

Florida Pool Prosm

A PUBLICATION OF
FLORIDA SWIMMING POOL ASSOCIATION

www.FloridaPoolPro.com

Pool safety prevails as ICC adopts ANSI-7 Suction Entrapment Avoidance Standard

On September 21, the International Code Council (ICC) voted to replace the existing pool and spa entrapment avoidance language in the International Building Code (public pools and spas) and the International Residential Code (residential pool and spas) by adopting the ANSI/APSP-7 2006 Standard for Suction Entrapment Avoidance. Hundreds of code officials from all over the country listened to testimony and voted overwhelmingly to support these changes. As a result, the ANSI/APSP-7 standard will be incorporated into the body (mandatory section) of the 2009 International Building Code (IBC) and in Appendix G of the 2009 International Residential Code (IRC), both scheduled for publication by the ICC early in 2009.

This achievement validates the action taken by the Florida Building Commission (FBC) to adopt the ANSI/APSP-7 standard into the 2007 Florida Building Code, which goes into effect March 1, 2009. Before the ANSI/APSP-7 standard was adopted into the Florida code, FBC members and code officials worked for over two years analyzing the standard for its technical merit and its enforceability. Members of the Building Officials Association of Florida were on hand

at the recent ICC hearings providing testimony and support of the ANSI/APSP-7 standard.

Dan Johnson, Swim Inc., member of Florida Swimming Pool Association and Association of Pool and Spa Professionals, said, "As a member of a very dedicated team of professionals who worked very hard for a very long time to achieve this goal, I am proud and honored to have been a part of it. My children's children will swim in safer pools because of what we have done."

In speaking with code officials from across the country, three major facts persuaded them to adopt the ANSI/APSP-7 standard into the IBC and IRC. First, the standard provides protection against all five known forms of entrapment with technically supported solutions. Second, it had already undergone a rigorous ANSI consensus approval process, the leading organization for the national consensus standards community. Third, the standard is completely consistent with the Federal Virginia Graeme Baker Pool and Spa Safety Act (VGB Act) and Consumer Product Safety Commission (CPSC) interpretations of the VGB Act.

Jennifer Hatfield, FSPA Director of Government & Public Affairs,

said, "This victory is a major step for pool and spa safety. Adoption of the standard into the IBC and IRC will provide states the means necessary to incorporate this new safety standard as Florida has done. The 2006 IBC and IRC language protected against some forms of entrapment SOME of the time, the adoption of the ANSI-7 standard will protect against all forms of entrapment ALL of the time."

The result of both the recent ICC action and 2007 FBC adoption of the ANSI/APSP-7 standard is a major improvement in pool and spa safety. The adoption of the standard strengthens the IBC, IRC, and Florida Building Code to make them more stringent than existing codes. The IBC and IRC codes will now require covers that meet the new 2007 ASME/ANSI A112.19.8 drain cover standard, as required by the VGB Act. The 2007 ASME drain cover standard requires improved fastening to prevent covers from coming loose, improved resistance to degradation from ultraviolet light and prevention of hair entrapment (the leading cause of entrapment) and evisceration. The regulation of water velocity is also achieved by the adoption of ANSI/APSP-7; this is the most important protection against hair entrapment.

The standard provides that for new construction a contractor has the option of building a pool or spa with properly configured multiple suction outlets, an unblockable suction outlet or no suction outlet at all. These options are also recognized in the VGB Act. Finally, the standard requires that whenever a drain cover is broken or missing the pool or spa must be closed to bathers. Some forms of entrapment can occur even when the circulation pump is off, approved drain covers are the ONLY way to prevent all five forms of entrapment, as there is no such thing as a backup to a broken or missing cover. The importance of covers is also recognized in section 1404 of the VGB Act and the June 18 CPSC final staff interpretation on section 1404, both of which prohibit the operation of a public pool unless 2007 ASME approved drain covers are in place.

The 2006 IBC and IRC codes provided no protection against hair entrapment, evisceration or mechanical entrapment. The 2009 IBC and IRC, along with the 2007 Florida Building Code, are now designed to prevent ALL forms of entrapment, ALL of the time. This outcome was the result of a tremendous team effort by the work of the Association of Pool

Continued on page 5

News Splash

- **President's Column:** Dominick's last column as president takes a look at the steps the FSPA has taken since 2004. Page 2
- **Get out the vote:** History shows that one vote can make a difference. Support those who support the pool industry with your vote. Page 5
- **FSPA member appointed to CILB:** Roy Lenois, Artesian Pools of East Florida, has been appointed by the Governor as the pool contractor on the CILB. Page 6
- **The Scoop on Service:** Contacting banks and real estate agents to offer service plans for foreclosed homes that have pools can benefit your business now and in the future. Page 10



**Don't forget to
vote
November 4!**

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

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



New Member Applications

Florida West Coast

Florida Pool Pros (Builder/Installer) CPC1457640
Kurt & Rose Kucera

Space Coast

At Your Pool Service, LLC (Provisional - Service Company) CPC1457741
Erik Thompson

Central Florida Coast

Amenity Pools & Spas, LLC (Builder/Installer) CPC1457372
William Lang

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



Florida Pool Prosm

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

President

Dominick Montanaro

M & M Pools, Inc.
Satellite Beach

Vice-President

Clay Andrews

Aquapool of Jacksonville, Inc.
Jacksonville

Secretary

Alan Cooper

Alan Cooper Consulting
Orlando

Treasurer

Eva Adcock

Best Pools of Brevard, Inc.
Melbourne

Past President

Scott Egglefield

Mirasol FAFCO, Inc.
Nokomis

At-Large Director

Steve Bludsworth

All Pool Service & Supply
Orlando

Executive Director

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

Director of Government & Public Affairs

Jennifer Hatfield, Ext. 111

Technical Training Coordinator

Bernice Ryder-Smit, Ext. 109

Communications Specialist

Charis Tyson, Ext. 103

Administrative Assistant

Valerie Swika-Bundy, Ext. 100

2555 Porter Lake Drive, Ste. 106

Sarasota, Florida 34240

(941) 952-9293

Toll-free: (866) 930-FSPA

Fax: (941) 366-7433

www.FloridaPoolPro.com

President's Column

Where are we now?



Dominick Montanaro
FSPA President

As my term as President of the FSPA draws to a close, it seemed appropriate to reflect on the challenges and opportunities of the last several years.

I pulled out my notes from our Strategic Planning session that was held February 13, 2004 with Rich Maladecki and to my surprise several items became apparent as I reviewed it. We are moving in the right direction!

- We are a stand alone organization with an active Builders and Service Councils, many educational opportunities and a strong Board and staff.

- The lack of focus on government relations was our top weakness in 2004 and is now one of our strongest attributes. The last two years have proven we are a player in the regulatory arena locally, at the state level and the national level.

- A seat on the Florida Building Commission had been identified as an opportunity and today it is a reality, and we continue to work on a license for water treatment and pool cleaning.

The economy in 2004 was good and we grew our membership, but today's scenario is different. Business as usual has been replaced with being creative, cautious and sometimes daring. We are not operating under the old rules. Your business is surviving because you are taking drastic measures to ensure its viability.

We are doing the same at FSPA. We are identifying the changing needs of our members and seeking opportunities to provide those services in the most economic way. The same way you modified your business plan as needed, we must do the same. We need to look outside and inside the

box to come up with a new structure to provide those services.

This is my last article as your President; two years have gone by fast. I will replace **Scott Egglefield, Mirasol Fafco Solar**, as Past President as we welcome **Alan Cooper, Alan Cooper Consulting**, as our new President. The makeup of the Executive Committee has been changed slightly by the revised bylaws. The National Vice President position has been eliminated and two At-Large Directors have been added. The rest of the Executive Committee is Vice President **Clay Andrews, Aquapool of Jacksonville, Inc.**; Treasurer **Eva Adcock, Best Pools of Brevard**; Secretary **Keith Johnson, Pool Works**; and At-Large Directors **Richard Moseley, Champagne Pools of Central Florida**, and **Pete Cocco Jr., Nautilus Pools, Inc.** I look forward to working with all of them but will miss having **Steve Bludsworth, All-Pool Service & Supply, Inc.**, and **Scott Egglefield, Mirasol Fafco Solar**, as part of our crew.

I will miss my conversations with Wendy Parker as she updated me on the pressing issues of the day. Wendy truly loves her role as our Executive Director. I appreciate all the help the staff in Sarasota office has given me and the professionalism they have brought to our Association. I have enjoyed working with Kari Hebrank, FSPA lobbyist, and Jennifer Hatfield, Director of Government & Public Affairs, on the many issues we handled the last two years.

The friendships I have made since coming on the Board in January of 2000 will always be special. I thank all of you for helping make me a better person. I have enjoyed the opportunity to give back to the industry that has provided my livelihood for 30 years. I appreciate all your support and friendship and will continue to be a participant in moving the FSPA forward.

Thank you
Dominick



New, Earth friendly Florida Pool Prosm



The Florida Pool Prosm is now being printed on paper made from eucalyptus trees. Eucalyptus is a fast growing, high yield tree. It grows in 7-10 years versus 20+ for other trees used to make paper. This allows twice as many trees to be produced on the same amount of land! Don't forget to recycle your Florida Pool Prosm when you are done with it!

CLICK. LEARN.

NSPF[®] makes it easy to access education and cutting-edge information for aquatic professionals.



www.eProAcademy.org

Online Training Center
Reduce liability. Improve safety practices and comply with government requirements with online training. Save time and money with anytime, anywhere access to over 20 courses.



www.nspf.org

One-Stop Online Resource
Cut through the jungle of information. Our English and Spanish websites are your resource for all things aquatics - codes, courses, design guidelines, government publications, links, and more.



www.eProAcademy.org

WAHC Online Seminars
Knowledge is prosperity. Gain insight about the future from the finest scientists, experts, and leaders presenting seminars at the World Aquatic Health[™] Conference. Watch the seminars on the web. You can even invite co-workers.



Healthy Pools. Healthy Bodies.

National Swimming Pool Foundation[®] www.nspf.org
Phone: 719.540.9119 Fax: 719.540.2787

Insurance Update

Pollution Liability - do you need it?

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

There are many types of pollution exposures in the pool business. Some arise from the storage and sale of bleach from tanks, others are found in the transportation of chemicals and others may occur at the jobsite. In this article, the exposures found in the storage and sale of bleach from tanks will be looked at. Owners might think they don't need extra coverage if they are selling bleach, but as one store owner learned, many do.

It was the end of the day and the owner was closing shop when a customer came in with a simple request for a gallon of bleach. Knowing the tank was nearly empty, the owner instructed the customer to "go see if he could get a gallon" from the hose located inside the store. The customer filled his container, paid for the product and left. Then the owner closed shop and went home.

When the owner returned the next morning, he had to slosh through bleach to get to the back of the store! What happened? The bleach supplier arrived that night and filled the tank. The hose, lying on the shop floor, leaked. The resulting seepage caused thousands of dollars in damage to the store, as well as the expense of a complicated cleanup effort.

Would there be coverage for this

type of claim on your policy? With a standard insurance form, there would be no coverage for this loss. While a standard form (ISO CP 00 10 04 02) typically includes limited pollutant clean-up and removal, the premises are defined as 'land or water'. On a standard form, there would be no coverage inside your premises. Many pool stores have their hoses conveniently located indoors. If this is your setup, you may need additional coverage.

Where's the coverage? An endorsement labeled "Limited Pollution Reimbursement - Your Premises Coverage - Swimming Pool Operations" (CG 71 54 12 06) extends pollution coverage right into your scheduled premises.

The endorsement, which provides \$100,000 limit with \$1,000 deductible, reimburses you for sums you are legally obligated to pay because of bodily injury or property damage from a 'pollution incident.' In addition, the form includes 'remediation expenses' that directly result from a pollution mishap; so you would be reimbursed for the cleanup required to sanitize the area and protect from further loss.

If you are unsure about what your policy covers and the exposures you face, talk to your insurance agent.

great stuff...
free

Team Rewards turns your purchases into a number of great gifts and travel. Earn points to receive vacations, exotic cruises, and great merchandise.

Sign up with your **HornerXpress** sales Representative or visit your local Branch.



TEAM REWARDS
team-rewards.com

swim longer
swim warmer

FEATURING **therm LINK**

- Patented Titanium system
- Uses counter flow water management
- Maximizes temperature differential and heat transfer

Call Today For Your **FREE** Heat Pump Sizing Software

- | | | | |
|-----------|---------------------------|-----------------|--------------------------|
| EASE | DESIGN | QUIET OPERATION | TECHNOLOGY |
| LONGEVITY | LIMITED LIFETIME WARRANTY | SERVICE | ENVIRONMENTALLY FRIENDLY |



2737 24th Street North
St. Petersburg, FL 33713
800.786.7751 • fax 727.821.7471
aquacal.com

INSTANT CUSTOMER SATISFACTION
AUTOPILOT SYSTEMS
SALT CHLORINE GENERATORS

with the touch of a **BUTTON**

Pool Pilot digital

THE SALT CHLORINE GENERATOR WITH A BRAIN

- no more chlorine hassle • no more red eyes
- soft, silky feeling water • easy care pool maintenance

ADD SALT 25 LBS.
TEMPERATURE 82°F ON

USER-FRIENDLY
DIGITAL
READ-OUT



2737 24th Street North • St. Petersburg, FL 33713 • 800.786.7751 • fax 727.821.7471 • autopilot.com

Florida Pool Permits

Provided by HBW. www.hbweekly.com.



County Name	September 2007	September 2008
Alachua County	22	11
Bay County	24	10
Brevard County	23	13
Broward County	54	46
Calhoun County	0	0
Charlotte County	35	15
Citrus County	20	16
Clay County	4	3
Collier County	64	47
Dade County	101	47
Duval County	45	5
Escambia County	16	12
Flagler County	34	9
Franklin County	2	1
Gadsden County	0	0
Gulf County	0	2
Hernando County	27	6
Highlands County	6	2
Hillsborough County	115	57
Holmes County	0	0
Indian River County	33	23
Jackson County	0	0
Jefferson County	0	0
Lake County	47	18
Lee County	136	72
Leon County	11	12
Liberty County	0	0
Manatee County	86	33
Marion County	67	13
Martin County	14	20
Nassau County	18	1
Okaloosa County	16	10
Orange County	132	64
Osceola County	63	35
Palm Beach County	120	64
Pasco County	54	35
Pinellas County	35	41
Polk County	97	36
Putnam County	0	0
Santa Rosa County	21	7
Sarasota County	36	25
Seminole County	25	18
St Johns County	44	20
St Lucie County	55	22
Sumter County	21	13
Volusia County	56	31
Wakulla County	5	2
Walton County	8	8
Washington County	0	1
TOTALS	1792	926

NOT JUST A
BAG OF ROCKS

Pebble Technology, Inc. Uses the Finest Materials Gathered from Exotic Locations Around the World. We Also Offer a Variety of Advantages Unmatched in the Industry:

- Licensed Applicators Worldwide
- Only the Finest Materials
- Superior Brand Recognition
- Unrivaled Field Support
- Marketing & Promotional Support
- Trusted Sales Team
- Exceptional Customer Service
- Comprehensive Product Warranty
- Uninterrupted Supply of Product

For more information, telephone 1.866.553.0619 or visit www.pebbletec.com

PebbleTec
SUPERIOR QUALITY POOL FINISHES

©2008 Pebble Technology, Inc.

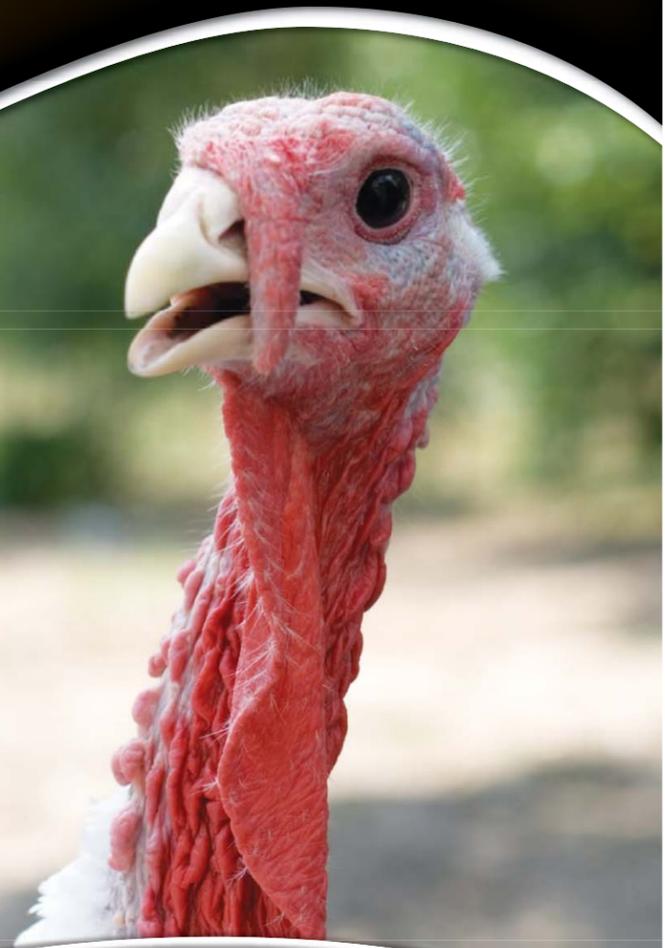
Information is the key to surviving today's market.

Happy Thanksgiving from HBW, Inc.

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

Refer to www.hbweekly.com for county coverage.

HBW, Inc. 877-332-1411



ICC adopts ANSI-7

Continued from front page

& Spa Professionals and the Florida Swimming Pool Association, leading advocates for pool and spa safety.

Many tireless industry volunteers and staff contributed to this result including: APSP Staff, Carvin DiGiovanni; APSP code consultant, Lorraine Ross; FSPA Staff, Jennifer Hatfield; chairman of the APSP Technical Committee, Steve Barnes; chairman of the APSP In-ground Residential Standard Committee and FSPA member, Dan Johnson; and APSP counsel, Steve Getzoff. Also testifying in support of the ANSI/APSP-7 standard were several state building code officials, including representatives from both Florida and Georgia, along with the Chief of the

LA County Fire Department.

The Florida Swimming Pool Association will continue to work with contractors, building departments, and consumers to educate them about swimming pool safety. FSPA has developed training programs for code officials and industry professionals to help them learn how to implement the ANSI/APSP-7 standard. Classes are currently being taught throughout the state. In addition, consumer brochures are available that provide information about suction entrapment prevention and swimming pool safety. Training programs and informational brochures are available by contacting the Florida Swimming Pool Association at 866-930-FSPA.

Get out the vote

By Kari Hebrank, FSPA Lobbyist

Perhaps you feel the energy a national election brings, watching the news for every tidbit about the candidates, volunteering for a campaign, slapping political bumper stickers on your car or even wearing red, white and blue every day until the election. Alternatively, you could be like many Americans, just plain tired of the plethora of campaign signs dotting our roadways and the incessant droning of campaign ads sandwiched between your favorite TV shows. Whether you fall into the first or second category (or somewhere inbetween), I urge you to take a moment between now and Election Day on November 4 to cast your vote for the national, state and local candidates. (Note:Early voting begins on October 20, 2008)

Think your one vote won't make a difference? Think again. History books are full of elections won and lost by a handful of votes---congressional, state legislative, senatorial and gubernatorial races all decided by less than 1% of the vote! Other examples of close votes include the following;

- 1885---President Grover Cleveland won the election by 48.5% of the vote to Blaine's 48.2%

- 1916 ---Woodrow Wilson defeated his opponent by less than one vote per precinct in a single state.

- 1923--- One vote gave Adolf Hitler leadership of the Nazi party and eventual control of Germany.

- 1941---One vote defeated the bill to kill the draft law, three months before Pearl Harbor.

- 1948---Lyndon B. Johnson became a U.S. senator by a one vote margin.

- 1960--- One additional vote per precinct in Illinois, Missouri, New Jersey and Texas would have put Richard M. Nixon in office eight years earlier. (Nixon lost to Kennedy by 100,000 votes)

- 1976---president Carter won 297 electoral votes to squeeze by Ford's 240 votes

- 1982--- In Illinois, Governor Jim Thompson defeated Adlai Stevenson by less than 1/2 a vote per precinct

- 2000---The presidential election was decided by a 537 vote margin in Florida out of more than 6 million votes cast

With the current economic downturn, now more than ever, it is imperative that you take your civic duty seriously and cast your vote for industry-friendly, pro-business candidates. Encourage your family members, neighbors and friends to go to the polls to vote. As an employer, make sure you give your employees administrative leave on Election Day to vote. During this past year, your association's political action committee (PIPAC) has been diligently screening the candidates on issues of importance to the swimming pool and construction industry. Take time to review the list of candidates financially supported by FSPA's PIPAC during this election cycle as listed below.

Be a part of history by taking part in one of the greatest freedoms we as Americans enjoy-- the right to vote. Your vote helps choose our national and state leaders, the folks empowered to set policy for our state and country-- policy that affects your company's bottom line. Support the business-friendly candidates identified by PIPAC. Your one vote can make a difference!

State Senate Races

SD = Senate District, Rep = Republican, Dem = Democrat

- SD 3 Charlie Dean (Rep)
- SD 5 Stephen Wise (Rep)
- SD 7 Evelyn Lynn (Rep)
- SD 9 Andy Gardiner (Rep)
- SD 11 Mike Fasano (Rep)
- SD 17 JD Alexander (Rep)
- SD 23 Nancy Detert (Rep)
- SD 24 Thad Altman (Rep)
- SD 25 Jeff Atwater (Rep)
- SD 27 Dave Aronberg (Dem)
- SD 35 Dan Gelber (Dem)

State House Races

HD = House District, Rep = Republican, Dem = Democrat

- HD 1 Greg Evers (Rep)
- HD 2 Dave Murzin (Rep)
- HD 3 Clay Ford (Rep)
- HD 5 Brad Drake (Rep)
- HD 9 Peter Boulware (Rep)
- HD 10 Don Curtis (Rep)
- HD 11 Debbie Boyd (Dem)
- HD 12 Janet Adkins (Rep)
- HD 14 Mia Jones (Dem)
- HD 17 Lake Ray (Rep)

YOU DESERVE MORE

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

Servicing Our Pool Industry Professionals Since 1974

Reputation > Any firm that you refer to your customer reflects back on you. Are you working with the best, licensed professionals in the industry?

Confidence > Backed by over 30 years of experience and state-of-the-art equipment.

Fast Results > Highly trained Leak Specialists who know how to use our superior equipment that isolates the leak source quickly.

Guarantee > We guarantee to locate most customer's residential pool, spa, or fountain leaks or we do not charge.

Referral Relationship > As the recognized leader, no one else has achieved our volume; therefore, we are better positioned to refer customers to you.

Each office independently owned and operated.



AMERICAN LEAK DETECTION

THE ORIGINAL LEAK SPECIALISTS™

AmericanLeakDetection.com

800.970.LEAK
5 3 2 5

- | | |
|--|-----------------------------------|
| HD 18 Ronald Renuart (Rep) | HD 81 Mike DiTerlizzi (Rep) |
| HD 19 Mike Weinstein (Rep) | HD 82 William Snyder (Rep) |
| HD 20 Bill Proctor (Rep) | HD 83 Carl Domino (Rep) |
| HD 21 Linda Meyers (Dem) | HD 86 Maria Sachs (Dem) |
| HD 21 Charles Van Zant (Rep) | HD 87 Adam Hasner (Rep) |
| *Both HD 21 candidates represent ideals important to FSPA; therefore, PIPAC supported both candidates and we encourage you to vote for either. | |
| HD 24 Kurt Kelly (Rep) | HD 89 Mary Bradenburg (Dem) |
| HD 26 Pat Patterson (Rep) | HD 91 Ellyn Bogdanoff (Rep) |
| HD 27 Dwayne Taylor (Dem) | HD 95 Jim Waldman (Dem) |
| HD 28 Dorothy Hukill (Rep) | HD 97 Martin Kiar (Dem) |
| HD 29 Ralph Poppell (Rep) | HD 101 Matt Hudson (Rep) |
| HD 30 Ritch Workman (Rep) | HD 102 Eddy Gonzalez (Rep) |
| HD 31 John Tobia (Rep) | HD106 Richard Steinberg (Dem) |
| HD 32 Tony Sasso (Dem) | HD 107 Luis Garcia (Dem) |
| HD 33 Sandy Adams (Rep) | HD 110 Esteban Bovo (Rep) |
| HD 35 Dean Cannon (Rep) | HD 111 Erik Fresen (Rep) |
| HD 36 Scott Randolph (Dem) | HD 112 David Rivera (Rep) |
| HD 38 Bryan Nelson (Rep) | HD 113 Carlos Lopez-Cantera (Rep) |
| HD 40 Eric Eisnaugle (Rep) | HD 117 Julio Robaina (Rep) |
| HD 42 Marlene O'Toole (Rep) | HD 119 Juan Zapata (Rep) |
| HD 44 Robert Schenck (Rep) | HD 120 Ron Saunders (Dem) |
| HD 46 John Legg (Rep) | |
| HD 47 Kevin Ambler (Rep) | |
| HD 48 Peter Nehr (Rep) | |
| HD 49 J.P. Quinones (Rep) | |
| HD 51 Janet Long (Dem) | |
| HD 52 Bill Heller (Dem) | |
| HD 54 Jim Frishe (Rep) | |
| HD 55 Darryl Rouson (Dem) | |
| HD 56 Rachel Burgin (Rep) | |
| HD 57 Faye Culp (Rep) | |
| HD 60 Ed Homan (Rep) | |
| HD 65 John Wood (Rep) | |
| HD 67 Ron Reagan (Rep) | |
| HD 69 Keith Fitzgerald (Dem) | |
| HD 70 Doug Holder (Rep) | |
| HD 72 Paige Kreegel (Rep) | |
| HD 73 Nick Thompson (Rep) | |
| HD 75 Trudi Williams (Rep) | |
| HD 77 Dennis Grimsley (Rep) | |
| HD 79 Mike Horner (Rep) | |
| HD 80 Debbie Mayfield (Rep) | |

Italicized candidates FSPA supports, but did not provide a PIPAC contribution.

PIPAC also supported the following Senate and House candidates in 2008 that have been elected through no opposition or via a primary election:

- SD 13 Dennis Jones (Rep)
- SD 21 Mike Bennett
- SD 29 Chris Smith (Dem)
- SD 37 Garrett Richter (Rep)
- HD 6 Jimmy Patronis (Rep)
- HD 7 Marti Coley (Rep)
- HD 34 Chris Dorworth (Rep)
- HD 37 Scott Plakon (Rep)
- HD 41 Steve Precourt (Rep)
- HD 50 Ed Hooper (Rep)
- HD 61 Will Weatherford (Rep)
- HD 63 Seth McKeel (Rep)
- HD 74 Gary Aubuchon (Rep)
- HD 90 Kelly Skidmore (Dem)

OBSESSIVE COMPULSIVE MONEY MACHINE



SUPERIOR PERFORMANCE



© 2008 Zodiac Pool Systems, Inc. BARACUDA is a registered trademark of Zodiac Pool Systems, Inc.

FSPA member appointed to the CILB

By Jennifer Hatfield, Director of Government & Public Affairs

On October 17, Governor Charlie Crist announced several appointments to the Construction Industry Licensing Board (CILB), including that of FSPA member **Roy Lenois**. Roy is the owner of **Artesian Pools of East Florida** located in Port Orange. The CILB is composed of 18 members (9 Division I contractors and 9 Division II): four General Contractors ; three Building or Residential Contractors with at least one Building Contractor and one Residential Contractor; one Roofing Contractor; one Sheet Metal Contractor; one Air Conditioning Contractor; one Mechanical Contractor; one Pool Contractor; one Plumbing Contractor; one Underground Utility and Excavation Contractor; two Consumer Members; and two Building Officials of a Municipality or County. Each of these 18 members are appointed by the Governor and can serve two consecutive four-year terms or a total of 11 years. Mr. Lenois will succeed Joan Brown as the pool contractor member and his appointment is for a term beginning October 17, 2008 and ending October 31, 2011.

The CILB regulates construction contractors and their businesses and was created within the Florida Department of Business & Professional Regulation. To be eligible to serve, each contractor member must have been certified by the board to operate as a contractor in the category with respect to which the member is appointed, be actively engaged in the construction business, and have been so engaged for a period of not less than five consecutive years before the date of appointment. Each appointee must be a citizen and resident of the state. Meetings of the CILB are held 11 times a year in various locations across the State.

The Florida Swimming Pool Association is proud to have a member of the Association appointed to this important Board. We would also like to thank all those who sent letters and made calls in support of Mr. Lenois. Congratulations Roy, we know you will serve the citizens of Florida well and we appreciate your commitment in representing your industry!

Chapter News

Check out Chapter Web sites for current information!

Broward

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

Broward Chapter would like to thank all of our members that renewed! In these troubled times, thanks for sticking with us. To all of you that could not, please be assured that we are still here for you and when times get better we would love to have you back!

We had a very long summer and are back to work again. October 14 was our 64-E 9 code meeting given by **Pat Riley, Broward County Health Department**. It is always a pleasure to work with Pat, not only is she knowledgeable but also very pleasant. Thank you to everyone who came, we had over 100 people show up! There were members, non-members and members from other Chapters and it made for a great meeting.

Next month will be about ANSI/APSP-7 Suction Entrapment Avoidance Standard. Information on the time and place is yet to come. Thank you to **Don Cesarone Jr., Van Kirk and Sons, Inc.**, for offering to take this course to bring to us. There

have been a tremendous amount of questions on this issue, hopefully Don can clarify and answer some of your questions.

Until next time, be safe and win all of your bids!

Central Florida

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

Tuesday, November 11 will be the last Chapter meeting for 2008 and will include a CE course that will affect how you do business in 2009! **Adam Alstott, Tropical Pools & Spas, Inc.**, and **Richard Moseley, Champagne Pools of Central Florida**, will instruct the two-hour CE course entitled "Advanced Florida Building Code: Entrapment Protection for Suction Inlets" (CILB course #0010696, two hours, FPSA d/b/a FSPA providership #0000917). This course meets the advanced module requirement. The CE course deals with the changes to the entrapment laws which go into effect March 1, 2009. These changes effect every aspect of your businesses, from retail to renovations and from builder issues to service and repair. Your company should have a representative at this meeting to carry back the information to everyone. The class will be held at the Sheraton - Downtown Orlando, 60 South Ivanhoe Blvd (directly off I-4). Reservations are mandatory.

Effective immediately, all Central Florida Chapter meetings will have a member fee and a non-member fee. There will also be an additional \$5 fee if your company requests an invoice for the meeting. The member fee (payable at the door by check or cash) for the November 11 meeting is \$40 for dinner and the certificate for the CE course. If a member is attending for dinner and no CE certificate, the fee is \$30. Non-members will be charged \$50 for dinner and CE certificate and \$40 for dinner with no certificate.

The Chapter encourages the surrounding FSPA Chapters (Polk, North Central, East Central and Space Coast) to also attend this event. The next time this class will be available is at the Orlando Pool & Spa Show (formerly known as the Florida Pool and Spa Show) in February. Your business may have some prep work to do prior to the March 1, 2009 enforcement of the new laws. Please RSVP to the Chapter office by November 7.

Charlotte Harbor

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

Many thanks to **Connie Sue Centrella, HornerXpress**, for her CE course presentation at the October membership meeting. Our next Chapter membership meeting will be held on Wednesday, November 12 at the Elk's Club, 20225 Kenilworth, Port Charlotte. The meeting will feature a two-hour CE course. **Vivian Cardarelli, HornerXpress**, will be our guest speaker. For more information, or to make a dinner reservation, please contact the Chapter.

Congratulations to the 2008-2009 Chapter slate of officers. Our President: **Kris Peterson, True Blue Pool Supply**; Vice President: **Fred Terhune, Howard's Pool World**; and Secretary/Treasurer: **Sam Baublitz, The Baby Safe Company**. Our directors are: **Colin McTigue, Fulton Pools**; **Pete Cocarro, Nautilus Pools**; **Gary Hendrickson, The Gorman Company**; and **Kathie Hendrickson, Mr. Marcite**.

The Chapter holiday party will be held on Thursday, December 4 at Visani's Restaurant and Comedy Club. Don't miss it!

East Central Florida

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

Following our October meeting at the Halifax River Yacht Club, the ECF Chapter is sailing on down the river to our Deck Down Under in Port Orange for our November dinner/meeting and CE course. Slated for Thursday, November 20, the evening will begin with the first meeting of the new Board of Directors at 5:30 p.m. Following the dinner and Chapter meeting, a one-hour CE course will be offered at 8:00 p.m. **Jonathan Parker, CSP, ARM**, will teach "Workplace Safety" (CILB course #0006954, meets workplace safety requirement, FPSA d/b/a FSPA providership #0000917). This will be the last Chapter get-together until the new year.

At the September meeting, the ECF Chapter Board of Directors named the chairman of the Chapter Builders Council, **Wes Haigh, Guaranteed Pools**, as "Director of the Year." Congratulations, Wes!

Florida Gulf Coast

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

The November Chapter membership meeting will be held on Monday, November 10 at the Paseo Village Center, 11611 Paseo Grande Boulevard, Fort Myers. The meeting will begin at 6:30 p.m. The meeting will feature **Dan Johnson, Swim, Inc.**, as our guest speaker. He will be teaching the two-hour CE course "Advanced Florida Building Code: Entrapment Protection for Suction Inlets" (CILB course #0010596, two hours, FPSA d/b/a FSPA providership #0000917). As always, proper photo ID is required per CILB rules.

Florida West Coast

Executive Director: Malinda Howard
(727) 517-9340
FSPAFloridaWestCoast@FloridaPoolPro.com
www.FSPAWestCoast.com

The next Board of Directors meeting will be held at noon on Tuesday, November 4 at Belleair Pool Supply, 1702 West Bay Drive, Largo. Remember, any Chapter member can sit on the Board of Directors and every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the first Tuesday of the month, but please call the office if you plan to attend.

The Chapter sponsored three local teams, Countryside High, Northeast High and Palm Harbor University High, for the FSPA High School Invitational Swimming and Diving Meet in Orlando.

The Annual Tampa Bay Pool Industry Table Top Event was held on Tuesday, October 28 at Ruth Eckerd Hall in Clearwater. There will be more to follow on this event in next month's issue.

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

Greater Miami

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

No news this month.

CRANK UP SALES ON THIS HIGH MARGIN, HIGH TECHNOLOGY POOL CLEANER.

The X7 Quattro™ is the next breakthrough in pool cleaning power and agility. From its innovative QTC Disc System™ (Quattro Traction Control) to a completely re-engineered "one moving part" Dura Life Diaphragm, the X7 Quattro™ is redefining the definition

of clean.

Riveting styling and a superior level of performance will stop your consumers in their tracks, sparking something really new to talk about. This is the machine you've been waiting for to create excitement, purchase interest... and make your bottom line shine.

O B S E S S I V E
C O M P U L S I V E
C L E A N

BARACUDA®

The World's Simplest Automatic Pool Cleaners

For information on the X7 Quattro™ and taking full advantage of this new selling opportunity, contact your Baracuda® sales consultant at **(800) 822-7933**, or visit www.clubp.info



Zodiac Pool Systems, Inc.

Manasota

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

Thanks to **John Barnett, Manatee County Building Official**, for taking time out of his busy schedule to meet with Chapter members in regards to confronting unlicensed activity in Manatee County. Another topic discussed at the October meeting was working with our members to help solve problems between the pool industry and the building department.

Our next Chapter membership meeting will be held on Thursday, November 13. The topic of discussion will include the State/Chapter Partnership Agreement. This is an

important meeting for all members to attend.

Due to the busy holiday season, there will be no Chapter meetings scheduled during the month of December.

North Central Florida

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

The Chapter had a Board meeting October 8 at Carmichael's in Ocala which included reports about the state Board meeting in September, a discussion about building to ANSI-7 and discussion about the Partnership Agreement with FSPA. **Tom Bush, Fun State Pools, Inc.**, went over

some last minute items for the golf tournament and reported that the tournament participation is down just like the economy. We are looking at a 50 percent decrease in participation from sponsors and players from last year, but still planning on having plenty of fun. **Connie Loring, SCP**, was our guest speaker on collections and members learned about notice-to-owners and liens. Thank you Connie for your time.

There were no nominations by petition presented at the meeting or by the deadline of October 15 and the new officers are: **Randy Taylor, HornerXpress**, President; **Connie Ripley, Pools by Ripley, Inc.**, Vice President; **Larry Losciale, Easy Modern Living, Inc.**, Treasurer; and **Tom Bush, Fun State Pools, Inc.**, Secretary.

The date for the November meeting has been changed to allow **Dan Johnson, Swim, Inc.**, to teach the advanced CE course on suction entrapment avoidance. The new date is November 19 and the meeting will be at Napolitano's in Gainesville.

Northeast Florida

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

Important Chapter meeting – November 13. We have a number of important Chapter and state issues to present, including an update on the Virginia Graeme Baker Pool & Spa Safety Act, ANSI-7 compliance, the

Chapter/ State Partnership Agreement and a one hour CE Course with **Mark Gordon, HornerXpress**, ("Pool and Spa Solutions in Chemistry", CILB course #0007821, one hour, HornerXpress providership #004-0001103).

We have a great relationship with our building departments and have partnered to solve some of the challenges contractors are having. Contact Mitch Brooks if you have any questions.

Northwest Florida

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

No news this month.

Palm Beach

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

Congratulations to the 2009 Chapter Board of Directors: President – **Jim Stevens, FI Pool Tech**; Vice President – **Kim Allert, Southern Pool Plasterers**; Secretary – **Scott Kaufman, Proline Distributors**; and Treasurer – **Lisa Galan, Fountain Blue Pool Service**. Directors: **Dave Ballard, Horizon Pool & Patio**; **Steve Lumerman, Team Horner**; **Bill Peterson, American Leak Detection**; **Mike Shirey, Clear Pools**

INSURANCE BY KEN BROWN, INC.

Property and Casualty Insurance Program

Endorsed by Florida Swimming Pool Association

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

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

In partnership with



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

PO Box 948117
Maitland, FL 32794-8117

707 Pennsylvania Ave, Suite 1300
Altamonte Springs, FL 32701

Any Depth!

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

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

Insurance by Ken Brown, Inc. has been providing superior insurance coverage for Florida pool contractors for 31 years. As the only endorsed property and casualty insurance provider of the Florida Swimming Pool Association, Insurance by Ken Brown, Inc. offers specialized coverage for "pool popping."

Insurance by Ken Brown, Inc.

Maintenance; Dan Welsh, Proline Distributors; and Steve Hackl, Hackl Pool Construction Co. State Directors: **Jim Stevens, Kim Allert and Steve Hackl, and alternates - Mike Shirey and Dan Welsh.**

Don't forget the awesome Holiday Picnic, November 2. Call the Chapter office for details or visit the Chapter Web page at www.FloridaPoolPro.com/industry/chapters.

It's time to shop and prices are at their lowest at the "XSelling Fulfillment" mall. Surf the mall at <http://visitourmall.com/FSPAPalmBeach>. Support your local Chapter and the FSPA. Proceeds benefit PIPAC, FSPA scholarships, water safety and more.

Polk County

Executive Director: Mary Manion
(800) 416-6774

FSPAPolkCounty@FloridaPoolPro.com
www.FSPAPolkCounty.com

Judy Williams, SCP – Lakeland Branch Manager, was the driving force in organizing one of the most informative and possibly life saving meetings on safe handling and transportation of hazardous materials. Chapter members were encouraged to bring their work trucks to this special program entitled "is your truck the bomb." **Ken and Derek Brown, Insurance By Ken Brown**, explained which type of insurance covers an accident or a spill. Ken stressed that new insurance is available to pool companies for minimal cost. Be sure to check if your insurance policy covers your company for transportation of

hazardous chemicals. One small spill could put you out of business without the proper insurance.

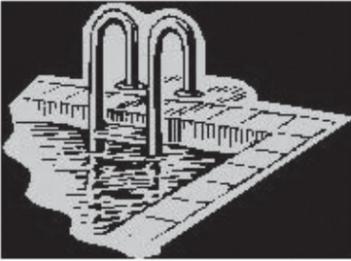
Don Girvan, Pro Team, spoke about the different chemicals that most pool professionals use on a daily basis and how dangerous even small amounts of some chemicals can be if not handled properly. He spoke about the packaging of chemicals and what to look for to be sure the package is safe before you open it. He encouraged everyone to make sure they always rotate inventory by putting the newest products in the back. Don led the whole group to the parking lot to inspect **Keith Johnson's, Pool Works**, truck and show what is necessary to carry on each truck and proper placement of those chemicals within the truck. Not only is proper placement of the chemicals important, but it could be life saving. If proper regulations are not followed, your trucks really

could be like a bomb! Always read labels. Make all your employees aware of the chemicals they are handling. All companies need to have a safety program in place with regularly scheduled meetings.

Dan Bartel, Chief HAZMAT Officer Polk County Fire Department, went over what to do in case of a spill or vehicle accident. He reviewed the proper procedure for reporting a spill and what to do in case of emergency. Bottomline, you must have an MSDS book in the truck naming every chemical you are carrying and if an accident occurs, this should automatically be passed on to the Fire Department as soon as they arrive at the scene. The fines for not having this information are monumental. When you receive a shipment from the distribution center, be sure an MSDS sheet is accompanying the shipment and the proper sheet is put into a book to be carried in the vehicle.

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

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



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

FLY with the
RED BARON

20" WIDE X 20" DEEP
TAPERED BAG

DESIGNED FOR DURABILITY
THE SERVICE PRO'S FAVORITE

NET CONFIGURATIONS AVAILABLE:

TUFF DUTY LEAF CHASER RAG BAG (PICTURED)



Nobody's more serious about nets than we are!

PURITY POOL

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

Jandy

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

ALL JANDY PRODUCTS WORK SEAMLESSLY TOGETHER

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



Performance
Reliability
Technology

What if...

righty tighty lefty loosey

...was all your plumber needed to know?



Checkout the new Versa Plumb™ system by Jandy.

Save Time,
Save Money,
Save Energy!



Contact your local Jandy representative for more information.

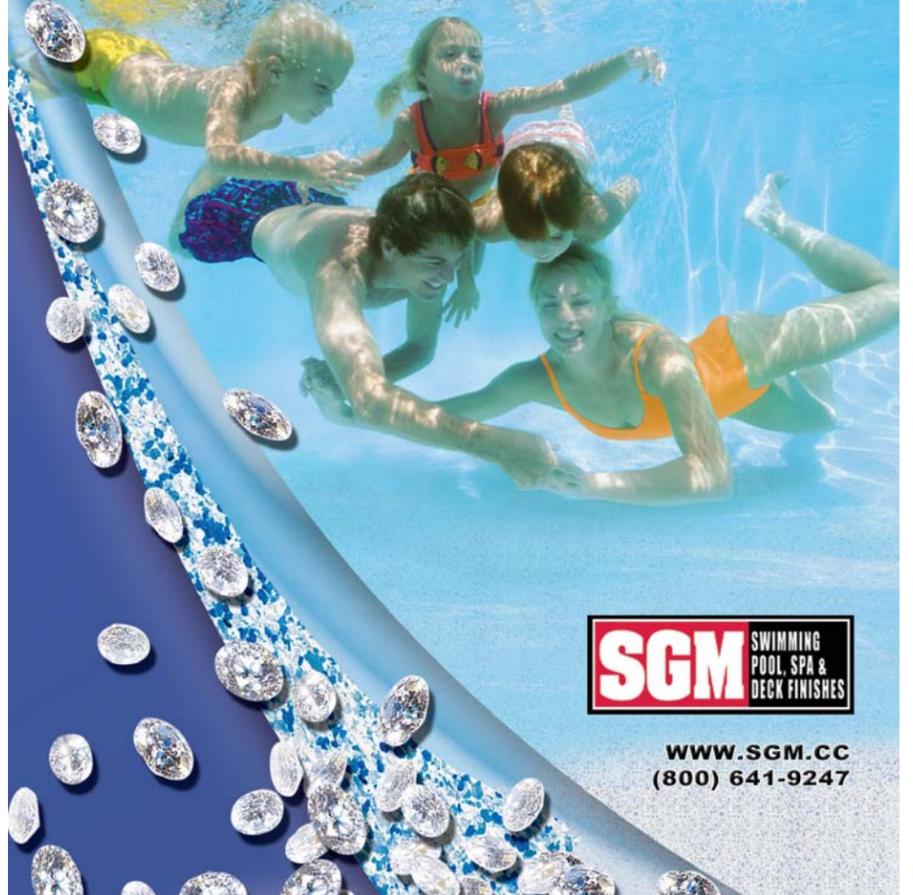
1.707.776.8200 • www.jandy.com • info@jandy.com
©2008 Jandy Pool Products, Inc.

When your pool needs resurfacing...

DIAMOND BRITE®

EXPOSED AGGREGATE FINISHES

Ask For The ORIGINAL!



SGM SWIMMING POOL, SPA & DECK FINISHES

www.sgm.cc
(800) 641-9247

Also, it may help to have a camera in each truck to record exactly what was involved in the accident. It was a great meeting and one of the members attending said it was worth his entire membership fee for the year to get the information he received from this program alone. Who knows if lives may be saved from this program! Thanks, Judy!

Michele Green, Florida Sunrise Pools & Spas of Polk County, Inc., awarded **Keith Johnson, Pool Works**, with special recognition as the former Chapter President. Keith served as Chapter President for 2007-2008 and has done an incredible job in promoting the FSPA as well as initiating excellent programs during his tenure. He has worked tirelessly on member retention and recruiting and has been an excellent ambassador for the Polk Chapter on a state level. Keith has been nominated to step up to the State Executive Committee as the Secretary of the FSPA.

There are no regularly scheduled Chapter meetings in November or December. The Chapter members have been invited by the FSPA Central Florida Chapter to join with them on November 11 to take the two-hour CE course entitled "Advanced Florida Building Code: Entrapment Protection for Suction Inlets" (CILB course #0010696, two hours, FSPA d/b/a FSPA providership #0000917). This course meets the advanced module requirement. RSVP to the Chapter office by November 7.

Your newly elected Board will be meeting in both November and December. Watch your newsletters for where and when and as always, all members are encouraged to participate in Board meetings. This is

your Chapter and your Board wants to provide programs and events to enhance your business.

Space Coast

Executive Director: Bill Britz
(321) 779-0103

FSPASpaceCoast@FloridaPoolPro.com
www.FSPASpaceCoast.com

The Space Coast Chapter's Builders Council and Service Council will not meet this month. The Board of Directors will meet at 4:30 p.m. Thursday, November 13 at the Executive Directors home.

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

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

Tampa Bay

Executive Director: Karen Cobo
(813) 265-2907

FSPATampaBay@FloridaPoolPro.com
www.FSPATampaBay.com

The next Chapter Board meeting will be Thursday, November 6 at 11:30 a.m. at GrillSmith, 14311 N. Dale Mabry (Carrollwood), Tampa. All Members and non-members are welcome to attend and see what we do.

We had a great turn out for our dinner/class meeting on Thursday, October 9. A thanks to all who attended and especially **Rich Tarricone, Pebble Tec**, who gave

a class presentation. The class touched on the basics of getting a new or remodeled pool shell ready to receive an aggregate finish. It was a fun course with many do and don't photos which also visually taught the results of doing things improperly and the implications. We hope everyone received some extra knowledge and information from this presentation. Please feel free to contact him if you have any further questions on his presentation. If there is anyone else who would like to present at one of our meetings in the future, please contact Karen to set something up.

The FSPA is a great association that provides many member benefits to you all, and we really need your support. Please get involved! We would also like to thank the following members and non-members for their participation: **Joel Gray, Hayward Pool Products; Tim Converse, Solar Solutions; Jim Rex, Solar Source; Dick Abare, Algae Busters; Sean & Darren Jones, Southern Pools; Allen Jones, B.A. Jones Excavating; Andrew Whiting, Devin Cahn Associates; Dan FiFe, Smith Pool Supplies; Cathie Alderman & Kelly Jordan, HornerXpress; Debbie & Chuck Hale, Hale Marcite; Paul Pignataro, Apollo Pool Care; and Michael Turinsky, Blue Sky Pools, Inc.**

We look forward to seeing you all again at our next meeting Wednesday, November 12. We will be having

guest speaker **Ken Gregory, Holland Pools**, lead an open forum discussion addressing such issues as pool safety, pool covers, 64E-9, new products and ANSI-7.

If anyone has any ideas or suggestions for a meeting please feel free to contact Karen at the Chapter office.

Treasure Coast

Executive Director: Susan Gilbert
(772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com
www.FSPATreasureCoast.com

Our November Board meeting date has been changed to November 13 at 6:30 p.m. at Josef's At the Saints, 2601 S.E. Morningside Blvd., Port Saint Lucie. To make reservations call 772-263-2653. Also, our December Board meeting has been changed to December 11. Please come and join us for a great time. Have a safe and Happy Holiday!

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.

The Scoop on Service

Housing meltdown: Avoiding pitfalls and recognizing opportunities

By Rob Sanger, Galaxy Pools

During a recent state Service Council meeting in Sarasota, a well intentioned suggestion was presented. It was asserted that the FSPA should somehow get involved as a "community outreach" gesture by offering to make existing abandoned pools safer. That idea was quickly dismissed because this action, as well intended as it was, would leave the association open to litigation if someone (mainly unsupervised children) were to be injured or heaven forbid killed. A saying comes to mind "no good deed goes unpunished", especially when lawyers get involved!

Now with that being said, there are ways that individual service companies can get involved to help local communities with abandoned pools and at the same time make good contacts. With the massive amounts of foreclosures in the state of Florida there are many pools that are not being maintained and are a hazard to health and safety. The real problem is the ownership is still with the borrower until it is officially foreclosed upon by the bank. This makes it almost impossible for a service company to get involved unless they can get the bank or real estate company to cover the costs, and more importantly, the liability of a swimming pool at a house

where nobody resides and an injury or drowning of neighborhood children could occur.

After the foreclosure, when the bank or real estate company has assumed the liability, I offer some ideas:

1. Contact the lender and offer a cut rate to clean up the pool so there are no mosquitoes, and offer a multi-tiered service from just chemical to full service. This gives them the option of prevention or putting it on the market looking good.

2. Contact both the DOH and code enforcement and let them know you are there to help and ask them to contact you when they get reports of bad pools.

3. Contact as many real estate agencies as possible and let them know you are available to assist with the pools during these trying times.

Excellent contacts can be made in real estate, banking, code enforcement and the DOH. Reaching out to these groups will allow you to assist your community and generate more clients at the same time. Additionally, by cultivating these relationships during pressing times, you are more likely to be thought of when our economy inevitably improves.

ORLANDO
POOL & SPA SHOW

IAEM
International Association for
Exhibition Management

UFI
United Federation of
International Fairs

discovered it
handled it
bought it
felt it
learned it

I saw it at an Exhibition.

tried it
heard it
touched it
tasted it
smelled it
noted it
understood it
squeezed it
liked it

Exhibitions.

Marketing doesn't get any more direct than this.

Thank you sponsors of the FSPA Invitational Swimming & Diving Meet!



Thanks to our Butterfly Sponsors!



FSPA thanks all of these sponsors and the volunteers who came out to help! There was a great turnout with more than 1,900 athletes, 1,000 spectators and 85 schools participating.

Congratulations to the top three schools:
 1st place: The Bolles School, Jacksonville
 2nd place: Countryside High School, Clearwater
 3rd place: Riverview High School, Sarasota

Thanks to our Backstroke Sponsors!



Winter Park Blue, Inc.



Thanks to our Freestyle Sponsors!



Thanks to our Relay Sponsors!

- 4th Floor Advocacy
- Aqua-Rite, Inc.
- Best Pools of Brevard
- Clear Pool Maintenance
- Easy Modern Living, Inc.
- FSPA Broward Chapter
- Galaxy Pools
- HornerXpress - Tampa Bay
- Insurance By Ken Brown
- M & M Pools, Inc.

- Nautilus Pools, Inc.
- Olympic Pools
- Pools by John Garner
- Protect-A-Child
- Rick's Pool Service, Inc.
- Solar Energy Systems of Brevard, Inc.
- Superior Solar
- Surf Side Pools
- Swimming Pools by Ike Jr.

Thanks to the following Chapters for sponsoring swim teams for the meet:

- FSPA Florida West Coast Chapter
- FSPA Polk County Chapter
- FSPA Central Florida Chapter
- FSPA Space Coast Chapter

The Science of Opportunity

5TH ANNUAL WORLD AQUATIC HEALTH™ CONFERENCE

50 Seminars, 48 Speakers, 8 Educational Tracks

Attention FSPA Members

Don't miss the latest science and technology about RWIs, Disinfection By-Products (DBPs), Energy & Risk Reduction, Drowning, and the Physical and Psychological Health Benefits of Water-Based Exercise.



OCTOBER 15-17, 2008
COLORADO SPRINGS, CO
 CROWNE PLAZA HOTEL
LOW CONFERENCE RATES!

SIGN UP TODAY!
www.NSPF.org
719-540-9119
 REGISTER BEFORE JUNE 2ND & SAVE!

World Aquatic Health™ Conference
 A GLOBAL EXCHANGE OF KNOWLEDGE

ATTEND LIVE OR SEE THE SEMINARS ON THE WEB

SPONSORSHIPS AVAILABLE

Calendar of Events

November 2008

- 2 FSPA Space Coast Chapter Annual Golf Classic
The Majors Golf Club
- 2 FSPA Palm Beach Chapter Holiday Picnic
Noon - 6:00 p.m.
FOP Lodge 350, 885 62nd Drive North, West Palm Beach
- 6 FSPA Tampa Bay Chapter Board Meeting
11:30 a.m. GrillSmith, 14311 N. Dale Mabry (Carrollwood), Tampa
- 10 FSPA Florida Gulf Coast Chapter Meeting
- 11 FSPA Central Florida Chapter Elections and CE Course
Sheraton - Downtown Orlando
- 12 FSPA Charlotte Harbor Chapter Meeting
- 13 FSPA Northeast Florida Chapter
5:30 p.m. Board Meeting
6:30 p.m. Chapter Meeting
Baymeadows Holiday Inn
- 13 FSPA Manasota Chapter Meeting
- 13 FSPA Space Coast Chapter Board Meeting
4:30 p.m. Executive Director's home
- 19 FSPA Charlotte Harbor Chapter Board Meeting
- 19 FSPA North Central Florida Chapter
6:30 p.m. Board/ Member Meeting
7:00 p.m. CE Course
Napolitano's, 606 NW 75th St., Gainesville
- 20 FSPA Treasure Coast
5:30 p.m. Board Meeting
6:30 p.m. Chapter Meeting

- 20 FSPA East Central Florida Chapter
5:30 p.m. Board Meeting (new board!)
7:00 p.m. Chapter Dinner and Meeting
8:00 p.m. CE Course
- 24 FSPA Charlotte Harbor Chapter Board Meeting

December 2008

- 4 FSPA Charlotte Harbor Chapter Holiday Party
- 5 FSPA Treasure Coast Chapter Board Meeting, Member Meeting and Annual Social
- 6 FSPA Space Coast Chapter Holiday Party
- 10 FSPA North Central Florida Chapter Annual Christmas Party/ Social
Ocala
- 11 FSPA Northeast Florida Chapter
5:30 p.m. Board Meeting
6:30 p.m. Chapter Meeting
Baymeadows Holiday Inn

January 2008

- 14 FSPA North Central Florida Chapter Board/ Member Meeting
Gainesville



**Engineering Plans Preparation
Entrapment Avoidance
Site Inspection
Troubleshooting
Training
Problem Resolution
Compliance Certifications**

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

We took the Florida Pool & Spa Show and
TURNED UP THE VOLUME!

Presenting the



ORLANDO
POOL & SPA SHOW

February 20-21, 2009
Orange County
Convention Center,
Orlando, FL

**All the things you love about the Florida Show
with some great additions!**



Presented by the Florida Swimming Pool Association