

Presented by the Florida Swimming Pool Association



Complete Education & Trade Show Information
February 12-13, 2016
www.UnderTheSunExpo.com

*Where sunshine
meets water*

EVERYTHING UNDER THE SUNSM EXPO

Schedule

Thursday, February 11

- 8:00 a.m. - 12:00 p.m. Education Sessions
- 8:00 a.m. - 5:00 p.m. Florida Public Pool Specialist Course
(16-hr course / Wed. - Thurs., February 10-11)
- 9:00 a.m. - 6:00 p.m. Show Registration Open
- 6:30 p.m. Welcome and Awards Reception -
Sponsored by Amerisure Insurance
Held at the OCCC

Friday, February 12

- 6:30 a.m. - 5:00 p.m. Show Registration Open
- 8:00 a.m. - 12:00 p.m. Education Sessions
- 10:30 a.m. - 5:30 p.m. Exhibit Hall Open
- 11:00 a.m. - 3:30 p.m. Conversation Cafés
- 12:00 p.m. - 5:00 p.m. Learning Labs in Exhibit Hall
- 6:30 p.m. - 10:30 p.m. P⁴ - Pool Pro Private Party at
Lafayette's Pointe Orlando
(Ticket required, \$35: food, open bar)

Saturday, February 13

- 6:30 a.m. - 3:00 p.m. Show Registration Open
- 8:00 a.m. - 12:00 p.m. Education Sessions
- 10:00 a.m. - 3:30 p.m. Exhibit Hall Open
- 10:30 a.m. - 2:30 p.m. Learning Labs in Exhibit Hall
- 10:00 a.m. - 2:30 p.m. Conversation Cafés

Hotels

Hyatt Regency Convention Center
(formerly Peabody Orlando)
9801 International Drive
(888) 421-1442
Room Rate: \$169/night (+\$5 resort fee)
(Through Jan. 12, 2016)

Rosen Centre Hotel
9840 International Drive
(800) 204-7234
Room Rate: \$155/night (Through Jan. 19, 2016)

Rosen Inn at Pointe Orlando
9000 International Drive
(800) 999-8585
Room Rate: \$92/night (Through Jan. 21, 2016)

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

Exhibitors can contract sub-blocks at the host hotels. Please identify yourself with the group.



Download the Expo app!
Search FSPA in your app store.

Attendee Registration - WWW.UNDERTHESUNEXPO.COM

Daily Education

- **NO Credit**
 - ♦ Non-members: \$35 / day
 - ♦ After January 31: Non-members \$50
- **FL CILB / ECLB Credit**
 - ♦ Non-members: \$110 / day
 - ♦ After January 31: Non-members \$125

Florida Public Pool Specialist Course (16 hr)

- (Wed. - Thurs., Feb. 11-12)
- ♦ Non-members: \$300

Learning Labs (Formerly Hands-On Education)

- ♦ Non-members: \$10

Exhibit Hall: Two-day entry

- ♦ Non-members: \$20
- ♦ After January 31: Non-members \$30

P⁴ - Pool Pro Private Party at Lafayette's

- ♦ \$35 per person (Open bar, food, entertainment)

ONLINE registration: www.UnderTheSunExpo.com

Phone: 866-692-2064 or 980-233-3817

E-mail: registration@epicreg.com

FSPA member rates

Exhibit Hall: FREE

Education Sessions: FREE

Learning Labs (Formerly Hands-On Education): FREE

Florida Public Pool Specialist Course (16 hr): \$150
(Wed. - Thurs., Feb. 11-12)

P⁴ - Pool Pro Private Party Ticket: \$35
(Open bar, food, entertainment at Lafayette's)

*FSPA membership includes all company employees


**All Education include electronic certificates. Select "For FL CE Credit" in order for credit to be submitted to the state of Florida for your license.*

Exhibitors as of November 30, 2015







5 County Wholesale
 A & A Manufacturing
 A&B Brush
 Aadvanced Leak Detection, Inc.
 Air Supply of the Future
 Aladdin Equipment Co.
 Allied Innovations / Genuine
 Len Gordon
 Allied Universal Corp.
 AlternaScapes Inc.
 American Granby, Inc.
 American Leak Detection
 American Spa and Pool Pros
 Anderson Manufacturing Co.
 APi
 AQUA Magazine
 AQUA/LAMP
 AquaCal AutoPilot
 AquaCal Heat Pump Service
 AquaChek
 AquaComfort Technologies LLC
 AQUASALT, LLC
 Aquatherm Industries
 Aquatic Parts Company
 Aquatic Technologies
 Aquatica
 Arbors Direct
 Artistic Paver Manufacturing
 ASSET - The "One & Only"
 Circulator
 BackyardXpo
 Basecrete Tech
 Bio Dex Laboratories
 Bio-Active Products Ins. / Solar
 Sun Rings
 Blackadar Insurance
 Blue Square Mfg
 Bluffton Motor Works
 Bobe' Water & Fire Features
 Brenntag Mid South, Inc.
 Built Right Pool Heaters LLC
 Bullfrog Spas
 Century, A Regal Brand
 Classic Pool Tile & Stone
 Cleardeck Systems, Ltd.
 CNA
 Coastal, an Oldcastle Company
 Commercial Energy Specialists
 Com-Pac Filtration
 Coral Seas/Yellow Out
 Cover-Pools
 Creative Water Solutions LLC
 Custom Molded Products
 DBPR
 DEL Ozone
 E-Z Weld
 Fire FX
 Floating Luxuries
 Florida Stucco Corp.
 Florida Swimming Pool
 Association
 Fox Pool Group
 Gorman Company
 Grand Effects
 Great Lakes Bio Systems
 H2flow
 Hammerhead Patented
 Performance, Inc.
 Hayward Pool Products
 HornerXpress
 Industrial Test Systems, Inc.
 Innovative Concrete Technology
 Insurance By Ken Brown Inc.
 Inter-Fab
 Intermatic, Inc.
 IPSSA - Independent Pool & Spa
 Service Assn.
 J & J Electronics, Inc.
 Jack's Magic Products
 Jacuzzi Pool Equipment by Carvin
 Keystone Tile
 Kiddie Barrier, LLC
 Kover Kritters
 LaMotte Company
 Latham Pool Products - Fiberglass
 Division
 LeakTronics / Torque Lock
 Ledge Lounger LLC
 Lochinvar, LLC
 Luv-Tile Ent
 Magic Plastics, Inc.
 Master Tile Pool Division
 Midwest Canvas Corporation
 National Pool Route Sales, Inc.
 Natural Chemistry
 Neptune Filtration
 Nirvana Heat Pump USA LLC Inc.
 NO Equal Design
 Noble Tile Supply Inc.
 Odyssey Systems
 Only About Innovation
 Orenda Technologies
 Oreq Corporation
 PAL Lighting
 Paramount Pool & Spa Systems
 Pebble Junction
 Pebble Technology, Inc.
 Pentair Aquatic Systems
 Periodic Products
 Pleatco, LLC
 Pool & Spa News
 Pool Corp.
 Pool Route Sales USA Inc
 Pool Service Products
 PoolTrac
 Power Vac
 Praher Canada Products Ltd
 Premix-Marbletite Mfg. Co.
 ProMinent Fluid Controls, Inc.
 Purity Pool, Inc.
 Quaker Plastics
 Raypak Inc.
 RicoRock LLC
 Rola-Chem - Paradise Industries
 S.R. Smith, LLC
 Safewater Systems Inc.
 SAFTRON Pool Rails
 San Juan Products
 SCUBA-breather Inc.
 SeaKlear Pool & Spa Chemicals
 Sentry Industries Inc
 SGM Inc.
 SGS Instruments LLC
 SKIM-A-ROUND
 Skimlite
 Solar Hydronics Corp.
 Solaxx LLC
 Southeastern Group
 Speck Pumps-Pool Products, Inc.
 Stabil Concrete Pavers
 Stegmeier Corporation
 Stenner Pump Company
 Stone-Mart
 Structure Studios
 Suburban Propane
 SweepEase® LLC
 Swim N Play
 Taylor Technologies, Inc.
 The Smart! Company
 Thermeau Inc.
 Tile Specialties, Inc.
 Tremron Group
 TropiClear / Lo-Chlor
 U.S. MOTORS® brand by Nidec
 Motor Corporation
 U.S. Paverscape
 Unicel Filter Cartridges
 United Chemical Corp
 United Elchem Industries
 United States Pumice Company
 Universal Packaging
 US SEAL MFG.
 USA Payroll
 Valcon Industries
 Valterra Products, LLC
 Waterway Plastics
 Wet Edge Technologies
 Zodiac Pool Systems Inc.

Education Session


















WEDNESDAY

TIME	COURSE (requirement fulfilled)	CILB#
8:00 - 5:00	Florida Public Pool Specialist - \$300 (\$150 for FSPA members)  (16-hr course. Must attend Wed. and Thurs.)	NO CE CREDIT

THURSDAY




















TIME	COURSE (requirement fulfilled)	CILB#
8:00 - 5:00	Florida Public Pool Specialist - \$300 (\$150 for FSPA members)(Must attend Wed.)	NO CE CREDIT
8:00 - 4:50	Customer Service - Giving the Customer What They Want (GEN - 7 hrs) 	0611478
10:00 - 10:50	General Liability Basics for Pool and Spa Service, VGB and Beyond (WS)	0610816
10:00 - 10:50	Maximizing Tax Deductions through Customized Retirement Plans (BP) 	0611465
10:00 - 10:50	Workplace Safety: The Impact of Accidents (WS)	0609191
11:00 - 11:50	Fleet Safety and Risk Management, Opportunities and Impact (WS) 	0611483
11:00 - 11:50	Workers' Compensation Update (WC) 	0611498
12:30 - 2:20	Green Technologies for Commercial Pools and Spas (GEN) 	0611521
12:30 - 2:20	Water Testing Methods, Interferences & Techniques (GEN) 	0611485
12:30 - 3:20	OSHA Training for Service Contractors (WS)	0609201
2:30 - 3:20	FBC Advanced Module: Entrapment Protection (GEN)	0610926
2:30 - 4:30	Retail Store Basics for Success (GEN)	0610913

FRIDAY

TIME	COURSE (requirement fulfilled)	CILB#	
8:00 a.m. class	8:00 a.m. to 8:50	Basic Electrical Requirements for Pools and Spas (GEN)  Clean Light Technology - Using UVC to Reduce Chemical Usage (GEN)  Source Water: Fit to Drink Doesn't Mean Ready to Swim (GEN)  Store Layout and Design, a Plan for Success (GEN) Understanding Basic Hydraulics (GEN) 	0611477 0611496 0611475 0610911 0611489
	8:00 a.m. to 9:50	Blue Water, "Green" Equipment (GEN)  Managing Salt Chlorine Generator Issues for your Staff (GEN)  Solar Pool Heating: 10 Best Practices and Lessons Learned (GEN)  Succession Planning - Keep the Business Alive (BP)  Water Features & Effects for Swimming Pools (GEN)  Water Testing and Treatment Myths Exposed (GEN) 	0611520 0611466 0611470 0611464 0611486 0611501
	9:00 a.m. to 9:50	Construction Contracts (BP) Ozone and Germicidal UV: A Synergistic Approach (GEN) Retail in the Age of Technology (GEN)	0610221 0610240 0610910
	9:00 to 10:50	Public Pools Navigating FBC and DOH Regulations (GEN) Swimming Pool Energy Audits (GEN)	0610376 0610247
	10:00 a.m.	10:00 to 10:50	Evolution of Contractors' Professional and Pollution Liability (WS) 
10:00 a.m. to 11:50		Basic Business Planning: Take your Business to the Next Level (BP) Communication Styles - Increasing Employee Productivity (GEN)  FBC Advanced Module: ANSI-15 and ANSI-7 Flow Requirements and TDH (ADV) Heat Pump Diagnosing and Troubleshooting (GEN)  Hot Water Chemistry and Testing (GEN)  Oxidation Reduction Potential ORP (GEN) Variable Speed Pumps - Programming for Maximum Efficiency (GEN) 	0610219 9900006 0610378 0611491 0611490 0610813 0611487
11:00 to 11:50		Fleet Safety Management Fundamentals (WS)  Integrating GPS, Pool Service and the Customer (GEN)  Exploring the Relationship Between pH and Total Alkalinity (GEN) 	0611469 0611473 0611494
1:30-2:20		DBPR - CILB Laws and Rules (L&R)	0609216

ons At-A-Glance

SATURDAY

TIME	COURSE (requirement fulfilled)	CILB#
8:00 a.m.	8:00 a.m. to 8:50 Algae - The Ugly Truth (GEN) 	0611497
	Dive Into Solar Pool Heating (GEN)	0610817
	From Construction to Technology (GEN) 	0611493
	Leadership and Winning as a Team (GEN) 	9900022
	Workers' Compensation for the Swimming Pool Industry (WC)	0610819
8:00 a.m.	8:00 a.m. to 9:50 Demand Service Management (BP) 	0611480
	Excavation Safety (WS)	0609214
	Hydraulics for the Pool and Spa Professional (GEN) 	0611474
	Phosphate Control & Organic Management (GEN) 	0611472
	The Fair Labor Standards Act: Wage & Hour Pitfalls and How to Avoid Them (GEN) 	9900042
Water Chemistry & Testing 101 (GEN) 	0611463	
9:00 a.m.	9:00 a.m. to 9:50 ENERGY STAR Certified Pool Pumps Save Thousands (GEN) 	0611495
	How to Prevent Pool Popping Accidents (GEN) 	0611476
	Prescription Opioid Abuse: Risk Factors and Solutions (WS) 	9900027
	Winning the Customer Experience (GEN) 	0611499
9:00 to 10:50 Salt Pools 101 (GEN)	0610245	
10:00 a.m.	10:00 a.m. to 10:50 Chapter 489 - Prohibitions and Penalties (L&R)	0010148
	Frequently Overlooked Insurance Coverages and Policies (BP) 	0611468
	Prevention and Removal of Stains and Discoloration (GEN) 	0611471
	Winning in Today's Competitive Market (GEN) 	0611500
	10:00 a.m. to 11:50 Advanced Hydraulic Design for Custom Pools and Spas (GEN)	0009374
Cash Flow vs. Accounting - Where's the Money Going? (BP) 	0611479	
Convert Existing Pools to Multiple-Speed Pumps and Controls (GEN)	0610822	
11:50 Electricity for the Pool and Spa Professional (GEN) 	0611481	
Leading Edge Swimming Pool Hydraulics (Drains Not Required) (GEN) 	0611467	
11:00 a.m.	11:00 to 11:50 Understanding Biofilm (GEN) 	0611488
	FBC Advanced Module: Swimming Pool Updates (ADV)	0610375
11:50 My Service Truck: Is it Safe? (WS)	0609204	

About the Education Offered

The Florida Swimming Pool Association is an approved course sponsor by the Florida Construction Industry Licensing Board (CILB), the Board of Landscape Architects (BOLA) and the Electrical Contractors' Licensing Board (ECLB). The FSPA CE Advisory Committee reviews all courses and instructor qualifications to ensure high quality and relevance to industry members' needs. As a provider, the Association is required to monitor attendance and how courses are conducted, issue Certificates of Completion to persons who complete each course, and verify information provided to the Bureau of Education & Testing (BET) upon audit of any individual licensee. Attendee data is submitted to the BET upon course completion.

Florida CILB License Requirements

Under Chapter 489 F.S., all license holders must complete at least one hour of Workers' Compensation (WC), one hour of Workplace Safety (WS), one hour of Business Practice (BP), one hour of an Advanced Module (ADV) on the Florida Building Code and one hour pertaining to Laws and Rules (L&R) within the required 14 hours of continuing education.

Pre-registration is Recommended

Reserve your seat by registering now. Some of the most popular classes fill up early. On-site registration for a course at the Show is contingent upon seating availability.

Obtaining Florida CE Credit

When you register, be sure to choose the "for FL CE" option. You must also present a photo ID, list all license numbers and sign the course roster, which will only be available at the beginning of each course period. Late arrivals will not be permitted to obtain credit. Certificates of Completion will be sent to all persons who register for the Show, pay the appropriate daily registration fee and attend the course in its entirety. You can only receive credit one time for a course in a renewal cycle.

*FSPA d/b/a FSPA CILB, ECLB & BOLA providership #0000917

*The views and opinions expressed by speakers or others who have provided materials to and for this event are not necessarily those of Everything Under the SunSM Expo or Florida Swimming Pool Association. Everything Under the SunSM Expo and Florida Swimming Pool Association assumes no responsibility for, nor endorses, any of the comments, recommendations or materials that are provided.

EVERYTHING UNDER THE SUNSM EXPO

Advanced Hydraulic Design for Custom Pools and Spas

Course #: 0009374

Friday, 10:00 a.m. - 11:50 a.m. (2 Hour)

Meets: GEN / Level: Basic - Advanced

Audience: Builder/Commercial

Instructor: Steve Barnes

Course Highlights:

- Advanced topics related to the design of custom swimming pool, spa and water feature circulation systems, weir flow rates and gravity feed systems.
- Correlation between GPM / line velocity, friction loss / pressure drop to understand the hydraulics system function.
- Proper design of suction outlet plumbing.
- Special equipment set application for these jobs.

Algae - The Ugly Truth

Course #: 0611497

Saturday, 8:00 a.m. - 8:50 a.m. (1 Hour)

Meets: GEN / Level: Intermediate

Audience: Service/Retail

Instructor: Chris Marcano

Course Highlights:

- Various types of algae.
- Conditions needed for algae to thrive.
- Treatment and long-term prevention.

Basic Business Planning: Take Your Business to the Next Level

Course #: 0610219

Friday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: BP / Level: Basic

Audience: Builder/Service/Retail/Commercial

Instructor: Connie Sue Centrella

Course Highlights:

- Developing business plans identifying and communicating your business strategies based on a specific business model.
- Develop a specific strategy allowing you to manage your business.

Basic Electrical Requirements for Pools and Spas

Course #: 0611477

Friday, 8:00 a.m. - 8:50 a.m. (1 Hours)

Meets: GEN / Level: Basic

Audience: Builder/Service/Commercial

Instructor: David Pruette

Course Highlights:

- The rules of the National Electrical Code (NEC) and Florida Building Code (FBC) as related to all aspects of electrical requirements.
- Rules, terms and applications.

Blue Water, "Green" Equipment

Course #: 0611520

Friday, 8:00 a.m. - 9:50 a.m. (2 Hours)

Meets: GEN / Level: Basic, Intermediate

Audience: Builder/Service/Retail

Instructor: Rocco Russo

Course Highlights:

- Review basic hydraulics.
- Pump sizing.
- Heating options from an energy conservation perspective.
- Determine the proper heating method for pool or spa energy conservation.

Cash Flow vs. Accounting - Where's the Money Going?

Course #: 0611479

Saturday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: BP / Level: Intermediate

Audience: Builder/Service/Retail/Commercial

Instructor: Bill Kinnard

Course Highlights:

- Run your business based on the cash that flows into and out of the checkbook every day.
- Significant differences between cash flow and accounting.
- Develop an equipment replacement fund.
- Build a retained earnings account.

Chapter 489 - An Overview of Contractors Responsibilities

Course #: 0608746

Thursday, 3:30 p.m. - 4:20 p.m. (1 Hour)

Meets: L&R / Level: Basic - Advanced

Audience:

Instructor: Gary Crayton

Course Highlights:

- Rights and responsibilities of a licensed contractor.
- Jurisdiction and responsibilities of state and local entities.
- Consequences for violating regulations, Statutes and building codes.

Chapter 489 - Prohibitions and Penalties

Course #: 0010148

Saturday, 10:00 a.m. - 10:50 a.m. (1 Hour)

Meets: L&R / Level: Basic - Advanced

Audience: Builder/Service/Commercial

Instructor: Jennifer Hatfield

Course Highlights:

- Prohibitions and penalties of Chapter 489.
- Role of code enforcement officers and enforcement and licensing boards.
- Citations and hearings.
- Procedures to follow if you are issued a citation.

Clean Light Technology - Using UVC to Reduce Chemical Usage

Course #: 0611496

Friday, 8:00 a.m. - 8:50 a.m. (1 Hour)

Meets: GEN / Level: Intermediate

Audience: Service

Instructor: Dan Tillman

Course Highlights:

- How Ultra Violet C (UVC) sterilizes single cell organisms and photoxidizes chloramines just by replicating the waves from the sun.
- How UVC can reduce chemical consumption.
- Explain to customers how UVC reduces the consumption of chemicals.
- Benefits of using UVC technology.

Commercial Subcontract Agreements

Course #: 9900044

Friday, 10:00 a.m. - 10:50 a.m. (1 Hour)

Meets: BP / Level: Intermediate

Audience: Builder/Commercial

Course Highlights:

- Pitfalls of onerous contracts and protect your business.
- Understanding contractual relationships when signing subcontracts on large commercial projects.

Communication Styles - Increasing Employee Productivity

Course #: 9900006

Friday, 10:00 a.m. - 10:50 a.m. (2 Hours)

Meets: GEN / Level: Basic

Audience: Builder/Service/Retail/Commercial

Instructor: Bill Kinnard

Course Highlights:

- Part of running a profitable company is being able to communicate with your employees and customers.
- Everyone has a mix of communication styles and if you understand and speak the same language as your employees, their engagement and productivity will increase.
- Understand your communication style and identify other communication styles.

Construction Contracts

Course #: 0610221

Friday, 9:00 a.m. - 9:50 a.m. (1 Hour)

Meets: BP / Level: Intermediate

Audience: Builder/Commercial

Instructor: Christian "Chris" Van Hise

Course Highlights:

- Key contract requirements and how a contractual relationship is created.
- Terms regularly utilized in the construction industry in Florida.
- Basic principles necessary to create an enforceable contract.
- Contract provisions are required by statute and other critical elements.

Convert Existing Pools to Multiple Speed Pumps and Controls

Course #: 0610822

Saturday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: GEN / Level: Advanced

Audience: Builders/Commercial

Instructor: Rocco Russo

Course Highlights:

- Calculate total dynamic head for existing pools and spas.
- Properly size a new multiple-speed pump and choose the correct time clock or controls for optimum operation.

Customer Service - Giving the Customer What They Want

Course #: 0611478

Thursday, 8:00 a.m. - 4:50:00 PM (8 Hours)

Meets: GEN / Level: Intermediate

Audience: Builder/Service/Retail/Commercial

Instructor: Bill Kinnard

Course Highlights:

- How employee interactions with customers affect how much is spent and customer retention.
- Communication style impacts how your techs and installers are perceived by the customer.
- Five buying principles of every customer.
- How to speak the customer's language

DBPR-CILB Laws and Rules

Course #: 0609216

Saturday, 1:30 p.m. - 2:30 p.m. (1 Hour)

Meets: L&R / Level: Basic - Advanced

Audience: Builder/Commercial/Service

Instructor: Drew Winters

Course Highlights:

- Review of Chapter 489, Florida Statute and Chapter 61G4, Florida Administrative Code as it relates to your license.
- CILB licensing, the disciplinary process and disciplinary violations.

Demand Service Management

Course #: 0611480

Saturday, 8:00 a.m. - 9:50 a.m. (2 Hours)

Meets: BP / Level: Intermediate

Audience: Service

Instructor: Bill Kinnard

Course Highlights:

- Key Performance Indicators (KPI) owners/service managers should track on each technician to ensure a profitable, productive team.
- Calculate and set goals for each of the KPI and apply it to your service department.

Dive Into Solar Pool Heating (Repairs)

Course #: 0610817

Saturday, 8:00 a.m. - 8:50 a.m. (1 Hour)

Meets: GEN / Level: Advanced

Audience: Builder/Service

Instructor: Dave Sizelove

Course Highlights:

- How to design, engineer, and install a solar pool heating system.
- Basic solar concepts.
- Existing market opportunities.
- Potential candidates for solar.
- Different types of solar and where pool heating fits in.
- Benefits of solar pool heating.

Electricity for the Pool and Spa Professional

Course #: 0611481

Saturday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: GEN / Level: Intermediate

Audience: Builder/Service/Commercial

Instructor: Mike Childress

Course Highlights:

- Electrical safe work practices for the pool and spa industry.
- The selection and use of meters for various industry testing requirements.
- Use various meters for testing voltage, continuity, resistance and amperage.
- Relate NEC codes to application and identify and avoid various violations.

ENERGY STAR Certified Pool Pumps Save Thousands

Course #: 0611495

Saturday, 9:00 a.m. - 9:50 a.m. (1 Hour)

Meets: GEN / Level: Intermediate

Audience: Builder

Instructor: Thomas Cucinotta, Julian Ganoudis, Robert Haung

Course Highlights:

- Save your customers thousands in energy costs with ENERGY STAR Certified Pool Pumps.
- Importance of certification testing.
- How to sell ES-certified pool pumps.
- The long-term costs and benefits of installing ES-certified pool pumps.

Evolution of Contractors' Professional & Pollution Liability

Course #: 9900011

Friday, 10:00 a.m. - 10:50 a.m. (1 Hour)

Meets: WS / Level: Intermediate

Audience: Builder/Commercial

Instructor: Jason Oswald

Course Highlights:

- Professional and pollution liability exposures being faced by the industry and the policies available to protect you.
- Professional liability policy, exposure and coverage gaps within contractors general liability insurance.
- Current gaps in property and casualty policies and why you are not covered.

Excavation Safety

Course #: 0609214

Saturday, 8:00 a.m. - 9:50 a.m. (2 Hours)

Meets: WS / Level: Basic - Advanced

Audience: Builder/Commercial

Instructor: Alvin Jenkins

Course Highlights:

- OSHA requirements and industry expectations, safe excavation practices and underground utility damage prevention.
- OSHA regulations regarding safe practices for excavation work and preventing underground utility disruption.

Exploring the Relationship Between pH and Total Alkalinity

Course #: 0611494

Friday, 11:00 a.m. - 11:50 a.m. (1 Hour)

Meets: GEN / Level: Intermediate

Audience: Service

Course Highlights:

- In-depth look at how pH and Total Alkalinity are related.
- Slightly more technical look at the theory behind these properties.
- Why predicting the influence of one parameter on the other can be so difficult.

FBC Advanced Module: ANSI-15 and ANSI-7 Flow Requirements and TDH

Course #: 0610378

Friday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: ADV / Level: Basic - Advanced

Audience: Builder/Service/Commercial

Instructor: Dan Johnson

Course Highlights:

- Why flow requirements are different for energy efficiency and for suction outlet safety.
- Calculate pool water volume and determine the required flow rate to comply with ANSI-15.
- Understanding of the new code requirements for "energy efficiency."
- The impact of piping system hydraulics on efficiency and safety.
- How compliance can benefit customers through savings and safety.

FBC Advanced Module: Entrapment Protection

Course #: 0610926

Thursday, 2:30 p.m. - 4:20 p.m. (2 Hours)

Meets: ADV / Level: Advanced

Audience: Builder/Commercial

Instructor: John Garner

Course Highlights:

- Various suction entrapment hazards.
- Review Florida code requirements and compliance options.
- Different types of entrapment, how they take place, and how they can be avoided.
- Clarification on code requirements and code compliance options for new construction.
- Entrapment protection in existing pools.

FBC Advanced Module: Swimming Pool Updates

Course #: 0610375

Saturday, 11:00 a.m. - 11:50 a.m. (1 Hour)

Meets: ADV / Level: Basic - Advanced

Audience: Builder/Service/Retail/Commercial

Instructor: Jennifer Hatfield

Course Highlights:

- Updates with regard to changes in pool/spa energy efficiency regulations as it relates to new and existing pool construction and renovation.
- Summary of the Residential and Building (public) Code pool and spa provisions.
- Your responsibility to provide products which comply and meet the standards.

Fleet Safety and Risk Management, Opportunities and Impact

Course #: 0611483

Thursday, 11:00 a.m. - 11:50 a.m. (1 Hour)

Meets: WS / Level: Basic

Audience: Builder/Service/Retail/Commercial

Instructor: David Blossom

Course Highlights:

- Guided through the process of developing a safety and risk management program related to operating vehicles.
- Exposures, controls, and consequences will be communicated through examples of effective programs.
- Evaluate your existing fleet/driver management program.

Fleet Safety Management Fundamentals

Course #: 0611469

Friday, 11:00 a.m. - 11:50 a.m. (1 Hour)

Meets: WS / Level: Basic

Audience: Builder/Service/Retail/Commercial

Instructor: Jay Karamanol

Course Highlights:

- Fleet management involves more than just selecting the right drivers and checking their driver licenses.
- Evaluating and managing the company's fleet to maximize productivity and efficiency.
- Critical elements of a safety program and the statistics behind fleet management.

Florida Public Pool Specialist (16-hr course)

Course #: 9900043

Fee: \$300 (FSPA members: \$150)

Wednesday, 8:00 a.m. - 5:00 p.m. (8 Hours)

AND Thursday, 8:00 a.m. - 5:00 p.m. (8 Hours)

Meets: Certificate / Level: Basic - Advanced

Audience: Service

Instructor: Frank Goldstein

This certification course is designed to prepare individuals in the basic knowledge, techniques and skills of pool and spa professionals. Participants must take and pass an examination at the end of the course to become certified. Must attend both days. Participants should understand the basic concepts of: Pool cleaning and general pool maintenance; make-up water supply; bacteriological, chemical and physical quality of water and water purification; testing, treatment and disinfection procedures. Swimming pool calculations. Filters, filtration and circulation. Spa pools and warm water chemistry. Operations and safety requirements. State health code Chapter 64E-9, F.A.C.

EVERYTHING UNDER THE SUNSM EXPO

Frequently Overlooked Insurance coverages and Policies



Course #: 0611468

Saturday, 10:00 a.m. - 10:50 a.m. (1 Hour)

Meets: BP / Level: Basic

Audience: Builder/Service/Retail/Commercial

Instructor: David Griffiths

Course Highlights:

- Overview of several insurance coverages which are excluded in the standard forms and which are overlooked by policy holders.
- Specifics of insurance coverage, how your business may be excluded.

From Construction to Technology

Course #: 0611493

Saturday, 8:00 a.m. - 9:50 a.m. (1 Hour)

Meets: GEN / Level: Basic, Intermediate

Audience: Builder/Commercial

Instructor: Ron Schroader

- How to help protect bathers by understanding the differences between a dangerous system and a safe system.
- Hydrostatic and dynamic differential hold down forces.
- Build the suction side of the pool/spa system safer with sound/balanced hydraulics.

General Liability Basics for Pool and Spa Service VGB & Beyond

Course #: 0610816

Thursday, 10:00 a.m. - 10:50 a.m. (1 Hour)

Meets: WS / Level: Intermediate

Audience: Service

Instructor: Mark Lederer

Course Highlights:

- Basic general liability exposures which are inherent to pool and spa service companies.
- What to look for, how these items present general liability exposure.

Green Technologies for Commercial Pools and Spas



Course #: 0611521

Thursday, 12:30 p.m. - 2:20 p.m. (2 Hours)

Meets: GEN / Level: Basic

Audience: Service/Retail

Instructor: Alvaro Mendoza

Course Highlights:

- Proven green technologies for commercial pools and spas.
- Methods of heating, disinfection and circulation that are eco-friendly, consume less energy and save money.
- Understand the demand charges and calculate energy consumption.
- Reduce the use of chemicals and energy required for pool operations and maintenance.

Heat Pump Diagnosing and Troubleshooting



Course #: 0611491

Friday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: GEN / Level: Advanced

Audience: Service

Instructor: Matthew Gomulka

Course Highlights:

- Safety practices for hazards encountered in the pool and spa environment, from electricity, rotating equipment (mechanical), chemicals and pressurized vessels.
- Capabilities and limits of pool/spa heat pumps.
- Heat pump operation processes and component functions.

Hot Water Chemistry and Testing



Course #: 0611490

Friday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: GEN / Level: Basic, Intermediate

Audience: Service/Retail

Instructor: Wayne Ivusich

Course Highlights:

- The uniqueness of hot water chemistry shown by a systematic presentation/review of the parameters involved.
- Basic principles of hot water chemistry, water balance, and testing techniques.

How to Prevent Pool Popping Accidents



Course #: 0611476

Saturday, 9:00 a.m. - 9:50 a.m. (1 Hour)

Meets: GEN / Level: Basic, Intermediate

Audience: Builder/Service/Commercial

Instructor: David Griffiths

Course Highlights:

- What causes a pool to pop.
- The recommended standard preventative procedures.
- How the forces of nature and hydrostatic pressure causes pools to pop.

Hydraulics for the Pool and Spa Professional



Course #: 0611474

Saturday, 8:00 a.m. - 9:50 a.m. (2 Hours)

Meets: GEN / Level: Intermediate

Audience: Builder/Commercial

Instructor: Mike Childress

Course Highlights:

- How to properly set flow rates, calculate total dynamic head, create system head curves and select a pump for the existing equipment and plumbing.

Integrating GPS, Pool Service and the Customer



Course #: 0611473

Friday, 11:00 a.m. - 11:50 a.m. (1 Hour)

Meets: GEN / Level: Intermediate

Audience: Service

Instructor: Ivars Jaunakais

Course Highlights:

- Increasing technology in the pool and spa profession.
- How GPS technology can help the pool service professional and customer.

Leadership and Winning as a Team



Course #: 9900022

Saturday, 8:00 a.m. - 8:50 a.m. (1 Hour)

Meets: GEN / Level: Advanced

Audience: Builder/Service/Retail/Commercial

Instructor: Mike Dooley

Course Highlights:

- A winning team requires shared trust and collaborative participation.
- The principals of an effective leader and how to build on the strengths of employees for the success of the entire company.
- How to interact with employees to build their trust.
- Build a winning team through accountability and fair treatment.

Leading Edge Swimming Pool Hydraulics (Drains not Required)



Course #: 0611467

Saturday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: GEN / Level: Intermediate

Audience: Builder/Commercial

Instructor: Dan Johnson

Course Highlights:

- The goals a circulations system is required to achieve.
- How circulation systems work without drains – eliminating even the possibility of a suction entrapment.
- Design code compliant circulation systems that out-perform traditional systems in every measurable way.

Managing Salt Chlorine Generator Issues for Your Staff



Course #: 0611466

Friday, 8:00 a.m. - 9:50 a.m. (2 Hours)

Meets: BP / Level: Basic, Intermediate

Audience: Service/Retail

Instructor: Sean Assam

Course Highlights:

- Troubleshoot salt chlorine generators using an easy step-by-step diagnosis.
- Answer and resolve most of your customer's salt chlorine generator issues.
- How to diagnose salt-related issues over the phone or at your store.

Maximizing Tax Deductions through Customized Retirement Plans



Course #: 0611465

Thursday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: BP / Level: Intermediate

Audience: Builder/Service/Retail/Commercial

Instructor: William (Bill) Black

Course Highlights:

- Different types of retirement plans and why it is important to consider various plans.
- How to select the plan that best suits your needs.
- Changes to the Pension Protection Act (PPA).
- How to Implement a Defined Benefit and Defined Contribution plan under PPA.

My Service Truck: Is It Safe?

Course #: 0609204

Saturday, 11:00 a.m. - 11:50 a.m. (1 Hour)

Meets: WS / Level: Basic - Advanced

Audience: Service

Instructor: Jerry Pierrotte

Course Highlights:

- Safety requirements and best practices for the pool service contractor and his truck.
- Handling, safe use, loading and unloading, DOT requirements and PPE.
- Set up a spill kit for transporting pool chemicals.
- Describe the safe method for loading a service truck properly.
- Successfully clean up small spills.

OSHA Training for Service Contractors

Course #: 609201

Thursday, 12:30 p.m. - 3:20 p.m. (3 Hours)

Meets: GEN / Level: Basic - Advanced

Audience: Service

Instructor: Jay Karamanol

Course Highlights:

- OSHA compliance and the work performed by pool/spa professionals.
- Chemical handling and hazard communication, electrical and power tool safety and silica awareness.

Oxidation Reduction Potential ORP

Course #: 0610813

Friday, 10:00 a.m. - 11:50 a.m. (2 Hours)

Meets: GEN / Level: Basic

Audience: Service

Instructor: Alvaro Mendoza

Course Highlights:

- History, operation, observation, and the chemistry of ORP.
- Testing pros and cons.
- Apply to practical and field observations

Ozone and Germicidal UV: A Synergistic Approach

Course #: 0610240

Friday, 9:00 a.m. - 9:50 a.m. (1 Hour)

Meets: GEN / Level: Intermediate

Audience: Builder/Service

Instructor: Alvaro Mendoza

Course Highlights:

- The Advanced Oxidation Process (AOP) designed for residential swimming pools.
- Combining strong antimicrobial oxidation power of ozone with the germicidal action of UV radiation in one system.
- Create awareness of this new technology as applied to pools.
- The benefits to the pool professional as well as their client base.

Phosphate Control & Organic Management

Course #: 0611472

Saturday, 8:00 a.m. - 9:50 a.m. (2 Hours)

Meets: GEN / Level: Basic, Intermediate

Audience: Service

Instructor: Harold Evans

Course Highlights:

- How controlling organics and phosphates contributes to efficiency.
- Why pH and cyanuric acid (CYA) is important and how to properly adjust water chemistry.
- Enzyme technology, phosphates and how to accurately test for them.
- Understand how enzyme technology and phosphate control can be promoted as a "green approach" to customers.
- Control algae outbreaks by being proactive.

Prescription Opioid Abuse: Risk Factors and Solutions

Course #: 9900027

Saturday, 9:00 a.m. - 9:50 a.m. (2 Hours)

Meets: WS / Level: Basic

Audience: Builder/Service/Retail/Commercial

Instructor: Jay Karamanol, Mark Lederer, Jim Metropoulos

Course Highlights:

- Opioid abuse is a real and emerging risk for businesses to consider.
- Risk Outlook for clients and producers to learn solutions to avoid return-to-work pitfalls.

Prevention and Removal of Stains and Discoloration

Course #: 0611471

Saturday, 10:00 a.m. - 10:50 a.m. (1 Hour)

Meets: GEN / Level: Basic

Audience: Service

Instructor: Jim Gay

Course Highlights:

- The origin of stains and discoloration in pools and spas.
- The importance of balancing water and pool chemistry relative to stains and discoloration.
- Identify the stain and what will remove the stain.

Public Pools Navigating FBC and DOH Regulations

Course #: 0610376

Friday, 9:00 a.m. - 10:50 a.m. (2 Hours)

Meets: GEN / Level: Basic - Advanced

Audience: Builder/Service/Commercial

Instructor: Brian Kelly

Course Highlights:

- New items brought into the public pool requirements for the Florida Building Code (Section 454.1) from 64E-9, Florida Administrative Code.
- New items in DOH requirements.

Retail in the Age of Technology

Course #: 0610910

Friday, 9:00 a.m. - 9:50 a.m. (1 Hour)

Meets: GEN / Level: Basic

Audience: Retail

Instructor: Ted Lawrence

Course Highlights:

- How technology has changed more in the past five years than in the past 100.
- The shopping experience has been transformed and you will learn what to do to evolve your business.
- Recognize the face of the new customer and what your business needs to do to sell and promote to them.
- How to compete with the big box retailers, the internet and win.

Retail Store Basics for Success

Course #: 0610913

Thursday, 11:00 a.m. - 11:50 a.m. (1 Hour)

Meets: GEN / Level: Basic

Audience: Retail

Course Highlights:

- Existing or new retail stores can develop a professional image while branding the company and the company message.
- How to plan and implement the small things that make a big difference.
- The importance of choosing a retail store location, product, and staff.
- Develop and learn how to maintain a professional image.

Salt Pools 101

Course #: 0610245

Saturday, 9:00 a.m. - 9:50 a.m. (2 Hours)

Meets: GEN / Level: Basic - Advanced

Audience: Service/Retail

Instructor: Ivars Jaunakais

Course Highlights:

- Overview of the increased popularity of salt pools, salt as a sanitizing agent and how it differs from chlorine pools.
- Proper testing and maintenance.
- The methods for water testing.
- The differences in salt water quality testing and why they're essential to test.
- How salt is used to sanitize.
- Benefits of salt.

Solar Contractor Licensing in Florida

Course #: 0608084

Friday, 11:00 a.m. - 11:50 a.m. (1 Hour)

Meets: L&R / Level: Basic - Advanced

Audience: Builder

Instructor: Robert Ortega

Course Highlights:

- Solar contractor license categories, scope of work, methods of licensure, requirements for certifications.
- Prerequisites to become a licensed solar contractor.
- Consequences of unlicensed activity.

Solar Pool Heating: 10 Best Practice and Lessons Learned

Course #: 0611470

Friday, 8:00 a.m. - 9:50 a.m. (2 Hours)

Meets: GEN / Level: Intermediate

Audience: Builder

Instructor: Dave Sizelove

Course Highlights:

- The 10 best practices and lessons learned over the history of solar pool heating.
- System sizing, job costing, and hydraulics, collector mounting and troubleshooting.
- How to apply best practices in the field to improve solar heating installations.

Source Water: Fit To Drink Doesn't Mean Ready To Swim

Course #: 0611475

Friday, 8:00 a.m. - 8:50 a.m. (1 Hour)

Meets: GEN / Level: Intermediate

Audience: Builder/Service/Commercial

Course Highlights:

- Why water that is safe to drink is not fit for swimming.
- How water gets distributed around the world and why water from various sources can have such a variety of contaminants.
- How current and future potential drinking water regulations impact pool and spa operations as well as the industry overall.

Store Layout and Design, a Plan for Success

Course #: 0610911

Friday, 8:00 a.m. - 8:50 a.m. (1 Hour)

Meets: BP / Level: Basic

Audience: Retail

Instructor: Ted Lawrence

Course Highlights:

- How the proper layout and flow can increase sales and make your store more profitable.
- Common pitfalls of layout and design and how to avoid them.
- Design or reset a store on a budget.
- How small things can make a big impact.

Succession Planning – Keep the Business Alive

Course #: 0611464

Friday, 8:00 a.m. - 9:50 a.m. (2 Hours)

Meets: GEN / Level: Intermediate

Audience: Builder/Service/Retail/Commercial

Instructor: Bill Kinnard

Course Highlights:

- You spend all your life building your business, but what do you do when you retire?
- A high level look at the steps needed to make the transition successful.
- How to start the process of succession planning.
- How to determine who the successor will be and how to start training.
- Understand the necessity of starting early with training.

Swimming Pool Energy Audits

Course #: 0610247

Friday, 9:00 a.m. - 10:50 a.m. (2 Hour)

Meets: GEN / Level: Advanced

Audience: Service

Instructor: Jeff Farlow, Rodney McCall


Course Highlights:

- A detailed understanding of swimming pool energy savings opportunities.
- Use tools and techniques to accurately measure base-load use and methods to accurately estimate energy savings.

EVERYTHING UNDER THE SUNSM EXPO

The Fair Labor Standards Act: Wage and Hour Pitfalls and How to Avoid Them

Course #: 9900042

Saturday, 8:00 a.m. - 9:50 a.m. (2 Hours) 


Meets: BP / Level: Basic - Advanced
Audience: Builder/Service/Retail/Commercial
Instructor: Jeffrey "Jeff" Mandel

Course Highlights:

- Define and establish a clear understanding of the minimum wage and overtime requirements of the Fair Labor Standards Act.
- Changes to FLSA and the mistakes that expose employers to liability.
- Create value through avoiding costly lawsuits

Understanding Basic Hydraulics

Course #: 0611489

Friday, 8:00 a.m. - 8:50 a.m. (1 Hour) 


Meets: GEN / Level: Basic
Audience: Builder/Commercial
Instructor: John Seglem

Course Highlights:

- Factors that have an effect on the flow of water.
- Factors impeding water pressure, determining "Total Dynamic Head," reading a pump curve, and factors to consider when choosing a pump and filter.
- Understand that water flow is crucial for proper circulation and filtration.
- Understand how to select a pump and filter for a pool

Understanding Biofilm

Course #: 0611488

Friday, 11:00 a.m. - 11:50 a.m. (1 Hour) 


Meets: GEN / Level: Basic - Advanced
Audience: Service/Retail
Instructor: Connie Sue Centrella

Course Highlights:

- Biofilm is evident in all swimming pools and spas and it harbors bacteria which creates a health risk to swimmers.
- How biofilm is the root cause of swimming pool water problems.
- Health risks associated with biofilm growth.
- Various treatment methods available to pool professionals

Variable Speed Pumps - Programming for Maximum Efficiency

Course #: 0611487

Friday, 10:00 a.m. - 11:50 a.m. (2 Hours) 


Meets: GEN / Level: Intermediate
Audience: Builder/Service
Instructor: Mike Childress

Course Highlights:

- The technology and construction of various variable-speed pumps.
- How to set up and program variable-speed pumps for maximum energy efficiency.

Water Chemistry & Testing 101

Course #: 0611463

Saturday, 8:00 a.m. - 9:50 a.m. (2 Hours) 


Meets: GEN / Level: Basic
Audience: Service
Instructor: Wayne Ivusich

Course Highlights:

- Water balance, sanitation/oxidation, treatment applications, effective testing techniques and more.
- Designed for those who are new to the industry or for those in need of a refresher course.
- Understand the basic principles of pool/spa water chemistry and how to apply this information to ensure proper sanitation and equipment use.

Water Features & Effects for Swimming Pools

Course #: 0611486

Friday, 8:00 a.m. - 9:50 a.m. (2 Hours) 


Meets: GEN / Level: Intermediate
Audience: Builder/Commercial
Instructor: Mike Childress

Course Highlights:

- Basic design and construction of common water effects and features while establishing proper flow rates for the desired effects.
- Basin sizing and lighting options for water features.
- Calculate flow rates and select a pump for various feature designs.
- Calculate proper basin sizing for water features.

Water Testing and Treatment Myths Exposed

Course #: 0611501

Friday, 8:00 a.m. - 9:50 a.m. (2 Hours) 


Meets: GEN / Level: Basic
Audience: Service/Retail
Instructor: Wayne Ivusich

Course Highlights:

- "Bust" myths about water testing issues, separating fact from fiction.
- Overcome these myths by improving testing techniques, ultimately resulting in improved customer relationships.

Water Testing Methods, Interferences & Techniques

Course #: 0611485

Thursday, 12:30 p.m. - 2:20:00 PM (2 Hours) 


Meets: GEN / Level: Basic, Intermediate
Audience: Service/Retail
Instructor: Wayne Ivusich

Course Highlights:

- Various methods currently available to enable the pool/spa professional.
- Select which water testing method is best for their customer's situation.
- Refresher on proper water testing techniques.

Winning in Today's Competitive Market

Course #: 0611500

Saturday, 10:00 a.m. - 10:50 a.m. (1 Hour) 

Meets: GEN / Level: Intermediate
Audience: Builder/Service/Retail/Commercial
Instructor: Connie Sue Centrella

Course Highlights:

- Strategies necessary to build customer loyalty, gain a competitive advantage, brand your business to promote value, differentiate your business from your competition, and solve customer problems.
- Identify the changes in consumer buying habits.

Winning the Customer Experience

Course #: 0611499

Friday, 9:00 a.m. - 9:50 a.m. (1 Hour) 

Meets: GEN / Level: Basic
Audience: Builder/Service/Retail/Commercial
Instructor: Dan Sizelove

Course Highlights:

- Define, identify and improve the customer experience throughout the entire sales cycle.
- Customize goods and services and package them into a well-executed experience for buyers.
- Add value to the sale by including touch points into your approach to the customer.
- Develop your "intentional customer experience" and increase referrals.

Workers' Compensation for the Swimming Pool Industry

Course #: 0610819

Saturday, 8:00 a.m. - 8:50 a.m. (1 Hour)


Meets: WC / Level: Intermediate
Audience: Builder/Service/Retail/Commercial
Instructor: Kerry Tait

Course Highlights:

- Review various state guidelines and regulations with respect to workers' compensation law.
- Options to comply with state statutes and claim management practices.
- Budget for and reduce workers' compensation costs.

Workers' Compensation Update

Course #: 0611498

Thursday, 11:00:00 AM - 11:50 a.m. (1 Hour) 

Meets: WC / Level: Basic, Intermediate
Audience: Builder/Service/Retail/Commercial
Instructor: Kerry Tait

Course Highlights:

- Overview of state statute governing workers' compensation law in Florida.
- State of Florida and insurance carrier requirements and methods of compliance.
- Tips for risk management, claims management, and cost reduction.

Workplace Safety: The Impact of Accidents

Course #: 0609191

Thursday, 10:00 a.m. - 10:50 a.m. (1 Hour)

Meets: WS / Level: Basic - Advanced
Audience: Builder/Service/Retail/Commercial
Instructor: David Blossom

Course Highlights:

- Basic elements of a safety program.
- Benefits of having such a program.
- How to improve safety in the workplace.

**Courses, dates, times and instructors may be subject to change. Visit www.UnderTheSunExpo.com for the most current information.*

Florida Public Pool Specialist

16-hour Course approved by DOH

Wednesday, February 10 - Thursday, February 11

8:00 a.m. - 5:00 p.m.

Orange County Convention Center

Lunch and course manual included



**Training and certification for Florida public pool operators.
Become eligible to service public pools and spas in Florida.
Certification is valid for five years.**

Call 800-548-6774



FP²S certificate program includes operation principles, basic calculations, safety, water illnesses, water chemistry, sanitation, specialty chemicals, special problems, water testing, circulation and filtration systems, spa pools and hot water chemistry.

Developed by the Florida Swimming Pool Association and approved by the state of Florida Department of Health as an approved 16-hour Florida public pool service technician certification course.

***Learn the most current standards
for public pools and spas.***

FSPA Members: \$150

Non-Members: \$300

Conversation Cafés



Conversation Cafés will be areas in the exhibit hall for 45-minute roundtable discussions on topics for

- Service Companies
- Builders
- Retail Stores
- Commercial Pool Management

Moderators will lead predetermined topics and there will also be time for topics to be brought up by attendees.

Builder Topics

- Reading and understanding the Florida Building Code and Statutes
- What does FSPA do to benefit builders?
- New technology for the residential and commercial pool builder
- How to institute good jobsite safety practices with subcontractors, to maintain a safe, secure and clean jobsite
- From the eyes of a subcontractor
- Pool license parameters
- Safety first: Keeping the pool/spa customer informed

Builder café sponsor:



Service Topics

- There's an app for that! Service apps that work
- Stand out and be recognized
- Why service technicians go down the street for \$.50 more an hour
- Pool audits, pool profits
- Dangers of unlicensed pool service
- Operating in the performance curve
- How to prevent electrocutions

Commercial Pool Topics

- Making the transition from residential to commercial
- Communication is the key
- What do you mean, "That's too expensive?"
- The Importance of having a company driver policy
- Labor laws

Retail Topics

- New and innovative ways to sell products and up-sell
- How to improve the shopping experience for your customers
- Selling green! Energy efficient products can increase your bottom line
- Planning store sales events - be willing to try new things

**Topics, dates, times and moderators may be subject to change. Visit www.UnderTheSunExpo.com for the most current information.*

Learning Labs

(Previously Hands-On Training)

Check UnderTheSunExpo.com for a current list of topics and times. Labs are presented by exhibitors. They are product specific making them a great way to learn more about the items you are using.

Labs and do not qualify for CE credit.

Friday, February 12

Jandy Pro Series JXi Pool Spa Heater, Trouble Shooting and Repair
12:30 p.m. - 1:30 p.m.

Course #2160001 by Zodiac Pool Systems, Inc. Learn advanced trouble shooting techniques using hands-on simulators and electric multi-meters.

Universal H-Series Gas Heater

12:30 p.m. - 1:30 p.m.

Course #2160003 by Hayward Pool Products Installations and trouble shooting considerations.

New V-Flex

2:00 p.m. - 3:00 p.m.

Course #2160004 by Hayward Pool Products Upgrading existing Navigator and PoolVac Cleaner to the new V-Flex Turbine.

AquaLink 2.0; Web-based Control Made Easy

2:00 p.m. - 3:00 p.m.

Course #2160002 by Zodiac Pool Systems, Inc. Learn how the IQ2.0 connects to the Internet, then use simulators to perform installations.

Motors: Saving time and money with new technology and simple on site routine

3:30 p.m. - 4:30 p.m.

Course #2160007 by Century, A Regal Brand Simple tests and diagnostics to be performed on every motor change that prevent nuisance calls, premature motor failures, and lead to increased variable speed motor sales for your business! What to look for, how to find it, what it means for your next motor replacement job!

Saturday, February 13

HydroRite UV Ozone for Commercial & Residential Pools

12:30 p.m. - 1:30 p.m.

Course #2160005 by Hayward Pool Products Introducing Hayward's HydrRite - Kill 100% of what chlorine doesn't.

OmniLogic Sales and Installation

2:00 p.m. - 3:00 p.m.

Course #2160006 by Hayward Pool Products Considerations for new construction and renovations.

**Courses, dates, times and instructors may be subject to change. Visit www.UnderTheSunExpo.com for the most current information.*



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HAYWARD

Events



*Thursday, February 11, 2016
Falcon's Fire Golf Club
10:00 a.m. Shotgun Start*



The Florida Solar Energy Industries Association is hosting a golf tournament on Thursday, February 11 at Falcon's Fire Golf Club.
\$150 per person or \$550 per team / Register at www.UnderTheSunExpo.com

Welcome & Awards Reception

Thursday, February 11 • 6:30 p.m.
Orange County Convention Center

Cocktails
Design Awards
Service Awards
Director of the Year
Person of the Year

This gathering is a great chance to catch up with friends and network before the Expo begins. The reception is free to Expo exhibitors and attendees.



Event Sponsor:





Pool Pro Private Party at Lafayette's Pointe Orlando



Friday, February 12
6:30 p.m. - 10:30 p.m.
\$35 per person

Open Bar, Food, Entertainment!

Event Sponsors:



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Search FSPA in your app store to find it! The app is named Orlando Pool Show.



Splash Zone: Cash and Prizes

Drawings held in the Florida Swimming Pool Association booth on Friday and Saturday. Win up to **\$1,000** just by registering at the FSPA booth. Names will also be called for PRIZES!
The longer you stay in the hall, the more money you could win!



Official rules available upon request.

2016 Everything Under the SunSM Expo
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February 12-13, 2016

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New 16-hour course, become a Florida Public Pool Specialist at the Expo

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