



It is time for the Orlando Pool Show! February 15-16 - www.OrlandoPoolShow.com



Don't miss out!
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Florida Building Commission prepares to finalize 2013 Code

By Jennifer Hatfield, FSPA Government Relations Consultant

On January 16-17 the Technical Advisory Committees (TAC) of the Florida Building Commission (FBC) provided final input on the public comments for the submitted 2013 code proposals. TAC votes from October meetings, along with the recommendations made at the January meetings, will now be used to provide the full Commission guidance on which proposals should be adopted into the 2013 Code or left out of the Code. The Commission will meet February 4-5 in St. Petersburg to make final determinations, giving the public one last chance to encourage a change to any proposal, if they do not agree with a TAC recommendation.

Where does the pool industry stand with proposals affecting them? The Pool TAC met on January 16 and the first item up for discussion was whether or not to adopt the International Swimming Pool & Spa Code (ISPSC), along with a supplement to address Florida-specific requirements. Members of the TAC, along with FSPA and UPSA, noted their concerns with adopting the ISPSC during this code cycle. Concerns included the fact that there were already many changes the industry, which health and building officials had to deal with due

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Florida Pool Prosm

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PRESIDENT'S COLUMN

It is Show time!



Pete Coccaro
FSPA President

The Orlando Pool & Spa Show is earlier this year with the exhibit hall open February 15-16. I hope you and your staff have made your reservations. You still have time; don't miss out on your choice of 65 continuing education courses with approximately 50 percent being new and exciting classes.

This year with over 110,000 square feet of show space and more than 4,300 attendees expected, this is sure to be a great year. Remember to book your tickets for the Friday night party at Howl at the Moon.

FSPA members don't forget courses are being offered free to you and your staff this year. If you are a non-member, please consider joining our association.

Course fees will be reimbursed if you sign up to become a member at the show. This is a great opportunity to be part of the largest pool association in Florida. The exceptional value far supersedes the price of membership. Members are from all facets of the industry, including commercial/residential contractors, service contractors, building and government officials, landscape architects, engineers, consultants, retail stores, sub-contractors, distributors and manufacturing representatives; all speaking with an equal voice. Many types of member benefits are offered such as an insurance program, a prescription drug card, and networking opportunities to list just a few. Members are kept up-to-date on the latest proposed regulations and legislation, our government relations program constantly monitors these for changes.

Also plan on coming to the Welcome and Award Reception at the Rosen Plaza Thursday evening at 6:00 p.m. Hope to see you there and have a great Show experience!



All FSPA members are welcome to attend state Board of Directors Meetings. If you would like more information or need to RSVP visit www.FloridaPoolPro.biz/events/board-June.html or call 800-548-6774.

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YOUR BUSINESS

What are your expectations?



Wendy Parker Barsell
FSPA Executive Director

In just two short weeks more than 4,000 people are expected to be in Hall E of the Orange County Convention Center for the Orlando Pool & Spa Show. The FSPA staff and Board members

have spent most of the past year working to make this a success by developing courses and attracting manufacturers of products which can help the industry.

Do you spend time preparing to attend the Show? Do you set any goals for the Show, such as finding a new product that helps one of your customers or meeting with a rep from a new manufacturer about their product?

For those of you who attend the show each year, it can be easy to set your mind on auto-pilot. You drive to the convention center, take a few courses, walk the exhibit

hall and drive home – all without even considering the opportunities missed if you had just reviewed the exhibitor list or taken a class out of your comfort zone.

My challenge to each of you is this: Set your expectations high. Challenge yourself to talk to a new exhibitor and see if their product will help your business; take a class which may not seem to fit your business model; strike up a conversation with someone at the Friday night party and see if they have something that will solve a problem you may be experiencing. You may be surprised what you can gain personally and professionally.

I also ask that you look at the Show experience with fresh eyes and provide feedback. After the Show all attendees are e-mailed an evaluation of the event. Take a few minutes to tell us how we can make it better; suggest a class to add to the list; and let us know throughout the year if you come across a product which we should invite to participate. All of these things will help the Show continue to grow as well as help FSPA represent you in Florida!

In remembrance



Dara Kusiv passed away January 1, 2013. She was a passenger during a car crash. Dara was 20 years old and a sophomore at the University of North Florida in Jacksonville.

Dara is daughter of Randy Kusiv, Hayward Pool Products, and granddaughter of Larry Bellinger, former FSPA Executive Director for many years.

She is survived by her parents, Lynn and Randy Kusiv; her sister, Aubrey Kusiv; her brother, Stefan Kusiv; her grandmother, Beverly Bellinger, and by many aunts, uncles and cousins.

In lieu of flowers, donations can be made out to One Church Markham Woods and sent to 1675 Dixon Road, Longwood, FL 32779 in Dara's name. All donations will be sent to a family friend doing mission work and running an orphanage in Haiti. Dara volunteered some of her time with orphans in Haiti.

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INSURANCE UPDATE

The experience rating process: Significant changes are here

By David Griffiths, Insurance By Ken Brown

Many of you have an individual modifying factor on your workers' compensation policy called an Experience Modification Factor (EMF). What makes the factor "individual" is that it is unique to each business based on classifications, payrolls, claims, etc. In general terms, to be eligible for this you must pay an average of \$5,000 per year in workers' compensation premium.

The EMF represents three years of past experience. For example, the EMF for 2013 excludes 2012 but includes the three previous policy terms of 2011, 2010 and 2009. Each year a new year of claim activity is added and another older year drops out of the calculation. If you do have an EMF, you probably know that this factor may be a discount (as much as 30-40 percent) with minimal or no losses or it could be a surcharge (as high as 200 percent) with many losses.

Effective January 1, 2013 the insurance industry's experience rating system will undergo its first significant change since 1990. The calculation formula weighs claims differently in two separate categories. One is frequency of claims and the other is severity. Generally the calculation is more forgiving with one \$50,000 claim than five \$10,000 claims. In other words, the EMF will be more adversely affected by frequency than severity.

So, what is different in 2013? Since 1990 the calculation based on frequency has been limited to a maximum of \$5,000 on any individual claim. That limits the amount of damage an individual claim can do. However, in 2013 that increases to \$10,000 per claim. This is a significant increase and will be followed by increases to \$13,500 in 2014 and finally \$15,000 in 2014.

Further, this \$10,000 ceiling applies to all claims in the entire three years of the calculation, which can compound the damage for a business with multiple claims in excess of \$5,000. We are told that this change is designed to be revenue/premium neutral. For every EMF that increases by

one point, there will be one that decreases by one point. In other words, the rewards of a good/clean claims history are sweeter and the punishment from having claims is more severe.

So, what can you do? Probably not much with regards to the 2013 EMF. However, there are definite steps to be taken to help protect you in future years.

Active Safety Program: If we can prevent claims, we've really accomplished our goal! "Active" is the key word in the title. Almost all of you have this, some of you use it regularly and others refer to it sparingly. A huge role in the profitability of your business should be the development and implementation of a formal safety program. Further, you should be working toward the development of a true safety culture throughout 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.

We must look beyond just the development of the safety program, however. The key, in fact, 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).

Modified (Light Duty) Return to Work Program: So, maybe we can't prevent every claim. The implementation of this is something you can do to reduce the cost of a claim with respects to the EMF. Did you know that only 30 percent of a claim which requires just medical attention goes into the formula? So, those are the best claims to have. The first seven days of lost time are not compensable (lost wages are not payable to the employee) either. So there is a big advantage to getting the employee

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FLORIDA POOL PERMITS

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County Name	December 2011	December 2012
<i>Alachua County</i>	7	2
<i>Bay County</i>	7	5
<i>Brevard County</i>	26	18
<i>Broward County</i>	36	41
<i>Calhoun County</i>	0	0
<i>Charlotte County</i>	15	22
<i>Citrus County</i>	8	4
<i>Clay County</i>	6	9
<i>Collier County</i>	1	90
<i>Dade County</i>	31	50
<i>Duval County</i>	16	25
<i>Escambia County</i>	4	8
<i>Flagler County</i>	11	22
<i>Franklin County</i>	1	0
<i>Gadsden County</i>	0	0
<i>Gulf County</i>	0	1
<i>Hernando County</i>	4	14
<i>Highlands County</i>	5	1
<i>Hillsborough County</i>	47	69
<i>Holmes County</i>	0	0
<i>Indian River County</i>	15	14
<i>Jackson County</i>	1	0
<i>Jefferson County</i>	0	0
<i>Lake County</i>	7	11
<i>Lee County</i>	113	139
<i>Leon County</i>	3	6
<i>Liberty County</i>	0	0



County Name	December 2011	December 2012
<i>Manatee County</i>	58	75
<i>Marion County</i>	11	9
<i>Martin County</i>	10	10
<i>Nassau County</i>	2	3
<i>Okaloosa County</i>	10	12
<i>Orange County</i>	43	59
<i>Osceola County</i>	21	35
<i>Palm Beach County</i>	75	102
<i>Pasco County</i>	23	20
<i>Pinellas County</i>	20	36
<i>Polk County</i>	13	19
<i>Putnam County</i>	0	1
<i>Santa Rosa County</i>	6	13
<i>Sarasota County</i>	28	22
<i>Seminole County</i>	1	10
<i>St Johns County</i>	24	22
<i>St Lucie County</i>	4	17
<i>Sumter County</i>	8	30
<i>Volusia County</i>	20	12
<i>Wakulla County</i>	0	0
<i>Walton County</i>	9	15
<i>Washington County</i>	0	0
TOTAL	760	1073

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The experience rating process: Significant changes are here

Continued from page 7

back quickly.

When we get out beyond those seven days, however, we can really start ratcheting up the damage to the EMF quickly. Usually, as the employee recovers, the physician will provide a release to go back to work with restrictions. This means that the employee may not be able to return to their full duties but can do some work in a lesser capacity. This is spelled out clearly.

Some businesses tell the employee to stay home because they have no work they can do until they are 100 percent and return to their regular duties. And the ticker keeps running up on the EMF like those we see on the news that show our national debt skyrocketing to unheard of levels.

There are advantages, and there is lots of flexibility to the business, in bringing the employee back with restrictions. First, they can come back part time and work as little or as much as you'd like. Second, you do not have to pay them the same hourly wage they were making before if they are not performing the same duties.

Bringing them back (in some capacity) vs. sitting on the couch watching legal commercials on TV is a good strategy. Keeping them in touch with you, your company and their co-workers helps with morale as well.

With a modified, light duty program your employee remains on workers' compensation and continues to collect benefits at a lower amount because you are also paying them. This reduces the cost of the claim and, therefore, reduces the effect on the EMF calculation.

So, work hard with your insurance company to structure a job these injured employees can perform. This will, in turn, keep your EMF (and premiums) low, build morale and retain your good employees! Please let us know if you have questions and/or if we can help!

THE SCOOP ON SERVICE

Thoughts for the new year

By Fran Medernach, The Pool Pleaser

With the "Florida winter" upon us many service companies experience a slowdown and a lower volume of phone calls. Some use this time to catch up on their own equipment maintenance, vacations and inventories. This is also a good time to reflect on the past year and to think about the training and education needs of your team and how that can help you have a better new year. An excellent resource for this is the Orlando Pool and Spa Show in February.

The FSPA offers a wide variety of seminars, hands on demonstrations and continuing education credit classes. The topics range from basic swimming pool and spa chemistry, executive leadership in today's economy, to choices for the going green segment of our industry. There is truly something for every member of

your team and most of these educational benefits are free.

In addition to these resources we now have smart phone with apps (like pool water volume, saturation index and a pool dosing app) to help make our jobs easier. I once heard in a seminar that nothing happens until someone sells something, a simple truth indeed. We can make no greater investment in our businesses than to sharpen the sales skills of all our employees. The pool cleaners and technicians in the field are crucial to getting new customers and increasing sales and profits. A good practice is to have them photograph the pool and equipment they service and bring them to you for review. The more they understand the products and services you offer the more they can help your bottom line.

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Legislature back in town for committee weeks

By Jennifer Hatfield, FSPA Government Relations Consultant

The holiday break has ended and the Florida Legislature is getting into full swing, preparing for the start of the 2013 Session with committee weeks being held January 14 and 21, and February 4, 11 and 18. Bills continue to come out of bill drafting and are receiving committee references, with a few bills already receiving a first hearing. Most important to FSPA, SB 156 by Senator Nancy Detert (R-Sarasota), is our Pool Professional Bill that ensures all companies in the industry fall under the 489, F.S., pool licensure requirements by inserting water

treatment and maintenance back into the scope of work of the three pool licenses.

The bill goes on to remove the one year work experience requirement, in order to ensure there is no barrier to entry. In its place it requires 80 hours of education be taken before sitting for the exam and obtaining a pool service license. This will protect consumers but at the same time ensure those interested in becoming a pool professional can do so.

The House sponsor, Representative Larry Ahern, who sponsored this same bill

last year, is still awaiting his bill number. FSPA will continue to report on this legislation and our efforts to encourage the legislature to take up this important issue in the weeks to come.

Further, watch for bill tracking reports in upcoming editions of *Springboard*. On the horizon this session are bills addressing the Florida Building Code and unlicensed activity, wage theft and workers' compensation, amongst others.

Florida Building Commission prepares to finalize 2013 Code

Continued from front page

to HB 1263 which eliminated the health department's ability to address construction elements of a commercial pool or spa. The TAC voted 2-9 against adopting the ISPSC with Florida Supplement, noting next code cycle may be a better time to make the switch.

Next up were the remaining public pool proposals that did not receive an affirmative vote in October, due to various TAC concerns. FSPA held calls in November and December with DOH, BOAF and UPSPA representatives to find language that would

work for all parties – alternative language was submitted based on these calls and the TAC recommended adopting all of these alternative language proposals.

The final changes recommended by the TAC at their January meeting were a standards update to ensure the most up-to-date APSP standards are referenced in the 2013 Code and a separate proposal for the Energy Code to adopt Addenda A in the APSP-15 Standard. Addenda A was ANSI approved on January 9 and will resolve issues that had arisen within this

residential pool energy efficient standard. Specifically, ANSI/APSP/ICC-15 Addenda A eliminates the 36 gpm maximum flow rate requirement for single-speed pumps. All other pump energy efficiency requirements remain in place. It also addresses confusion caused by the similarity between the term "maximum flow rate" as defined in the ANSI/APSP/ICC-15 Standard and the term "maximum system flow rate" as used in ANSI/APSP-7 Standard addressing suction safety.

The Energy TAC concurred with the Swimming Pool TAC recommendation to adopt Addenda A at their January 17 meeting. It was also determined by both TACs that the specific pool pump and portable spa requirements found within the body of the code could be removed because they were duplicative to what is in the APSP-15 and APSP-14 (portable spa energy efficiency) standards. Various building officials noted that having both has, in some instances, caused confusion and misinterpretation – by simply requiring everyone to follow APSP-14 and APSP-15 (with Addenda A), this issue should be resolved.

For a full list of proposals the Swimming Pool TAC reviewed and made recommendations on, go to: www.floridabuilding.org/fbc/commission/FBC_0113/2ndcommfinal/details_with/swimming_pool.pdf

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NEW! 2010 ADA Regulations for Swimming Facilities: An Update - CILB #0609823
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Friday, 10:00 a.m. - 10:50 a.m.
Instructor: John Caden, SR Smith

Advanced Hydraulic Design for Custom Pools and Spas - CILB #0009374
Advanced / **B/S/R** / Meets: GEN / APSP: Technical
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: Steve Gutai, Zodiac Pool Systems, Inc.

Alternative Dispute Resolution -
CILB #0007785
Intermediate / **B/S/R** / Meets: BP / APSP: Bus.
Thursday, 3:00 p.m. - 4:40 p.m.
Instructor: Jim Batts, The Batts Company

An Overview of Commercial Chlorine Generation - CILB #0609220
Intermediate / **B/S** / Meets: GEN / APSP: Tech.
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Basic Hydraulics - CILB #0009331
Basic / **B/S/R** / Meets: GEN / APSP: Technical
Saturday, 10:00 a.m. - 11:40 a.m.
Instructor: John Seglem, Hayward Pool Products

Basic Pool and Spa Water Chemistry -
CILB #0006956
Basic / **B/S/R** / Meets: GEN / APSP: Technical
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Wayne Ivusich, Taylor Technologies

NEW! Building High Performance Teams -
CILB #0609821
Intermediate / **B/S/R** / Meets: GEN / APSP: Bus.
Friday, 9:00 a.m. - 9:50 a.m.
Instructor: Connie Sue Centrella, HornerXpress

Business Management - CILB #0009895
Basic / **B/S/R** / Meets: BP / APSP: Business
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Connie Sue Centrella, HornerXpress

Chapter 489 - An Overview of Contractors Responsibilities - CILB #0608746
All / **B/S/R** / Meets: L&R / APSP: Business
Saturday, 9:00 a.m. - 9:50 a.m.
Instructor: Gary Crayton, Bay Area Pool Service

NEW! Component Compatibility and Hydraulics - CILB #0609820
Basic / **B/S/R** / Meets: GEN / APSP: Technical
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Alex Krajewski, Zodiac Pool Systems

NEW! Cost Cutting Techniques to Increase Profits - CILB #0609819
Intermediate / **B/S/R** / Meets: BP / APSP: Bus.
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: Connie Sue Centrella, HornerXpress

DBPR-CILB Laws and Rules - CILB #0609216
All / **B/S/R** / Meets: L&R / APSP: Business
Friday, 2:30 p.m. - 3:30 p.m.
Instructor: Drew Winters, DBPR-CILB

Design and Repair of a Solar Pool Heating System - CILB #0609258
Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Bill Hoysradt, Abundant Energy, Inc.

Electro-Mechanical Spa Pack Repair -
CILB #0609215
Intermediate / **S** / Meets: GEN / APSP: Technical
Thursday, 1:00 p.m. - 4:00 p.m.
Instructor: Marco Munguia, Allied Innovations

NEW! Excavation Safety - CILB #0609214
Intermediate / **B/S** / Meets: WS / APSP: Technical
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Bill Jenkins, CNA Insurance

NEW! Executive Leadership in Today's Economy - CILB #0609817
Advanced / **B/S/R** / Meets: GEN / APSP: Business
Saturday, 10:00 a.m. - 10:50 a.m.
Instructor: Jack Manilla, Portofino University

NEW! Exposing Myths about Pool/Spa Chemistry - CILB #0609816
Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Wayne Ivusich, Taylor Technologies

FBC Advanced Module: 2010 Updates -
CILB #0609427
Basic / **B/S/R** / Meets: ADV / APSP: Technical
Thursday, 2:00 p.m. - 2:50 p.m.
Instructor: Don Cesarone, Van Kirk and Sons, Inc.

FBC Advanced Module: Energy Efficiency Regulations for Pools/Spas - CILB #0609428
Basic / **B/S/R** / Meets: ADV / APSP: Technical
Saturday, 11:00 a.m. - 11:50 a.m.
Instructor: Jeff Tawney, AquaCal AutoPilot, Inc.



What might be heard at Mount Rushmore about Salt Water Pools...

I check the salt level
and only use **AQUASALT**.

I keep the pH in
the correct range.

I clean the cell every
2 to 3 months of use.

I add conditioner
as needed, honestly.



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George Washington
1st President

Thomas Jefferson
3rd President

Theodore Roosevelt
26th President

Abraham Lincoln
16th President

Continuing Education courses at the Orlando Show

Continued from page 13

NEW! FBC Advanced Module: Understanding and Complying with ANSI-15 and ANSI-7 -
CILB #0609837

Intermediate / **B/S** / Meets: ADV / APSP: Tech.
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Dan Johnson, Swim, Inc.

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

Basic / **B/S/R** / Sub / Meets: BP / APSP: Business
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Tom Grandy, Grandy & Associates

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

Intermediate / **B** / Meets: BP / APSP: Business
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Dan Essig, Essig Pools

Green Equipment Choices for the Green Market Segment - CILB #0608042

Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Jeff Farlow and Rodney McCall, Pentair Water Pool and Spa

Heat Pumps Demystified and Simplified -
CILB #0609210

Advanced / **B/S/R** / Meets: GEN / APSP: Technical
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: T.J. Redman, Raypak, Inc.

How to Prevent Pools from Popping -
CILB #0608747

Basic / **B/S** / Meets: GEN / APSP: Technical
Friday, 11:00 a.m. - 11:50 a.m.
Instructor: Ken Brown, Insurance by Ken Brown, Inc., and Tony Caruso, TC Water Features, Inc.

NEW! Hydraulics and Pump Selection for the Service Professional - CILB #0609815

Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Mike Childress, Pentair Aquatic Systems

Identify and Control Five Profit Killers -
CILB #0609209

All / **S/R** / Meets: BP / APSP: Business
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Tom Grandy, Grandy & Associates

LP Gas Exam Prep Course - course #9997891

No CILB / APSP credit
Wednesday, 8:00 a.m. - 5:00 p.m.
Instructor: Steve Nokk, Gas Training Services

LP Gas Exam - course #9991234

Thursday, 8:30 a.m. - 12:00 p.m.
Instructor: Betty Merritt, Bureau of LP Gas
Must attend both days. Fee is \$300.
Passing grade required to apply for Installer C 0408 license. *Minimum of 15 registrants by 1/25.

Maintenance/Service Agreements -
CILB #0609207

Intermediate / **S/R** / Meets: BP / APSP: Business
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: Tom Grandy, Grandy & Associates

NEW! Managing Fleet Safety - CILB #0609814

Basic / **B/S** / Meets: WS / APSP: Business
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Bill Jenkins, CNA Insurance

Managing for Profitability - CILB #0609206

Intermediate / **B/S/R** / Meets: BP / APSP: Bus.
Saturday, 10:00 a.m. - 11:40 a.m.
Instructor: Tom Grandy, Grandy & Associates

NEW! Maximizing Tax Deductions through Customized Retirement Plans -

CILB #0609813
Intermediate / **B/S/R** / Meets: BP / APSP: Bus.
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Kendall Higginbotham and Bill Black, Higginbotham Financial Consulting Group of Wells Fargo Advisors

NEW! Millionaire Pool Man - Improving Profits, Building Wealth - CILB #0609812

Intermediate / **S** / Meets: BP / APSP: Business
Saturday, 10:00 a.m. - 11:40 a.m.
Instructor: Charles Baird, National Pool Route Sales

NEW! Mysteries and Myths of Metal Staining
CILB #0609811

Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Joseph Laurino, Periodic Products



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Nirvana is proud to introduce his pool heat pump series in Florida.

Special warranty package:

- + 5 years on parts and labor
- + 10 years on double titanium coil
- + 15 years on fiberglass cabinet

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renewable energy
ECONOMICAL
green energy

Continuing Education courses at the Orlando Show

Continued from page 15

ORP and pH Controllers - CILB #0609202

Intermediate / **B/S/R** / Meets: GEN / APSP: Tech
Saturday, 9:00 a.m. - 9:50 a.m.
Instructor: Jason Tyner, Hayward Pool Products

OSHA Training for Service Contractors -

CILB #0609201
Int-Adv / **B/S** / Meets: WS / APSP: Technical
Thursday, 8:30 a.m. - 11:30 a.m.
Instructor: Jay Karamanol, CNA Insurance

NEW! Ozone in Today's Leisure Water Industry - CILB #0609896

Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Friday, 9:00 a.m. - 9:50 a.m.
Instructor: Kurt Duhamell, Paramount Pool & Spa Systems

Phosphate and Enzyme Control for Increased Efficiency - CILB #0609200

Basic / **S/R** / Meets: GEN / APSP: Technical
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: Harold Evans, Orenda Technologies

NEW! Problem Solving Test Interferences - CILB #0609809

Intermediate / **B/S/R** / Meets: GEN / APSP: Tech
Saturday, 10:00 a.m. - 11:40 a.m.
Instructor: Jody O'Grady, Taylor Technologies, Inc.

NEW! Pumps and Motors (The Heart of the System) - CILB #0609808

Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Friday, 8:00 a.m. - 9:40 a.m.
Instructor: Mike Childress, Pentair Aquatic Systems

NEW! Reducing the Cost of Workers' Compensation - CILB #0609845

All / **B/S/R/Sub** / Meets: WC / APSP: Business
Saturday, 10:00 a.m. - 10:50 a.m.
Instructor: David Griffiths, Insurance by Ken Brown, Inc.

NEW! Secrets to Earning More by Selling Less - CILB #0609807

All / **B/S/R/Sub** / Meets: GEN / APSP: Business
Saturday, 10:00 a.m. - 10:50 a.m.
Instructor: Mario Rossetti, Rossetti Enterprises, LLC

NEW! Selecting the Right Heating System - CILB #0609806

Basic / **B/S/R** / Meets: GEN / APSP: Technical
Friday, 10:00 a.m. - 11:40 a.m.
Instructor: Matthew Gomulka, AquaCal AutoPilot

NEW! Selling Services the Fearless Way - CILB #0609805

All / **B/S/Sub** / Meets: GEN / APSP: Business
Saturday, 11:00 a.m. - 11:50 a.m.
Instructor: Mario Rossetti, Rossetti Enterprises, LLC

Stains: Prevention and Removal -

CILB #0609260
Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Saturday, 9:00 a.m. - 9:50 a.m.
Instructor: Jim Gay, Jack's Magic

NEW! Swimming Pool and Spa Start-Up Course - CILB #0609804 / \$300

Basic / **B/S** / Meets: GEN (7hrs) / APSP: Technical
Thursday, 8:00 a.m. - 5:00 p.m.
Instructor: Greg Garrett, National Plasterers Council
*Minimum of 15 registrants by 2/4 to be held.

Swimming Pool Excavation Safety -

CILB #0609196
Basic / **B/S** / Meets: WS / APSP: Technical
Friday, 8:00 a.m. - 8:50 a.m.
Instructor: Jonathan Parker, Amerisure Mutual Insurance Company

NEW! The Business in Your Pool - CILB #0009894

Basic / **B/S/R** / Meets: BP / APSP: Business
Saturday, 10:00 a.m. - 10:50 a.m.
Instructor: Gary Crayton, Bay Area Pool Service

The Chemistry of Water Clarity - CILB #0608787

Basic / **S/R** / Meets: GEN / APSP: Technical
Saturday, 11:00 a.m. - 11:50 a.m.
Instructor: Eric Menken, SeaKlear Pool and Spa Chemicals

NEW! The Increasing Influence of Source Water on Swimming Pool and Spa Maintenance - CILB #0609803

Basic / **S/R** / Meets: GEN / APSP: Technical
Friday, 10:00 a.m. - 10:50 a.m.
Instructor: James January, Lonza Microbial Control

NEW! The In's and Out's of Robotic Pool Cleaners - CILB #0609802

Basic / **B/S/R** / Meets: GEN / APSP: Technical
Friday, 8:00 a.m. - 8:50 a.m.
Instructor: Justin Civile, SmartPool

NEW! The Modern Pool - Doing More with Less - CILB #0609801

Basic / **B/S/R** / Meets: GEN / APSP: Technical
Saturday, 9:00 a.m. - 9:50 a.m.
Instructor: Chris Marciano, Natural Chemistry

NEW! The Pool Popping Epidemic - CILB #0609810

Basic / **B/S** / Meets: GEN / APSP: Technical
Saturday, 11:00 a.m. - 11:50 a.m.
Instructor: Jay Karamanol, CNA Insurance
Variable Frequency Drive and SVRS Pumps - CILB #0609194
Intermediate / **B/S/R** / Meets: GEN / APSP: Tech.
Saturday, 10:00 a.m. - 11:40 a.m.
Instructor: Mike Childress, Pentair Aquatic Systems

Water Balance for Pools and Spas - CILB #0609192

Intermediate / **S/R** / Meets: GEN / APSP: Tech.
Saturday, 8:00 a.m. - 9:40 a.m.
Instructor: Jody O'Grady, Taylor Technologies, Inc.

NEW! Water Quality Test Procedures and Verification Standards - CILB #0609800

Intermediate / **S/R** / Meets: GEN / APSP: Tech.
Saturday, 10:00 a.m. - 11:40 a.m.
Instructor: Ivars Jaunakais, Industrial Test Systems, Inc. (ITS)

Workers' Compensation Update - CILB #0608752

All / **B/S/R** / Meets: WC / APSP: Business
Thursday, 1:00 p.m. - 1:50 p.m.
Instructor: Kerry Tait, Insurance by Ken Brown

Workplace Safety - CILB #0006954

All / **B/S/R/Sub** / Meets: WS / APSP: Business
Thursday, 12:00 p.m. - 12:50 p.m.
Instructor: Jonathan Parker, Amerisure Mutual Insurance Company

Workplace Safety: The Impact of Accidents - CILB #0609191

All / **B/S/R** / Meets: WS / APSP: Business
Saturday, 8:00 a.m. - 8:50 a.m.
Instructor: Jonathan Parker, Amerisure Mutual Insurance Company

Hands-On Courses

Friday, February 15

12:15 p.m. - 1:15 p.m. / course #3331234

EcoStar Installation and Application

Intermediate/ Build/Install, Service/Electric/Retail. Instructor: John Seglem, Hayward Pool Products

Review stand alone vs. Goldline vs. third party automation. Address proper plumbing methods for new construction and considerations for retrofits. Review programming, timers, techniques and benefits of variable-speed pumps. Max: 30 attendees.



12:15 p.m. - 1:15 p.m. / course #3332145

Installation and Operation of the iAquaLink & Low Flow Chlorine Generation

Basic-Interm. / Builder/Service/Retail/Sub

Instructor: Alex Krajewski, Zodiac Pool Systems

Step-by-step installation and operation of the iAquaLink Control System. Installation of the Zodiac Chlorine Generators in low flow systems.



ZODIAC POOL SYSTEMS, INC.

1:30 p.m. - 2:30 p.m. / course # 3333222

ProLogic Installation and Application

Intermediate / Builder/Installer, Service/Electrical. Instructor: Joe Ketcham, Hayward Pool Products

Learn how to properly select a system and wire (high and low voltage) and configure it based on two different types of pools / spas, two-speed pump wiring and integration with ecoStar pump. Max: 30 attendees.



2:00 p.m. - 3:00 p.m. / course #3336541

Ozone & UV Together, Advanced Oxidation Process, Synergistic Sanitation for Residential Pools

Interm/Build/Service/Retail/Sub/Distributor.

Instructor: Jeff Jones, DEL Ozone

The first residential product combining ozone's strong antimicrobial oxidation power with UV radiation's germicidal action. They create a stronger oxidizer known as hydrosyl free radical by synergistically working together, enabling minimum use of chlorine.



2:45 p.m. - 3:45 p.m. / course #3334567

EcoStar Installation and Application

Intermediate / Build/Install, Service/Electrical/Retail. Instructor: John Seglem, Hayward Pool Products

Review stand alone vs. Goldline vs. third party automation. Address proper plumbing methods for new construction and considerations for retrofits. Review programming, timers, techniques and overall benefits of variable-speed pumps. Max: 30 attendees.



4:00 p.m. - 5:00 p.m. / course #3339876

Who is Stealing Chlorine From Our Pools?

Basic / Builder/Service/Retail/Sub-contractor. Instructors: Harold Evans and Monica Stamper, Orenda Technologies

Review of the White Fly in Florida, including the latest information from the University of Florida. Will clarify what the white fly is, which plant species are affected, how to locate and spot white fly, the effect they have on pools and how to properly treat affected pools.



4:00 p.m. - 5:00 p.m. / course # 3336789

Universal H-Series Gas Heater

Intermediate / Build/Install,

Service/Electrical/Retail.

Instructor: Robert Corsetti, Hayward Pool Products

Basic troubleshooting and installation considerations.



Saturday, February 16

11:30 a.m. - 12:30 p.m. / course #4441234

The Nirvana Heat Pump: Highly Efficient and Ecologically Friendly, more economical than you think!

Basic / Builder/Service/Retail/Sub-contractor

Instructor: Michel Lesage, Nirvana Heat Pump USA

An overview of thermodynamic technology and why it is the most efficient heating for pools. A cost analysis: electricity vs. natural gas. Review the Nirvana heat pump and why it is different.



11:30 a.m. - 12:30 p.m. / course #4449876

Repairing SmartPool Robotic Cleaners

Basic / Builder/Service/Retail/Sub-contractor.

Instructor: Justin Civile, SmartPool, Inc.

This course will outline the differences between SmartPool robotic cleaners and other cleaners with a hands-on technical training. Learn how to evaluate and repair a SmartPool Scrubber60 cleaner.



12:45 p.m. - 1:45 p.m. / course #4447654

Programmable Variable Speed Replacement Motor with Interface Capabilities

Basic-Adv. / Build/Service/Retail/Sub/Distributor. Instructors: Jimmy Reed and Dick Abare, Century Electric Motors

New VGreen165 now provides interface capabilities! Learn to interface our 1.65 total HP variable-speed replacement motor with third-party automation and solar controllers. Customers still enjoy all the energy savings and benefits while maintaining total control and functionality of their pools.



Hands-on courses are presented by exhibitors, are product specific and do not qualify for CE credit.

Orlando Pool & Spa Show Exhibitors

(As of 1/21/13)

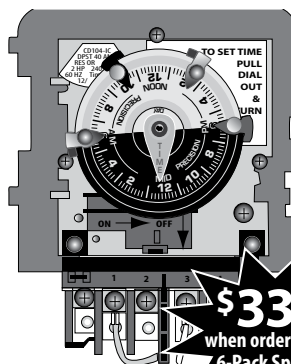
February 15-16

Company	Booth	Company	Booth	Company	Booth
1 Stop Pool Pros Inc.	1017	Bright Bay Products	946	Global Lift Corp	610
5 County Wholesale	1224	Built Right Pool Heaters LLC	1432	Gorman Company	840
A & A Manufacturing	1021	Bullfrog Spas	1405	Grand Effects	1420
A&B Brush	1120	C.L. Industries	841	Great Big Bopper by AquaCal	930
A.S.A. Manufacturing, Inc.	746	Caravelle International /		Gulfstream Heat Pumps	1224
Adjust-A-Brush	620	Quaker Plastics	1318	H2flow	1038
Advantis Technologies, A Lonza		Cargill Salt	1022	Hammerhead Patented	
Business	501	Chemical Concepts	918	Performance, Inc.	720
Air Conditioning, Heating and		CNA Insurance	1225	Hayward Pool Products	1300
Refrigeration Institute	1232	Commercial Energy Specialists	738	Heliocol USA	834
Air Supply of the Future	940	Com-Pac Filtration	1040	Horizon Spa & Pool Parts	633
Aladdin Equipment Co.	517	Compu Pool Products	1125	HornerXpress	1031
All Safe Pool Safety Products	948	Coral Seas/Yellow Out	942	HydroQuip	622
Allied Innovations / Genuine		Cover Pools	600	ICT Corp	1041
Len Gordon	732	Crystal Blue Vortex	1134	Industrial Test Systems	500
Allied Universal Corp.	1010	CrystalWorx	932	Infinity Pool Decks	1433
AlternasCapes Inc.	630	Custom Molded Products	811	Insurance By Ken Brown	547
American Granby, Inc.	1024	DBPR	539	Inter-Fab	1316
American Leak Detection	925	DEL Industries	1226	Intermatic, Inc.	1012
Anderson Manufacturing Co.	513	Dimension One Spas	1143	IPS Controllers	1327
APi	1410	Earth Surfaces of America, Inc.	726	IPSSA - Independent Pool &	
Aqa a Xylem Group Brand	627	EasyCare Products	1239	Spa Service Assn.	541
AQUA Magazine	535	ecoone	1132	J & J Electronics, Inc.	829
Aqua Products	1320	Eden Equipment	1418	Jack's Magic	1130
AquaBond LLC	1418	Environmental Compliance		Jet Line Products of Miami	919
AquaCal - AutoPilot, Inc.	931	Resources, LLC	748	Koolgrips, LLC	923
AquaChek	618	EZPoolBiller.com	625	LaMotte Company	820
AquaFinesse	635	Fiber Clear / SWIM	1326	Leisure Pools USA	510
Aquamatic Pool Covers	1227	Fiberstars, Inc.	941	LeverEdge/Solar Hydronics	
AquaPro Systems	817	Filbur Manufacturing	1221	Corp.	1416
AQUASALT, LLC	813	Fitmax, Inc.	725	Lion Pool Products	928
AquaStar Pool Products	516	Fix A Leak	734	Lochinvar, LLC	724
AquaTek	531	Flip & Float	511	Luv-Tile Ent	916
Aquatherm Industries	1018	Floating Luxuries / Advantus		Lynx Toys, LLC	843
Aquatic Access, Inc.	1411	Corp.	1333	Lyon Financial	632
Aquatica	1234	Florida Propane Gas, Safety,		Magic Plastics, Inc.	1118
Artistic Pavers	1103	Education & Research		Marpac, LLC	1409
Aryca Sports & Accessories	740	Council	1142	Master Tile Pool Division	641
ASSET - The "One & Only"		Florida Stucco Corp.	921	Matrix Z, LLC	505
Circulator	1135	Florida Swimming Pool		Maytronics US, Inc.	833
Association of Pool & Spa		Association	440	MIDE Products, LLC	1324
Professionals	543	Fluidra	611	Midwest Canvas Corporation	735
Berliss Bearing Company	634	Fox Pool Corp.	1219	Morton Salt Co.	742
BioLab Pro Sales	719	GAME	847	National Plasterers Council	643
Blue Square/Pebble Radiance	722	Gilpininc	839	National Pool Route Sales	1017
Brenntag Mid South, Inc. (Clearwater, FL)		GLI Pool Products	623	Natural Chemistry	1321
	1025				

Company	Booth	Company	Booth	Company	Booth
Next Step Products	1131	SmartPool, Inc.	1117	Tremron Group	1340
Nidec Motor Corporation	1121	SNTech, Inc.	816	TropiClear / Lo-Chlor	934
Nirvana Heat Pump, Inc.	1235	Solar Sun Rings	939	U.S. Paverscape	1047
Noble Tile Supply, Inc.	717	Solaxx LLC	824	Uma PolySolutions USA, Inc.	1043
Oldcastle Coastal	423	Southeastern Group	1424	Unicel Filter Cartridges	1116
Only About Innovation	1434	Spa Marvel	1417	United Chemical Corp	1208
Optimus	1212	Speck Pumps-Pool		United Elchem Industries	825
Orenda Technologies	612	Products, Inc.	1011	Universal Packaging	919
Oreq Corporation	1113	Stabil Concrete Pavers	743	US Pool Lifts, Inc.	1023
Ozone Joes LLC	639	Stegmeier Corporation	1109	US Pool Tile Company	1439
Palintest	738	Stenner Pump Company	1216	US Pumice Company	519
Palm Coast Sales Inc.	1427	Stone-Mart Marble &		US Seal Mfg.	1311
Paramount Pool & Spa		Travertine Group	1139	USA Pool & Toy	947
Systems	910	Strong Spas	1419	Valcon Industries	1317
Pebble Technology, Inc.	922	Structure Studios	1401	Valterra Products	1122
Pentair Aquatic Systems	903	Suburban Propane	733	W & W Marketing Corporation	741
Periodic Products	1325	SwimEx, Inc	521	Water Tech Corporation	1111
Pleatco, LLC	823	Taylor Technologies, Inc.	731	Waterway Plastics	911
Pool & Spa News	747	Techno-Solis, Inc.	1425	Wet Edge Technologies	1403
Pool Boy	1324	Tile Specialties, Inc.	1217	Xylem	503
Pool Corp.	803	TRC Recreation LP	831	Zodiac Pool Systems, Inc.	603
Pool Pro Office	508				
Pool Service Products	1435				
PoolRx	1233				
Poolvergnuegen	506				
Power Vac	638				
Praher Valves	509				
Premier Pools & Spas	1218				
Premium Leisure LLC	835				
Premix-Marbletite Mfg. Co.	1426				
PSDR Ind, LLC	1230				
Purity Pool, Inc.	943				
Raypak, Inc.	809				
RB Control Systems	1210				
Red Leopard	1020				
Regal Beloit / Century	1211				
RicoRock, LLC	1329				
RJ Filtration	727				
Rola-Chem - Paradise					
Industries	621				
Roper Products	946				
S.R. Smith, LLC	938				
SAFTRON Pool Rails	818				
Saline Generating					
Systems, LLC	1319				
San Juan Products	527				
Scottsdale Fire & Water	1140				
SeaKlear Pool & Spa					
Chemicals	830				
SGM, Inc.	711				
Skimlite	846				

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(MODEL CD104-IC SHOWN) **DIRECT POOL TIMER REPLACEMENTS**



**FITS DIRECTLY INTO INTERMATIC®
OR PARAGON® TIMER BOX.
NO TOOLS OR HARDWARE REQUIRED!**

Precision Model	Unit Price	Replaces Model
CD101-IC	\$ 33.00	T101 / T101R
CD102-IC	\$ 33.00	T102 / T102R
CD103-IC	\$ 33.00	T103 / T103R
CD104-IC	\$ 33.00	T104 / T104R

IMPORTANT CLARIFICATION - Precision Multiple Controls, Inc. does NOT sell Intermatic® or Paragon® timers. Precision manufactures and sells their own timers with brackets that allow them to fit directly into an Intermatic® or Paragon® time switch enclosure. Intermatic® is the registered trademark of Intermatic Corporation - Springfield, IL USA. P Paragon® is the registered trademark of Paragon Corporation.

\$33 each
when ordering the
6-Pack Special!
Limited Time Offer

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CD104-IC T104

	CD104-IC	T104
Made for Over 40 Years	✓ YES	✓ YES
Fully Sealed Motor for Long Life	✓ YES	- NO
2 Year Warranty	✓ YES	- NO
Easy to Read Day / Night Dial	✓ YES	- NO

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CHAPTER NEWS

Broward

Chapter Coordinator: Maggie Kloepper
(866) 930-3772

FSPABroward@FloridaPoolPro.com
www.FSPABroward.com

The new year got off to a great start with the State Board of Directors meeting in Safety Harbor, January 11-12.

The Chapter held their monthly Board of Directors Meeting on January 15 at 4:00 p.m. at Ruby Tuesday's.

On January 29 **Monica Stamper, MARC Services** representing Orenda Technologies, presented information on the White Fly invasion and products to combat the problem. It was a very informative meeting. Thank you to Monica and all who attended.

Get ready! The 2013 Orlando Pool & Spa Show is February 15-16 at the Orange County Convention Center. Don't forget, free CE courses to member companies and their employees when their membership is paid in full.

Swimming lessons saves lives. Coming in June, your Chapter will be involved in the Guinness World Record for the largest simultaneous swimming lesson. The goal is to break the standing record of 24,873 participants representing 15 different countries across five continents.

Watch for more information on upcoming events. 2013 looks to be a great year for FSPA.

Central Florida

Chapter Coordinator: Sonja Dickey
(800) 548-6774

FSPACentralFlorida@FloridaPoolPro.com
www.FSPACentralFlorida.com

The Chapter's first member meeting of the year will be a CPR certification class for you and your employees. It is scheduled for February 5 at 1:00 p.m. at **Superior Solar** in Longwood. For more information on attending, please contact Sonja Dickey, Chapter Coordinator, at Sonja@FloridaPoolPro.com.

Mark your calendar for the Orlando Pool & Spa Show, February 15-16 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. The show has Everything Under the Sunsm - new products, networking opportunities, excellent education courses and opportunities to meet directly with manufacturers. Don't forget to take advantage of the FREE CE courses this year! E-mail Sonja@FloridaPoolPro.com for more details. We hope to see many Central Florida Chapter members at the show! While you are there, see who has been chosen as the Central Florida Chapter Director of the Year. See you there!

Your 2013 Board of Directors continues to work on exciting and educational events for the rest of the year. Please let us hear from you with any suggestions for speakers or events. Due to the timing of the Show, the Chapter decided not to have a Board meeting for the month of February. Our next Board meeting, which all members are encouraged to attend, will be on Tuesday, March 12 at 2:00 p.m. at **All Pool Service and Supply**.

Charlotte Harbor

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

FSPACHarlotteHarbor@FloridaPoolPro.com
www.FSPACHarlotteHarbor.com

No news this month.

East Central Florida

Chapter Coordinator: Maggie Kloepper
(866) 930-3772

FSPAEastCentralFlorida@FloridaPoolPro.com
www.FSPAEastCentral.com

The new year got off to a great start with the State Board of Directors meeting in Safety Harbor, January 11-12.

Get Ready! The 2013 Orlando Pool & Spa Show is February 15-16 at the Orange County Convention Center. Don't forget; free CE courses to member companies and

their employees when their membership is paid in full.

The next Chapter meeting is Tuesday, February 5 at Lucky's, 2900 Bellevue Ave, Daytona Beach. **Dominick Montanaro, M & M Pools**, will be there to discuss the service license bill. The Board of Directors meeting is at 5:30 p.m. and the Chapter meeting is at 6:00 p.m.

Swimming lessons saves lives. Coming in June, your Chapter will be involved in the Guinness World Record for the largest simultaneous swimming lesson. The goal is to break the standing record of 24,873 participants representing 15 different countries across five continents.

We are always looking for members who want to make a difference in our industry and local Chapter. Please let us hear from you with any suggestions for speakers or events. We welcome and encourage member participation.

Watch for more information on upcoming events. 2013 looks to be a great year for FSPA.

Florida Gulf Coast

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

FSPAFloridaGulfCoast@FloridaPoolPro.com
www.FSPAGulfCoast.com

No news this month.

Florida West Coast

Executive Director: Malinda Howard
(727) 638-6072

FSPAFloridaWestCoast@FloridaPoolPro.com
www.FSPAWestCoast.com

The Chapter Board of Directors met at noon on Tuesday, January 8 at Country Pizza Inn in Largo. Thank you to **Linda Bice** and **Gorman Company - Clearwater** for sponsoring the luncheon. The next Board of Directors meeting will be held at noon on Tuesday, February 5 at **SCP**, located at 12344 75th St. North, Largo. Remember that every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the

first 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 Florida West Coast Chapter was pleased to host the January FSPA Board of Directors Friday Night Reception on January 11. The event was held at the 8th Avenue Pub, located at 103 Eighth Ave. North in Safety Harbor. Everyone had a great time! A big thank you to the following Chapter members for sponsoring this event: **Gorman Company, HornerXpress, SCP Distributors and Solar Source.** A special thank you to **Linda Bice, Gorman Company – Clearwater,** for providing transportation to and from the pub and to **Ian Ferguson, Jack's Magic Products, Inc.,** for chairing the event.

Marcus Howard, Rick's Pool Service, Inc., one of the Florida West Coast Chapter's 2012 FSPA Scholarship recipients, attended the FSPA Board of Directors Meeting on Saturday, January 12. He was given the opportunity to speak to the Board to thank them for the scholarship, give an update on his college education and talk about his involvement with the FSPA.

Have you registered for the Orlando Pool & Spa Show, February 15-16 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

Mark your calendar for the Orlando Pool & Spa Show, February 15-16 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. The show has Everything Under the Sunsm - new products, networking opportunities, excellent education courses and opportunities to meet directly with manufacturers. Don't forget to take advantage of the FREE

CE courses this year! E-mail Sonja@FloridaPoolPro.com for more details. We hope to see many of the Manasota Chapter members at the show! While you are there, see who has been chosen as the Manasota Chapter Director of the Year. See you there!

Due to the timing of the Show, the Chapter decided not to have a Board meeting for the month of February. Our next Board meeting, which all members are encouraged to attend, will be Tuesday, March 12 at 11:45 a.m. at the state office.

Your 2013 Board of Directors continues to work on exciting and educational events for the rest of the year. Please let us hear from you with any suggestions for speakers or events.

North Central Florida

Chapter Coordinator: Maggie Kloepper
(866) 930-3772

FSPANorthCentralFlorida@FloridaPoolPro.com
www.FSPANorthCentral.com

The new year got off to a great start with the State Board of Directors meeting in Safety Harbor, January 11-12. On behalf of the Board of Directors and Chapter members, Randy Taylor presented a \$2,000 check for the scholarship fund.

Please plan to attend the February 19 meeting to be held in Ocala.

Get Ready! The 2013 Orlando Pool & Spa Show is February 15-16 at the Orange County Convention Center. Don't forget; free CE courses for member companies and their employees when their membership is paid in full.

Swimming lessons saves lives. Coming in June, your Chapter will be involved in the Guinness World Record for the largest simultaneous swimming lesson. The goal is to break the standing record of 24,873 participants representing 15 different countries across five continents.

Watch for more information on upcoming events. 2013 looks to be a great year for FSPA.

Northeast Florida

Chapter President: Mark Turner

State office: (866) 930-3772

FSPANortheastFlorida@FloridaPoolPro.com

www.FSPANortheast.com

No news this month.

Palm Beach

Executive Director: Doris Rohner

(954) 723-0937

FSPAPalmBeach@FloridaPoolPro.com

www.FSPAPalmBeach.com

Ian Fischer, Precision Pool Service, Inc., Palm Beach Chapter member, won the "Future Leader Award" in Pleatco's Perfect Pool Guy contest. Nomination by **Susan Russell, SCP Distributors,** along with submitted video, pictures, and testimonials, sent Ian to the winner's circle.

"Ian is the type of pool guy that is constantly thriving to soak up as much education and experience as he possible can. He is never one to come up with excuses, only solutions. He is a pleasure to deal with on a daily basis. He is very responsible and honest. A trip to New Orleans would be a great way for us to show Ian how much we appreciate him as a person and responsible businessman," said Susan Russell.

Ian won a trip for two to New Orleans for the International Pool, Spa & Patio Expo 2012. The trip included airfare, transfers, hotel suite, breakfast and dinners for two for two days. He was also a Guest of Honor at the Pleatco booth at the International Pool, Spa and Patio Expo; plus he was an honored guest at the prestigious awards ceremony dinner.

Do you know what ORP is? Come to Contractors Business Park at 6:30 p.m. on March 12 for a full explanation. Oxidation Reduction Potential (ORP) controls is code-required on water activity pools and spas but has been widely misunderstood for many years.

Earn two hours of free CE credits as you receive a CES study of ORP history, measurement, control and the effects of different chemicals on commercial pools and spas in Florida. The course is ORP Oxidation Reduction Potentetial (CILB course #0008418, general, two hours. Cam course #9625010, general, two hours. CES

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providership #0000828).

CE credits are FREE throughout 2013 for members who are paid in full. Join or renew now to receive this huge member benefit. Contact the Chapter office or Bernice at the FSPA state office.

April, May and June membership meetings will focus on technical issues pertinent to the pool and spa industry. Watch your inbox and check the Chapter website, www.fspa-pb.com, for information as it becomes available.

May is National Water Safety Month and June 18 is the World's Largest Swim Lesson. The Chapter will be providing swim lessons to children in May as well as participating in the June 18 swim lesson. Teaching children to swim saves lives. Get involved at the Chapter level and help with these rewarding events.

The next FSPA state Board of Directors meeting will be June 14-15 at the Jupiter Beach Resort and Spa. Members are invited and encouraged to attend the committee meetings and/or the Board meeting. The Chapter will host a reception on Friday evening for all state Directors, welcoming them to Palm Beach County. Plan to attend and show your support for the local Board of Directors as well as those throughout Florida that are so giving of time and energy in support of your industry.

The Chapter Board of Directors is planning a fun-filled Table Top Event, dinner party, wine tasting and auction in July. Wow! Keep checking your inbox and Chapter website.

On August 13 a free CE credit course will be offered. Two CILB required hours

on workers' compensation and workplace safety would be awarded at this meeting. Mark your calendar now so you don't miss this important meeting. Remember please, free CE is available to members with dues paid in full. Now's the time to qualify; join or renew today.

The Palm Beach Chapter Board of Directors would like to give our deepest thanks to our Executive Director, Doris Rohner, for all of her enthusiasm and hard work in 2012. We all appreciate all that she does.



Doris Rohner, Executive Director for the Palm Beach Chapter.

Polk County

Chapter Coordinator: Maggie Kloepper
(866) 930-3772

FSPAPolkCounty@FloridaPoolPro.com
www.FSPAPolkCounty.com

The new year got off to a great start with the State Board of Directors meeting in Safety Harbor, January 11-12.

Get Ready! The 2013 Orlando Pool & Spa Show is February 15-16 at the Orange County Convention Center. Don't forget; free CE courses to member companies and their employees when their membership is paid in full.

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We are always looking for members who want to make a difference in our industry and local Chapter. Please let us hear from you with any suggestions for

speakers or events. We welcome and encourage member participation.

Watch for more information on upcoming events. 2013 looks to be a great year for FSPA.

Space Coast

Chapter President: Dominick Montanaro

State office: (866) 930-3772

FSPASpaceCoast@FloridaPoolPro.com

www.FSPASpaceCoast.com

The Space Coast Chapter will not be meeting in February so that our members can attend the FSPA Orlando Pool & Spa Show. The Chapter has plenty of things going on in the next few months and wants to make sure you have them penciled in on your calendars.

FSPA Legislative Days in Tallahassee will take place on March 12 – 14, and judging from the interest in the service license legislation, there will be much to talk about. **Debbie Pflug, American Leak Detection**, and **Dominick and Barbara Montanaro, M & M Pools, Inc.**, will be attending for the Chapter. The Chapter meeting for March will be at Beef 'O' Brady's in Melbourne on Thursday, March 21 at noon. This date will allow us to bring you the most up-to-date information on the service bill.

The Chapter Annual Picnic will be held on Sunday, April 7 at Pelican Beach Park in Satellite Beach. The Annual Volleyball tournament will take place here and all teams are welcome. More information will be available as we get closer to the date. Please begin talking to your people and let them know the date; the picnic is open to all employees and their families. There will not be a Chapter meeting in April.

The Chapter meeting in May is set for the ninth at Beef 'O' Brady's in Melbourne. There will be a free CE class for members and **David Griffiths, Insurance By Ken Brown**, will teach a workers' compensation class. This class is one of the required classes for renewal of your license. Please mark your calendars and plan on attending.

The Swim Safe Forever event the Chapter does with Infant Swimming Research at Wickham Park has been scheduled for May 4, so please mark your calendars. **Carl Moody, Solar Energy Systems**, has been instrumental in working with Carmen Glasser from ISR over the last



Ian Fischer, Precision Pool Service, Inc., won the "Future Leader Award" in Pleatco's Perfect Pool Guy contest. He is a member of the Palm Beach Chapter. Congratulations!

three years to help make this happen.

Also, Tuesday, June 18 at 11:00 a.m., the Chapter will be partnering with Brevard County and the Palm Bay Aquatic Center in the World's Largest Swim Lesson. The Chapter welcomes as many members who are interested in attending to join us for this event.

The Chapter will also be voting at the next meeting to continue our relationship with Brevard County and the Palm Bay Aquatic Center. Swim lessons are provided to children using a Chapter donation and matching funds from the Swimming Pool Education and Safety Foundation.

Tampa Bay

Chapter Coordinator: Maggie Kloeffer
(866) 930-3772

FSPATampaBay@FloridaPoolPro.com
www.FSPATampaBay.com

The new year got off to a great start with the state Board of Directors meeting in Safety Harbor, January 11-12.

Please make plans to attend the Yankees vs. Atlanta Braves game on March 5. It looks to be a great day of fun and networking.

Get Ready! The 2013 Orlando Pool & Spa Show is February 15-16 at the Orange County Convention Center. Don't forget; free CE courses for member companies and their employees when their membership is paid in full.

Swimming lessons saves lives. Coming in June, your Chapter will be involved in the Guinness World Record for the largest simultaneous swimming lesson. The goal is to break the standing record of 24,873 participants representing 15 different countries across five continents.

Watch for more information on upcoming events. 2013 looks to be a great year for FSPA.

Treasure Coast

Executive Director: Susan Gilbert
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com
www.FSPATreasureCoast.com

The Chapter hopes everyone is getting ready for the Orlando Pool & Spa Show on February 15-16. It will be here before you know it!

The Chapter is working on some different events for the year. Look for more information being sent out in the near future!

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 2013

- 5 FSPA Central Florida Chapter Meeting / CPR Certification
1:00 p.m. Superior Solar - Longwood

FSPA East Central Florida Chapter
5:30 p.m. Board Meeting
6:00 p.m. Chapter Meeting
2900 Bellevue Ave., Daytona Beach

FSPA Florida West Coast Chapter Board Meeting
Noon at SCP, 12344 75th St. N., Largo

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

15-16 Orlando Pool & Spa Show, Orange County Convention Center

- 19 FSPA North Central Florida Chapter Meeting

March 2013

- 5 FSPA Tampa Bay Chapter Event - Yankees vs. Braves

- 12 FSPA Florida West Coast Chapter Board Meeting
Noon at SCP, 12344 75th St. N., Largo

FSPA Palm Beach Chapter Meeting
6:30 p.m. Contractors Business Park

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

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