

Florida PoolProSM

October 2014

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**2015 Design Awards
Entries due October 31**

Florida Pool Prosm

Published monthly by the Florida Swimming Pool Association

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CONTENTS

- 4 Here we go again**
President's Column
- 5 Memories can't be bought on eBay**
Executive Director's Column
- 7 Regulations Updates**
- 9 Embracing digital pool technology -
Moving at glacier speed**
Commercial Article
- 10 Pool leaks: Smart profit**
Service Article
- 12 Trends in claims and injuries in the
swimming pool industry**
Insurance Article
- 14 Congratulations, scholarship recipients**
- 18 Chapter News**



Congratulations to Brian Kelly, Shamrock Pools, on receiving a safety award from Amerisure Insurance (Doug Roggenbaum pictured on left) and Insurance by Ken Brown (David Griffiths pictured on right) at the September Board of Directors Meeting. Shamrock Pools has gone the last six years without having any worker lose any time from a work-related injury!



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Here we go again

Can you hear the familiar tune? I am reaching out for help! We have a fantastic trade organization, awesome Board of Directors and a great state office and government relations program – things I speak about frequently. We need your help and support and only you can do it!

We must all pull together now more than ever to build our membership base, encourage current members to become more involved, work with local school systems to train our youth in our industry, and improve our image with the public.

Local Chapters will be electing their upcoming Board and Officers for the new year. This is a great time to get involved and find out more about your industry.

Our scope of work is being chopped away every day. When times are good, many don't pay attention to our industry, but when times are tough everyone complains.

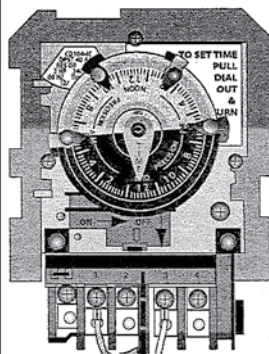
I am sounding like that familiar tune – the truth is, when it comes to pools, safety comes first. Our pool contractors are tested and licensed to properly construct a safe and friendly backyard or public water environment.



John Garner, Sr.
FSPA President
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When other trades set out to invade our scope of work, it is our job to alert all licensed pool contractors in Florida that we need their help. Don't give your industry away. JOIN US – there is strength in numbers.

First and foremost, if you are a current member, contact your local Chapter to see how you can help legislatively. The state office has put together a list of all members in the House and Senate outlining who has received funding from FSPA, how the person voted, if they are up for re-election, etc. Ask for the list – there may be people on there you know. Most of us have more time than money and we can use that time to support the legislators who support us by waving signs, making phone calls, or in other ways to be involved. Join us in Tallahassee in March during Legislative Days; get to know your politicians.

I would also ask that everyone explore any and all vocational opportunities in your area that may be able to guide and train young people in the area of pool construction and service and repair. We have a huge need for young people to enter our industry with qualifications that we can draw from. Currently, the state membership shows the demographics of our members with 54 percent over 41 years old. We need some younger blood!

It seems as we turn the corner to enter another fall season that it doesn't come without some negative publicity. It has become all too common to watch the news and read the papers about water-related tragedies or to hear of a pool builder who has closed his doors and left consumers with unfinished pools and liens on their property. As the old saying goes, a bad reputation will beat you everywhere you go but a good reputation is hard to hold onto. We need to maintain our good reputation.

At last month's state Board meeting, it was voted to form a philanthropic task force for the purpose of finding a way to have a major impact in a humanitarian way that is in conjunction with our mission statement. This is an exciting time for your organization; get involved!

I am also honored to have been asked, and I have accepted, to serve a second term as your state president. Your Executive Committee at the state level will remain the same in 2015.

Memories can't be bought on eBay

It is quite amazing what you can find on eBay. There is pretty much one of everything ever made and someone has determined they can make some money selling it. Recently, my husband started collecting matchbox cars and trucks from the sixties and seventies to replace those he had as a child. His original set most likely saw the fate of a garage sale when his parents sold their house to move to Florida. It is fun for our entire family check out the newest car when it arrives. The kids are having a blast since these old ones actually have many moving parts.

As he's been doing this we've talked about all the cool toys that were around back then. With four girls, our house had more than the average share of Barbie dolls and cabbage patch kids. I don't recall many trucks or GI Joes around. But, it also reminds me of how much time we spent outdoors, primarily swimming.



Wendy Parker Barsell
FSPA Executive Director
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Growing up in Florida gives you the advantage of swimming most of the year. I vividly remember when our pool was built; I was around seven years old. Those piles of dirt provided hours of entertainment which only foreshadowed the time we would spend in the pool. From the time the water hit the line on the tile almost every birthday and celebration centered around the swimming pool. We had a king slide, which is somehow still standing 33 years later, and it saw kids climb the ladder and slide down in every direction imaginable.

And, while you can find almost any toy from your childhood on eBay, you won't find those amazing memories that can only be made in and around a family's backyard swimming pool. The laughs, the crazy contests and games played, the friendships ... these are things you, as pool industry professionals, contribute to every day. Thanks to my personal pool pro, my dad, for making sure his four girls not only had great dolls and toys but had an amazing backyard pool to enjoy every day!

CILB provides clarification - GC cannot install interactive water feature

By Jennifer Hatfield, FSPA Government Relations Consultant / jennifer@FloridaPoolpro.com

On September 12, the Construction Industry Licensing Board (CILB) heard a petition for declaratory statement addressing Interactive Water Features (IWF), commonly referred to as "splash pads" or "splash parks." It had come to the attention of the Florida Swimming Pool Association (FSPA) that there were areas across the state where a general contractor was not only pulling the permit for such work but completing such work. The FSPA's position was that although a general contractor can pull the permit for such work, an IWF is clearly a type of public swimming pool and requires the knowledge and expertise of a licensed commercial pool contractor. Therefore, a general contractor should be required to sub out this work.

The CILB provided the following clarification: A licensed general contractor cannot do the work required to install an IWF. Therefore, he must sub out this work. FSPA members will be able to find the official CILB response on the members only portion of the website as soon as it is made available to the public.

Provided by HBW / www.hbweekly.com



County Name	August 2013	August 2014
<i>Alachua County</i>	0	2
<i>Bay County</i>	11	18
<i>Brevard County</i>	55	44
<i>Broward County</i>	51	34
<i>Calhoun County</i>	0	0
<i>Charlotte County</i>	35	0
<i>Citrus County</i>	12	13
<i>Clay County</i>	7	10
<i>Collier County</i>	77	115
<i>Dade County</i>	85	107
<i>Duval County</i>	37	39
<i>Escambia County</i>	10	16
<i>Flagler County</i>	23	22
<i>Franklin County</i>	2	1
<i>Gadsden County</i>	0	0
<i>Gulf County</i>	1	2
<i>Hernando County</i>	6	14
<i>Highlands County</i>	1	1
<i>Hillsborough County</i>	92	84
<i>Holmes County</i>	0	0
<i>Indian River County</i>	24	21
<i>Jackson County</i>	0	0
<i>Jefferson County</i>	0	1
<i>Lake County</i>	20	17
<i>Lee County</i>	150	162
<i>Leon County</i>	2	5

County Name	August 2013	August 2014
<i>Liberty County</i>	0	0
<i>Manatee County</i>	89	100
<i>Marion County</i>	11	24
<i>Martin County</i>	23	26
<i>Nassau County</i>	5	12
<i>Okaloosa County</i>	16	15
<i>Orange County</i>	87	84
<i>Osceola County</i>	54	42
<i>Palm Beach County</i>	131	138
<i>Pasco County</i>	32	53
<i>Pinellas County</i>	46	54
<i>Polk County</i>	45	43
<i>Putnam County</i>	1	5
<i>Santa Rosa County</i>	23	27
<i>Sarasota County</i>	44	46
<i>Seminole County</i>	24	41
<i>St Johns County</i>	34	40
<i>St Lucie County</i>	36	24
<i>Sumter County</i>	32	27
<i>Volusia County</i>	32	25
<i>Wakulla County</i>	0	2
<i>Walton County</i>	19	24
<i>Washington County</i>	0	0
TOTALS	1485	1580

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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.

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New public pool permitting process - Are you ready?

By Jennifer Hatfield, FSPA Government Relations Consultant / jennifer@FloridaPoolpro.com

Effective October 1, 2014, per HB 7147 (the omnibus energy and building code bill), an application for an operating permit with the Department of Health is required before filing an application for a building permit for construction of public pools or spas. The intent of this change is to make sure the county health departments are aware that a public swimming pool or spa is being constructed or modified and to better communication between the contractor, CHDs and building departments. Further, the years of swimming pool plan review experience that the health departments have can be a valuable resource to both the contractor and building department.

It is important to note that the legislation was written in a way to ensure there is not a delay in construction - meaning the operating permit, when first applied for, will be incomplete but will allow the building department to proceed with the construction permit review process once they receive information from the CHD that the applicant has applied. The building department will ensure that the public swimming pool or spa being built or modified meets all applicable building code requirements and the CHD will provide any significant violations it finds to the applicant and building department.

Both the Department of Health and the Building Officials of Florida are in the process of finalizing guidance documents to explain this new process step by step. The DOH documentation can be found at www.floridahealth.gov/%5C/environmental-health/swimming-pools/index.html.

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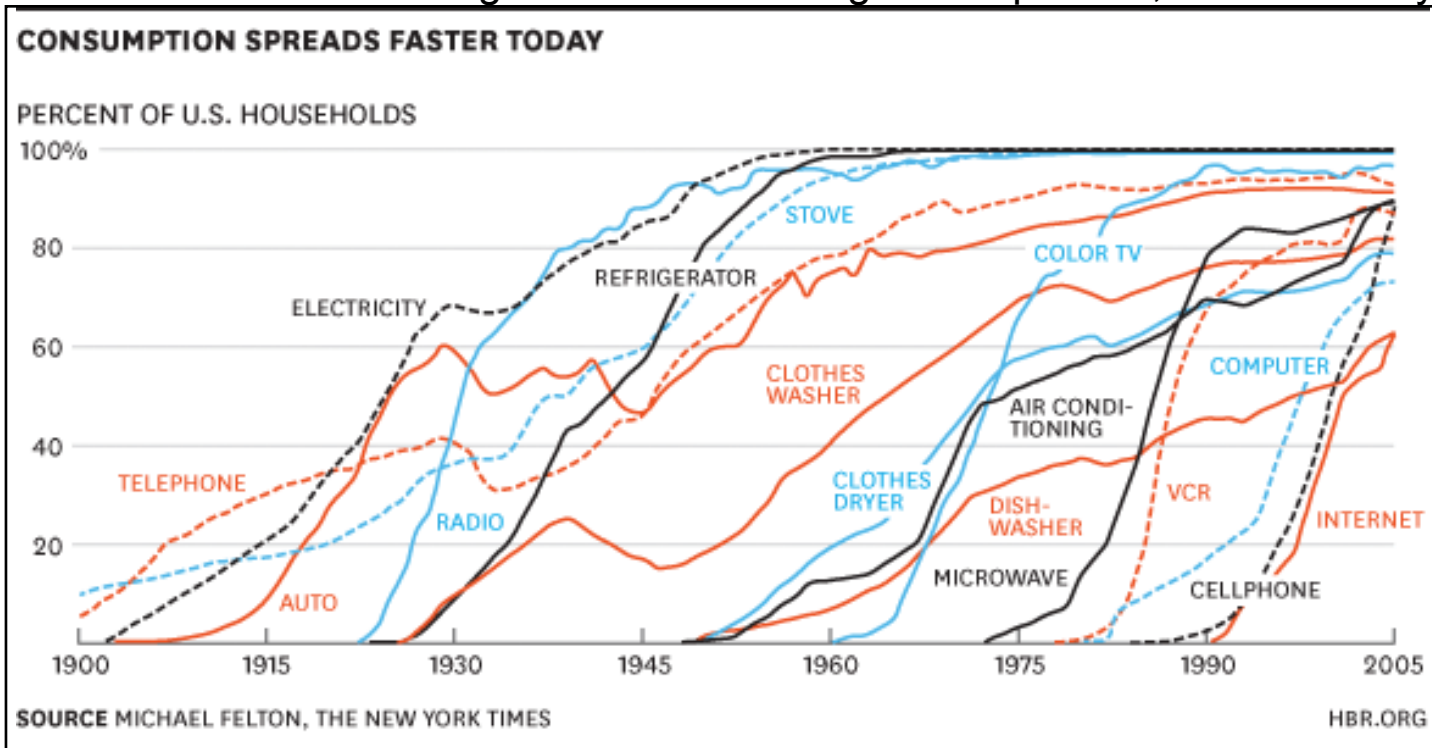
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Embracing digital pool technology - Moving at glacier speed (part 1)

By Jack Manilla, Portofino Pools / Jack.Manilla@PortofinoPools.com

Many suggest that rates of new product technology introduction and adoption are speeding up but are they really doing so across the board? Many quality, innovative pool automation systems are available on the market for both residential and commercial pools and hot tubs. Residential automatic control systems are commonly specified every day for new construction. Government health departments mandate public (commercial) sanitation and pH controls. Thousands of control and monitoring systems have been installed. But are we keeping up with learning and then educating our customers on truly robust Operation Management Systems (OMB) for aquatic facility professionals including pool service contractors?

HOW DO WE STACK UP? - How do we stack up against other industries on adopting digital technology? An automobile industry trade consultant for instance, observes that, “Today, a typical automotive design cycle is approximately 24 to 36 months, which is much faster than the 60-month life cycle from five years ago.” The chart below, created by Nichlos Felton of the *New York Times* shows how long it took various categories of product, from electricity



to the Internet, to achieve different penetration levels in US households. It took decades for the telephone to reach 50 percent of households, beginning before 1900. It took five years or less for cellphones to accomplish the same penetration in 1990. As you can see from the chart (Consumption Spreads Faster Today), innovations introduced more recently are being adopted more quickly. By analogy, firms with competitive advantages in those areas will need to move faster to capture those opportunities that present themselves.

This second graph, by Michael DeGusta of MIT's Technology Review, presents similar results. It took 30 years for electricity and 25 years for telephones to reach 10 percent adoption but less than five years for tablet devices to achieve the 10 percent rate. It took an additional 39 years for telephones to reach 40 percent penetration and another 15 before they became ubiquitous. Smart phones have also outpaced nearly any comparable technology in the leap to mainstream use. It took landline telephones about 45 years to get from 5 percent to 50 percent penetration among U.S. households, and mobile phones took around seven years to reach a similar proportion of consumers. Smart phones have gone from 5 percent to 40 percent in about four years, despite a recession. The only technology that moved as quickly to the U.S. mainstream was television between 1950 and 1953 and flat screen adoption has leaped in recent years since introduction.

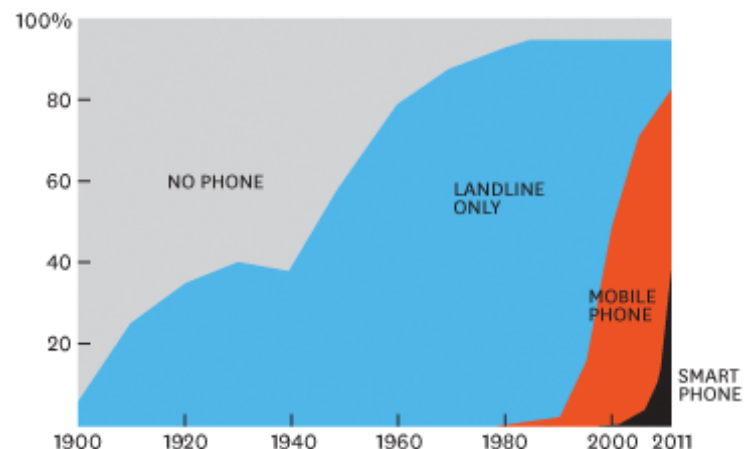
It's clear that in many arenas things are indeed speeding up, with more players and fewer barriers to entry.

WHY HAVE WE NOT EMBRACED DIGITAL TECHNOLOGY MORE FULLY? -

The reasons it has not been more readily and broadly embraced by the swimming pool trades and aquatic facilities management community are varied. My research indicates many are still just feeling it out. Many are not well educated on the equipment, its operation and its

FROM NO TELEPHONE TO SMART PHONES

U.S. HOUSEHOLDS BY TYPE OF PHONE, 1900-2011



SOURCE MICHAEL DEGUSTA AT THE MIT TECHNOLOGY REVIEW USING DATA FROM FORRESTER, KNOWLEDGE NETWORKS, NEW YORK TIMES, PEW, U.S. CENSUS

maintenance procedures, and thus they are fearful of the unknown. Plus, the facility management industry overall is shy on embracing new technologies right off the bat.

While it's true excellent facilities management can be delivered by well-educated and trained technicians without the use of high technology, experts agree that it behooves all of us and the facility managers to at least dip their toes in the water and start familiarizing themselves with the different available automation platforms and their capabilities. It's not a must-do for everybody, but at a minimum you need to be educating yourself on advancing technologies and what their potential is for the future so you can be continually investigating whether it makes sense for you, your company and your customers. The future belongs to those who adopt digital technology and find ways to use it to help our customers save money.

Every company wants the technology it uses to transform its business no matter the size. Top management see the potential for using digital technologies to achieve transformation, but they are unclear on how to get the results. They look at high-profile examples of mega-corporations using technology to grow their business profitably and wonder what they need to do to follow suit.

Even in a connected world, it takes money, time, effort and willpower to get major transformative effects from new technology. Top management need to lead the process and make sure they're managing and coordinating across the company. Employees know that technology matters. One study found in large corporations a full 78 percent of respondents said achieving digital transformation will become critical to their organizations within the next two years. Less than 5 percent of respondents say digital transformation will never become important for their organizations. Meanwhile, 81 percent said their organizations were already trying to achieve digital transformation.

Next month read the rest of this article to learn about the benefits of digital transformation.

ACKNOWLEDGMENTS

MIT Sloan Management Review – 2013 Digital Technology Global Executive Study and Research Project; Andrew McAfee, MIT Center for Digital Business; Alvaro G. Mendoza, Commercial Energy Specialists, Jupiter, Florida

Pool leaks: Smart profit

By Robert Miller, Palm City Pool & Spa Inc / rempcpool@aol.com

It seems like it is getting harder and harder to turn a profit in the pool service industry. I remember back less than 15 years ago, a licensed pool service or pool supply retailer could do very well taking care of customers doing normal service and repair on a weekly basis. Well times have sure changed. Number one, there is much more competition in the pool service and pool supply industry. It seems like it is getting much too easy

to obtain a pool service or pool contractor license. Number two, in many cases consumers are buying products online, not with their local, licensed pool professional.

I believe almost all swimming pool and spas will develop a leak problem at one time or another. Locating and repairing leaks properly is a highly specialized and profitable part of the swimming pool business. It requires knowledge in all workings of the swimming pool or spa. An initial investment in leak finding equipment can be inexpensive, though to be fully equipped to handle any type of leak that may arise, equipment can become costly.

If you are in the pool service business, it is smart to have leak repair as part of your services. If you are paying for the chemicals going in the pool, you are potentially losing money until the leak, or leaks, have been fixed. I present it to my pool service customer as a lose-lose proposition for both of us until the problem is fixed. Most customers do not want to keep paying for extra water in their pool on a regular basis.

If it has been determined that evaporation is not the problem causing the unexpected water loss, then I would take the following steps in this order.

1. If there is a spa connected to the pool, isolate the spa from pool.



2. Shut pool down for 24 hours to see which body of water has gone down appreciably.
3. Die test the skimmer then the entire pool or spa structure, including light niche. If the leak is found, repair it with the proper material. Bring the pool to proper levels and re-check water loss.
4. If the leak has not been found with the die test, pressure testing of each individual plumbing line is required.
5. If you find one of the plumbing lines does not hold pressure, you may be required to introduce air and water to the broken line and then use a sophisticated listening device to properly the location of problem.
6. After properly locating an underground pool leak, it may be required to cut open the deck with a saw to fix the leak providing it is not obtainable by pulling up surrounding pavers.
7. Pressure test the repaired plumbing line. Repair the pool deck.

There are many steps to find and repair pool leaks. They can become quite costly if not done by a highly qualified pool professional. These were just the basic steps in pool leak repair. There are many other factors and steps that can be involved.

In a business that keeps changing for good, and for times not so good, a pool professional sometimes has to diversify his or her way to make a profit. Repairing pool leaks can be a profitable way to keep up with all the different ways the pool industry is changing.

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Trends in claims and injuries in the swimming pool industry

By David Griffiths, Insurance By Ken Brown / dgriffiths@insbykenbrown.com

A few times a year we meet with our Insurance by Ken Brown/Florida Swimming Pool Association team at the Amerisure Insurance Company to discuss specific claim activity. As most of you know, Amerisure is the insurance provider for a majority of the swimming pool industry throughout Florida and the southeast. Our meetings have a very specific agenda aimed at finding trends and discussing ways to better serve FSPA members.

In addition to areas of service, coverage, safety/loss control and pricing, we look very carefully at claims. In fact, we review essentially every single claim. As we review these claims we look for trends and commonalities. When those are discovered we look for possible ways to mitigate those claims. Here are a few examples and suggestions:

Workers' Compensation

Eye protection: We have seen a jump in injuries resulting from the use of bleach and acid. In each instance the employee had not been wearing any eye protection. In one instance, acid has caused an 80 percent loss of sight in one eye. Please mandate employees wear eye protection. A good exercise would be to have employees wear a patch over one eye for a period of time (outside of work) to experience the effects of living with one eye. Try it yourself; it is amazingly

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uncomfortable and the difference is significant.

Slips and falls: Yes, this is primarily regarding your employees. We have had a couple of our largest recent workers' compensation claims due to an employee slip and/or fall. Invariably it occurs as a result of improper foot wear. Comfort is not as important as safety. Please make sure your crews have good footwear with good, non-slip grips.

Structure a Return to Work program: Basically what this means is to, whenever possible, bring injured workers back to the office/shop/field performing tasks that fall within doctor restrictions. As you know, the new calculation formula for your experience modification factor has "doubled down" on the penalty for claims frequency. The sooner you can get an employee off workers' compensation by paying him for returning to work early (even part time at lesser duties) the less of an affect that claim will have in the formula. Of course we need a physician's release to do so. Insurance by Ken Brown can help you structure this program.

Post-Hire Medical Questionnaire: More often than you would think, we have employees who suffer injuries primarily due to a pre-existing condition or injury. They perform an activity which aggravates the injury and you end up with a significant workers' compensation claim. During the hiring process there are questions related to medical disabilities or prior workers' compensation injuries you cannot ask. However, once a job offer has been extended and accepted (preferably before they start work) that is the best time to have a questionnaire completed.

General Liability

Secure your jobsites: In the past two years we have had three separate claims of people falling into their own empty swimming pools which were undergoing renovations. In each instance they knew the pool was empty, they invited the pool company to perform repair or renovations which required the draining of the pool and in each instance the homeowner brought suit against the pool contractor after they had fallen in. All three pool companies had followed general protocol and building codes. Yet attorneys contended that more could have been done to secure the site.

Written Construction/Service Contract: If you use a written contract or

agreement with your customers, does it make any reference to your company providing any “inspection” of pool equipment or the pool area? If you do, you may be taking on more liability than you should. Seek advice from your company attorney. Also, please be sure your field techs advise both you and your customer of any safety deficiencies noted at a customer's home or work site. We suggest you also do so by certified mail or at least in writing. We have seen attorneys not only claim you responsible for acts of omission in causing an injury but also acts of omission where you could and should have said something. Broken latches on pool doors and gates which make access to the pool easy is a big one. Please cover yourself and document your file that you have brought these items to the attention of your customer.

Automobile

Defensive driving: I bet we could eliminate two thirds of our auto claims (at fault) if we could train drivers to allow more distance between their vehicle and the one in front of them. These are the big money ticket claims too; the ones which can ruin your good loss ratio fast. Our roads are getting busier every day. We see more drivers some of which are good, responsible and courteous while others seemingly don't have a clue. When was the last time you did some defensive driving training or even discussed it in a safety meeting?

The best suggestion we can give you is to have an active safety program. Analyze and discuss potential exposures to claims and hazards to injuries with your staff and crew. Review and implement procedures to help reduce and prevent future claims and injuries. If there is anything we at Insurance by Ken Brown can do to assist with this in any way, please let us know.



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Thank you!

To all the nominees from around the globe, we'd like to congratulate and thank you for entering this year's contest - our best ever! You are all legends.



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VINCENT ANDERSON
JOHANNA ANGELES
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DAN FOTOVICH
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GRACY FROST
MIKE FROST
JASON GOMEZ
STEVE GORLIN

TOM HALL
DAVID HENSLEY
JEFF JUDSON
GARY KAPLAN
SANDY KELLOGG
ASHER KING
JOE LUKACIK
GABRIEL MEJIA
BRANDON MOORE
MARK MULDER
MICHAEL MURRAY
MICHAEL NARDUCCI
JUSTIN NEW

TERRY ODOM
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JULIAN PALACIOS
KEITH PARVIN
PAUL PORTER
GARY POST
DAVID POTTS
DAVID RAGLAND
STEPHANIE REIDY
JAMES RICHTER
ROBERT RODRIGUEZ
JOSE ROQUE
TREVOR RUSSELL

TOM SANGER
THEODORA SERGIU
DENISE SILVIA
JEFF SIMS
LARRY SNIEZEK
DAVID THORNTON JR.
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FSPA Chapter news

Broward

Chapter Coordinator: Maggie Kloepfer / (866) 930-3772
 FSPABroward@FloridaPoolPro.com / www.FSPABroward.com

The Broward Chapter had their annual Bjarne “Ike” Eikevik, Jr. Fishing Mission on Sunday, August 24 aboard the Helen S Drift Boat. Everyone had a fabulous time. Kevin Eikevik won the prize for the biggest fish and Charlie Myers won the 50/50 drawing. Thank you, **HornerXpress** and **SCP Distributors LLC**, for sponsoring the event.

Congratulations to Jessica Piercy on her recent scholarship awarded by the FSPA Scholarship Committee. Jessica is the daughter of **Chris Piercy, Team Horner**, and Linda Piercy. Jessica is attending the University of Central Florida in Orlando.

The Board of Directors is planning events for the year they feel would be of interest to you as a member. Please support your Chapter by attending. If you have something specific you would like at a meeting, please let us hear from you.



The Broward Chapter held the annual Bjarne “Ike” Eikevik, Jr. Fishing Mission in August. (Above) Kevin Eikevik caught the largest fish. (Below) Charlie Myers won a cash drawing.



Central Florida

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

Congratulations to Sydney Norberg, daughter of **Victor Norberg, Waterline Pools & Spas**, for receiving a 2014 merit scholarship from the Florida Swimming Pool Association Scholarship Selection Committee. The FSPA



EXHIBITS: NOVEMBER 5-7
CONFERENCE: NOVEMBER 2-7

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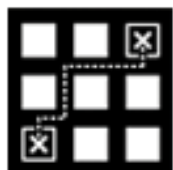
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EXHIBITS: NOVEMBER 5-7 | CONFERENCE: NOVEMBER 2-7
 Orange County Convention Center | Orlando, Florida



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members have underwritten the scholarship program for more than 20 years. Members voluntarily commit their resources to assist the dependents of members of the pool and spa industry in completing their education and urge them to continue their academic pursuits.

On October 14, the Central Florida Chapter will host an educational forum at Dubsdread from 6:00 p.m. – 8:00 p.m. Interesting topics, including company branding, marketing, health and wellness, financial planning and identity theft, will be discussed. Plan to participate in this exciting event. RSVP to Sonja Dickey, chapter coordinator, at Sonja@FloridaPoolPro.com by October 7.

November 17 the Central Florida Chapter will be providing an American Red Cross CPR course at **HornerXpress** from 5:00 p.m. - 8:00 p.m. Thank you, **Insurance by Ken Brown**, for the grant which makes this event possible.

Please visit the Chapter's Facebook Page: FSPA-Central Florida Chapter. Like the page and join us in conversation, learn about new opportunities, and see what's going on!



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the International Pool Spa Patio Expo

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BOOTH 3035

November 5-7, Orange County Convention Center

The next Board Meeting is scheduled for Tuesday, October 14 at 5:00 p.m. at Dubsdread.

Charlotte Harbor

Executive Director: Andy Mallison / (941) 764-6774

FSPACharlotteHarbor@FloridaPoolPro.com / www.FSPACharlotteHarbor.com

With an emphasis on safety and awareness in mind, 30 individuals from throughout Charlotte County successfully participated in the first ever CPR certification program hosted by the Charlotte Harbor Chapter. The program was sponsored by a grant from **Insurance by Ken Brown**. The training was held at the Boys and Girls Clubs of Charlotte County facility in the Family Services Center on Thursday, August 21.

The certification, which is good for two years, was presented by the American Heart Association and emphasized the newest techniques in providing CPR to those infants, children and adults in need of assistance. The training included use of the Automated External Defibrillator machine found in most public places. The program was available to the public and swimming pool industry members alike.

The importance of understanding the current techniques will no doubt save lives in those types of emergency situations. The Charlotte Harbor Chapter provided a program that impacted 1,500 families with CPR training and awareness, as well as, provided the means for certification to those interested.

The Charlotte Harbor Chapter Board would like to thank **Insurance by Ken Brown** for their generous grant and the Boys and Girls Clubs for their participation in use of their facilities and for promotion of the event. The Chapter has a goal to provide another class for participants in the near future.

The Chapter staff is looking for information from our members! A survey will be sent to all member companies to determine interest in certain activities, CE course topics and other ideas. So, please take a moment to complete the survey and fax it back to the Chapter office.

Nominations for the Charlotte Harbor Chapter Board of Directors are being accepted for the Chapter Slate of Officers. Nominations may be sent to the

Chapter office: PO Box 494068, Port Charlotte, FL 33949, ATTN: Nominations. The deadline for nominations is October 14, 2014. If you have any questions, please feel free to contact the Chapter office.

East Central Florida

Chapter Coordinator: Maggie Kloepfer / (866) 930-3772
 FSPAEastCentralFlorida@FloridaPoolPro.com / www.
 FSPAEastCentral.com

Welcome to new member, **Jamie Dorsey** of **Extreme Pools**.

The Board of Directors is planning events for the year they feel would be of interest to you as a member. Please support your Chapter by attending. If you have something specific you would like to see at a meeting, please let us hear from you.

Coby Moore, CM Custom Pool Designs, Inc, was given the privilege of presenting his father, Billy Moore, with a plaque of appreciation for his contribution to the East Central Chapter and the swimming pool industry.



Coby Moore presenting his father, Billy Moore, with a plaque of appreciation for his contribution to the East Central Chapter and the swimming pool industry.

Florida Gulf Coast

Executive Director: Mitch Brooks / (941) 628-1160
 FSPAFloridaGulfCoast@FloridaPoolPro.com / www.FSPAGulfCoast.com

Please mark your calendars for the Florida Gulf Coast Chapter Golf Tournament to be held Friday, October 24 at the beautiful Sanibel Island Golf Club. Tee times begin at 9:00 a.m. and registration starts at 7:45 a.m. Hole and event sponsorships are available but going fast; be sure to sign up early! The tournament will be played as a scramble. A lunch and awards reception will be held at the end of the tournament. If you have any questions, please contact the Chapter office or feel free to contact the Chapter Board for a registration flyer. Additional registration

information is available online at our Chapter meeting website at www.FloridaGulfCoastFSPA.com.

Florida West Coast

Executive Director: Malinda Howard / (727) 638-6072

FSPAFloridaWestCoast@FloridaPoolPro.com / www.FSPAWestCoast.com

Mark your calendars and plan to join us for the Florida West Coast Chapter's Annual Pool Industry Table Top Event on Tuesday, October 21 from 6:00 p.m. to 8:30 p.m. at Ruth Eckerd Hall – Great Room, 1111 McMullen Booth Road, Clearwater, FL 33759. We will have an exciting mixture of pool industry displays, food, drinks and prizes. This year's theme is Oktoberfest. Reserve your spot by Tuesday, October 7. All suppliers and vendors should make plans to display their products at this popular event which is always well attended by pool industry professionals. Call or e-mail the Chapter office today for exhibitor registration information.

The Chapter Board of Directors met at noon on Wednesday, September 3 at Applebee's in Clearwater.

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26th President

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16th President

Are you interested in serving on the Chapter Board of Directors in 2015? Are you interested in finding out more about what the Chapter is doing? If so, plan to attend our next Chapter Board of Directors meeting Tuesday, October 7 at **Gorman Company**, 1310 N. Hercules Ave., Clearwater. Lunch is provided. Every member is encouraged to attend Board meetings. Our Board of Directors meetings are usually scheduled for the first Tuesday of the month. We are always interested in hearing your ideas for Chapter meetings and programs. Please call or e-mail the office if you will be attending this meeting so we can plan accordingly.

The Florida West Coast Chapter would like to congratulate 2014 FSPA Scholarship recipient Sheridan Bishop. She is sponsored by Chapter member **C.F. Curtis Constructions, Inc.** Best wishes to Sheridan as she heads back to school to continue her education!

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Manasota

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

Congratulations to Dakota Egglefield, daughter of **Scott Egglefield, Mirasol Fafco Solar**, for receiving a 2014 merit scholarship from the Florida Swimming Pool Association Scholarship Selection Committee. The FSPA members have underwritten the scholarship program for more than 20 years. Members voluntarily commit their resources to assist the dependents of members of the pool and spa industry to complete their education and urge them to continue their academic pursuits. The scholarship recipients were recognized during the quarterly Board of Directors meeting in September.

Save the date and RSVP for the Chapter's fall social – A pig roast at sunset on October 11 at Turtle Beach in Sarasota! A fun time will be had by all and this is a great time to bring a friend who may be interested in joining the FSPA. For those of you who are interested in helping sponsor this event, we have three sponsorship levels to choose from. Please contact Sonja Dickey, chapter coordinator, for more information.

As always, like our Facebook page: FSPA-Manasota Chapter. This will help us share information, let you know of upcoming events and better communicate with each other. Feel free to comment and share.

The next Board Meeting is scheduled for Tuesday, October 7 at 11:45 a.m. at the Berlin Branch YMCA Pool on Euclid. During this meeting the Manasota Chapter will be presenting a \$1,000 check to The Gulf Coast Community Foundation to provide swim lessons for second graders. Please join us to show your support for such an important cause.

North Central Florida

Chapter Coordinator: Maggie Kloepfer / (866) 930-3772
FSPANorthCentralFlorida@FloridaPoolPro.com / www.FSPANorthCentral.com

Our sincere condolences go to **Jeremy Hine, Florida Leisure Pool and Spa**, on the passing of his father, Judson S. Hine, Jr., on August 21, 2014.

Please support your Chapter by attending the planned meetings and events. If you have something specific you would like to see at a meeting, please let us hear from you. We are always looking for members who want to get involved in the chapter events. If you are interested, please let us know.

Northeast Florida

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

As mentioned in last month's news, the swim lessons we funded were in full swing! Those have come to an end and we are happy to report the following: The Chapter applied for and received a \$1,000 grant from the Swimming Pool Education & Safety Foundation. The Chapter matched those funds. Safe Kids Northeast Florida contributed \$5,000 for a total of \$7,000 for swimming lessons. A total of 250 kids in our area received swimming lessons! An additional 470 kids and military families in the area received swimming lessons from a grant from local attorney. Additionally, the Waterproof Jacksonville campaign served close to 1,300 kids! Quite a banner year in northeast Florida!

The CPR classes which were funded by a grant from **Insurance by Ken Brown** were held July 17 and the second class on August 7. Everyone had positive comments about the classes. While those who attended did not receive a specific Red Cross certification card, they did receive a card indicating they had taken, passed and could perform CPR if necessary.

Many of our members participated in the ALS Ice Bucket Challenge, which was an amazing success. Thank you to those members who specified their donations in memory of Don Curts who passed away from this terrible disease. Don was the father of one of our Board members, **Brian Curts, Eagle Pools.**

Debi and John Garner, Pools by John Garner, met with the Deputy Director of the Department of Children and Families and, in conjunction with the Department of Health, will be working on forming a partnership to assist lower income families who live in apartments to receive some sort of alarm system to assist in preventing childhood drownings in our area. We will keep you posted as this partnership progresses.

Please pay attention to your membership renewal date. Support your Chapter! Many of you participated in last year's Cash and Treat membership campaign that took place in October. We are pleased to report that at the state Board meeting in September it was voted that this campaign would take place again this year! For those new members who join during this time, you receive three free months of membership so your membership will expire in January 2015. Start recruiting! The state and Chapter will both be awarding you!

The FSPA has launched their new website at www.FloridaPoolPro.com. Check it out; it is great! This will show you the many benefits available to you as a member. One of the valuable benefits is the Scholarship Program. As a member, your children and children of employees of your company may participate in the scholarship program. Check out the website for additional information.

At the state Board meeting, **Ken Brown, Insurance by Ken Brown**, spoke about commercial automobile rates. Finding competitive rates is getting harder – the auto industry has suffered 106 percent in losses this last year. Ken suggested having employees who drive your vehicles sign a document that indicates they, the employee, would be responsible for the deductible if they were to have an accident in your vehicle. You may contact **Insurance by Ken Brown** if you'd like a copy of the contract.

It is not too soon to start thinking about the upcoming Everything Under the Sunsm Expo to be held February 13-14, 2015. There will be 43 classes offered and volunteers are needed! If you are taking a class, please volunteer to be an ID checker or a room monitor. It was voted at the state Board meeting that a Chapter must have the same number of volunteers as spaces on the state Board or we will be charged a fee. The Northeast Florida Chapter must have five volunteers.

Please make sure you read the president's article in the September *Florida Pool Prosm* regarding the heat pump issue. This affects your industry. Additionally at the Board meeting, all the Chapters voted not to move forward with the service bill initiative. The Residential Pool/Spa Servicing Specialty Contractor rule was approved effective June 30, 2014.

There was a Chapter meeting held at the Jacksonville Zoo on September 18. We will report on that next month.

We will be holding the annual nominations to serve on the local Board. Please let **Mark Turner**, current president, or **Debi Garner**, know if you are interested in serving on the Board. This is how you get involved!

Please keep the following members in your thoughts and prayers: **Kim Quintal, Blue Haven Pools**, as she recovers from recent surgery; **Joe Holder, Backyard Designs**, and his wife as she battles cancer; and **Brad Correria, Crown Pools**, as his wife as she too battles cancer.

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

Palm Beach

Executive Director: Doris Rohner / (954) 723-0937
FSPAPalmBeach@FloridaPoolPro.com / www.FSPAPalmBeach.com

Randy Craddock, SCP Distributors, has sponsored a CPO class to be held October 18-19. The certification program is offered to members and non-members at a reduced fee which is considerably lower than normally charged. Lauren Broom B.S., R.S., NSPF® Instructor, will be conducting the class. Sign up online at www.fspa-bp.com; it is quick and easy. You may make a deposit with final payment due October 15. **Jim Bingold, Proline Distributors**, has generously offered a conference room for the class and will be serving refreshments, snacks, and lunch for the attendees. Don't miss this one; you won't find these benefits with any other CPO certification class.

DATE: October 18 - 19, 2014

LOCATION: Proline Distributors – Conference Room, 3720 Interstate Park Rd. N., Riviera Beach, FL 33404

SATURDAY, October 18: 8:00 a.m. - 5:00 p.m. with a one hour lunch period

SUNDAY, October 19: 8:00 a.m. - 5:00 p.m. with a one hour lunch period

COST: Members: \$215. Non-members: \$250; \$75 deposit per person with final payment due October 15.

This fall the Chapter will be hosting a First Aide, CPR/AED Certification Class. The course will have a discounted rate due to a grant from Amerisure, offered through **Insurance by Ken Brown**. The date is still being finalized but the class will be held at 2101 Vista Parkway Ste.107, Crexent Business Center, West Palm Beach. The class is three or four hours long. Members can become certified for \$10 and non-members are offered a reduced rate of \$40. Sign up so you can advertise that all employees are CPR Certified. This is a great time to join the FSPA Palm Beach Chapter where you can take advantage of increased discounts and many other benefits of membership. Watch you inbox and the Chapter website for more details as they are announced.

October 14 the Chapter will hold the monthly meeting at a new location. Join us at **CES**, 860 Jupiter Park Drive, Suite 2, Jupiter, for a Board meeting at 5:30 p.m. and a light dinner served at 6:30 p.m. with the program starting promptly at 7:00 p.m. Sponsored by **CES**, the program Guerilla Professional Pool Management will offer two hours of CE credit. The class is a mainstay favorite since the mid-1980's. The course is designed to give building managers, condominium managers, and maintenance supervisors a strong foundation in swimming pool management techniques. The emphasis is placed on identification of the major factors behind a successful pool/spa operation, necessary instrumentation and paperwork required to monitor these factors, and skills to interpret findings and supervise corrective actions. (CILB course #10909, general study, two hours. CAM course #0002695, physical property, two hours. CES providership #0000828). Register online at www.fspa-pb.com

The Chapter recognizes and thanks Anna Stewart, Palm Beach Drowning Prevention Coalition, for her partnership with the Palm Beach Chapter to help educate people on the importance of water safety programs and teaching children to swim. For the second year, area students received swim lessons at Barracuda Bay.

The Chapter recognizes the Melissa Taylor, Small Fish Big Fish Swim School, for efforts in teaching autistic and other challenged children to swim.

The Palm Beach Chapter is sponsoring many of these children for their lessons throughout the remainder of 2014. A Chapter grant from the FSPA Swimming Pool Education and Safety Foundation made these swim lessons possible, along with support from Chapter member **Proline Distributors** raising money with a dunk tank at their annual picnic.

Chapter elections for the 2015 Board of Directors will be held October 14 at the membership meeting. If there are no objections or additions to the proposed slate, the current secretary **Scott Griswold** will welcome the 2015 Board of Directors. The lineup as of this printing is as follows. President - **Dave Ballard, Horizon Pool & Patio**; vice president - **Scott Griswold, Hula Pools**; secretary - **Jim Stevens, Crystal Blue Pools**; treasurer- **David Villandy, CES**; and voting directors: **Kim Allert, Southern Pool Plastering**; **Randy Craddock, SCP Distributors**; **Gretchen Knaebel, HornerXpress**; **Jim Bingold, Proline Distributors**; **Ed Morse, Sunshine Pools & Stable Waters**, **Steve Hackl, Hackl Pool Construction**; and **Tim Woodward, Red Rhino Leak Detection**. Thank you to all the returning and incumbent Directors. The Board room is sure to be filled with exciting programs and event ideas. Keep a close eye on 2015; there will be programs of interest for everyone.

Polk County

Chapter Coordinator: Maggie Kloepfer / (866) 930-3772
 FSPAPolkCounty@FloridaPoolPro.com / www.FSPAPolkCounty.com

The Chapter once again sponsored The George Jenkins High School at the annual FSPA High School Swimming and Diving Meet held in Stuart.

Congratulations to Adam Johnson and Thomas Adams on their recent



Thomas Adams, son of Steve, Richard's Pool Service, and Zoe Adams, received a scholarship from the FSPA.

scholarships awarded by the FSPA Scholarship Committee.

Adam is the son of **Keith Johnson, Pool Works**, and Sharon Johnson. Adam is attending Johnson & Wales University.

Thomas is the son of **Steve Adams, Richard's Pool Service**, and Zoe Adams.

Thomas is attending the University of Florida in Gainesville.

The Polk Chapter is still looking for a few good industry members to help out a few hours a month serving on the Chapter Board of Directors. Please contact Maggie at 941-952-9293 or Maggie@FloridaPoolPro.com if you are interested.

Space Coast

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

Thank you to all who attended the Chapter meeting on September 17. This was the first meeting after our summer break. Everyone was updated on the issues from the Chapter Executive Directors Meeting which was held in August and from the FSPA Board Meeting in September.

Thank you to our Chapter Board who diligently handled the Chapter's affairs throughout the summer.

The Chapter meeting on October 9 will feature a workplace safety CE class. The instructor, David Blossom, Amerisure Insurance, will discuss issues affecting how different workplace environments can be handled in our own companies and how to better train our employees. The class will start at 12:15 p.m. and is a one hour class which meets the mandatory workplace safety requirement. Please be sure to join us and bring anyone who trains employees or you feel may benefit from this education.

Cindy Staublely with the Palm Bay Aquatic Center presented the Chapter with a binder outlining the success of the swim lessons to 73 children this summer. Photos and drawings by the children were included in the binder. The funds from the Chapter, Swimming Pool Education and Safety Foundation and the Step Into Swim Campaign of the National Swimming Pool Foundation provided fully paid lessons to the children. The Chapter has been supporting this joint venture for several years and it has made a big difference in so many children's lives. The parents of the children expressed their gratitude. They now know their children are prepared for a life of being confident around water

and know how to swim!

The Chapter Christmas Party is being held the evening of Saturday, December 13 at Doubles Beachside Grill in Indian Harbor Beach; please mark your calendars and plan on attending.

Tampa Bay

Chapter Coordinator: Maggie Kloepfer / (866) 930-3772
FSPATampaBay@FloridaPoolPro.com / www.FSPATampaBay.com

The Tampa Bay Chapter sponsored Wharton High School at the FSPA Swim Meet on September 26-27 at Sailfish Splash Aquatic Athletics Center in Stuart.

Sign up now! November 12, 2014 is the Tampa Bay Sporting Clay Tournament. We will be having our Sporting Clay Tournament once again at Tampa Bay Sporting Clays, Inc. Tournament will start with lunch at noon and shoot time at 1:00 p.m. For more information contact Maggie at Maggie@FloridaPoolPro.com or at 941-952-9293.

Mark your calendar for Thursday, January 15, 2015 for the TB Lightning vs. Edmonton Oilers. For more information contact Maggie.

Congratulations to Haley Hahmann on her recent scholarship awarded by the FSPA Scholarship Committee. Haley is the daughter of **David, Bay Area Pool Service**, and Cynthia Hahmann. Haley is attending the Georgia Institute of Technology in Atlanta, GA.

Please support your Chapter by attending the planned meetings and events. If you have something specific you would like to see at a meeting, please let us hear from you. We are always looking for members who want to get involved in the Chapter events. If you are interested, please let us know.



Hillary Hahmann, daughter of David, Bay Area Pool Service, and Cynthia Hahmann, received a scholarship from the FSPA.



Treasure Coast

Executive Director: Susan Gilbert / (772) 263-2653

FSPATreasureCoast@FloridaPoolPro.com / www.FSPATreasureCoast.com

The Chapter would like to thank **SCP** of Port Saint Lucie for hosting our meeting with **Bill Vincent, Jandy/Zodiac**. We appreciate the time, money and effort it took to set up and make us comfortable! There was great food and a great meeting!

Thank you, Bill, for sharing your wealth of knowledge about your products; we appreciate you!

The Chapter would also like to thank our FSPA High School Invitational Swimming and Diving Meet volunteers! You help to make this important event possible! The athletes spend many hours training and preparing for this event and you help to make it successful!

Don't hesitate to make a difference in your community; volunteer!

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.

CALENDAR

OCTOBER 2014

- 2** FSPA Florida Gulf Coast Chapter Meeting
- 7** FSPA Florida West Coast Chapter Board Meeting
Noon at Gorman Company
1310 N Hercules Ave., Clearwater
FSPA Manasota Chapter Board Meeting
Berlin Branch YMCA
- 8** FSPA Charlotte Harbor Chapter Board Meeting
FSPA Florida Gulf Coast Chapter Board Meeting
- 9** FSPA Space Coast Chapter Meeting and CE Course
12:15 p.m.
- 11** FSPA Manasota Chapter Pig Roast
Turtle Beach, Sarasota
- 14** FSPA Central Florida Chapter Meeting
6:00 p.m. - 8:00 p.m. Dubsdread
FSPA Charlotte Harbor Chapter Meeting
FSPA Palm Beach Chapter Meeting and CE Course
CES, 860 Jupiter Park Dr., Ste. 2, Jupiter
5:30 p.m. Board Meeting
7:00 p.m. Chapter Meeting
- 18-19** FSPA Palm Beach Chapter CPO Course
8:00 a.m. - 5:00 p.m. Proline Distributors
3720 Interstate Park Rd. N., Riviera Beach
- 21** FSPA Florida West Coast Chapter's Annual Pool Industry Table Top Event
6:00 p.m. - 8:30 p.m.
Ruth Eckerd Hall Great Room, 1111 McMullen Booth Rd.
- 24** FSPA Florida Gulf Coast Chapter Golf Classic
Sanibel Island Golf Club
7:45 a.m. Registration
9:00 a.m. Tee times

January 9-10, 2015

Board of Directors Meeting

**Hilton UF Conference Center
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