

## Orlando Pool & Spa Show February 19-20

Get ready for another swimming pool and spa season by attending the Orlando Pool & Spa Show February 19-20. This year's exhibits are in West Hall E of the Orange County Convention Center.

The activities begin Thursday, February 18 with the Pool Pro Classic Golf Tournament at Hunter's Creek Golf Club. This four-person scramble includes lunch, drinks and chances to win great prizes. Thursday evening the Design Awards and Welcome Reception will begin at 6:30 p.m. at the Rosen Plaza Hotel. Experience the great pools, spas and water features being built across Florida. The reception is free to show exhibitors and registered attendees.

Friday, February 19 offers continuing education courses, hands-on courses and the opportunity to walk the exhibit hall floor. Courses begin at 8:00 a.m., hands-on courses at 12:30 p.m. and the exhibit hall is open from 11:00 a.m. to 5:00 p.m. That evening food, drinks (open bar) and entertainment can all be taken care of at the Friday night industry party from 7:00 p.m. to 11:00 p.m. Shuttles will run from the official

host hotels to the festivities at NASCAR Sports Grille in Universal CityWalk.

Saturday, February 20 starts off with continuing education courses at 8:00 a.m. The exhibit hall is open from 10:30 a.m. to 3:30 p.m. with the hands-on courses beginning at 11:30 a.m. Both days of the show feature cash prizes in the exhibit hall.

The official host hotels are the Rosen Plaza and the Quality Inn Plaza. Both are within walking distance of the exhibit hall and are offering special rates for the group.

Registration is now open at [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com). The show Web site provides attendees with a wealth of information. View exhibitor information and plan out who you want to see while in the exhibit hall.



### News Splash

- **Your Business Refreshed:** A new year, a new beginning and a chance to refresh our outlook for the future. Page 4
- **Energy Talk:** The steps it takes to choose the right energy efficient pump for your customer. Page 6
- **Insurance Update:** Policy audits can keep you from overpaying on your premium. Page 8
- **Digging up Ideas:** Proper sanitation is important for indoor water features and displays to avoid waterborne pathogens like Legionella. Page 10
- **Service Scoop:** Stay informed to be sure you are working within the scope of your license. Page 12
- **Energy efficiency meeting:** FSPA members presented to energy auditors on the savings in efficient pumps and rebate programs. Page 15

### Show Highlights

#### Education:

40 new courses  
15 eco-friendly content  
9 solar energy  
5 renovation/ remodel

#### Activities:

Golf tournament  
Design Awards Reception  
Friday night party at  
NASCAR Sports Grille

#### Exhibit Hall:

New product showcase  
Solar energy showcase  
Hands-on courses

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

Published monthly by the Florida Swimming Pool Association

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

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## PRESIDENT'S COLUMN

### BIZ-E



**Eva Adcock**  
FSPA President

How many times a day do you hear people say, "I am too busy"? Do you catch yourself saying it when you are forced to do something you really don't want to do?

Well, I have to say that I am guilty. In these days and times it is quite easy to say that we don't have the time to do the things that have a lower priority on our list. We are too busy to put things away but we can find the time to look for them after they are lost.

Regarding pool industry regulations and legislation, we find the time to fight issues we disagree with after they are put into place, but many of us may have neglected to answer an e-mail beforehand that may have helped avert it.

I am suggesting that we turn the phrase busy into BZZZZE. When people used to use the term "busy" it had positive connotations like, "I am busy as a bee." and, "If you want something done, give it to a busy person." Doesn't it seem like being busy has turned into a "too busy" phrase?

As we embark on a new year, I suggest that we all examine our use of this overused phrase. The truth is, with company cut-backs and budget cuts everyone is lacking time and money. America has to get used to the "new normal." We must learn to modify our schedules to include time to help others, especially when they are helping our industry which is impacting our lives and livelihood. Specifically, below you will find a few suggestions on how to get involved. Some ideas will take more time than others

but each one is significant. The funny thing about volunteering, while you are helping others you get blessed; try it. Here are a few ideas:

- Contact your local Chapter President/ Executive Director for volunteer opportunities. Things you can help do for the chapter include setting up meeting times and locations, making reminder calls for meetings, visiting local companies to recruit FSPA members, and assist with collections, meeting minutes or other administrative tasks.
- Contact Wendy Parker to assist with the upcoming trade show! You may be the person that helps a manufacturer make the decision to exhibit. When a sales person is asking you to purchase their product, ask them if they are supporting FSPA by exhibiting. Volunteer to monitor a class or check IDs during the show. Work in the FSPA membership booth and tell others how you have benefited from FSPA.
- Contact Jennifer Hatfield, Director of Government and Public Affairs, for ways to help local legislators as they campaign for office next year. Opportunities include making phone calls, distributing campaign signs, envelope stuffing, and more.
- Serve on local Chapter committees such as Builders', Service or Community Awareness, or serve on your local Chapter Board and attend state Board meetings.

The FSPA is a member-driven, volunteer organization that is filled with people just like you that have a desire to make a worthwhile contribution of their valuable time and effort. You can never BEE too BZZZZE to lend a hand.

**CORRECTION:** In December's article "Growing your future" the following paragraph was printed with an error. We apologize for any confusion this may have caused.

Congress, lately I know you will agree, often does not give many gifts to taxpayers. **If you own a 401k (only available if plan is terminated), profit sharing plan or a regular IRA then pay attention. In January 2010 these account holders will be able to roll these types of accounts over to a ROTH IRA regardless of the modified adjusted gross income**

**(MAGI) of the account holder.** Before you read on, you must know that I am not giving you legal or tax advice and I strongly urge you to seek professional advice from your financial advisor and your CPA. But, in reading this article you will be able to attend those meetings with some very factual information to decide what is best for you and your future.

# got water?



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# YOUR BUSINESS REFRESHED



**Wendy Parker Barsell**  
FSPA Executive Director

Happy New Year! That is exactly what January brings - a new year, a new beginning and a chance to refresh our outlook for the future.

This past year we have all made adjustments to our lives and our business. Changes were made reluctantly at first, but over time most proved to be pragmatic decisions that improved efficiencies. There may be more challenging choices to make in 2010, but we are now better prepared.

A visible change here is the *Florida*

*Pool Pro<sup>sm</sup>* new look and new format. Over the years, changes have been made to the newsletter, such as font changes and going to full color, but this is the most significant. Having a tabloid size newsletter was unique to FSPA, and I resisted the change. *Florida Pool Pro<sup>sm</sup>* is, after all, something I have personally nurtured and developed almost since its inception.

But, just as you, FSPA has done evaluations of our programs to see what we can do to be more efficient and better serve the industry. The adjustment to a standard newsletter size makes the printing process easier, gives us a little more space for articles and is set up to give advertisers better visibility. We'll still have a monthly column on builder issues, service issues and energy issues, as well as your local

chapter news and events. New items include a column from me every month, that I hope you will find insightful, and other features to help your business. This is a positive change for the newsletter and FSPA as well as a fresh start for the New Year.

So, before another year passes you by, I share this story: A young sailor at sea was ordered to climb a mast to adjust a sail during a violent storm. He got halfway up, looked down, and got dizzy and sick. An old sailor on deck shouted up to him, "Look up, son, look up." The young sailor looked up, regained his composure, and completed his mission. Moral: Look ahead, not back. It is time to put 2009 (and 2008, 2007, etc.) behind us and begin 2010 with an optimistic outlook for the swimming pool and spa industry.



## Two great places to stay during the Orlando Show!

### Rosen Plaza Hotel

9700 International Drive  
Rate: \$175 / night  
Reservations: 800-627-8258

- Airline boarding passes & luggage check from hotel
- Transportation to Orlando International Airport
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- Full service on-site concierge desk
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- Complimentary luggage storage available

Both hotels are walking distance to the exhibit hall! A complimentary shuttle will be traveling from both hotels to and from the Friday night party at NASCAR Sports Grille in Universal CityWalk.



## The Pool Pro Classic Golf Tournament

Thursday, February 18  
 8:00 a.m. Shotgun Start  
 Hunter's 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> place, longest drive and closest to the pin.

Cost is \$110 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.

*Rejuvenate!*



**January 8-9, 2010**

**Committee Meetings  
 Board of Directors Meeting  
 Rosen Centre Hotel, Orlando**

**9840 International Drive  
 Orlando, FL 32819  
 Reservations: 1-800-204-7234**

### Thursday, January 7

3:00 p.m. - 6:00 p.m. Executive Committee

### Friday, January 8

8:00 - 9:00 a.m. GR Update / Legislative Agenda  
 This meeting will present an overview of legislative and regulatory items which will be discussed and voted on during committee meetings.

9:00 a.m. - 10:30 a.m. Service Council  
 10:30 a.m. - 12:00 p.m. Membership Committee  
 12:00 p.m. - 1:00 p.m. Lunch available  
 12:30 p.m. - 2:00 p.m. Builders' Council  
 2:00 p.m. - 2:45 p.m. Safety & Consumer Awareness  
 2:45 p.m. - 3:30 p.m. Trade Show  
 3:30 p.m. - 5:00 p.m. Energy Committee  
 5:00 p.m. - 6:00 p.m. Presidents & Executive Committee  
 6:00 p.m. - 7:30 p.m. Welcome Reception

### Saturday, January 9

8:00 a.m. Hall of Fame Committee  
 8:15 a.m. Person of the Year Committee (Chapter Presidents)  
 8:30 a.m. Board of Directors Meeting

**Don't forget to RSVP!**



# Choosing efficient pumps

By Dino Muggeo, Fun State Pool Service

So you are looking at the new energy efficiency requirements that come into effect in July 2010 and you are trying to decide what to do for your customers. For me, the process all got started around March 2008 when Gainesville Regional Utilities paid me a visit. They were interested in developing a pool pump rebate program and they had information on it from Pacific Gas and Electric in California and from Pentair. I had heard all the pitches about the new variable-speed pumps and listened carefully to Dan Johnson talking about what he has been doing with his pools. Still, I needed to look at the pools built in the Gainesville area and figure out what was going to work best.

The average size pool in Gainesville is approximately 15,000 gallons and runs about 10 hours a day. I looked at the two-speed pumps and calculated the amount of time the pump would need to run on low speed to turn the pool over once with a two-hour period for the pump to run on high speed to skim the pool. Roughly, it came out to eight hours on low and two hours on high to achieve one turn. Then looking at the variable-speed pump running at 20

gpm for low and 60 gpm for skimming the pool, the calculations came out the same as the two-speed pump. Using data from AO Smith and Pentair I was able to show the cost to run the single-speed, the two-speed and the variable-speed pumps. At that point it was clear that the variable-speed pump was going to use about one-fifth of the kilowatts than the two-speed and about one-seventh of the single-speed.

A customer may argue that the cost to go with a two-speed pump is less than the variable-speed pump so why pay more. The answer is in the return on the investment. The two-speed pump will take about five to seven years to pay for itself depending on whether you replaced just the motor or installed a new pump. The variable speed pump will pay for itself in two to three years depending on which model is installed. The savings depend on the size of the original pump, but as the size of the pump increases the time it takes for the pump to pay for itself goes down.

It is important to note that just replacing a single-speed pump with a variable-speed pump and setting it up to run at the same

gallons per minute as the old pump will save the customer some money but not the big savings. Variable-speed pumps are 90 percent efficient and the old pumps are about 65 percent efficient. To maximize the savings, the variable-speed pumps need to be programmed to the pool. This is where talking to the customer and knowing what the pump can and cannot do will come in handy.

With variable-speed pumps, you have to look at the pool and its use to figure out what pump to sell the customer. Some of the variable-speed pumps are programmable while others need to be paired with an automation system to set up a program. A plain pool with no water features can benefit from installing just a variable-speed pump hooked up to a standard timer. You will have to allow for the extra flow needs of a chlorinator, salt system or heater if present. If the pool is under trees, gets dirty easily or if they are running a pool cleaner, then either a programmable variable-speed pump or a variable-speed pump with automation will work but that depends on your customer.

Be prepared to make return trips to get the settings just right. As you are learning to set these pumps up correctly and even after you are a pro at it, you need to plan on making return trips to fine tune everything. If you have done your job correctly, your customer will be singing your praises when they get their electric bill.

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## Office space available in Sarasota

The FSPA state office has 470 sq.ft. of office space with a private entrance available. It includes two offices approximately 12' x 11' each, a reception area that is 12' x 16' and a restroom. Located near I-75. \$550/month includes utilities. Contact Wendy Parker Barsell for additional information at (941) 952-9293 or (800) 548-6774.



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## INSURANCE UPDATE

# How do I prepare for an audit?

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

"Hi, this is the auditor from your insurance company, and I'd like to set an appointment to meet with you."

How do you respond to these phone calls? Do you cringe and scramble for information? Do you wonder why this is necessary? Do you wonder how you can make the audit process simple and direct?

There are several factors that simplify the process, including knowing why the audit is necessary and how it benefits your organization, what information you need to provide and have on hand for the auditor, how figures are classified and categorized, and what records you need to maintain to keep your costs down regarding subcontractors.

In this article, we will discuss the reasons insurance carriers perform audits.

Many General Liability policies are

based on fluctuating exposures, such as salary, sub-costs or sales, and all Workers' Compensation policies are based on payroll, so those are the two policy types generally subject to audit. When these policies are initially written, estimated exposures are used to establish an estimated annual premium.

Since those exposures can vary, the insurance carrier audits your policy at the end of the policy term. The purpose of the audit is to determine the actual exposures, and hence, the actual premium. If your exposures are higher, your policy will be endorsed for an additional premium. If your exposures are lower, your policy will reflect a return premium.

Depending on your insurance carrier's procedures and the size of your business, you may be asked to report figures directly from your payroll records, or an auditor

may come to your business to do the work for you.

The auditor's job is to review your records and determine the authentic payroll, sub-costs or sales exposures for the expiring policy term. Again, depending on the relationship of the estimated payrolls used when the policy was written, compared to the actual figures, the audit will reflect an increase or decrease in premium.

In conclusion, you now know that the audit protects both you and the insurer by establishing the proper exposure and determining the correct premium. The goal of an audit is a win-win for all parties.

Now you know why the audit is necessary. Next month we'll discuss what information you need to have on hand when the auditor arrives.

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County Name	November 2008	November 2009
<i>Alachua County</i>	4	6
<i>Bay County</i>	8	5
<i>Brevard County</i>	41	33
<i>Broward County</i>	49	24
<i>Calhoun County</i>	0	0
<i>Charlotte County</i>	19	4
<i>Citrus County</i>	16	7
<i>Clay County</i>	6	10
<i>Collier County</i>	29	34
<i>Dade County</i>	58	48
<i>Duval County</i>	7	14
<i>Escambia County</i>	8	5
<i>Flagler County</i>	12	9
<i>Franklin County</i>	3	0
<i>Gadsden County</i>	0	0
<i>Gulf County</i>	1	1
<i>Hernando County</i>	8	8
<i>Highlands County</i>	3	6
<i>Hillsborough County</i>	47	33
<i>Holmes County</i>	0	0
<i>Indian River County</i>	14	6
<i>Jackson County</i>	0	2
<i>Jefferson County</i>	1	0
<i>Lake County</i>	6	11
<i>Lee County</i>	58	32
<i>Leon County</i>	7	3
<i>Liberty County</i>	0	0

County Name	November 2008	November 2009
<i>Manatee County</i>	36	41
<i>Marion County</i>	15	13
<i>Martin County</i>	18	10
<i>Nassau County</i>	4	4
<i>Okaloosa County</i>	9	7
<i>Orange County</i>	48	40
<i>Osceola County</i>	30	13
<i>Palm Beach County</i>	68	72
<i>Pasco County</i>	23	21
<i>Pinellas County</i>	40	20
<i>Polk County</i>	37	26
<i>Putnam County</i>	0	3
<i>Santa Rosa County</i>	6	7
<i>Sarasota County</i>	27	13
<i>Seminole County</i>	2	7
<i>St Johns County</i>	23	24
<i>St Lucie County</i>	15	10
<i>Sumter County</i>	20	4
<i>Volusia County</i>	16	22
<i>Wakulla County</i>	1	2
<i>Walton County</i>	6	6
<i>Washington County</i>	0	0
<b>TOTALS</b>	<b>849</b>	<b>666</b>



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

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## DIGGING UP IDEAS



# Danger in the mist

By Rich Tarricone, Aquatic Pool Systems

The majority of us have spent a good portion of our pool careers stressing the importance of proper sanitation usage to kill pathogens, parasites and viruses in swimming pools and spas. Very few of us have been exposed to, or we take for granted, the critical aspects of applying this same philosophy to indoor water features, or display pools and spas. How many times do we walk by a simple water feature at a trade show or department store without thinking twice of the potential hazards the public is exposed to? A prevalent waterborne pathogen is Legionella. Statistics have examples such as the Long Island Senior Center that had five cases and three deaths caused by showers and whirlpool baths or Rapid City's 17 cases and one death caused by a fountain in a restaurant area. Headlines like these make you think twice when you walk by that stagnant fountain in a neighborhood mall. I remember a statistic I read years ago stating that 12,000 people a year will contract Legionella disease and one out of five people will die. Wow!

Let's examine some facts. There are over 48 species of the bacteria that are naturally found in water and soil. They can live in pH range of 5.0 to 8.5 and tolerate temperatures of 30 to 120 F. There are

actually cases of people catching Legionella from ice rinks. They have the ability to colonize on wood, rubber and plastics by forming protective bio films. Anyone can be infected, but smokers and those with impaired immune systems are especially at risk. This has to do with the way the bacteria hide and colonize in lung tissue. The good news is that it is not considered contagious. So how do people contract it? The popular facts say the bacteria get in your system by drinking infected water, having contaminated water in your mouth, like when you are bathing, or through the respiratory system, such as being in the presence of a water feature that is atomizing water droplets.

What are the symptoms? A person who contracts Legionella usually will not know for two to ten days. They will start feeling fatigued and will probably have a high fever. Coughing and diarrhea are common along with nausea, vomiting, chest pains, muscle aches and shortness of breath. The coughing is actually the mechanism that the bacteria use to get deep into one's respiratory system. Amazingly, most people will survive but recovery may take up to a full year. The good news is that newer types of antibiotics can penetrate and kill

the evasive pathogen which, as mentioned, is trying to hide in respiratory tissues and escape treatment.

All of us need to continue to practice and preach proper water sanitation in all bodies of water regardless of their size or function. Facility personnel literally hold peoples' lives in their hands. Our bodies support and harbor countless bacteria and viruses at all times and in the right environment, these will gladly multiply. And yes, it is a great practice to promote showering before entering pools but don't forget to keep the showers clean also. One study in France showed more bacteria in the showers than in the suspect pools.

An interesting fact; if you did not know, the disease was named after an outbreak that occurred at an American Legion conference many years ago. The air conditioning system was long believed to be the culprit. It is no longer considered the popular source of the outbreak as new data suggests it was the water in the hotel. When you have a moment, learn more by checking out [www.hcinfo.com/outbreaks-news.htm](http://www.hcinfo.com/outbreaks-news.htm).

Have and promote a safe New Year.

## NEW MEMBER APPLICATIONS

### East Central Florida

Zon Solar (Other Firm – Solar) CVC056661  
Brad Ballash, Ormond Beach

### Outside Florida

Fiberweb (Manufacturer)  
Scott Anderson, Old Hickory, TN

National Swimming Pool Foundation (Associate Member)  
Michelle Kavanaugh, Colorado Springs, CO

### North Central Florida

Sunset Pool Service  
(Pool / Spa Service: including repair, refinishing & equipment servicing) CPC1457781  
Kristopher Weeks, Fort White

### Northeast Florida

Industrial Insulation Group, LLC (IIG, LLC) (Manufacturer)  
Josh & Ray Gaudin, Brunswick, GA

### Central Florida

CNA (Other Firm – Insurance)

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

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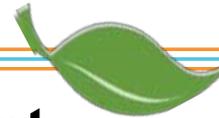


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## Keeping up with who is doing what

By Dominick Montanaro, M & M Pools

There was a time when most of us knew what was actually going on in our segment of the industry as licensed service contractors. We did what we had been doing all along, abiding by the rules and working within our scope of licensing or so we thought. Times are changing and we all need to be cognizant of who can do what and how we proceed when faced with something we are not sure falls inside our realm.

The recent CILB response to the declaratory statement submitted by Pinellas County is a prime example of how work we may have been doing all along doesn't really fall under our license category. Conversations I have had with a number of people across the state indicate that many of them have been doing "not like for like" modifications for years because their understanding was they were able to! If your company renovates commercial pools it behooves you to be knowledgeable on your limitations. The Department of Health is always involved in these projects and will become more aware of the licensing issue

and ruling as we move forward.

Knowing the rules for us is not where this ends, you also need to be aware of what others can and can't do. Unlicensed pool cleaners cannot perform any type of repair to a pool or the related equipment associated with the pool. Individuals that hold a pool specialty license also fall into specific job descriptions and should not be deviating from their work scope. Also, they are not allowed to contract with the public, they can only contract with a licensed commercial, residential or service swimming pool contractor. This requirement is not common knowledge to the average homeowner and specialty license holders jeopardize their state license if they violate this requirement. Contact your county or local code enforcement office to report this activity; you should also report this to your regional DBPR office.

A recent issue in Brevard County has surfaced where an individual approached the County Licensing Board after being fined for replacing pool pumps and motors. The individual has a pump business and

was advised by county staff he could sit for a plumber's license and with that license could replace pool equipment. Discussions with county licensing personnel have not yielded a resolution yet but we are still involved locally to fight this measure. I recently contacted the investigation supervisor of the Orlando DBPR office and his opinion mirrored the Space Coast Chapter's concern that the scope of work of a plumber does not allow this type of work. This item will be on the agenda of the state Service Council meeting in January for the FSPA to take an official position and challenge Brevard County.

I bring up this example because it is our responsibility to protect our rights and monitor what happens in our local area. The implications of bad interpretation of language will always be present but we must be aware of the issues as they arise and be willing to stand up for what is right.

We must protect our right to coexist with those who choose not to be licensed and work with those who are.

Happy New Year!

## Florida Building Code and pool renovations

By Jennifer Hatfield, Director of Government & Public Affairs

On December 1, the FBC Plumbing TAC and FBC Swimming Pool Subcommittee held a joint conference call to determine a response to declaratory petition DCA09-DEC-309, submitted by Alan Plante, building official, Orange County Building Department. The question submitted was "Does the 2007 Florida Building Code Existing Building Code apply to renovations to existing swimming pools?" Both the Plumbing TAC and Swimming Pool Subcommittee unanimously agreed that the 2007 Existing Building Code does in fact apply to renovations on an existing swimming pool. The reasoning provided was that in accordance to Section 3401.1 of the Florida Building Code, Building, structures (e.g. swimming pools) and buildings must comply with the provisions of

the Florida Building Code, Existing Building. The response to the declaratory petition was then submitted to the full Commission for determination at their December 9 meeting. The Commission unanimously agreed with the answer and reasoning provided.

In order to now clarify what aspects of the pool must be brought up to code and what type of permit would trigger this, either additional declaratory requests or 2010 code proposals must be put forth for review by the FBC Swimming Pool Subcommittee. The FSPA Builders' Council will discuss this in detail at their January 8, 2010 meeting in Orlando.

The next Florida Building Commission meetings are slated for February 1-3, 2010, at the Embassy Suites in Tampa. The FBC Pool Energy Subgroup will be meeting at

this time to determine the final product to be put forth as the 2010 pool energy code proposal, per the legislative requirements in HB 7135. The specifics of what energy proposals will be put forward in February will be discussed at the FSPA Energy Committee meeting January 8 in Orlando.

Beginning on March 1, 2010, new proposed code amendments to the 2010 code can be submitted. The submittal period goes until April 2, 2010. The FSPA will need to determine what swimming pool and spa related proposals need to be submitted, this will include the consideration of existing pool proposals and energy proposals discussed above. How FSPA will move forward with this process will be discussed at the January Board meeting in Orlando.



# ATTENDEE REGISTRATION

Advance registrations must be processed online or postmarked by February 8, 2010. After that date, please register at the event. Registration is free for FSPA members and public officials. **Exhibitors please use Exhibitor registration form.**

## REGISTRANT Copy as necessary for each attendee.

Company \_\_\_\_\_  
 FSPA member?  No  Yes: Member #: \_\_\_\_\_  
 Name \_\_\_\_\_  
 Company Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
 Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_  
 E-mail \_\_\_\_\_  
 Registrant is a Spouse / Guest / Child

### 1) What type of business is it?

- (check all that apply)
- A. Builder / Installer
  - B. Retail Store
  - C. Building Official
  - D. Manufacturer
  - E. Distributor/Wholesale
  - F. Heating
  - G. Architect / Design
  - H. Prof. Pool Mgmt
  - I. Service/ Maintenance
  - J. Subcontractor
  - K. Solar Energy
  - L. Manufacturer's Agent
  - M. Electrical
  - N. Screen Enclosures
  - O. Other \_\_\_\_\_

### 2) What is your position?

- A. Owner/CEO/President
- B. Construction/Service Mgr
- C. Mechanic/ Technician
- D. Sales/ Sales Manager
- E. Retail Clerk
- F. VP/ Exec. Management
- G. Tradesman/Subcontractor
- H. Maint/ Cleaning/ Service
- I. Architect/ Designer

### 3) What best describes your purchasing role?

- A. Make final decisions
- B. Recommend/ specify purchase
- C. Not involved

## EXHIBIT HALL & EVENT REGISTRATION

### CERTIFIED POOL & SPA OPERATOR COURSE

- (CPO) Certified Pool & Spa Operator: Feb 17-18 **\$300**

### EXHIBIT HALL - admission Friday & Saturday

- (EO) Pool Professional
- Member - flat rate **FREE**
  - Non-member - advance rate **\$20**
  - Non-member - after 2/8 **\$30**
  - Non-member - passcode \_\_\_\_\_ **FREE**
- (NM) Non-exhibiting Manufacturer/ Distributor **\$500**

### PRIVATE INDUSTRY PARTY - NASCAR Sports Grille

Friday, February 19 at NASCAR Sports Grille (Universal's City Walk)  
 Open bar, free food, free games, great music!

- (FR) **\$25** per person Number of tickets \_\_\_\_\_

### GUEST PASS PACKAGE OPTION

- (GP) Guest Pass - Exhibit hall, Courses and Private Industry Party **\$35**  
 (Includes same courses as primary registrant but with no certificate/ no credit for the guest)  
 (Limit of one guest pass package per primary registrant)

Name of primary registrant: \_\_\_\_\_

Register & pay for Golf Tournament separately - send golf form & golf payment to FSPA office.

(Non-members, check industry publications for codes giving free admission to the exhibit hall.)

**TOTAL \$** \_\_\_\_\_

## PAYMENT (Must be complete to process registration)

Check enclosed OR  Am Ex  Mastercard  Visa

Card # \_\_\_\_\_ Exp. Date (Mo/Yr) \_\_\_\_\_ Bill ZIP Code \_\_\_\_\_

Cardholder Name (print/ signature) \_\_\_\_\_ / \_\_\_\_\_

Registrations must be processed online or postmarked by February 8 for the advance rate.

**Cancellation policy:** Refunds less a \$25 per person administrative fee will be made only with notification by February 8. No refunds after February 8. Badges will not be mailed. All registrants must pick-up badge/ course tickets prior to entering classrooms or exhibit hall.



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# FSPA members promote pool pump rebates

By Dino Muggeo, Fun State Pool Service, and Paul Roth, Roll-A-Way Protective Pool Fence

For several months, members of the FSPA Energy and Sustainability Committee have been working on a strong and informative presentation promoting variable speed pumps and pool pump rebate programs.

The committee chose to bring this important message to the home energy auditors since they meet directly with homeowners who want to make their properties more energy efficient. Utility companies that have Energy Audit Departments are looking for quality energy efficient products to possibly recommend to customers that are interested in lowering their electric usage and monthly bill.

The Florida Municipal Power Agency (FMPA) is an Orlando-based, joint-action agency owned by 30 municipal utilities in the state of Florida. FMPA provides power generation and related services to those utilities in an attempt to help them provide the best possible services to their utility customers. At their bi-annual gathering in Orlando last month, FSPA members Fred Horowitz, Pentair; Dino Muggeo, Fun State Pool Service; Paul Roth, Roll-A-Way Protective Pool Fence; and Adrian Sanchez, Zodiac Pool Systems; along with Steve Elliot, GRU, and Rodney McCall, Pentair, introduced variable and multi-speed pumps to the auditors.

After an introduction of our group and purpose, Rodney McCall compared the current electrical demands of a single-speed pool pump and the energy savings by switching to a multi-speed or variable-speed unit. The City of Gainesville, through

Gainesville Regional Utilities (GRU), has had a pool pump rebate program in place for two years. Steve Elliot, GRU, spoke on the reasons they chose to lead the way in pool energy savings, the better than expected customer response and why other state utilities should follow their lead.

The 40-minute presentation included a market snapshot featuring Ocala, some third party study information and a question and answer session. During this session, a short but powerful demonstration was made using a fully functional, closed loop variable-speed display model that was "dialed" up and down through different flow rates showing a direct impact to the power demands of the unit. All the FSPA members spoke one-on-one with participants answering many questions about Gainesville's rebate program and the availability of the energy-saving pool pumps.

We exceeded our allotted time but no one seemed to mind since they were getting some valuable information. The auditors felt that they had enough information to bring back and make recommendations to their customers and to start the process of developing a rebate program. The feedback was very positive and FMPA Member Services Coordinator Sharon Samuels advised us that if these auditors perceived this presentation as a sales pitch, they would not have been so enthusiastic.

The cities of Lakeland, Lake Worth, Ocala, Orlando and Gainesville participated in this meeting. Contact information was exchanged and follow-ups are planned.

The information and presentation was developed by the entire group with the aid of Jeff Farlow, Pentair and the APSP/ANSI 15 writing committee, and John Seglem, Hayward. The FSPA group felt this was a successful model for similar presentations to be made in the future before other energy groups.



*Dino Muggeo, Fun State Pool Service, speaking with a meeting attendee*



*Fred Horowitz, Pentair, speaking with a meeting attendee*

*Steve Elliot, GRU, giving his portion of the presentation*



*The FMPA group listening to the FSPA presentation*



*The FSPA representatives giving a demonstration to the FMPA group*



# Education Courses



## Course Descriptions (alphabetically)

*Continuing Education Requirement:*

**BP** = meets Business Practices **WS** = meets Workplace Safety

**WC** = meets Workers' Compensation **GEN** = meets General **L&R** = meets Laws & Rules **ADV** = meet Advanced Module

*Additional Information:* **New** = NEW course **Eco** = Course contains Eco-friendly content

*Florida Pool & Spa Association d/b/a Florida Swimming Pool Association CILB, ECLB & BOLA providership #0000917*

*CILB = Construction Industry Licensing Board / ECLB = Electrical Contractors' Licensing Board / BOLA = Board of Landscape Architects*

### Visit [OrlandoPoolShow.com](http://OrlandoPoolShow.com) for course descriptions.

64E Code Changes (Public Swimming Pools) - #0010946 **New**  
2 hr. / Friday: 8:00 a.m. - 9:40 a.m.  
For Builders / Service Professionals / Level: All / Meets: GEN / Topic: Code / Regulation / Instructor: Mark Pabst & Bob Foster, DOH

Advanced Florida Building Code: Entrapment Protection - CILB #0010631 / BOLA #0008590  
2 hr. / Friday: 8:00 a.m. - 9:40 a.m.  
For Builders / Service Professionals  
Level: All / Meets: ADV / Mandatory  
Topic: Code / Regulation / Instructor: Richard Moseley, Champagne Pools

Advanced Measuring for In-Ground Vinyl Liners - #0608036 **New**  
2 hr. / Saturday: 10:00 a.m. - 11:40 a.m.  
For Builders / Level: Advanced / Meets: Gen / Topic: Vinyl liners / Instructor: Robert McEwen, McEwen Industries

Advanced Pool Chemistry and Troubleshooting - #0608037 **New**  
2 hr. / Saturday: 8:00 a.m. - 9:40 a.m.  
For Service Professionals / Level: Advanced / Meets: Gen / Topic: Chemistry / Instructor: Wayne Ivusich, Taylor Technologies  
Alternative Dispute Resolution - #0007785  
2 hr. / Thursday: 3:00 p.m. - 5:00 p.m.  
For Builders / Service Professionals  
Level: All / Meets: BP / Topic: Business  
Instructor: James Batts, The Batts Company

Anatomy of a Lawsuit - Blame it on the Pool Tech - #0608038 **New**  
2 hr. / Friday: 10:00 a.m. - 11:40 a.m.  
For Service Professionals / Level: Intermediate / Meets: BP / Topic: Business  
Instructor: Ray Arouesty, Arrow Insurance Service, Inc.

Basic Understanding of New Concrete Deck Coatings - #0008306  
2 hr. / Saturday: 8:00 a.m. - 9:40 a.m.  
For Builders / Level: Basic / Meets: Gen / Topic: Decks / Instructor: Bill Dugan, HornerXpress

Blue Water, Green Equipment - #0010754 **Eco** / 2 hr. / Saturday: 8:00 - 9:40 a.m.  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen  
Topic: Energy / Instructor: Alex Krajewski, Zodiac Pool Systems

Business Planning and Development - CILB #0010755 / ECLB #0800007 / BOLA #0008592 / 2 hr / Friday: 10:00- 11:40 a.m.  
For Builders / Service Professionals / Solar Energy Professionals / Level: Intermediate  
Meets: BP / Topic: Business  
Instructor: Bill Kent, HornerXpress

Business Practices of Successful Companies - CILB #0007790 / ECLB #0800088 / BOLA #0008594  
2 hr. / Friday: 10:00 a.m. - 11:40 a.m.  
For Builders / Service Professionals / Solar Energy Professionals / Level: Basic  
Meets: BP / Topic: Business / Instructor: Tom Grandy, Grandy & Associates

Changing Pool Dimensions and Modifications - #0608078 **New**  
1 hr. / Saturday: 9:00 a.m. - 9:50 a.m.  
For Builders / Level: Intermediate / Meets: Gen / Topic: Remodeling  
Instructor: Albert Underwood, Aqua-Blue Aquatech of Central FL

Chapter 489 - Contractors Responsibilities - #0010147 / 1 hr/ Friday: 10:00- 10:50 a.m.  
For Builders / Service Professionals  
Level: All / Meets: L & R / Mandatory  
Topic: Laws / Rules / Instructor: Roy Lenois, Artesian Pools of East FL, Inc.

Chlorine Generators - Understanding and Troubleshooting - #0010758  
2 hr. / Saturday: 10:00 a.m. - 11:40 a.m.  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen  
Topic: Chlorine generators  
Instructor: Sean Assam, HornerXpress

Commercial Swimming Pool Certification - #0007787 / 16 hr. / Wed. & Thurs: 8:30 a.m. - 5:00 p.m. \*Must attend both days  
For Service Professionals / Level: All / Meets: WS / Topic: Certification / Instructor: Connie Sue Centrella, HornerXpress

DBPR-CILB Update - #0007905  
2 hr. / Friday: 12:30 p.m. - 2:10 p.m.  
For Builders / Service Professionals / Solar Energy Professionals / Level: All / Meets: BP / Topic: Laws-Rules / Instructor: GW Harrell, CILB

Differential Hold Down Forces - #0608040  
1 hr. / Saturday: 8:00 a.m. - 8:50 a.m. **New**  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen  
Topic: Safety / Instructor: Ron Schroader, New Water Solutions

Florida Construction Lien Laws - CILB #0007314 / ECLB #0800013  
2 hr. / Saturday: 8:00 a.m. - 9:40 a.m.  
For Builders / Level: All / Meets: BP / Topic: Laws / Rules / Instructor: Doug Harvey, BOAF

GPS Based Fleet Management - CILB #0608041 / ECLB #0800066 **New**  
2 hr. / Saturday: 10:00 a.m. - 11:40 a.m.  
For Service Professionals  
Level: Basic / Meets: BP / Topic: Business  
Instructor: Dan Lee, FleetBoss

Green Equipment Choices for the Green Market Segment - CILB #0608042 / ECLB #0800067 **New Eco**  
2 hr. / Friday: 10:00 - 11:40 a.m.  
For Builders / Service Professionals / Level: Intermediate / Meets: Gen / Topic: Energy  
Instructor: Jeff Farlow, Pentair Water Pool & Spa

How to be Profitable in a Down Economy - CILB #0608043 / ECLB #0800065 / BOLA #0008596 **New**  
2 hr. / Friday: 8:00 a.m. - 9:40 a.m.  
For Builders / Service Professionals / Solar Energy Professionals / Level: Basic / Meets: BP / Topic: Business / Instructor: Tom Grandy, Grandy & Associates

How to do Major Pool Renovations - #0608079 **New**  
2 hr. / Friday: 10:00 a.m. - 11:40 a.m.  
For Builders / Level: Intermediate / Meets: Gen / Topic: Remodeling  
Instructor: Jack Manilla, Portofino Pools

How to Make a Million Dollars Servicing Pools - #0608044 **New**  
 2 hr. / Friday: 8:00 a.m. - 9:40 a.m.  
 For Service Professionals  
 Level: Intermediate / Meets: Gen / Topic: Business Instructor: Charles Baird, National Pool Route Sales

Hydraulics and Pump Selection - #0608087 **New**  
 2 hr. / Friday: 8:00 a.m. - 9:40 a.m.  
 For Builders / Service Professionals  
 Level: Basic / Meets: Gen  
 Topic: Hydraulics / Instructor: Mike Childress, Pentair Water Pool & Spa

LP Gas and Pool Heaters: Creating a Safe Combination - #0608045 **New**  
 3 hr. / Thursday: 9:00 a.m. - 12:00 p.m.  
 For Builders / Service Professionals  
 Level: Intermediate / Meets: WS  
 Topic: Safety / Heaters  
 Instructor: Betty Merritt, Bureau of LP Gas

Managing Chloramine - #0608046 **New**  
 1 hr. / Saturday: 8:00 a.m. - 8:50 a.m.  
 For Service Professionals / Level: Advanced / Meets: Gen / Topic: Chemistry / Instructor: Ed Lightcap, DuPont

Overcoming the Profit Vacuum in Your Service Department - CILB #0608047 / ECLB #0800064 / BOLA #0008595 **New**  
 2 hr. / Saturday: 10:00 a.m. - 11:40 a.m.  
 For Service Professionals  
 Level: Intermediate / Meets: BP  
 Topic: Business / Instructor: Tom Grandy, Grandy & Associates

Photovoltaic System Basics - CILB #0608080 / ECLB #0800085 **New Eco**  
 1 hr. / Saturday: 10:00 a.m. - 10:50 a.m.  
 For Solar Energy Professionals  
 Level: Basic / Meets: Gen / **Topic: Solar Energy** / Instructor: Gary Rex, FlaSEIA

Photovoltaic System Inspection - CILB #0608081 / ECLB #0800087 **New Eco**  
 1 hr. / Friday: 8:00 a.m. - 8:50 a.m.  
 For Solar Energy Professionals / Level: Basic / Meets: Gen / **Topic: Solar Energy**  
 Instructor: Roger Messenger, FlaSEIA

Pool Hydraulics and Safety Features, Friction and Velocity - #0608082 **New**  
 1 hr. / Saturday: 10:00 a.m. - 10:50 a.m.  
 For Builders / Level: Intermediate / Meets: Gen  
 Topic: Remodeling

Pool Surfaces 101 - #0608048 **New**  
 2 hr. / Saturday: 10:00 a.m. - 11:40 a.m.  
 For Builders / Level: Basic / Meets: Gen  
 Topic: Construction / Instructor: Shawn Still, National Plasterers Council

Prevent Business Growth from Putting You Out of Business - CILB #0608049 / ECLB #0800063 / BOLA #0008587 **New**  
 1 hr. / Saturday: 8:00 a.m. - 8:50 a.m.  
 For Builders / Service Professionals / Solar Energy Professionals  
 Level: Intermediate / Meets: BP  
 Topic: Business / Instructor: Tom Grandy, Grandy & Associates

Pricing Service and Products for a Profit Workshop - CILB #0009923 / ECLB #0800084 / BOLA #0008586  
 8 hr. / Thursday: 8:00 a.m. - 5:00 p.m.  
 For Builders / Service Professionals / Solar Energy Professionals / Level: Advanced / Meets: BP / Topic: Business / Instructor: Tom Grandy, Grandy & Associates

Project Profiles: Execution of Technically Advanced Watershapes with Challenging Site Conditions - #0010767  
 1 hr. / Friday: 11:00 a.m. - 11:50 a.m.  
 For Builder / Level: Intermediate / Meets: Gen / Topic: Construction / Instructor: Brian Van Bower, Genesis 3 Design Group

Recreational Water Illnesses in Spas - #0010769 / 1 hr / Saturday: 9:00 - 9:50 a.m.  
 For Service Professionals  
 Level: Intermediate / Meets: Gen / Topic: Chemistry / Instructor: Roy Vore, DuPont

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Recreational Water Illnesses in Swimming Pools - #0010770  
1 hr. / Friday: 10:00 a.m. - 10:50 a.m.  
For Service Professionals  
Level: Intermediate / Meets: Gen / Topic: Chemistry / Instructor: Roy Vore, DuPont

Reduced Speed Technology for Pools - #0608050 **New Eco**  
1 hr. / Friday: 9:00 a.m. - 9:50 a.m.  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen  
Topic: Energy / Pumps / Instructor: Scott Wiegman, Hayward Pool Products

Refrigeration Fundamentals as They Relate to Swimming Pool Heat Pumps - #0010771  
1 hr. / Saturday: 9:00 a.m. - 9:50 a.m.  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen  
Topic: Heaters / Instructor: Stan Taylor, Hayward Pool Products

Residential & Commercial Pool Renovation Considerations - #0608083 **New**  
1 hr. / Friday: 9:00 a.m. - 9:50 a.m.  
For Builders / Level: Basic / Meets: Gen  
Topic: Remodeling / Instructor: Richard Tarricone and Rob Sanger, Galaxy Pools

Salt Chlorinators and pH and ORP Monitoring/Dispensing - #0010773  
1 hr. / Friday: 10:00 a.m. - 10:50 a.m.  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen / Topic: Equipment / Instructor: David Pruchniewski, Goldline Controls

Solar Contractor Licensing in Florida - #0608084 **New Eco**  
1 hr. / Saturday: 8:00 - 8:50 a.m.  
For Solar Energy Professionals / Level: Basic / Meets: L & R / **Topic: Solar Energy** / Instructor: Colleen Kettles, FlaSEIA

Solar Energy Financial Incentives in Florida - #0608085 **New Eco**  
1 hr. / Friday: 10:00 a.m. - 10:50 a.m.  
For Solar Energy Professionals / Level: Basic / Meets: Gen / **Topic: Solar Energy** / Instructor: Colleen Kettles, FlaSEIA

Solar Heating Pool Inspection - #0608086 **New Eco** 1 hr. / Friday: 9:00 - 9:50 a.m.  
For Solar Energy Professionals / Level: Basic / Meets: Gen / **Topic: Solar Energy** / Instructor: Robert Zrallack, FlaSEIA

Solar Pool Heating Basics - #0608207 **New Eco** / 1 hr. / Saturday: 9:00- 9:50 a.m.  
For Solar Energy Professionals / Level: Basic / Meets: Gen / **Topic: Solar Energy** / Instructor: Christopher Maingot, FlaSEIA

Solar Water Heating Basics - #0608088 **New Eco**  
1 hr. / Saturday: 11:00 a.m. - 11:50 a.m.  
For Solar Energy Professionals / Level: Basic / Meets: Gen / **Topic: Solar Energy** / Instructor: David Bessette, FlaSEIA

Solar Water Heating System Inspection - #0608089 **New Eco**  
1 hr. / Friday: 8:00 a.m. - 8:50 a.m.  
For Solar Energy Professionals / Level: Basic / Meets: Gen / **Topic: Solar Energy** / Instructor: David Bessette, FlaSEIA

Suction Entrapment and Avoidance Using SVRS Devices - #0608051 **New**  
1 hr. / Saturday: 9:00 a.m. - 9:50 a.m.  
For Builders / Service Professionals / Level: Basic / Meets: Gen / Topic: Safety / Instructor: Scott Wiegman, Hayward Pool Products

Technical Advancement in Swimming Pool Heating - #0010775 **New Eco**  
2 hr. / Friday: 8:00 a.m. - 9:40 a.m.  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen / Topic: Energy / Heaters / Instructor: Matthew Gomulka / Jeff Tawney, AquaCal AutoPilot

The Saturation Index Simplified - #0608052 **New** / 1 hr. / Friday: 9:00 a.m. - 9:50 a.m.  
For Builders / Service Professionals  
Level: Basic / Meets: Gen / Topic: Construction / Instructor: Randy Dukes, National Plasterers Council

Troubleshooting Pool and Spa Automation - #0608053 **New**  
2 hr. / Saturday: 10:00 a.m. - 11:40 a.m.  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen / Topic: Automation / Instructor: Alex Krajewski, Zodiac Pool Systems

Turning Green to Gold - #0608035 **New Eco** 1 hr. / Saturday: 10:00 - 10:50 a.m.  
For Builders / Service Professionals / Level: Intermediate / Meets: Gen / Topic: Energy / Instructor: Connie Sue Centrella, HornerXpress

Understanding Pool and Spa Water Testing - #0608026 **New**  
2 hr. / Friday: 8:00 a.m. - 9:40 a.m.  
For Service Professionals / Level: Basic / Meets: Gen / Topic: Chemistry / Instructor: Ivars Jaunakais, Industrial Test Systems

Understanding Solar Technology - #0608090 **New Eco** 2 hr / Friday: 10:00- 11:40 a.m.  
For Solar Energy Professionals  
Level: Intermediate / Meets: Gen / Topic: **Solar Energy** / Instructor: Bill Hoysradt, Abundant Energy

Understanding the Cost of Start-ups - #0608025 **New**  
1 hr. / Saturday: 8:00 a.m. - 8:50 a.m.  
For Builders / Level: Basic / Meets: Gen  
Topic: Construction / Instructor: Randy Dukes, National Plasterers Council

Understanding the Types of Pool Renovation - #0608091 **New**  
1 hr. / Friday: 8:00 a.m. - 8:50 a.m.  
For Builders / Level: Basic / Meets: Gen  
Topic: Remodeling / Instructor: Donald Cesarone, Van Kirk and Sons

Variable Frequency Drive Pumps - #0608092 **New Eco**  
2 hr. / Saturday: 10:00 - 11:40 a.m.  
For Builders / Service Professionals  
Level: Intermediate / Meets: Gen / Topic: Energy / Pumps / Instructor: Mike Childress, Pentair Water Pool & Spa

Virginia Graeme Baker Pool and Spa Safety Act - #0608024 **New**  
2 hr. / Saturday: 10:00 a.m. - 11:40 a.m.  
For Builders / Service Professionals  
Level: All / Meets: Gen / Topic: Safety / Regulation / Instructor: Steve Barnes, Pentair Water Pool & Spa

Water Features and Effects - #0608093 **New** 2 hr. / Friday: 10:00 a.m. - 11:40 a.m.  
For Builders / Level: Intermediate / Meets: Gen / Topic: Construction / Instructor: Mike Childress, Pentair Water Pool & Spa

Workers Compensation - CILB #0006955 / ECLB #0007551 / BOLA #0008584  
1 hr. / Thursday: 12:30 p.m. - 1:30 p.m. and Saturday: 9:00 a.m. - 9:50 a.m.  
Mandatory  
For Builders / Service Professionals / Solar Energy Professionals / Level: All / Meets: WC / Topic: Workers Comp / Instructor: Ken Brown, Insurance by Ken Brown

Workplace Safety - CILB #0006954 / ECLB #0007553 / BOLA #0008597  
1 hr. / Thursday: 1:45 - 2:45 p.m. / Mandatory  
For Builders / Service / Solar Energy Professionals / Level: All / Meets: WS / Topic: Safety / Instructor: Jonathan Parker, Amerisure

Workplace Safety - Reducing Back Injuries - CILB #0608023 / ECLB #0800068 / BOLA #0008598 **New** 1 hr / Saturday: 8:00-8:50 a.m.  
For Builders / Service Professionals / Solar Energy Professionals / Level: All / Meets: WS / Topic: Safety / Instructor: Jonathan Parker, Amerisure

*\*Courses and instructors are subject to change at any time.*

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

## CHAPTER NEWS

### Broward

Chapter President: Brian Kelly  
 State office: (866) 930-3772  
 FSPABroward@FloridaPoolPro.com  
 www.FSPABroward.com

No news this month.

### Central Florida

Chapter President: Steve Bludworth  
 (800) 416-6774  
 FSPACentralFlorida@FloridaPoolPro.com  
 www.FSPACentralFlorida.com

The current economic conditions have greatly reduced the work load at the Chapter office. Chapter revenue has also been reduced; therefore, the Central Florida Chapter has decided to handle the Chapter's business without an executive director for the time being. The duties that the executive director performed are going to be handled by members of the Board of Directors.

We appreciate all that Mary Manion has done for our Chapter during her 10

years serving our members. Mary was much more than just staff; she was a friend to all of us. She will be missed but not forgotten. All our best to Mary.

The following were elected as Chapter officers and directors: President **Steve Bludworth, All-Pool Service & Supply**; Vice President **Jackie Arnault, The Pool Pleaser**; Secretary/Treasurer **Donna Christensen, Pool Corp**; and Directors **Adam Alstott, Tropical Pools and Spas**; **Ken Brown, Insurance by Ken Brown**; **Tony Caruso, TC Water Features**; **Alan Cooper, Alan Cooper Consulting**; **Richard Mosley, Champagne Pools of Central Florida**; **Linda Sutton, Aqualine Design**; **Paul Roth, Roll-A-Way Protective Pool Fence**; **Colleen Salvage, Central Florida Advertising & Design**; **Brett Holland, Holland Pools**; **Richard Smith, Superior Solar Systems**; and **Ken Vierk, Sunsational Pool Systems**.

There will be a Board of Directors meeting on January 12 at noon at Steve Bludworth's office. The Builders' Council meeting will be held at the Home Builders Association on January 27 at 2:00 p.m. There will be no regular Chapter meeting in January.

### Charlotte Harbor

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

No news this month.

### East Central Florida

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

The East Central Florida Chapter is trying something new for the new year – a lunchtime meeting. Slated for Wednesday, January 20 at the Olive Garden in Ormond Beach, the meeting will feature a short Board of Directors meeting at 11:30 a.m. followed by lunch (everyone can order from the menu) at noon and a brief Chapter meeting. Details will be available in the Chapter's monthly newsletter, Pooltalk.

The Chapter wishes everyone a happy, healthy and prosperous New Year!



## Private Pool Industry Party at NASCAR Sports Grille

Friday, February 19 - 7:00 p.m. - 11:00 p.m.

\$25 per person

Includes Open Bar, Food, Gameroom and Music!

Relax!



Event Sponsors:



## 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

Happy New Year to all from the Florida West Coast Chapter!

The Chapter Board of Directors met at noon on Tuesday, December 1. The next Board of Directors meeting will be held at noon on Tuesday, January 5 at Applebee's at Tri City Plaza, 5110 East Bay Drive, Clearwater. We will be working on planning the 2010 Chapter calendar so bring your ideas for Chapter meetings and social events. We already have our date set for our Spring Golf Tournament! Remember that any Chapter member can sit on the Board of Directors and every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the first Tuesday of the month, but please call or e-mail the office if you plan to attend.

## Manasota

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

FSPAManasota@FloridaPoolPro.com  
www.FSPAManasota.com

No news this month.

## North Central Florida

Chapter President: Randy Taylor  
State office: (866) 930-3772

FSPANorthCentralFlorida@FloridaPoolPro.com  
www.FSPANorthCentral.com

No news this month.

## Northeast Florida

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

FSPANortheastFlorida@FloridaPoolPro.com  
www.FSPANortheast.com

There was no Chapter meeting in December due to the holidays. We hope everyone had a blessed and safe holiday season. Now let's gear up for a tremendous 2010!

The next monthly Chapter meeting will be Thursday, January 21 at the Holiday Inn Town Center. The Board meeting is from 5:00 – 6:00 p.m., there is a social from 6:00 - 6:30 p.m. and the meeting and food will begin at 6:30 p.m. Watch your e-mails and faxes for a reservation form. Please pay attention to the RSVP date; we want to make sure you get to eat!

Please register early for the upcoming Orlando Pool & Spa Show taking place February 19-20, 2010. Remember some of the required courses for your license will not be offered both days as in the past. Look at [www.OrlandoPoolShow.com](http://www.OrlandoPoolShow.com) for additional information on attending the show and CE courses.

While at the show, be sure to visit the PIPAC silent auction booth and help support this vital part of our organization. As many of you know, PIPAC is one of the Florida pool and spa industry's most important vehicles when it comes to making a difference in how legislative decisions

affect our industry. PIPAC provides us an opportunity to contribute to state and local campaigns of candidates that we think will be proponents for small business owners and the construction industry. It will be imperative that the pool industry, through PIPAC, take an active part in the 2010 election cycle that is currently underway. Not only is this a historic year where all cabinet positions will see newly elected officials (Governor, Attorney General, CFO, and Department of Agriculture), but all 120 house seats are up for re-election, as well as 20 of the 40 State Senate seats. Further, 24 of those House seats and nine of the Senate seats are being vacated by the incumbent due to term limits - this means there will be at least 33 new faces in the state legislature come November 2010. These new faces need to know who we are and we need to support those we think will be effective legislators. There are even some candidates running this year with direct ties to the pool industry! Please show your support by bidding high!

Just a reminder, the golf tournament will be in April 2010. Planning for this event begins in January so think about how you would like to volunteer. There are many ways to be involved: securing raffle donations, recruiting teams or volunteering at the event. We will have another ballpark outing as well as other events throughout the year for you to get involved with.

We are all feeling the crunch of the tough economic times. Let's continue to

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work together and make this Chapter the best! We all welcome your comments and suggestions to help our Chapter thrive in the coming year.

## Northwest Florida

Chapter President: Mack Crumpler  
(850) 902-1151

FSPANorthwestFlorida@FloridaPoolPro.com  
www.FSPANorthwest.com

No news this month.

## Palm Beach

Executive Director: Doris Rohrer  
(888) 818-9618

FSPAPalmBeach@FloridaPoolPro.com  
www.FSPAPalmBeach.com

December 2 was the Chapter's Christmas Holiday Happy Hour and a gift exchange. This year's restaurant of choice was the Old Key Lime House, Lantana. In a private area decorated for Christmas, members enjoyed happy hour. The laughter in the pictures shows how much fun everyone had. Dinner was superb as well as the dirty Santa gift exchange, a



Mary McKnoll, Southern Pool Plasterers, opening a present.



Kim Allert, Southern Pool Plasterers; Louise Stehman, Broward Pool Company; and Linda Grove, Horizon Pool and Patio enjoying the festivities.

variation of the traditional white elephant gift exchange. **Louise Stehman, Broward Pool Company**, came as Rudolph. Even Santa showed up as one of the gifts.

We're starting the new year off with a great Chapter program presented by Hayward. **Larry Litwin, Hayward**, will be doing a hands-on program and help pinpoint servicing issues with his product line. Join us at Contractors Business Park on January 2.

The Service Council will meet at 5:00 p.m. on January 2 and the Builders' Council meeting will start at 5:30 p.m. The Chapter Board of Directors will also meet at 5:30 p.m. with the general Chapter meeting registration and sign-in starting at 6:30 p.m. Larry Litwin's program will start promptly at 7:00 p.m. If you need a registration form please contact the Chapter office or visit [www.fspa-pb.com](http://www.fspa-pb.com).

The Chapter Board of Directors has selected **Dan Welsh, SCP Distributors**, as its FSPA Director of the Year. Dan's commitment to the Chapter and FSPA go unsurpassed. Dan passed away September 27 so **Steve Hackl, Hackl Pool Construction**, will accept the award for Dan and present it to his family.

Upcoming meeting dates are January 2, February 3 and March 3. Check [www.fspa-pb.com](http://www.fspa-pb.com) for meeting topics as they become available.

March 13 is the Chapter Scavenger Hunt and Road Rally. This event is the annual fundraiser for the Chapter and also for the Palm Beach Drowning Prevention Coalition. Please plan to attend this unbelievably fun family event. Bring you family, friends, neighbors and your employees. A registration flyer will be released soon.

Here's hoping your holiday season was all you hoped for and that we will see you at each and every Chapter meeting in 2010. There's something for everyone so mark you calendars for the first Wednesday of each month.

## Polk County

Chapter President: Andy Hernan  
State office: (866) 930-3772

FSPAPolkCounty@FloridaPoolPro.com  
www.FSPAPolkCounty.com

No news this month.

## Space Coast

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

The Space Coast Chapter Christmas Party on December 5 at Patrick Air Force Base was a huge success. Fifty one people enjoyed an evening of camaraderie, food, libations, music and karaoke. The party was topped off by an evening launch of a Delta rocket that illuminated the beach, ocean and the sky. Thank you to all who attended and helped plan the event, especially **Shelly Grundhoffer, Aqua-Rite; Eva and Mike Adcock, Best Pools of Brevard;** and **Dominick Montanaro, M & M Pools**. Special thanks go to **Rob Dimare, Pentair**, who donated a Sand Shark cleaner and an Intelliflo Variable Flo Pump to be used as give-aways and to **Carl Moody, Solar Energy Systems of Brevard**, who donated a \$50 gift certificate for the raffle.

The Space Coast Chapter officers for 2010 are President **Dominick Montanaro, M & M Pools**; Vice President **Carl Moody, Solar Energy Systems of Brevard**; Treasurer **Eva Adcock, Best Pools of Brevard**; and Secretary **Debbie Pflug, American Leak Detection**. Other Chapter Board members are **Shelly Grundhoffer, Aqua-Rite; Albert Underwood, Aqua-Blue Aquatech of Central Florida; Bobby Johnson, Aqua-Rite;** and **Paul Roth, Roll-A-Way Protective Pool Fence**. The Chapter seats on the state Board will be held by Dominick Montanaro, Carl Moody and Debbie Pflug.

**Shelly Grundhoffer, Aqua-Rite**, is stepping down as president after three years in the position in which she has done a stand-up job for the Chapter. Shelly handled the responsibilities of president, the executive director and any other task thrown her way in serving the Chapter. We all owe her thanks for the time she devotes on your behalf.

The next Chapter meetings will be held on Thursday, January 14 at noon starting with the Builders' Council followed by the Service Council and finishing with the Chapter Board meeting. The meetings will be held at Beef 'O' Brady's on Wickham Rd., Melbourne. Please call or e-mail Dominick Montanaro to RSVP your attendance, 321-777-4847 or [dmontanaro1@cfl.rr.com](mailto:dmontanaro1@cfl.rr.com).

I look forward to a great year serving

as your president with an outstanding group of Board members who help make our Chapter stand out in the state.

Happy New Year!

## Tampa Bay

Executive Director: Karen Cobo  
(813) 265-2907

FSPATampaBay@FloridaPoolPro.com  
www.FSPATampaBay.com

The next Board of Directors meeting will be held at 11:30 a.m. on Wednesday, January 6 at the Tilted Kilt, North Dale Mabry, Tampa. Remember that any Chapter member can sit on the Board of Directors and every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the first Wednesday of the month, but please call or e-mail the office if you plan to attend.

We will be working on the 2010 Chapter calendar. Please call the Chapter office with

your ideas for meetings and programs.

We are all feeling the crunch of the tough economic times. Let's continue to work together and make this Chapter the best! We all welcome your comments and suggestions to help our Chapter thrive in 2010.

The Chapter will host its annual golf tournament in April, another ballpark outing and other events throughout the year. These are all opportunities for you to get involved.

Don't forget to mark your calendars to the Reconnect, Refine, and Rejuvenate at the Orland Pool & Spa Show on February 19-20.

Congratulation it's girl! We want to welcome a new family addition, Elaina Kaye Andrews. She was born on December 7, 2009 to proud parents Todd and Andrea Andrews, Sunshine Pool Service & Supply, Inc. She weighed in at 6 pounds, 10 ounces and was 19 inches long.

Happy New Year! We hope everyone enjoyed the holidays and are ready for a new year! We wish you all a great 2010!

## Treasure Coast

Executive Director: Susan Gilbert  
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com  
www.FSPATreasureCoast.com

Happy New Year! Our Christmas party was small but fun! It was a great way to end the year on a positive note.

Our first meeting of the year will be January 21 at Red Lobster Restaurant, 6401 Darter Ct, Fort Pierce. It is easy to get to off of 95 or the Florida Turnpike. The meeting will begin at 6:30 p.m. Look forward to seeing you there!

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

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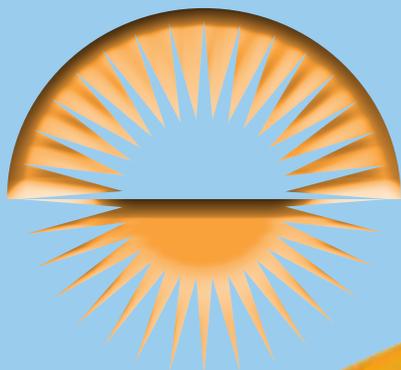
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# ORLANDO

## POOL & SPA SHOW

February 19-20, 2010  
Orange County Convention Center

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**EXHIBIT HALL**  
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Refine

**EDUCATION SESSIONS**  
Thursday, Friday and Saturday  
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**FRIDAY NIGHT PARTY**  
Friday: 7:00 p.m. - 11:00 p.m.  
OPEN BAR, FOOD, MUSIC

200 Exhibitors  
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Private Industry Party  
Hands-On Sessions  
Industry Golf Tournament  
Awards Reception  
Solar Energy Showcase

Featuring the Solar Energy Showcase  
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# CALENDAR OF EVENTS

## January 2010

- 2 FSPA Palm Beach Chapter  
5:00 p.m. Service Council Meeting  
5:30 p.m. Builders' Council Meeting  
5:30 p.m. Board Meeting  
7:00 p.m. Chapter Meeting
- 5 FSPA Florida West Coast Chapter Board Meeting  
Noon at Applebee's, Tri City Plaza, 5110 East Bay Dr
- 6 FSPA Tampa Bay Chapter Board Meeting  
11:30 a.m. Tilted Kilt, North Dale Mabry, Tampa
- 8 **FSPA Committee Meetings**
- 9 **FSPA Board of Directors Meeting  
Orlando**
- 12 FSPA Central Florida Chapter  
Noon Board Meeting at All-Pool Service & Supply office  
2:00 p.m. Builders' Council Meeting, Home Builders Assn.  
  
FSPA Manasota Chapter Board Meeting
- 13 FSPA Charlotte Harbor Chapter Meeting
- 14 FSPA Space Coast Chapter Builders'  
Council, Service Council and Board Meetings  
Noon at Beef 'O' Brady's on Wickham Rd.,  
Melbourne
- 21 FSPA Manasota Chapter Meeting  
  
FSPA Northeast Chapter  
5:00 p.m. - 6:00 p.m. Board Meeting  
6:00 p.m. - 6:30 p.m. Social  
6:30 p.m. Meeting and Dinner  
Holiday Inn Town Center
- 21 FSPA Treasure Coast Chapter Meeting  
6:30 p.m. Red Lobster  
6401 Darter Ct., Ft. Pierce
- 27 FSPA Charlotte Harbor Chapter Board Meeting

## February 2010

- 3 FSPA Palm Beach Chapter Meetings

Keep an eye out for the new bi-weekly e-newsletter, *Springboard*. It will focus on regulatory and legislative information and updates. If you did not receive the first edition on December 11, e-mail [info@FloridaPoolPro.com](mailto:info@FloridaPoolPro.com) with your request to be added to the mailing list.

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# CILB DISCIPLINE

## October, 2009 Final Action Minutes

Case #(s): 2008-063586  
Christopher Rodgers / License #(s): CPC1457244  
Floridian Pools & Spas, Inc.,  
1634 Pennsylvania Ave, Palm Harbor, FL 34683  
Restitution in the amount of \$10,000 (to Adriana and/or Ramiro Vargas;  
or obtain proof of judgment satisfaction) - \$300 per month until paid.  
Probation for 4 years. 7 hrs live CE, Ch. 489; within 1 year. Pay  
administrative fines in the amount of \$2,500 and costs of \$247.35.  
Respondent present at hearing.

Case #(s): 2007-062930  
Bryan Molyet / License #(s): CGC049916, CPC054825  
Florida Solar Distributors, Inc.  
975 Florida Central Pkwy, Ste 1200, Longwood, FL 32750  
Pulled. No one present at hearing.

Case #(s): 2008-016819  
Thomas A. Rubino / License #(s): CPC1456615  
Swim King, Inc., 8 Lambert Cove, Flagler Beach, FL 32136  
Pulled. Respondent present at hearing with Counsel Robert Reynolds.

Case #(s): 2008-016409  
Neal D. Hillard / License #(s): CPC1456494  
Aquastar Pools Inc., 3695 Evonvale Glen, Cumming, GA 30041  
Revocation.  
Pay administrative fines in the amount of \$10,000 and costs of \$143.98.  
No one present at hearing.