

February 2009

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

A PUBLICATION OF  
FLORIDA SWIMMING POOL ASSOCIATION

www.FloridaPoolPro.com

## 2009 Orlando Pool & Spa Show

We invite you to the "Premier Event" of the swimming pool industry in the southeastern United States, the Orlando Pool & Spa Show. A slowdown in business is a great time to focus on your company and on improving technical skills. Take advantage of the opportunity to attend more classes than you have in the past, bring more staff with you so they can see the big picture of the swimming pool industry and open your mind to the chance to share your experiences with other professionals.

We are back in the West (old) building of the Orange County Convention Center and our registration system on site is super-efficient. If you pre-register all you have to do is type your name in a computer and it will print your badge and tickets.

There are more than 60 courses offered at the Orlando Pool & Spa Show this month. Twenty-eight of those courses are new and nine contain eco-friendly content. As always, we have numerous classes at all levels for technical applications from aggregate finishes, hydraulics and chemistry to heat pumps and chlorinators. There are also an additional 15 free hands-on courses. Hands-on courses are in the exhibit hall and provide the chance for small group instruction on manufacturers' products – for free! Space is limited so sign up soon.

If you are interested in improving your business consider signing up for

"Business Planning and Development: (#0010755); "Customer Service" (#000721); "Designing Business Plans for Pool & Spa Professionals" (#0010759); "Flat Rate Pricing" (#0008758); "Florida Sales/ Use Tax for the Pool Industry" (#0010761); "GPS-Based Fleet Management for Pool & Spa Business" (#0007715); and "Technical Knowledge of Business Management" (#0010766). Courses focused on helping you protect your business include "Risk Management Essentials" (#0009922) and "Legal Risks and Insurance Considerations for the Pool/Spa Industry" (#0009927).

Big topics these days are sustainability and energy conservation. Look for exhibitors with the eco-friendly product indication. There are also nine courses containing eco-friendly content such as "Blue Water, Green Equipment" (#0010754) and "Green Market Segment – Energy Efficient Technology" (#0010762); or hands-on courses "Design and Installation of Solar Pool Heaters" (presented by FSPA), "Eco-Friendly Nature2: Reducing Maintenance and Increasing Profits" (presented by Zodiac Pool Care), "Energy Efficient Pool & Spa Heaters" (presented by Jandy Pool Products) and "Solar vs. Fossil Fuel Pool Heaters" (presented by FSPA).

Stop by the New Product Showcase in the exhibit hall to see the latest in the industry. Take a look at the exhibitor's innovations and cast your vote for this year's "Best New

Product."

The annual Golf Tournament will be at Hunters Creek Golf Club, a new challenge for players. For just \$100 you get a lunch, drink tickets and the chance to win some great prizes. The raffle prizes include theme park tickets and restaurant gift certificates. Go ahead and sign up to spend a day with friends, new and old, for camaraderie and fun.

The annual welcome and awards reception will be held Thursday, February 19 at the Rosen Centre Hotel. Join us to recognize some of the best swimming pool projects in Florida. Also, this is a time to recognize the volunteers that make this organization's success possible. The Person of the Year, Hall of Fame and Chapter Directors of the Year will be recognized for their outstanding service to FSPA.

What Show would be complete without a Friday night party? Join us for the party at Friday's Front Row – for just \$25 there is an OPEN BAR and food, games, a live band and more. Bring your friends and have a great time!

Still looking for a reason to go to the Show? This is the primary source of revenue for the Florida Swimming Pool Association. The Association that in 2008 was successful in adding a pool contractor position to the Florida Building Commission; stopped legislation that was inconsistent with the ANSI/APSP-7 standard and the federal Pool & Spa Safety Act; and successfully lobbied the Governor to appoint FSPA members to both the Construction Industry Licensing Board and Florida Building Commission, providing the industry with a voice on future code development.

This is YOUR Association and YOU need to support it (member or not) so that we can continue to be the biggest advocate for swimming pool professionals in Florida.

There is no other event in Florida where you can see the newest products, learn money-saving ideas, meet other people with similar challenges and even party down!

Visit [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com) to register and read more about the annual event.



February 20-21

Orange County Convention Center, West building  
9800 International Drive, Orlando, FL 32819

**FREE entry into the exhibit hall! Use code #90235**

### News Splash

- **Digging Up Ideas:** Rediscover your passion for the industry. Stay consistent and honest with customers, they are informing themselves before they call you. Page 4
- **Energy Talk:** As the cost of energy continues to rise, we need to take a serious look at our customer's pool pumps and upgrade options. Page 5
- **Insurance Update:** Check your current coverage and liability for employees using their personal vehicles for business purposes. Page 5
- **Orlando Pool & Spa Show Educational Courses:** See the course list and hands-on class descriptions. Page 6-7

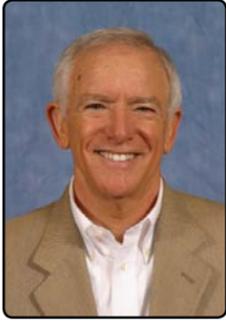
PRE-SORT  
FIRST CLASS  
U.S. POSTAGE  
PAID  
MANASSOTA, Florida  
34260  
PERMIT # 18

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



# President's Column

## FSPA's government relations



Alan Cooper  
FSPA President

Government relations is one of the most important benefits members receive from our state organization. When we agreed to hire and fund a separate government relations position we took a great step forward. We didn't know how lucky we were when Jennifer Hatfield agreed to take this position. With her leadership and guidance our organization has grown by leaps and bounds in the government relations arena. I believe that we are now recognized as the industry leader regarding swimming pools. We are consulted when government officials or agencies are looking at swimming pool regulation.

During the past two years we have achieved great success with our legislative agenda and we have established great relationships. March 17, 18 and 19 a number of our members will be in Tallahassee visiting with our Legislators. In the past the state office has been able to fund this, however, this year the individual members will be funding their expenses and travel. I would ask each Chapter to do whatever they can to assist these members with the expenses. It is imperative that we continue to cultivate and enhance our relationships with Senate and House members. Remember, in November we had an election and there are new members in both.

Not only have we had success in the legislative arena, we have increased our stature with Florida

Building Commission, Construction Industry Licensing Board, Building Officials Association of Florida, Construction Licensing Officials Association of Florida, International Code Council, Department of Health, Construction Coalition and local building departments. Jennifer has taken the lead, but she could not have accomplished this without all the help and assistance you, the members, have given. Another great asset to our organization in the area of government relations has been the hiring of Kari Hebrank, FSPA lobbyist. What a pleasure it has been to work with her and have the benefit of her incite. I believe the Board and committee members have enjoyed and benefited from her reports at the Board and committee meetings.

I encourage all members to attend committee meetings and Board meetings whenever possible. I know everyone is busy with their businesses in these tough economic times; however, the State Board meetings are held in different areas and are published well in advance. When the meeting is held in your local area, mark your calendars and plan to attend all or one of the following: the Executive Committee meeting, various committee meetings or the Board meeting. Recently there has been a lot of discussion regarding the Partnership Agreement between the Chapters and your State Organization, attending any of the above meetings may give you a better idea of how your organization is working for you. If you have an objection to how our Organization is working for us, come and let the Board know how we can better serve you.

Each member's point of view is important whether it is a majority or minority point of view.



## New Member Applications

### Broward

SCP - Pompano #231 (Distributor)  
Randy Craddock, Pompano Beach

### Florida Gulf Coast

Florida Pool Specialists (Builder) CPC1457640  
Rose Kucera, Palm Harbor

### Treasure Coast

Pools by Greg, Inc. (Service: Builder) RP252555069  
Terry Wix, Port St. Lucie

Joe Janis (Retired)

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

## FSPA's Swimming Pool Code Commentary is now available

This booklet contains the complete text of the code provisions for swimming pools from the 2007 Florida Building Codes with commentary. The commentary provides explanation of the basis and rationale for many code requirements.

Important features include:

- Analysis of the ANSI/APSP-7 Suction Entrapment Avoidance Standard
- Incorporation of section 680.26 of the 2008 NEC for equipotential bonding of swimming pools
- Changes to the final inspection requirements

FSPA member's can receive a copy for \$30 plus shipping & tax. Non-members pay \$60 plus shipping & tax.

Orlando Pool & Spa Show special! Purchase a copy at the FSPA booth and members pay only \$20 plus tax!

## Taking CE? Bring your ID!

Construction Industry Licensing Board regulations require you to present positive photo ID before you enter each meeting room (61G4-18.003 F.A.C.). Bring your drivers' license / photo ID with you to present to the room monitor or you will not be eligible for continuing education credit.

## INSURANCE BY KEN BROWN, INC.

### Property and Casualty Insurance Program

*Endorsed by Florida Swimming Pool Association*

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

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

In partnership with



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

PO Box 948117  
Maitland, FL 32794-8117

707 Pennsylvania Ave, Suite 1300  
Altamonte Springs, FL 32701

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

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

President  
**Alan Cooper**  
Alan Cooper Consulting  
Orlando

At-Large Director  
**Pete Cocco, Jr.**  
Nautilus Pools, Inc.  
Port Charlotte

Vice-President  
**Clay Andrews**  
Aquapool of Jacksonville, Inc.  
Jacksonville

At-Large Director  
**Richard Moseley**  
Champagne Pools of Central FL  
Sanford

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

Past President  
**Dominick Montanaro**  
M & M Pools, Inc.  
Satellite Beach

Treasurer  
**Eva Adcock**  
Best Pools of Brevard, Inc.  
Melbourne

Executive Director  
**Wendy Parker Barsell, APR, CEM,**  
Ext. 102

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

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

Technical Training Coordinator  
**Bernice Ryder-Smit, Ext. 109**  
Communications Specialist  
**Charis Tyson, Ext. 103**

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





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

**Pool Pro Classic Golf Tournament**

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

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



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

**2009 Kick-off & Awards Celebration**

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

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

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

Friday, February 20 • 7:00 p.m. • \$25 per person  
*Open Bar, Food, Live Band, Games, Fun!*



Event Sponsors:



**VGBA**  
is **MORE**  
than **REPLACING**  
**COVERS**

**AquaCal** Introduces

**DRAIN SAFETY TEST KIT**

**Get Into The Inspection Business**

**Drain Covers**

**Are Just The Beginning...**

***There's More You Need to Know!***

pro pool  
inspection  
[propoolinspections.com](http://propoolinspections.com)

Visit Our Booth at the Florida FSPA Show  
Feb. 20-21 Booth #521



# Florida Pool Permits

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



County Name	December 2007	December 2008
Alachua County	13	4
Bay County	9	5
Brevard County	29	19
Broward County	77	48
Calhoun County	0	0
Charlotte County	31	10
Citrus County	24	11
Clay County	6	7
Collier County	51	29
Dade County	92	44
Duval County	29	7
Escambia County	14	4
Flagler County	18	7
Franklin County	3	0
Gadsden County	1	0
Gulf County	2	1
Hernando County	32	8
Highlands County	6	1
Hillsborough County	76	42
Holmes County	1	0
Indian River County	23	18
Jackson County	0	0
Jefferson County	0	1
Lake County	38	10
Lee County	90	39
Leon County	16	1
Liberty County	0	0
Manatee County	40	25
Marion County	32	18
Martin County	21	9
Nassau County	5	1
Okaloosa County	18	6
Orange County	85	46
Osceola County	41	15
Palm Beach County	119	62
Pasco County	69	10
Pinellas County	33	19
Polk County	83	14
Putnam County	2	1
Santa Rosa County	11	3
Sarasota County	23	14
Seminole County	22	4
St Johns County	30	16
St Lucie County	52	10
Sumter County	23	10
Volusia County	60	14
Wakulla County	1	2
Walton County	18	5
Washington County	1	0
<b>TOTAL</b>	<b>1470</b>	<b>620</b>

## Digging Up Ideas



### A fresh start

By Jennifer Turinsky, Blue Sky Pools

I can't believe it is February already. To speak frankly, I am glad it is February; most of January was too depressing to even make a New Year's resolution. Now things are looking up and we have resolved to make a fresh start in our company.

We are going to rediscover the passion we once had for this industry. Lately, it seems as if we are just trying to stay afloat, but we need to get deeper into the water and renew our passion for our careers and stay focused on those passions. Maybe your passion is constructing elaborate works of art, or building something that is fun for the whole family, or maybe even just helping customers when they have no where else to turn. Whatever your passion, stay focused on it and don't be afraid to go back into the water. We must not get so overwhelmed with what is going on in this crazy world of ours that we lose the love we have for this industry.

Our customers know a great deal about our industry. Countless times when new customers invite me to meet with them they have a file on all the information they have researched and another file full of questions they want answered. Not to mention, they have already met with a few other industry professionals and they have

a file for that information also. This is great, we want our customers to be well educated and make the best choices for their project. However, things may get a little fuzzy with so much research and so many estimates. Therefore, it is imperative that we stay consistent and honest with our customers, not only at the initial meetings, but throughout the entire project. Take the extra time to go over with them in depth what is included in their project, what work you will be doing and what they are responsible for. Take down all the concerns the customer has and all the concerns you have and make a point to address all of them. Even if you do not secure a contract with all of your potential clients, they will respect you for your consistency and honesty and you will have contributed to building up our industry's reputation.

Our industry's reputation has come a long way in the past few years. With the uncertainty of the days to come, we must strive as the pool industry of Florida to pull together and make a fresh start for this new year. Make it a year of discovering your passion again and just be consistent and honest, not only with your customers, but with yourself. May God bless us all.

### Doggone Right...

You'll fiesta with HBW sales leads!



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

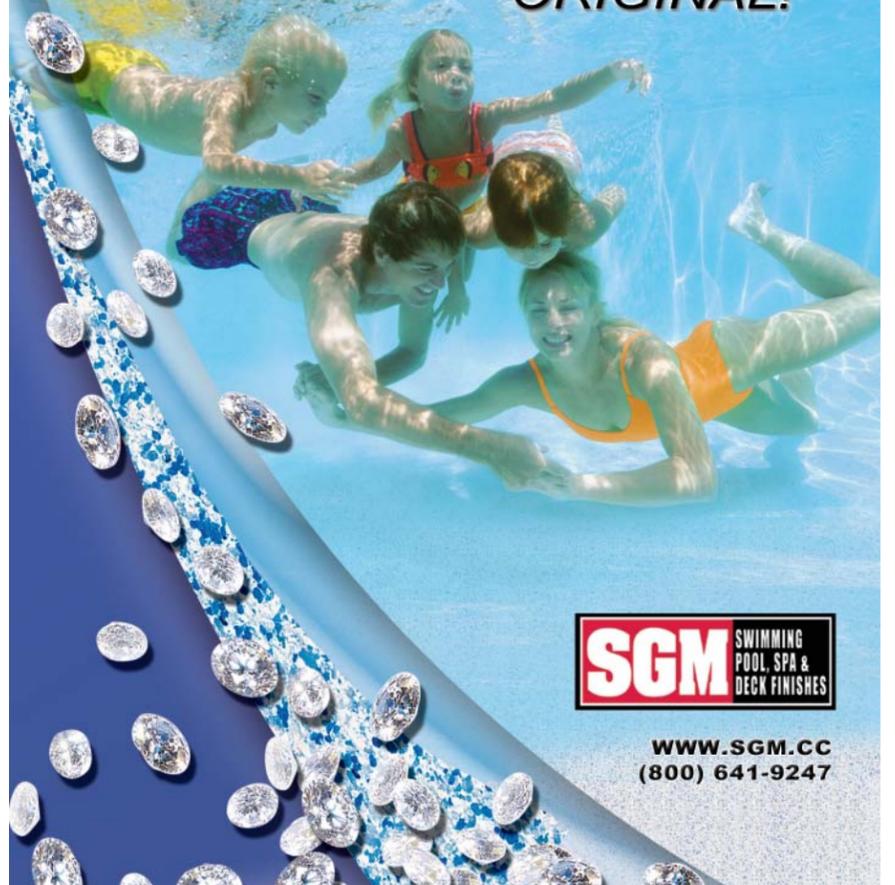
Refer to [www.hbweekly.com](http://www.hbweekly.com) for county coverage.

**HBW, Inc. 877-332-1411**

When your pool needs resurfacing...

**DIAMOND BRITE®**  
**EXPOSED AGGREGATE FINISHES**

Ask For The ORIGINAL!



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

## Energy Talk

# Moving toward eco-friendly pools

By Rick Howard, Rick's Pool Service, Inc.

As the cost of energy continues to rise (Progress Energy just raised electric rates to pay for a new nuke plant in the future!), we need to take a serious look at our customers' pool pumps and upgrade options! The filtration pump uses the most energy in day-to-day operation (excluding heaters). How do we look at evaluating the potential for upgrading the old energy hog?

First, we look at what we need the pump to do. How big is the pool? What flow is required to keep it clean and sanitary? Most importantly, how big are the pipes both feeding the pump and returning to the pool? Finally, how big is the filter?

For many years the typical pool in our area has a single 1 1/2" pipe feeding the pump from the skimmer,

regardless of the pool size! The main drain is fed into the pool skimmer, even with in-floor cleaning systems! (Hey, no direct suction!) This is how my pool was built in the house I bought. The pool builder would just install a larger pump to accommodate the larger pool size. My pool exceeds 20,000 gallons! My pool had a 1 1/2 Hp pump, working extremely hard to get water from that single 1 1/2" pipe. That was a tremendous waste of energy! My first step was to add an additional suction line (2") and down size my pump to 1 Hp.

Hydraulics is key to pump efficiency. If the existing pump is not matched to the plumbing size it will never be efficient! With pool pumps bigger is not better. There are limitations to the amount of water that

can travel through pipes. In reality, pools with single 1 1/2" PVC should have a 3/4 Hp pump, regardless of the pool size. If you have a pool larger than 15,000 gallons with a single 1 1/2" suction line a plumbing upgrade will be required to make the pool energy efficient. Pay attention to the suction manifold. If it is 1 1/2" from all the suction lines, consider upsizing it to 2". Remember, the less work the pump does the more efficient it will be and the longer it will last!

A friend asked me to evaluate his swim spa last year. His filtration pump was making noise and was at its end! He has around 6,000 gallons of water to circulate. He was running some therapy jets with this pump, when needed, otherwise it was only used to filter and run water through the heater. It was a 2 1/2 Hp pump. The plumbing was good - 3" suction. But, the daily operation was absurdly expensive! I refused to replace the motor and gave him some realistic options for operating this thing every day. The challenge was the therapy jets.

Modern pumps, the future is here now! The end result was we installed

a variable speed pump. He can set just what he needs for everyday use and speed it up for using the therapy jets. With modern variable speed pumps you use only the output you need and they are 30% to 90% more efficient than traditional pumps! Some of you car engine folks remember the Cadillac V8-6-4 engine. It came out in 1981. The idea was to use only what you needed. Modern versions of that engine are used today. Variable speed pumps do the same thing, using only what you need and can be dialed in for maximum efficiency.

Yes, it was an expensive upgrade initially. After his power bill came I got a phone call. He saved over \$100 on his bill! He had the same savings for the next two months. That is real energy savings. Almost every pool can realize some savings. We have done these to commercial pools as well. You adjust the output to the required flow. System evaluation is critical. In some cases plumbing modifications will be required. But in the end, when they see those power bills going down, you will have satisfied customers!



## Insurance Update

# On the road again- Do you need Employer's Non-Ownership coverage?

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

Does your organization have exposure to liability arising from employees using their personal vehicles for business purposes?

Maybe your employees do not normally drive for you but oftentimes the exposure arises unexpectedly, as in Kate's case.

Like most business owners, Kate sought opportunities to operate efficiently.

"Hey, Meghan," Kate said one particular day. "I didn't know you were going to the Quick Stop for lunch. Will you pick up a package from the post office for us? It's just around the block from there and it would be a tremendous help. I'm in the middle of a big project."

Meghan jumped into her little red sports car and headed straight to the post office. For a brief moment, she was distracted by a screaming siren and paused as a fire truck flew by.

As she regained normal speed, however she plowed into the back end of a shiny SUV vehicle, which had slowed down for the fire truck. Bumpers caved, horns blared and the driver exited, holding his head.

In the event of the inevitable claim, whose policy would respond?

Meghan's policy would initially respond. Provided she had the proper coverage, Meghan's personal automobile policy would protect her against bodily injury or property damage liability claims and, if her policy included collision coverage, it would repair her vehicle.

But when the claimant discovers Meghan was running an errand for her employer, he would sue Kate's company, too. After all, he would

have reasoned, she would not have been on the road except at the direction of the employer. They would argue, perhaps successfully, that the employer should pay. Defense costs alone can be costly.

Would Meghan's policy cover a lawsuit against her employer?

Meghan's policy covers Meghan. Unless her personal automobile policy had been endorsed to add the corporation as an additional insured, there would be no coverage for the company. Meghan's employer would need employer's non-ownership automobile coverage to protect themselves.

Employers' non-ownership coverage kicks into place when your employees are driving their own vehicles on company business. The coverage protects your company, not the employee.

Employees would be covered by their own insurance, which would provide the first response to claims in event of an accident. You can be assured that once a claimant discovers your employee was driving on your behalf, your company will be dragged into the lawsuit.

So think about it. Talk to your insurance agent.

For a small additional premium, you can protect your organization when you ask an employee to run to the bank, pick up a parcel or deliver a product. It is those unexpected trips that can create the exposure, but you can rest easy with the addition of the employers' non-ownership endorsement to your insurance program.

## YOU DESERVE MORE

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

### Servicing Our Pool Industry Professionals Since 1974

- Reputation >** Any firm that you refer to your customer reflects back on you. Are you working with the best, licensed professionals in the industry?
- Confidence >** Backed by over 30 years of experience and state-of-the-art equipment.
- Fast Results >** Highly trained Leak Specialists who know how to use our superior equipment that isolates the leak source quickly.
- Guarantee >** We guarantee to locate most customer's residential pool, spa, or fountain leaks or we do not charge.
- Referral Relationship >** As the recognized leader, no one else has achieved our volume; therefore, we are better positioned to refer customers to you.

Each office independently owned and operated.



**AMERICAN  
LEAK  
DETECTION**

THE ORIGINAL LEAK SPECIALISTS™

[AmericanLeakDetection.com](http://AmericanLeakDetection.com)

800.970.LEAK  
5 3 2 5



# Educational Courses

## NEW! EDUCATION PACKAGES FOR REGISTRATION.

One Day Pass - Exhibit Hall, One day of courses

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

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

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

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

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

\*All Education Packages include electronic certificates.

Select "For FL CILB Credit" in order for credit to be submitted to the state of Florida for your license.

**Exhibit hall  
entry is FREE  
with code #90235**



## Commercial Swimming Pool Certification

Wednesday - Thursday, February 18-19

#0007787 (16 hours CE Credit) (WS)

You must attend both days - \$300 per person

The course is designed to prepare individuals in the basic knowledge, techniques and skills of pool and spa operation, construction, and maintenance. A certified professional must maintain standards of operation that demonstrate knowledge of codes, regulations and practices that represent professional decisions and conduct.

Instructor: Connie Sue Centrella, HornerXpress; Ron and Scott Ford, Tropical Acquatics Marketing; Mark Pabst, Department of Health; and Wayne Ivusich, Taylor Technologies

## CE courses - Course descriptions and registration available at

[www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com)

Green = Eco-friendly content, Orange = New course

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

**\*\*Construction Industry Licensing Board regulations require you to present positive photo identification before you enter each meeting room (61G4-18.003 F.A.C.) Please bring your drivers' license or another form of photo identification with you to present to the room monitor. Attendees that do not present photo identification will not be eligible for continuing education credit.**

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

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

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

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

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

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

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

Basic Hydraulics  
#0009331, GEN  
Friday, 10:00 a.m. - 11:40 a.m.  
Instructor: Charlie Chansen

Basic Pool & Spa Water Chemistry  
#0006956, GEN  
Friday, 8:00 a.m. - 9:40 a.m.  
Instructor: Leanne Levy

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Efficiencies in Pool Designs  
#0008406, GEN  
Friday, 8:00 a.m. - 9:40 a.m.  
Instructor: Charlie Chansen

Electric Motors - How They Work, What They Do  
#0007722, GEN  
Friday, 8:00 a.m. - 9:40 a.m.  
Instructor: Jack Gobeler

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

## Hands-On Training Course Descriptions FREE inside the exhibit hall

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

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

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

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

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

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

technicians, sellers and installers how to troubleshoot a heat pumps' operation.

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

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

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

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

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

**Understanding & Implementing the Virginia Graeme Baker Pool & Spa Safety Act, presented by FSPA**  
Subject: Federal Regulation  
Level: All  
Audience: All  
Instructor: Jennifer Hatfield, FSPA

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



# ORLANDO POOL & SPA SHOW

## Hotels

<p><b>Rosen Centre Hotel</b> 9840 International Drive Reservations: 800-204-7234 Rate: \$175 / night</p>	<p><b>The Peabody Orlando</b> 9801 International Drive Reservations: 800-732-2639 Rate: \$233 / night</p>
--	---

Limited rooms are available at each hotel. Please make your reservations early to be sure you receive the group rate.

**About Orlando and the Convention Area**

The 2009 Orlando Pool & Spa Show will be in **West Hall B** located in the **West Complex** of the Orange County Convention Center.

If you are staying at one of the host hotels we recommend walking to the convention center, as parking is limited and it isn't far.

Parking is available at the Convention Center for \$11 per car per entry and also at Point Orlando and other parking garages along International Drive.

# Chapter News

**Check out Chapter Web sites for current information!**

## Broward

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

A very warm welcome to **Sergio Graciano, Aqua Buddy Inc.**, he is Broward's newest member! Sergio's Company does service and repair for the Broward County area. Welcome aboard!

Broward has also added a new member to our Board of Directors and we would like to welcome **James Hawkins, Pool Service America**, James promises to be a big asset to our Board.

February 3, will be the next Board of Directors meeting at **SCP** in Weston, as always we encourage members to attend this meeting. Following the BOD meeting there will be a Chapter meeting. Speaker **Don Cesarone Jr., Van Kirk and Sons**, will go over the many changes affecting the swimming pool industry pertaining to ANSI 7 and the VGB Act. Don will help members understand the new standard prior to it going into effect in March 2009. Thank you to SCP for sponsoring this meeting.

What better way to kick off our first energy-wise meeting than in the month of March! On the 17<sup>th</sup> of the month we celebrate St. Patrick's Day with the little green leprechauns.

Going green is the wave of the future and we must address this. Our Board of Directors meeting and Chapter meeting will be on March 2 at the Weston Branch of **Proline**. There will be distributors showing us their latest green equipment; now is the time to get on board! Thank you to Proline for sponsoring this meeting.

## Central Florida

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

Thank you to **Connie Sue Centrella, Horner Educational Director**, for her presentation at the Chapter meeting in January. The topic was business plans and much was shared on how to maintain and forge ahead in these trying times.

We will not be holding a Chapter meeting in February, as we ask all of our Chapter members to show their support to the swimming pool industry by attending the Orlando Pool & Spa Show on February 19-21! This event is in our Chapter's backyard and every member should attend.

The three-day event begins with the Golf Tournament on Thursday, February 19. It is always a hit with our members, manufacturers and manufacturer's representatives. This

year will be at Hunters Creek Golf Club with an 8:00 a.m. shotgun start. There will be fun and prizes, so get out the clubs and join us on Thursday. The CE courses offered will give you the opportunity to complete all 14 hours required for license renewal. Look for many new classes this year. Please encourage all of your employees to join you at the exhibits. They will feature the latest and greatest in the pool industry. This is an opportunity to bring your employees to speak with the reps as well as see new equipment and have hands-on experience. Chapter members have a responsibility to attend the Show and support the companies who support the industry. There are members from further points in the state that may not to attend this year and we need our Central Florida Chapter members to be there in force!

## Charlotte Harbor

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

Many thanks to **Marc Gordon, HornerXpress**, for his CE presentation on chemistry at the last meeting. The next Chapter membership meeting will be held on Wednesday, March 11 at Whiskey Creek Restaurant. The meeting will begin with the social at 6:00 p.m. and dinner at 6:30 p.m.

The February 2009 Board of Directors meeting will be held on Wednesday, February 25 at 258 Bangsberg Road. The meeting will begin at 4:30 p.m.

All Chapter members are encouraged to attend the Orlando Pool & Spa Show. There will be no Chapter membership meeting in February to allow everyone time to attend the Show.

## East Central Florida

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

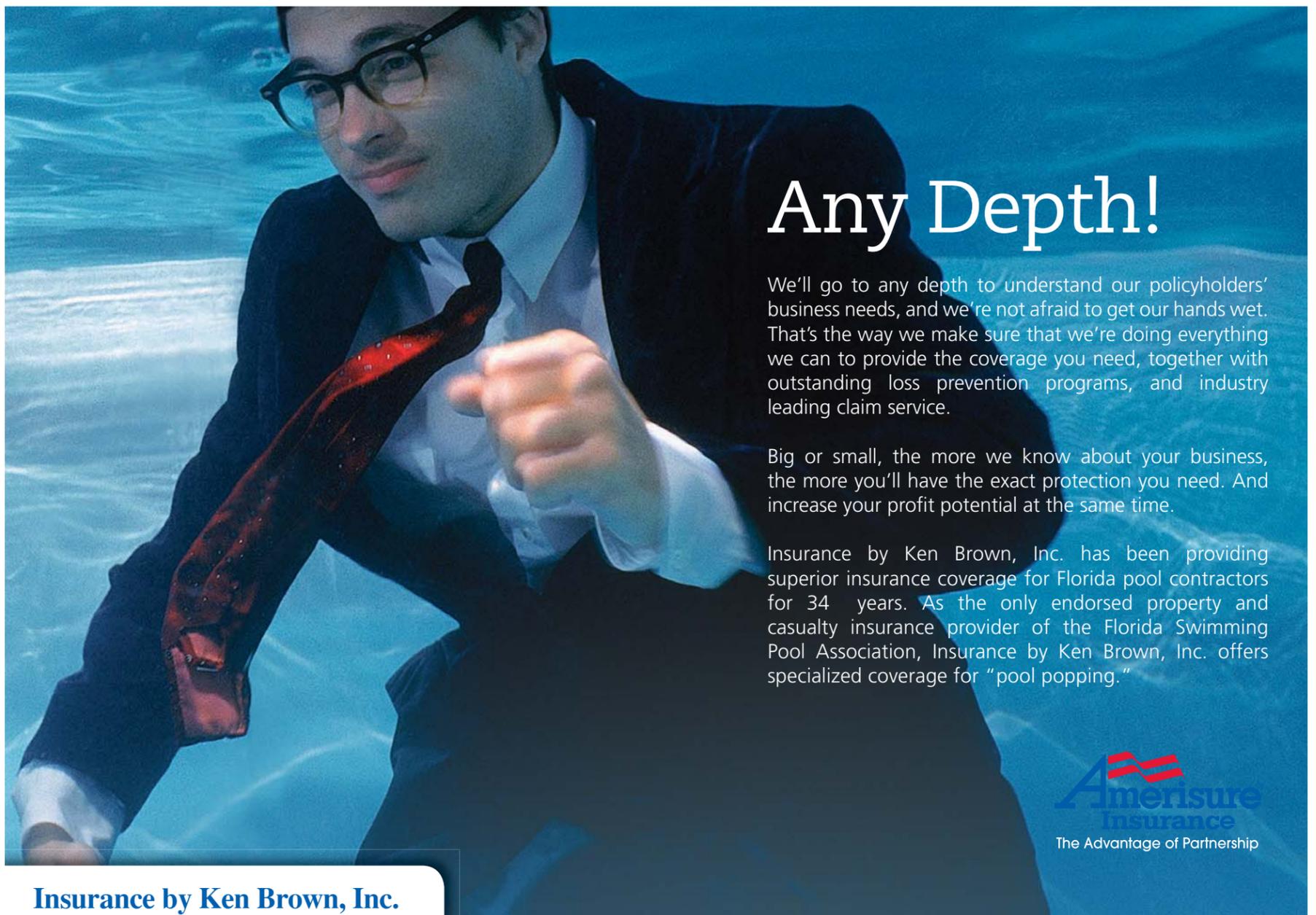
The East Central Florida Chapter has no meetings scheduled in February so that all members can spend as much time as needed to thoroughly explore the 2009 Orlando Pool & Spa Show and to take advantage of the impressive schedule of CE courses that will be offered. Members are reminded that volunteers are needed on the Show floor, as well as to monitor courses. Please contact the Chapter office if you can help out.

The Chapter thanks **Lori Bryant, Bryant Pools**, for making arrangements for Eileen Dickinson, Progressive Employer Services, to speak at the January membership meeting.

## Florida Gulf Coast

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

The Chapter Board of Directors would like to thank Jennifer Guttoso,



**Any Depth!**

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

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

Insurance by Ken Brown, Inc. has been providing superior insurance coverage for Florida pool contractors for 34 years. As the only endorsed property and casualty insurance provider of the Florida Swimming Pool Association, Insurance by Ken Brown, Inc. offers specialized coverage for "pool popping."

**Amerisure Insurance**  
The Advantage of Partnership

**Insurance by Ken Brown, Inc.**

707 Pennsylvania Ave., Ste. 1300 | Altamonte Springs, FL 32701-6414 | PH 800.940.1543 or 321.397.3870  
FAX 321.397.3888 | Email: info@insbykenbrown.com | www.insbykenbrown.com



- ✓ **Engineering Consultation & Sealed Plans Preparation**
- ✓ **Virginia Graeme Baker Pool & Spa Safety Act Grate Assessment & Compliance**
- ✓ **Site Inspections, Variance Support, & Troubleshooting**

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

Supervisor of Pools, Environmental Health & Engineering Department of Collier County Department of Health for her presentation about the commercial pool code revision 64E-9 and how it would be put into effect in Collier County. The Next Chapter membership meeting will be held in April 2009.

Effective March 1, 2009, Mitch Brooks will be assuming the role of Chapter Executive Director for the Florida Gulf Coast Chapter. Congratulations to Mitch! Andy Mallison will still continue in a support role for the Chapter.

## Florida West Coast

Executive Director: Malinda Howard  
 (727) 442-4343

[FSPAFloridaWestCoast@FloridaPoolPro.com](mailto:FSPAFloridaWestCoast@FloridaPoolPro.com)  
[www.FSPAWestCoast.com](http://www.FSPAWestCoast.com)

The Chapter Board of Directors met at noon on January 6 in Clearwater. Thank you to **Gorman Company of Clearwater** for sponsoring the luncheon. The next Board of Directors meeting will be held at noon on Tuesday, February 10 at **Florida Leak Locators**, 8340 Ulmerton Road, Largo.

Any Chapter member can sit on the Board of Directors and every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the first Tuesday of the month, but please call the Chapter office if you plan to attend. Also, please call the Chapter office with your ideas for meetings and programs. We are currently planning the new year!

Mark your calendars! The Florida West Coast Chapter will be holding its annual Golf Tournament on Saturday, May 9 at The Eagles Golf Club of Tampa Bay, located in Odessa. The tournament will begin with an 8:00 a.m. shotgun start. It isn't too early to start putting your teams together.

Have you registered for the Orlando Pool & Spa Show, February 20-21, 2009 at the Orange County Convention Center? If not, be sure to do so today at [www.OrlandoPoolShow.com](http://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!

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

## Greater Miami

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

No news this month.

## Manasota

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

[FSPAManasota@FloridaPoolPro.com](mailto:FSPAManasota@FloridaPoolPro.com)  
[www.FSPAManasota.com](http://www.FSPAManasota.com)

Many thanks to **Marc Gordon, HornerXpress**, for his one hour CE presentation on chemistry at our last Chapter membership meeting. The next Chapter membership meeting will be held on Thursday, March 19 at the Holiday Inn – Lakewood Ranch. The meeting will begin with the social at 5:00 p.m. and dinner at 5:30 p.m.

The February 2009 Board of Directors meeting will be held on Tuesday, February 3 at the Alamo Steakhouse at the Lakewood Ranch Holiday Inn. The meeting will begin at 4:00 p.m.

Please attend the Orlando Pool & Spa Show! In order to encourage attendance at Show, there will be no Chapter membership meeting in February. All Chapter members are encouraged to attend the Show.

## North Central Florida

Chapter President: Randy Taylor  
 (352) 586-5243

[FSPANorthCentralFlorida@FloridaPoolPro.com](mailto:FSPANorthCentralFlorida@FloridaPoolPro.com)  
[www.FSPANorthCentral.com](http://www.FSPANorthCentral.com)

No news this month

## Northeast Florida

Chapter President: John Garner  
 (904) 743-2060

[FSPANortheastFlorida@FloridaPoolPro.com](mailto:FSPANortheastFlorida@FloridaPoolPro.com)  
[www.FSPANortheast.com](http://www.FSPANortheast.com)

Support those who support you! Our Orlando Pool & Spa Show will be here before you know it. When things are tough, we tend to make excuses for not going the extra mile. No one needs to know that things are tough. This year it is very important for us to thank those manufacturers, suppliers and distributors who pay significant dollars to attend the Show in Orlando. The Show funds our state FSPA office and the support for our local Chapter. Plan now to attend at least one day of the Show. The more people you can bring for a day, the better. We want to pack the aisles of the convention center with people. For more information on the show including seminars and schedules go to [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com).

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

Mark your calendar. This event you do not want to miss! Our 2009



## MEET THE LATEST STANDARD IN SAFE DRAINS



## SAFETYDRAINS.COM

- SDX meets the latest standard for drain safety, ASME A112.19.8-2007
- **NO SUMP REQUIRED** – No need to chisel out a sump to meet the 1.5 times the pipe diameter sump depth requirement.
- 200 GPM flow rating on floor and 192 GPM on sidewall
- Velocity at 200 GPM = 1.485 FPS
- "Retro" version replaces existing covers up to 10" in diameter
- Available for concrete, vinyl and one/piece fiberglass pools



**Paramount**  
 Pool Life. Simplified.

[WWW.1PARAMOUNT.COM](http://WWW.1PARAMOUNT.COM)  
**1.800.621.5886**

Northeast Florida Golf Classic will be in April. It's going to be great fun with raffle prizes, cash prizes, good drink and good food. Start recruiting your team! This is our primary fundraiser for the year. We ask that all our member company's have a team play, sponsor a hole, or donate prizes or auction items. Watch your mail for sponsor and sign up information or call the Chapter office.

up through June will be March 5, April 9, May 7 and June 4. Call the Chapter office for details if you have not received your e-mail or faxed flier.

members we need to participate and support all the vendors who support the FSPA. Please make every effort to attend.

out on the road. This also applies to advertising in print, on vehicles, etc. We need input from north, central and south Brevard County.

In regards to a Pool Cleaning and Water Treatment License, the Brevard County Licensing Board wants us to fill the room with pool cleaners who want to see a specialty license in Brevard. Please attend the Service Council meeting to get all the details. We have been before the board twice already; we need your help to make a change.

Please take time out of your busy schedules to attend the meetings on Thursday, February 12 at Beef 'O' Brady's at Lake Washington. The Builders Council will start at noon followed by the Service Council which will be followed by Board of Directors meetings.

## Northwest Florida

Chapter President: Mack Crumpler  
(850) 902-1151  
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 thanks to **Gary Stockslager** and **Angel Benitez, U.S. Seal Manufacturing**, and **Jim Ellul, Vac-Alert**, for speaking at our Chapter meeting in January. Congratulations to the meeting's "Spin for Success" winners. **Don Richards, Don's Pool Maintenance**, won Marlin memorabilia; **Joe Bertolami, Bertolami Pools & Spas**, won a Publix gift card; and **Mary McKnoll, Southern Pool Plasterers**, won the 50/50.

The next membership meeting will be February 5. The calendar line

Many thanks are in order from the Polk County Chapter. Thank you to **Johanna Messer, HornerXpress-Lakeland**, for organizing and implementing our January Chapter meeting. Great job to **Larry Bosse, Blue Ribbon Smokers and Grills**, you are the best and the dinner was incredible! Thank you to **Barbara Austin, HornerXpress-Lake Mary**. We appreciate her time and dedication to FSPA and thank her for introducing our new eco-friendly program; we are anxious to get it started. Especially thank you to **Connie Sue Centrella, Horner Education Director**, for jump starting 2009 with a business plans CE course. It was a great event.

There will not be a Chapter meeting in February and we encourage all of our members and pool professionals to spend time at the Orlando Pool & Spa Show. The Show is a huge member benefit. All 14 hours of CE are available with the best in the industry teaching the educational programs. Everything that is new, exciting and different will be on exhibit. Please encourage your employees to attend with you. The Show financially supports the FSPA State office and as

## Space Coast

Chapter President: Shelly Grundhoffer  
(866) 930-3772  
FSPASpaceCoast@FloridaPoolPro.com  
www.FSPASpaceCoast.com

February is the month the rest of the country wish they lived in Florida. Well, we do and one of the most important things to do this month is to go to the Orlando Pool & Spa Show. Make sure the Space Coast is well represented at this very important event.

The local January 8 meetings went well. Your board members collected questions to ask at the committee meetings at the state level in January. The outcome of those questions will be discussed at the February meetings.

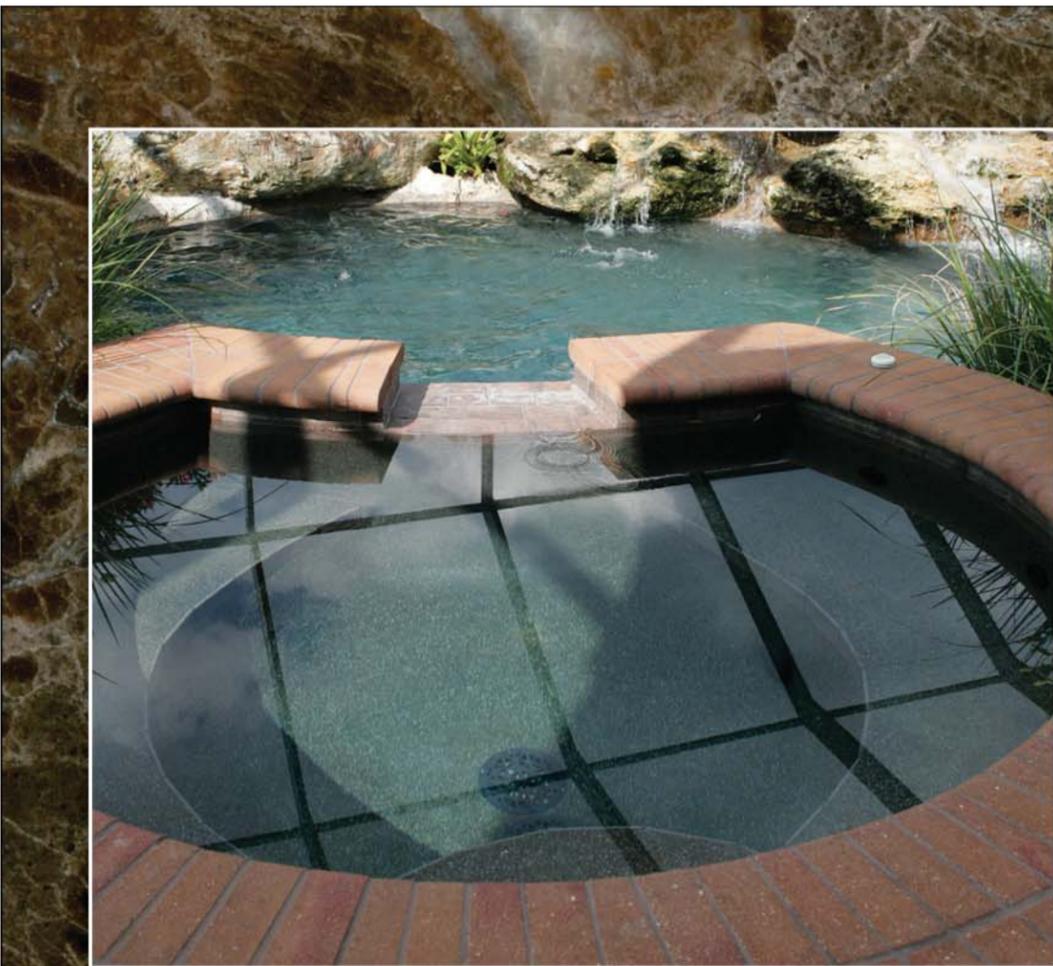
There are still a lot of questions on the VGB act. Brevard County is experiencing main drain grates being replaced by people who are not licensed to do the work. Customers then have to pay twice to have the job done. This illegal activity by unlicensed people was a hot topic at both the local Builders and Service Council meetings. It is the intent of the Chapter to have the Florida Department of Business Professional Regulation (DBPR) come to Brevard and set up a "sting" operation. Please e-mail the Chapter about any activity you or your employees see when

## Tampa Bay

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

The Chapter's Annual Golf Tournament will be held on Saturday, April 25 at Northdale Golf & Tennis Club, 4417 Northdale Boulevard, Tampa. Check in is at 7:30 a.m. and the shotgun start is at 8:00 a.m. Lunch and the awards presentation will be in the clubhouse after the players have finished. There will not only be awards but also prizes.

We need your support for the tournament. Sponsorships are \$200 and include signage and recognition



Progressive new technology makes propane easy to store, easy to control and easy to use.

Propane heats water quickly and efficiently, making it the perfect choice for heating pools and spas.

**PROPANE**  
EXCEPTIONAL ENERGY®



**Propane Gas ... clean, efficient, reliable**

Florida Propane Gas Safety, Education and Research Council  
(877) 776-7260 info@flgasassc.com

[www.PropaneFL.com](http://www.PropaneFL.com)

at the awards lunch. Player fees are \$93 and include the cart, green fees and lunch. Deadline for paid player's reservations is April 11. Make your reservations early by calling the Chapter office.

Don't miss the Orlando Pool & Spa Show, February 20-21. Show your support by volunteering as a course monitor or helping out in the FSPA membership booth. Call the state office to sign up.

There will be no Chapter dinner meeting in February due to the Show. We encourage all members and non-member to attend the show. The Board meeting will be held February 5 at 11:30 a.m. at the GrillSmith on Dale Mabry, Tampa.

## Treasure Coast

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

I hope everyone has registered for the Orlando Pool & Spa Show. There are a lot of great events planned and we look forward to seeing all of you there!

The Treasure Coast Chapter will not have a Chapter meeting in February so everyone can go support the Show. We have a special event coming up in March. We will have complete details in the next newsletter. Please contact our Executive Director if you have any questions!

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.

# Calendar of Events

## February 2009

- 3 FSPA Broward Chapter Board and Chapter Meetings SCP in Weston
- 3 FSPA Manasota Chapter Board Meeting 4:00 p.m. Alamo Steakhouse at the Lakewood Ranch Holiday Inn
- 5 FSPA Palm Beach Chapter Meeting
- 5 FSPA Tampa Bay Chapter Board Meeting 11:30 a.m. GrillSmith, 14303 N. Dale Mabry
- 10 FSPA Florida West Coast Chapter Board Meeting
- 12 FSPA Space Coast Chapter Builders Council, Service Council and Board Meetings Noon at Beef 'O' Brady's at Lake Washington

## Orlando Pool & Spa Show

### 18-19 CPO Course

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

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

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

23 FSPA Florida Gulf Coast Chapter Board Meeting

25 FSPA Charlotte Harbor Chapter Board Meeting

## March 2009

- 2 FSPA Broward Chapter Board and Chapter Meetings Proline - Weston Branch
- 5 FSPA Palm Beach Chapter Meeting
- 10 FSPA Manasota Chapter Board Meeting
- 18 FSPA East Central Florida Chapter and Board Meetings Halifax River Yacht Club, Daytona Beach
- 19 FSPA Manasota Chapter Meeting 5:00 p.m. Holiday Inn - Lakewood Ranch
- 19 FSPA Northeast Florida Chapter 5:30 p.m. Board Meeting 6:30 p.m. Chapter Meeting Baymeadows Holiday Inn
- 23 FSPA Florida Gulf Coast Chapter Board Meeting
- 25 FSPA Charlotte Harbor Chapter Board Meeting
- 27 FSPA Committee Meetings**
- 28 FSPA Board of Directors Meeting  
Hilton University of Florida, Gainesville**

*FLY with the*  
**RED BARON**



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

NET CONFIGURATIONS AVAILABLE:

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

**Nobody's more serious about nets than we are!**



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

# Jandy

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

ALL JANDY PRODUCTS WORK SEAMLESSLY TOGETHER



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



Performance  
Reliability  
Technology

What if...

## righty tighty lefty loosey

...was all your plumber needed to know?



Checkout the new Versa Plumb™ system by Jandy.

**Save Time,**

**Save Money,**

**Save Energy!**

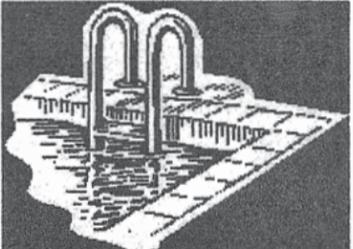


Contact your local Jandy representative for more information.

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

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

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



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

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



# ORLANDO

## POOL & SPA SHOW

February 20-21, 2009

Orange County Convention Center

Register at  
[www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com)  
(800) 548-6774

**200 Exhibitors**  
**50+ Education Courses**  
**Private Industry Party**  
**Hands-On Sessions**  
**Industry Golf Tournament**  
**Awards Reception**

**WIN CASH  
PRIZES  
\$100 - \$1,500**

**Use code #90235  
for FREE exhibit  
hall entry.**

Courses offered by



**FRIDAY'S FRONT ROW  
POOL INDUSTRY PARTY**  
Food, live music, open bar

Platinum Sponsors



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