for Friday, April 13. Yes, that's right, Friday the 13th. What could possibly go wrong on a golf course? The event will take place at the Eagles Golf and Country Club. Cost is \$88 per person and includes golf, cart, beer keg, dinner and prizes. Sponsorships are available to promote your company for \$100. Look for upcoming e-mail announcements and registrations.

Mark your calendar for the Orlando Pool & Spa Show, February 24-25, 2012 at the Orange County Convention Center in Orlando. It is the premier event of the swimming pool industry in the southeastern US. This annual event attracts thousands of industry professionals from all over the United States as well as the Caribbean. This Show has "Everything Under the Sun"sm - new products, networking opportunities, excellent education courses and opportunities to meet directly with manufacturers. We hope to see many Tampa Bay Chapter members at the show!

Treasure Coast

Executive Director: Susan Gilbert
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com
www.FSPATreasureCoast.com

Happy New Year; A new year with new prospects! Our first meeting will be a Family Fun Time on January 21 at Superplay USA in Saint Lucie West! We look forward to seeing you there.

Make sure you have signed up for the Orlando Pool & Spa Show! It is a great time to get CE credits and take a look at what is new in the industry!

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.

In remembrance

William (Bill) G. Maurer passed away Tuesday, December 13 in Melbourne. He was 91 years old.

Bill had a pool maintenance company in North Miami Beach and was active in national, state and local levels of the National Spa and Pool Institute.

Bill served as the FSPA Space Coast Chapter (formerly NSPI) Executive Director from the Chapter's beginnings until 2001. Many Chapter members fondly remember Bill and his wife Jean as the nucleus of the Space Coast Chapter. Jean passed away in 2010.

CALENDAR OF EVENTS

January 2012

- 4 FSPA Florida West Coast Chapter Board Meeting
Noon at Belleair Pool Service and Supply, Inc., 1702 West Bay Dr., Largo
- 5 FSPA Polk County Chapter Board Meeting (conference call)

FSPA Tampa Bay Chapter Board Meeting
11:30 a.m.
- 10 FSPA Central Florida Chapter Board Meeting
2:00 p.m. All-Pool Service and Supply

FSPA Charlotte Harbor Chapter Meeting

FSPA Manasota Chapter Board Meeting
11:45 a.m. FSPA state office

FSPA North Central Florida Chapter Board Meeting
6:30 p.m. SCP - Gainesville

FSPA Palm Beach Chapter Meeting
- 13 **FSPA State Committee Meetings**
- 14 **FSPA State Board of Directors Meeting**
Royal Plaza Hotel, Orlando
- 17 FSPA Broward Chapter Board Meeting
4:00 p.m. Ruby Tuesday's, Pompano Beach
- 18 FSPA Charlotte Harbor Chapter Board Meeting
4:30 p.m. 258 Bangsberg Rd.
- 19 FSPA Space Coast Chapter Meeting and Board Meeting
Noon at Beef 'O' Brady's, Melbourne
- 21 FSPA Treasure Coast Chapter Family Fun Time
Superplay USA, Saint Lucie West

February 2012

- 1-2 **FSPA Legislative Days**
Noon on Wednesday to noon on Thursday, Tallahassee
- 24-25 **Orlando Pool & Spa Show**
Orange County Convention Center, Orlando

March 2012

- 15 FSPA Tampa Bay Chapter Night Out with Tampa Bay Lightning
- 25 FSPA Space Coast Chapter Annual Volleyball Tournament Picnic

February 24-25, 2012

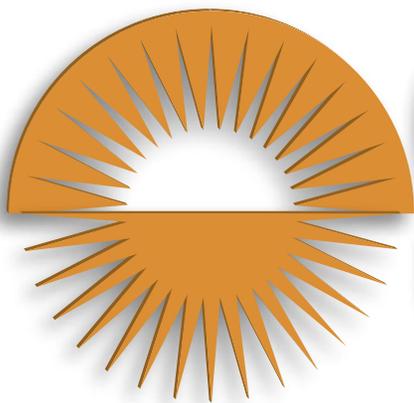
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