

February 21-22, 2014



everything
under the sun
POOL • SPA • SOLAR • OUTDOOR LIVING

EXPO

Complete Education & Trade Show Information
www.UnderTheSunExpo.com

Featuring the



Presented by the Florida Swimming Pool Association

Wednesday, February 19

8:30 a.m. - 4:30 p.m.	LP Gas Exam Prep Course
GENESIS 3 courses	
8:00 a.m. - 5:00 p.m.	Design 202: SketchUp
8:00 a.m. - 5:00 p.m.	Design 211: Elements of Design

Thursday, February 20

GENESIS 3 courses	
8:00 a.m. - 5:00 p.m.	Design 202: SketchUp (day 2)
8:00 a.m. - 5:00 p.m.	Design 211: Elements of Design (day 2)
8:30 a.m. - 4:30 p.m.	LP Gas Exam
9:00 a.m. - 6:00 p.m.	Show Registration Open
8:00 a.m. - 5:00 p.m.	CE Courses
8:00 a.m.	Solar Power Open Golf Tournament
1:00 p.m.	Typhoon Lagoon Tour
2:00 p.m.	Typhoon Lagoon Tour
2:30 p.m.	Sustainability Tour (OCCC)
3:00 p.m.	Typhoon Lagoon Tour
6:00 p.m.	Welcome and Awards
	Reception - Rosen Plaza Hotel

Friday, February 21

6:30 a.m. - 5:00 p.m.	Show Registration Open
8:00 a.m. - 12:10 p.m.	CE Courses
11:00 a.m. - 5:30 p.m.	Exhibits Open
12:30 p.m. - 5:00 p.m.	Hands-On Courses in Exhibit Hall
6:30 p.m. - 10:30 p.m.	Private Industry Party (Tickets required, only \$25)

Saturday, February 22

6:30 a.m. - 3:00 p.m.	Show Registration Open
8:00 a.m. - 12:10 p.m.	CE Courses
10:00 a.m. - 3:30 p.m.	Exhibits Open
12:00 p.m. - 3:00 p.m.	Hands-On Courses in Exhibit Hall

REGISTRATION

ONLINE registration:
www.UnderTheSunExpo.com
Phone: 800-940-2064 or 980-233-3817

Exhibit hall entry is \$20 or after 2/9 \$30.
Additional fees for education (see below)

HOTELS

Rosen Plaza Hotel
9700 International Drive
(800) 627-8258
Room Rate: \$171/night

Hyatt Regency Convention Center
(formerly Peabody Orlando)
9801 International Drive
(800) 233-1234
Room Rate: \$235/night

Rosen Inn at Pointe Orlando
9000 International Drive
(800) 999-8585
Room Rate: \$89/night (group ID 38484)

DoubleTree by Hilton at Seaworld
10100 International Dr.
Rate: \$109/night
Reservations: 800-780-5727

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

Shuttles will run from all hotels to North Hall A Thursday - Saturday.

EDUCATION PACKAGES - MUST REGISTER ONLINE AT WWW.UNDERTHESUNEXPO.COM

- ♦ **One Day Pass - Exhibit hall and one day of courses**
 - ♦ Member paid in full: FREE
 - ♦ Member on payment plan: \$35 (For FL CE Credit add \$40)
 - ♦ Non-member: \$35 or after 2/9 - \$50 (For FL CE Credit add \$75)
- ♦ **Full Pass - Exhibit Hall, Fri.-Sat. courses, Industry Party**
 - ♦ Member paid in full: FREE (purchase party ticket separately)
 - ♦ Member on payment plan: \$85 (For FL CE Credit add \$80)
 - ♦ Non-member: \$85 or after 2/9 - \$110 (FL CE Credit add \$110)
- ♦ **Super Pass - Exhibit Hall, Th. - Sat. courses, Industry Party**
 - ♦ Member paid in full: FREE (purchase party ticket separately)
 - ♦ Member on payment plan: \$120 (For FL CE Credit add \$120)
 - ♦ Non-member: \$120 or after 2/9 - \$155 (FL CE Credit add \$145)

- ♦ **Friday Night Industry Party Ticket** \$25
(not included with FREE or One Day passes)
- ♦ **Courses with separate fees**
 - ♦ Design 202: SketchUp (Genesis 3): Feb 19-20 \$2,199 (two-day course)
 - ♦ Design 211: Elements of Design (Genesis 3): Feb 19-20 \$2,199 (two-day course)
 - ♦ LP Gas Prep Course and Exam: Feb 19-20 \$300 (must attend both days)
 - ♦ Swimming Pool and Spa Start-Up Course: Feb 19 \$300

**All Education Packages 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 18, 2013

5 County Wholesale
A & A Manufacturing
A&B Brush
Air Supply of the Future
Aladdin Equipment Co.
Allied Universal Corp.
American Granby, Inc.
American Leak Detection
API
Aqua Products
AquaCal - AutoPilot, Inc.
AquaFinesse
AquaPro Systems
AQUASALT, LLC
AquaStar Pool Products
Aquatherm Industries
Aquatic Access, Inc.
Aquatic Technologies
Aquatica
Artistic Pavers
ASSET - The "One & Only"
Circulator
Association of Pool & Spa
Professionals
Berliss Bearing Company
Bio Dex Laboratories
BioLab
Blue Square / Pebble Radiance
Brenntag Mid South, Inc. (Clearwater, FL)
Built Right Pool Heaters, LLC
Bullfrog Spas
Cardinal Systems
Cargill Salt
Century
ClearDeck Systems, Ltd.
Codegenics Software
Color Match Pool Fittings
Commercial Energy Specialists
Compu Pool Products
Consolidated Manufacturing
International
Coral Seas/Yellow Out
Cover Pools
Coverstar Automatic Pool Covers
C-Pool Minerals, Inc.
Custom Molded Products
DEL Industries
Delta Ultraviolet Corporation
Fiber Clear / SWIM
Fiberstars, Inc.
Filbur Manufacturing
Fix A Leak

Florida Solar Pump
Florida Stucco Corp.
Florida Swimming Pool Association
Fluidra
Future Builders of America
GAME
Genesis 3 Design Group
Gorman Company
Grand Effects
Gulfstream Heat Pumps
Hammerhead Patented
Performance, Inc.
Hayward Pool Products
Heliocol USA
Horizon Spa & Pool Parts
HornerXpress
Industrial Test Systems
Insurance By Ken Brown
Inter-Fab
Intermatic, Inc.
IPS Controllers
IPSSA - Independent Pool & Spa
Service Assn.
J & J Electronics, Inc.
J. C. Whitlam Mfg. Co.
Jack's Magic
Koolgrips LLC
L&L Lines
LaMotte Company
Leisure Pools USA
LeverEdge / Solar Hydronics Corp.
Lochinvar, LLC
Luv-Tile Ent
MIDE Products, LLC
National Pool Route Sales
Natural Chemistry
Next Step Products
Nidec Motor Corporation
Nirvana Heat Pump, Inc.
Noble Tile Supply, Inc.
Odyssey Systems
Oldcastle Coastal
Optimus
Orenda Technologies
Oreq Corporation
Paramount Pool & Spa Systems
PCM Solar
Pebble Technology, Inc.
Pentair Aquatic Systems
Periodic Products
Pleatco, LLC
Pool & Spa News

Pool Corp.
Pool Service Products
Pool Tool, Inc.
Praher Valves
Premier Pools & Spas
Purity Pool, Inc.
Raypak Inc.
RicoRock, LLC
RJ Filtration
Rola-Chem - Paradise Industries
S.R. Smith, LLC
SAFTRON Pool Rails
San Juan Products
SeaKlear Pool & Spa Chemicals
SGM, Inc.
Sip-N-Oodle
Skimlite
SmartPool, Inc.
SNTech, Inc.
Solar Sun Rings
Solaxx, LLC
Spears Manufacturing Co.
Speck Pumps-Pool Products, Inc.
Stabil Concrete Pavers
Stegmeier Corporation
Stenner Pump Company
StoneHardscapes
Stone-Mart
Structure Studios
Suburban Propane
Surfaces - Pool Tile
Taylor Technologies, Inc.
Techno-Solis, Inc.
Thermeau, Inc.
Tile Specialties, Inc.
Tork
Travertine Group Imports
TRC Recreation LP
Tropical Palm Trees
Unicel Filter Cartridges
United Chemical Corp
United Elchem Industries
United States Pumice Company
Universal Packaging
US Seal Mfg.
Valcon Industries
Valterra Products
W & W Marketing Corporation
Waterway Plastics
Wet Edge Technologies
Zodiac Pool Systems, Inc.

Education Session

WEDNESDAY

TIME	CILB# / ECLB#	COURSE (requirement fulfilled)
8:00 - 5:00	NO CE CREDIT	Genesis 3
8:00 - 5:00	NO CE CREDIT	Genesis 3
8:30 - 4:30	NO CE CREDIT	Design 202: SketchUp (NO CE - course #7771234 / continued on Thurs.) - \$2,199
		Design 211: Elements of Design (NO CE - course #7779876 / continued Thurs.) - \$2,199
		LP Gas Exam Prep Course (NO CE - course #9997891 / Exam is Thurs.) - \$300

THURSDAY

TIME	CILB# / ECLB#	COURSE (requirement fulfilled)
8:00 - 5:00	NO CE CREDIT	Genesis 3
8:00 - 5:00	NO CE CREDIT	Genesis 3
8:00 - 5:00	0609804	Design 202: SketchUp (NO CE - course #7771234 / begins Wed.)
8:30 - 12:00	9991234	Design 211: Elements of Design (NO CE - course #7779876 / begins Wed.)
8:30 - 5:00	0609824 / 0801061	Swimming Pool and Spa Start-Up Course (GEN - 7 hr CE in 8 hr course) - \$300
11:30 - 12:30	0006954 / 0007553	LP Gas Exam (NO CE / must take prep course Wed.)
12:45 - 1:45	0608752 / 0801044	15 Things All Successful Companies Have in Common Workshop (BP - 8 hrs)
2:00 - 3:00	0610375	Workplace Safety (WS)
2:00 - 5:00	0610244	Workers' Compensation Update (WC)
3:15 - 5:00	0007785	FBC Advanced Module: Swimming Pool Updates (ADV)
		Salt Chlorinator Service Calls - Breaking it Down (GEN)
		Alternative Dispute Resolution (BP - 2 hr)

FRIDAY

TIME	CILB# / ECLB#	COURSE (requirement fulfilled)
8:00 to 9:00	0610216	ADA Regulations for Pools and Spas (GEN /BCAI (AOA))
	0610214	ENERGY STAR - Pump Qualification Criteria and Retail Partner Certification (GEN)
	0610273 / 0801054	Motion is Money (WS)
	0610241	Pool Popping Accidents and Prevention (GEN)
	0608084	Solar Contractor Licensing in Florida (L&R)
	0608088 / 0801047	Solar Water Heating Basics (GEN)
8:00 to 10:00	0610249	Technology for the Small Business Owner: From Chaos to Control (GEN)
	0610267	Understanding and Using the NPC's New Plaster Start-Up Method (GEN)
	0610304 / 0801060	Genesis 3 Business 331: Job Costing for Profit vs. Existence (BP)
	0610220	Coaching to Win (GEN)
	0610301	Genesis 3 Design 181: Major Renovation of Pools - Design and Construction Considerations (GEN)
	0610227	Energy Efficient Swimming Pool and Spa Hydraulic Design (GEN)
9:15 to 10:15	0610276 / 0801058	Fifteen Things Successful Companies have in Common (BP)
	0610228	Florida Construction Lien Law (BP)
	0610231	Hot Water Chemistry (GEN)
	0610252	Water Features and Effects (GEN)
	0610223	Convert Existing Pools to Multiple Speed Pumps and Controls (GEN)
	0610240	Ozone and Germicidal UV: A Synergistic Approach (GEN)
10:20 to 12:10	0610298 / 0801046	Solar Water Heating System Inspection (GEN)
	0610219	Basic Business Planning: Taking Your Business to the Next Level (BP)
	0610299	Genesis 3 Business 106: Design and Construction Agreements (BP)
	0610378	FBC Advanced Module: ANSI-15 and ANSI-7 Flow Requirements and TDH (ADV)
	0610229	Gas Heaters: Demystified and Simplified (GEN)
	0610275	How to Achieve Efficient Water Chemistry (GEN)
10:30 to 11:30	0610232	Hydraulics for Service Contractors (GEN)
	0610274	Manage a Pool Company (BP)
	0610272	OSHA Training for Service Technicians (WS)
	0610245	Salt Pools 101 (GEN)
	0610248	Secrets to Earning More by Selling Less (GEN)
	0610247	Swimming Pool Energy Audits (GEN)
1 - 2	0610303	Genesis 3 Construction 104: Waterproofing (GEN)
	0610222	Construction Quality and Contractual Liability (WS)
	0610230	Glass Tile Installation in Pool Applications (GEN)
	0608080 / 0800085	Photovoltaic System Basics (GEN)
	0609216	DBPR-CILB Laws and Rules (L&R)

GEN = General/Technical BP = Business Practice WC = Workers' Compensation WS = Workplace Safety ADV = Advanced Module L&R = Laws & Rules

Florida Pool & Spa Association d/b/a Florida Swimming Pool Association CILB, ECLB Providership #0000917

ons At-A-Glance

SATURDAY

TIME	CILB# / ECLB#	COURSE (requirement fulfilled)
8:00 to 9:00	0610302 Genesis 3	Construction 323: Outdoor Kitchen Construction (GEN)
	0610377	FBC Advanced Module: Energy Efficiency Regulations for Pools/Spas (ADV)
	0610235 / 0801057	Insurance Basics for Business (BP)
	0610239	Oxidation Tools for Pools in Florida's Tough Climate (GEN)
	0610269 / 0801050	Risk Transfer Mechanisms for Contractors (WS)
	0608207 / 0801048	Solar Pool Heating Basics (GEN)
8:00 to 10:00	0610268	The Art and Science of Plaster (GEN)
	0610215	2014 Recognize Challenge, Embrace Opportunity (BP)
	0610218	Basic Pool/Spa Water Chemistry and Testing (GEN)
	0610237 / 0801053	Motor Troubleshooting and Replacement (GEN)
	0610238	Motors and Pumps (GEN)
	0610270 / 0801051	Product and Service Pricing for Profit (BP)
9:15 to 10:15	0610243	Proven Green Technologies for Commercial Pools (GEN)
	0608090 / 0801045	Understanding Solar Technology (GEN)
	0608746	Chapter 489 - An Overview of Contractor's Responsibilities (L&R)
	0610221	Construction Contracts (BP)
10:20 to 12:10	0610246	Site Specific Safety Plans (WS)
	0610297 / 0801049	Solar Heating Pool Inspection (GEN)
	0610250	The Water in Your Pool/Spa: Have You Considered the Source (GEN)
	0610266	Cost Cutting to Increase Profits (BP)
10:30 to 11:30	0609258 / 0801059	Design and Repair of a Solar Pool Heating System (GEN)
	0610224	Discover the Truth About Metal Staining (GEN)
	0610226	DOT Regulations for the Pool Industry (WS)
	0610300 Genesis 3	Engineering 181: Major Renovations of Pools - Structural and Hydraulic Considerations (GEN)
	0610233	Improving Company Visibility and Income (BP)
	0610271	Pool Surface Forensics 101 (GEN)
	0610376	Public Pools: Navigating FBC and DOH Requirements (GEN)
	0610251	Variable Frequency Drive and SVRS Pumps (GEN)
	0610253	Water Testing and Treatment Myths (GEN)
	0610217	Advanced Automation (Sizing and Retrofit) (GEN)
	0610234	In-Floor Cleaning and Circulation Systems (GEN)
	0610236 / 0801056	Managing the Cost of Risk (WS)
	0609845 / 0801062	Reducing the Cost of Workers' Compensation (WC)

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.

APSP Business Credit & Technical Credit

Everything Under the SunSM Expo seminars have been approved by the APSP Education Department for technical and business credit. Credits will be issued for the APSP Certified Service Professional program, the APSP Business Leadership Series and the Certified Building Professional program depending on the subject matter of the seminar. Be sure to complete the APSP Business or Technical credit forms at the conclusion of your courses in order to receive this credit. You must be enrolled in the program with APSP to receive credit.

**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.*

GEN = General/Technical BP = Business Practice WC = Workers' Compensation WS = Workplace Safety ADV = Advanced Module L&R = Laws & Rules

Florida Pool & Spa Association d/b/a Florida Swimming Pool Association CILB, ECLB Providership #0000917

15 Things All Successful Companies Have in Common Workshop

Level: **All** / #0609824 / ECLB #0801061

Thursday: 8:30 a.m. - 5:00 p.m.

This workshop will make you aware of what successful company owners are doing to make them successful and profitable. Fifteen areas will be touched on with significant time being spent on the foundational areas of proper labor pricing, cash flow and cash flow budgeting, collections and maintenance agreements. Instructor: Tom Grandy, Grandy and Associates

Meets BP / APSP: Business

2014 Recognize Challenge, Embrace Opportunity

Level: **Intermediate** / #0610215

Saturday: 8:00 a.m. - 10:00 a.m.

Every business owner is looking for an edge to help take their business to the next level. This session is designed to give you that edge using research and real life experience to help transform your business results and your life in 2014.

Instructor: Raymond Thibault and Ralph Raub, Horizon Spa & Pool Parts, Inc. Meets BP / APSP: Business

ADA Regulations for Pools and Spas

Level: **Basic** / #0610216

Friday: 8:00 a.m. - 9:00 a.m.

Receive a clear explanation of accessibility obligations for swimming pools and spas and which pools and spas must comply. Questions regarding the regulations will be addressed as well as the outcome of pending lawsuits (if resolved).

Instructor: John Caden, SR Smith

Meets GEN/BCAI (AOA) / APSP: Technical

Advanced Automation (Sizing and Retrofit)

Level: **Advanced** / #0610217

Saturday: 10:30 a.m. - 11:30 a.m.

This course will provide the information you need to add automation to existing applications and do new installs. Specific emphasis will be placed on the various features available through automation and the key questions to ask customers.

Instructor: Paul Poisson, Hayward Pool Products

Meets GEN / APSP: Technical

Alternative Dispute Resolution

Level: **Intermediate** / #0007785

Thursday: 3:15 p.m. - 5:00 p.m.

You can effectively use arbitration to reduce legal disputes, expedite settlements and bring about a higher level of customer satisfaction for your business. Understand when mediation can be used instead and how it differs from arbitration. Also learn about including arbitration in your contracts and court enforcement of arbitration awards.

Instructor: Jim Batts, The Batts Company

Meets BP / APSP: Business

Basic Business Planning: Taking Your Business to the Next Level

Level: **Intermediate** / #0610219

Friday: 10:20 a.m. - 12:10 p.m.

This course provides pool and spa company owners with a guide to developing business plans which identify and communicate their business strategies based on a specific business model.

Instructor: Connie Sue Centrella, Team Horner / Meets BP / APSP: Business

Basic Pool/Spa Water Chemistry and Testing

Level: **Basic** / #0610218

Saturday: 8:00 a.m. - 10:00 a.m.

An interactive seminar on the basics of pool/spa water chemistry and testing techniques. Topics include 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.

Instructor: Wayne Ivsich, Taylor Technologies, Inc.

Meets GEN / APSP: Technical

Business 106: Design and Construction Agreements

Level: **Basic** / #0610299

Friday: 10:20 a.m. - 12:10 p.m.

Staying out of trouble is the most important requirement for success. If something goes wrong, your agreement is the last line of defense from a legal standpoint. List the key elements of design agreements and construction contracts. Discuss how to get paid for your design work and discuss fixed-fee vs. cost-plus.

Instructor: David Peterson, Genesis 3, Inc.

Skip Phillips / Meets BP / APSP: Business

Business 331: Job Costing for Profit vs. Existence

Level: **Basic**

#0610304 / ECLB #0801060

Friday: 8:00 a.m. - 10:00 a.m.

Learn to determine how much your product or service is worth based on costs, overhead, and after what you think is a fair return or profit. Whether you are a small service company, retail store or a large builder, the formulas are similar.

Instructor: Brian Van Bower, Genesis 3, Inc.

Meets BP / APSP: Business

Chapter 489 - An Overview of Contractor's Responsibilities

Level: **All** / #0608746

Saturday: 9:15 a.m. - 10:15 a.m.

Review the rights and responsibilities of a licensed contractor. Understand the jurisdiction and responsibilities of state and local entities as well as the consequences for violating regulations, Statutes and building codes.

Instructor: Albert Underwood, Aqua Blue Pools / Meets L&R / APSP: Business

Construction Contracts

Level: **Basic** / #0610221

Saturday: 9:15 a.m. - 10:15 a.m.

A general overview of how a contractual relationship is created while focusing on key contract requirements and terms regularly utilized in the construction industry in Florida.

Instructor: Chris T. Van Hise, Esq., Shumaker, Loop & Kendrick, LLP

Meets BP / APSP: Business

Coaching to Win

Level: **All** / #0610220

Friday: 8:00 a.m. - 10:00 a.m.

This course provides pool and spa company owners with a guide to effectively coach their employees to improve overall performance in the field as well as in retail stores. Education, training and development have a positive impact on productivity.

Instructor: Bill Kent, Team Horner

Meets GEN / APSP: Business

Cost Cutting to Increase Profits

Level: **All** / #0610266

Saturday: 10:20 a.m. - 12:10 p.m.

An overview of practical changes that can be made to reduce costs and/or increase profitability and alternative ways to increase profits beyond sales.

Instructor: Tom Grandy, Grandy and Associates

Meets BP / APSP: Business

Construction 104: Waterproofing

Level: **Basic** / #0610303

Friday: 10:30 a.m. - 11:30 a.m.

Identify integral concrete waterproofing admixtures and examine penetrating waterproof products and compatibility with other products.

Instructor: Paolo Benedetti, Genesis 3, Inc.

Meets GEN / APSP: Technical

Construction 323: Outdoor Kitchen Construction

Level: **Basic** / #0610302

Saturday: 8:00 a.m. - 9:00 a.m.

Examine construction details and sequence of construction and discuss concrete, steel, masonry and forming details. List code considerations including structural, electrical and plumbing issues. Identify preferred dimensions and discuss how to address height issues with quick mockups.

Instructor: Paolo Benedetti, Genesis 3, Inc.

Meets GEN / APSP: Technical

Construction Quality & Contractual Liability

Level: **All** / #0610222

Friday: 10:30 a.m. - 11:30 a.m.

This course will help you recognize the contract between defect and liability. This will serve as a basis for developing a program to address the separate issues of defect and liability on the job and completed projects including a better understanding of risk transfer.

Instructor: David Blossom, Amerisure Insurance Co.

Meets WS / APSP: Business

Convert Existing Pools to Multiple Speed Pumps and Controls

Level: **Basic** / #0610223

Friday: 9:15 a.m. - 10:15 a.m.

This course will show contractors how to calculate total dynamic head for existing pools and spas. It will help them understand how to properly size a new multiple speed pump and how to choose the correct time clock or controls for optimum operation.

Instructor: Alex Krajewski, Zodiac Pool Systems, Inc. / Meets GEN / APSP: Tech.

DBPR-CILB Laws and Rules

Level: **All** / #0609216

Friday: 1:00 p.m. - 2:00 p.m.

A review of Chapter 489, Florida Statutes and Chapter 61G4, Florida Administrative Code as it relates to your license. This course will address CILB licensing, the disciplinary process and disciplinary violations.

Instructor: Drew Winters, DBPR-CILB Roy Lenois Artesian Pools of East Fl, Inc.

Meets L&R / APSP: Business

Design 181: Major Renovation of Pools - Design and Construction Considerations

Level: **Basic** / #0610301

Friday: 8:00 a.m. - 10:00 a.m.

Major renovation goes beyond general updates of an existing pool. The shape of the pool or elements can change, and the finished product can be unrecognizable from the original.

Instructor: Michael Nantz, Genesis 3, Inc.

Meets GEN / APSP: Technical

Design 202: SketchUp

Level: **Basic** / #7771234

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

This two day program will explain 3-dimensional modeling with Google SketchUp, SketchUp Pro, and LayOut and define axes, drawing tools, solids, extrusions, layers, styles, painting, 3D Warehouse, and other tools. Fee: \$2,199.

Instructor: David Peterson, Genesis 3, Inc.

Meets NO CE / APSP: Technical

Design 211: Elements of Design

Level: **Basic** / #7779876

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

Discuss the fundamental Elements (line, color and form) and Principles (unity, balance and scale) of design and define perceptual skills and a better understanding of spatial organization and spatial relationships. Fee: \$2,199.

Instructor: Kate Wiseman, Genesis 3, Inc.

Meets NO CE / APSP: Technical

Design and Repair of a Solar Pool Heating System

Level: **Intermediate** / #0609258 / #0801059

Saturday: 10:20 a.m. - 12:10 p.m.

A review of the working parts of a solar pool heating system, how it interacts with the swimming pool filtration equipment and potential service related problems associated with the components. Understand how to design a solar pool heating system and properly diagnose a problem with a solar pool heating system.

Instructor: Bill Hoysradt, Abundant Energy

Meets GEN / APSP: Technical

Discover the Truth About Metal Staining

Level: **Intermediate** / #0610224

Saturday: 10:20 a.m. - 12:10 p.m.

This presentation on the mysteries and myths of metal staining will provide new thinking into the causes of metal stains, the importance of proper pool chemistry, and the management of metal issues, including stain removal and prevention.

Instructor: Joseph Laurino, Periodic Products Dennis Chapman

Meets GEN / APSP: Technical

DOT Regulations for the Pool Industry

Level: **Basic** / #0610226

Saturday: 10:20 a.m. - 12:10 p.m.

An overview of the Department of Transportation of Hazardous Material Regulations that affect companies who handle and transport chemicals. This course will help you assess your activities to remain compliant with Federal regulations.

Instructor: David Rivers, R&S Compliance Group, LLC

Meets WS / APSP: Technical

Energy Efficient Swimming Pool and Spa Hydraulic Design

Level: **Advanced** / #0610227

Friday: 8:00 a.m. - 10:00 a.m.

Learn to design advanced pool and spa hydraulic systems that comply with the Florida Energy Code. Understanding and applying the specific sections of the Florida Energy Codes that impact swimming pool and spa hydraulic design is at the core of this presentation. Examples of advanced spa jet manifolds, vanishing edge flow and catch basin sizing with related plumbing, fountain manifolds and gravity feed systems with related slot or gutter systems will be taught.

Instructor: Steve Gutai, Zodiac Pool Systems

Meets GEN / APSP: Technical

ENERGY STAR - Pump Qualification Criteria and Retail Partner Certification

Level: **Basic** / #0610214

Friday: 8:00 a.m. - 9:00 a.m.

This course outlines the technical attributes required of pool pumps to meet the new ENERGY STAR certification standards including the benefits of a performance-based standard versus a technology-based standard, and will describe the design attributes which contribute to superior product performance. This course will also provide insight into the consumer's understanding of the ENERGY STAR label and how this certification can contribute to business growth.

Instructor: Jeff Farlow, Pentair Aquatic Systems

Meets GEN / APSP: Technical

Engineering 181: Major Renovations of Pools - Structural and Hydraulic Considerations

Level: **Basic** / #0610300

Saturday: 10:20 a.m. - 12:10 p.m.

Gain the knowledge you need to review and assess an existing pool structure and design an updated and renovated project. An overview of the structural assessment - things to look for when considering a major remodel such as rebar bleed-through, differential settlement, structural cracking, and other issues. Review the hydraulic considerations to be accounted for when doing a major remodel such as assessment, safety, energy efficiency, and the proper way to split suction outlets.

Instructor: David Peterson, Genesis 3, Inc.

Meets GEN / APSP: Technical

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

Level: **Intermediate** / #0610378

Friday: 10:20 a.m. - 12:10 p.m.

Learn why flow requirements are different for energy efficiency and for suction outlet safety. Learn how to calculate pool water volume and determine the required flow rate to comply with ANSI-15.

Instructor: Dan Johnson, Swim, Inc.

Meets ADV / APSP: Technical

FBC Advanced Module: Energy Efficiency Regulations for Pools/Spas

Level: **All** / #0610377

Saturday: 8:00 a.m. - 9:00 a.m.

This course will update you with regard to the changes to the pool/spa energy efficiency requirements as they relate to new and existing pool construction and renovations. It will discuss the guidelines regarding energy efficiency for pool heaters, residential filtration pumps and motors and portable spas per legislative directive.

Instructor: Jeff Tawney, AquaCal AutoPilot

Meets ADV / APSP: Technical

FBC Advanced Module: Swimming Pool Updates

Level: **All** / #0610375


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

This course will provide updates with regard to changes in pool/spa energy efficiency regulations as it relates to new and existing pool construction and renovation; provide a summary of the Residential and Building (public) Code pool and spa provisions and changes; provide information on provisions to the Existing Building Code; summarize the federal and state ADA regulations and provide other updates.

Instructor: Jennifer Hatfield, FSPA, and Donald Cesarone, Van Kirk and Sons, Inc.


Meets ADV / APSP: Technical

Fifteen Things Successful Companies have in Common

Level: **All** / #0610276/ECLB #0801058 
Friday: 8:00 a.m. - 10:00 a.m.

Explore 15 things successful companies have in common. Learn what makes companies profitable and how to improve your own profitability. Course material includes labor pricing, cash flow, service agreement programs and lines of credit. Instructor: *Tom Grandy, Grandy and Associates / Meets BP / APSP: Business*


Florida Construction Lien Law

Level: **Basic** / #0610228 
Friday: 8:00 a.m. - 10:00 a.m.

A detailed instruction and guide on the utilization, compliance and procedures available to contractors to preserve and enforce their rights under Chapter 713, Florida Statutes - The Florida Construction Lien Law.

Instructor: *Chris T. Van Hise, Esq., Shumaker, Loop & Kendrick, LLP*
Meets BP / APSP: Business


Gas Heaters: Demystified and Simplified

Level: **Intermediate** / #0610229 
Friday: 10:20 a.m. - 12:10 p.m.

Gain the conceptual tools necessary to better understand gas heater operation, sizing, presentation, installation and troubleshooting.

Instructor: *T.J. Redman, Raypak/Rheem*
Meets GEN / APSP: Technical


Glass Tile Installation in Pool Applications

Level: **Advanced** / #0610230 
Friday: 10:30 a.m. - 11:30 a.m.

Examine the reports of numerous failures of large unit glass tiles with a focus on the reasons for the failure. Explore industry standards, requirements and testing methods for exterior glass materials. Review industry approved installation guidelines to properly install large unit glass tile and prevent product failures.

Instructor: *Tom Cosky, Aquatica*
Meets GEN / APSP: Technical


Hot Water Chemistry

Level: **Basic** / #0610231 
Friday: 8:00 a.m. - 10:00 a.m.

An interactive seminar focusing on the unique characteristics found in spas, hot tubs, and similar hot water environments. Topics include water balance, sanitation/oxidation, treatment applications, effective testing techniques and more.

Instructor: *Wayne Ivusich, Taylor Technologies / Meets GEN / APSP: Technical*


How to Achieve Efficient Water Chemistry

Level: **Intermediate** / #0610275 
Friday: 10:20 a.m. - 12:10 p.m.

This course will help you identify the chemicals and chemistry you need to focus on to achieve maximum chemical efficiency. Get the most out of your water chemistry so that it is working for you and not against you. The material also reviews controlling organics and oils, the effect of stabilizer on chlorine and how pH can make chlorine work better.

Instructor: *Harold Evans, Orenda Technologies / Meets GEN / APSP: Tech.*


Hydraulics for Service Contractors

Level: **Intermediate** / #0610232 
Friday: 10:20 a.m. - 12:10 p.m.

This course will review how to properly set flow rates, calculate total dynamic head and select a pump for existing equipment and plumbing. The primary target audience is service professional but the information will help builders and retail professionals assist their customers properly size pumps and other related equipment for existing plumbing applications.

Instructor: *Mike Childress, Pentair Aquatic Systems*
Meets GEN / APSP: Technical


Improving Company Visibility and Income

Level: **Intermediate** / #0610233 
Saturday: 10:20 a.m. - 12:10 p.m.

Understanding the necessity of name visibility and why improving profits have never been more important to the entrepreneur. Creating more options for the independent in the area of growth and profitability in order to fend off the big guys and the internet.

Instructor: *Charles Baird, National Pool Route Sales / Meets BP / APSP: Business*


In-Floor Cleaning and Circulation Systems

Level: **Basic** / #0610234 
Saturday: 10:30 a.m. - 11:30 a.m.

This course will review the features and benefits of using an in-floor cleaning system or circulation system and provide an overview of the installation of in-floor cleaning and circulating systems. Attendees will learn about possible energy and time savings as well of the health benefits of using an in-floor system.

Instructor: *Bill Graham, Paramount Pool and Spa Systems*
Meets GEN / APSP: Technical

Insurance Basics for Business

Level: **Basic** / #0610235 0801057 
Saturday: 8:00 a.m. - 9:00 a.m.

A review of the basic insurance needs of business, including the need for and function of various policies. This course will explain how premiums are determined and show you what you can do reduce your costs while outlining common policy conditions, limitations and exclusions.

Instructor: *David Griffiths, Insurance by Ken Brown*
Meets BP / APSP: Business

LP Gas Exam Prep Course

NO CE credit: course #9997891
Wednesday: 8:30 a.m. - 4:30 p.m.


LP Gas Exam

NO CE credit: course #9991234
Thursday: 8:30 a.m. - 12:00 p.m.

*Minimum of 15 attendees required by February 3, 2014. If you pass the exam you may apply for the Installer C 0408 license - Contact Bureau of LP Gas for application (www.freshfromflorida.com/onestop/forms/03509.pdf) and any additional criteria that must be met (call 850-410-3800).

Instructor: *Steve Nokk, Gas Training Services*
Meets NO CE / APSP: Technical


Manage a Pool Company

Level: **All** / #0610274 
Friday: 10:20 a.m. - 12:10 p.m.

Improve your management style to increase and improve communications with employees and learn what you can do to motivate your employees.

Instructor: *Tom Grandy, Grandy and Associates*
Meets BP / APSP: Bus.

Managing the Cost of Risk

Level: **All** / #0610236 0801056 
Saturday: 10:30 a.m. - 11:30 a.m.

This course explains why it is important to implement a safety and health program. Understand the true cost of accidents and the impact they have on your bottom line.

Instructor: *David Blossom, Amerisure Insurance Company*
Meets WS / APSP: Business


Motion is Money

Level: **Advanced** 
#0610273 / ECLB #0801054
Friday: 8:00 a.m. - 9:00 a.m.

This course will help contractors understand motion in the work environment and the affect it has on productivity, efficiency, and bottom line profitability.

Instructor: *Jason Karamanol, CNA*
Meets WS / APSP: Business


Motor Troubleshooting and Replacement

Level: **Intermediate** 
#0610237 / ECLB #0801053
Saturday: 8:00 a.m. - 10:00 a.m.

Pool and spa motor types and their physical and electrical characteristics will be detailed. Troubleshooting will include material covered in the APSP Tech Manual's.

Instructor: *Dennis Bush, Regal Beloit (Century)*
Meets GEN / APSP: Technical


Motors and Pumps

Level: **Intermediate** / #0610238 
Saturday: 8:00 a.m. - 10:00 a.m.

This course will review how a pump motor is constructed, the differences in various motor designs and the operation of the motor in relation to the pump. Various types of pumps, the differences in design and construction, the principles of operation and basic service will be reviewed.

Instructor: *Mike Childress, Pentair Aquatic Systems*
Meets GEN / APSP: Technical

OSHA Training for Service Technicians

Level: **Intermediate** / #0610272 
Friday: 10:20 a.m. - 12:10 p.m.

Learn about OSHA compliance and the work performed by pool/spa technicians, chemical handling and hazard communication, electrical and power tool safety and silica awareness.

Instructor: *Jason Karamanol, CNA*
Meets WS / APSP: Technical

Oxidation Tools for Pools in Florida's Tough Climate

Level: **Advanced** / #0610239

Saturday: 8:00 a.m. - 9:00 a.m.

Clarity and disinfection require oxidation. Oxidation is depleted by rain, leaves, algae, bacteria, organics and bathers. How do you effectively oxidize with these challenges in the tough Florida climate? Practical tools discussed will include chlorine shocks, non-chlorine oxidizers, ozone and their roles with CYA as well as CDC's Model Aquatic Health Code (MAHC).

Instructor: Roy Vore, BioLab, Inc., A Chemtura Company / Meets GEN / APSP: Technical

Ozone and Germicidal UV: A Synergistic Approach

Level: **Intermediate** / #0610240

Friday: 9:15 a.m. - 10:15 a.m.

Introducing the first application of Advanced Oxidation Process (AOP) designed for residential swimming pools, that combines the strong antimicrobial oxidation power of ozone with the germicidal action of UV radiation in one system. The technologies work synergistically to create an even stronger oxidizer known as hydroxyl free radical, enabling a minimum of chlorine use in residential pools.

Instructor: Beth Hamil, DEL Industries, Inc. / Meets GEN / APSP: Technical

Photovoltaic System Basics

Level: **Basic** / #0608080 / ECLB #0800085

Friday: 10:30 a.m. - 11:30 a.m.

An overview of solar electric system types, design considerations and installation basics including roof mounting and safety considerations.

Instructor: David Bessette, Energy Technology Services, Inc. / Meets GEN / APSP: Technical

Pool Popping Accidents and Prevention

Level: **Basic** / #0610241

Friday: 8:00 a.m. - 9:00 a.m.

This course will review why pools pop and teach contractors the proper procedures for draining a pool.

Instructor: Ken Brown, Insurance by Ken Brown, and Tony Caruso, T.C. Water Features / Meets GEN / APSP: Technical

Pool Surface Forensics 101

Level: **Basic** / #0610271

Saturday: 10:20 a.m. - 12:10 p.m.

This class will focus on the proper techniques and equipment required to properly conduct a jobsite evaluation of various pool finishes. Attendees will receive an equipment list and pool site checklist.

Instructor: Greg Garrett, National Plasterers Council / Meets GEN / APSP: Technical

Product and Service Pricing for Profit

Level: **All**

#0610270 / ECLB #0801051

Saturday: 8:00 a.m. - 10:00 a.m.

Identify all the factors included in the real cost of running your business. Learn how to develop hourly rates tailored to your business costs and reasonable profit needs. Consider "what if" scenarios that include adding staff or relocating your office. Track your costs on a monthly basis in a cash flow approach to accounting and compare actual vs. budgeted figures.

Instructor: Tom Grandy, Grandy and Associates / Meets BP / APSP: Business

Proven Green Technologies for Commercial Pools

Level: **Basic** / #0610243

Saturday: 8:00 a.m. - 10:00 a.m.

This course will review and increase awareness of proven green technologies for commercial pools and spas. Learn about methods of heating, disinfection and circulation that are eco-friendly, consume less energy and save money. Topics include: demand charges, calculating demand, saline, ozone, UV, gas efficiency, water source heat pumps, evaporation, convection and conduction.

Instructor: Alvaro Mendoza, Commercial Energy Specialists (CES) / Meets GEN / APSP: Technical

Public Pools: Navigating FBC and DOH Requirements

Level: **All** / #0610376

Saturday: 10:20 a.m. - 12:10 p.m.

An overview of the new items brought into the public pool requirements for the Florida Building Code (Section 454.1) from 64E-9, Florida Administrative Code.

Instructor: Brian Kelly, Shamrock Pools / Meets GEN / APSP: Technical

Reducing the Cost of Workers' Compensation

Level: **All** / #0609845 / ECLB #0801062

Saturday: 10:30 a.m. - 11:30 a.m.

Understand what mechanisms can be used to reduce the cost of workers' compensation. Learn how to develop formal programs, including a drug free workplace and safety program used to reduce the cost of workers' compensation.

Instructor: David Griffiths, Insurance by Ken Brown / Meets WC / APSP: Business

Risk Transfer Mechanisms for Contractors

Level: **Intermediate**

#0610269 / ECLB #0801050

Saturday: 8:00 a.m. - 9:00 a.m.

Learn about various risk transfer mechanisms that can help your company avoid potential liability claim scenarios, helping both your top and bottom lines.

Instructor: Mark Lederer, CNA Eric Probst / Meets WS / APSP: Business

Salt Chlorinator Service Calls - Breaking it Down

Level: **Intermediate** / #0610244

Thursday: 2:00 p.m. - 5:00 p.m.

This seminar covers the technical reasons salt chlorinators fail to operate properly and walks the technician through diagnostic steps to resolve salt issues and provide solutions for most salt systems on the market.

Instructor: Sean Assam, AquaCal AutoPilot, Inc.

Meets GEN / APSP: Technical

Salt Pools 101

Level: **Intermediate** / #0610245

Friday: 10:20 a.m. - 12:10 p.m.

An overview of the increased popularity of salt pools, salt as a sanitizing agent and how it differs from chlorine pools. The presentation will include a section on proper testing and maintenance.

Instructor: Ivars Jaunakais, Industrial Test Systems, Inc.

Meets GEN / APSP: Tech.

Secrets to Earning More by Selling Less

Level: **All** / #0610248

Friday: 10:20 a.m. - 12:10 p.m.

Many sales people believe their role is to sell by persuading or "closing" someone to do something they customarily might not do, "close hard and often." This is exactly the wrong approach in today's economy. Discover why value is more important than price and create a plan to profit from that understanding. Back by popular demand this extended two hour course reviews each of the topics in greater detail.

Instructor: Mario Rossetti, Rossetti Enterprises / Meets GEN / APSP: Business

Site Specific Safety Plans

Level: **All** / #0610246

Saturday: 9:15 a.m. - 10:15 a.m.

This course will show you how to implement your safety and health programs which will improve safety on your jobsite. Learn how to move thoughts to actions which will impact hazards with effective controls.

Instructor: David Blossom, Amerisure Insurance Co. / Meets WS / APSP: Business

Solar Contractor Licensing in Florida

Level: **Basic** / #0608084

Friday: 8:00 a.m. - 9:00 a.m.

An introduction to solar contractor licensing in Florida for construction contractors. Understand how to become state certified, the prerequisites and the consequences of unlicensed activity.

Instructor: Colleen Kettles, Florida Solar Energy Center / Meets L&R / APSP: Bus.

Solar Heating Pool Inspection

Level: **Basic**

#0610297 / ECLB #0801049

Saturday: 9:15 a.m. - 10:15 a.m.

Improve your understanding of solar pool heating. Learn about the applicable codes and standards, how to inspect solar energy systems, and learn who is authorized to install solar water heating.

Instructor: Robert Zrallack, UMA Solar / Meets GEN / APSP: Technical

Solar Pool Heating Basics

Level: **Basic** / #0608207 0801048

Saturday: 8:00 a.m. - 9:00 a.m.

Learn the types of solar water heating systems, system design components, site selection, installation, service and troubleshooting.

Instructor: Robert Zrallack, UMA Solar Meets GEN / APSP: Technical

Solar Water Heating Basics

Level: **Basic** / #0608088 / ECLB #0801047

Friday: 8:00 a.m. - 9:00 a.m.

Learn the types of solar water heating systems, system design components, site selection, installation, service and troubleshooting.

Instructor: David Bessette, Energy Technology Services, Inc.

Meets GEN / APSP: Technical

Solar Water Heating System Inspection

Level: **Basic** / #0610298 0801046

Friday: 9:15 a.m. - 10:15 a.m.

Improve your understanding of solar water heating systems for homes and commercial buildings, installation on new buildings, and retrofits to existing structures. Learn the applicable codes and standards and who is authorized to install solar water heating.

Instructor: David Bessette, Energy Technology Services, Inc.

Meets GEN / APSP: Technical

Swimming Pool and Spa Start-Up Course

Level: **Basic** / #0609804

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

Minimum of 15 registrants by 2/7 for class to be held.

This 8-hour program (7 hrs of CE) will certify an individual in the NPC industry method of properly starting up the water chemistry and care of a newly surfaced swimming pool and/or spa. The course will cover five primary areas: The History and Chemistry of Swimming Pool Surfaces, Understanding Water Chemistry, Using a Water Test Kit, Start-Up Procedures, and Start-Up Problems and Solutions. The course will include a test in the proper methods of testing and conclude with a 60-minute written test.

Prerequisites for obtaining certification: Any industry professional who is an employee of a member company of a recognized trade association, in good standing, can apply to take this program. This includes: NPC, FSPA, APSP, UPA, IPSSA, GENESIS. Participants must fill out and submit an application (will be sent to you after you register), pass the water testing test and pass at least 80% of the written test. A certification renewal course is required every three years to maintain the certification.

What to bring with you: a test kit that will test: free and total chlorine, pH, total alkalinity, calcium hardness and Cyanuric acid OR you may purchase a kit from NPC in advance.

Fee includes lunch vouchers, course materials and certification completion kit*.

* Successful completion of course required.

Instructor: Greg Garrett, National Plasterers Council

Meets GEN / APSP: Technical

Swimming Pool Energy Audits

Level: **Advanced** / #0610247

Friday: 10:20 a.m. - 12:10 p.m.

This seminar provides a detailed understanding of swimming pool energy savings opportunities. Learn to use tools and techniques to accurately measure base-load use along with methods to accurately estimate energy savings and economic benefits to support equipment and design retrofits.

Instructor: Rodney McCall and Jeff Farlow, Pentair Aquatic Systems

Meets GEN / APSP: Technical

Technology for the Small Business Owner: From Chaos to Control

Level: **Basic** / #0610249

Friday: 8:00 a.m. - 9:00 a.m.

Most small business owners will readily admit that they are completely overwhelmed. Small changes and the implementation of easy-to-use technologies (all very reasonably priced and many are free) will increase your efficiency, level of customer service and take your business from being an overwhelming burden to being the good thing it was intended to be.

Instructor: Jason Scarborough, Aaron's Leak Detection

Meets GEN / APSP: Business

The Art and Science of Plaster

Level: **Basic** / #0610268

Saturday: 8:00 a.m. - 9:00 a.m.

There are many colors and textures to choose from when plastering a swimming pool, spa or water feature. This course provides a comprehensive understanding of the effect of color and texture and how they vary the appearance, durability and safety.

Instructor: Phil Greggs, SGM

Meets GEN / APSP: Technical

The Water in Your Pool/Spa: Have You Considered the Source

Level: **Basic** / #0610250

Saturday: 9:15 a.m. - 10:15 a.m.

This course will help you understand the origin and distribution of water on the earth, the causes of pollution, the treatment of water, and how even treated water can have a significant impact on swimming pool and spa operation and maintenance. Future challenges of population increase and pollution on source water as it relates to pool and spa maintenance.

Instructor: Rick January, Lonza Specialty Ingredients / Meets GEN / APSP: Technical

GENESIS

DESIGN GROUP



**Don't miss out on attending a course by Genesis 3, Inc.
Eight courses are being offered!**

General Education

Business 106: Design and Construction Agreements

Level: **Basic** / #0610299

Friday: 10:20 a.m. - 12:10 p.m.

Instructor: David Peterson, Genesis 3, Inc.
Skip Phillips / Meets BP / APSP: Business

Business 331: Job Costing for Profit vs. Existence

Level: **Basic** / #0610304 0801060

Friday: 8:00 a.m. - 10:00 a.m.

Instructor: Brian Van Bower, Genesis 3, Inc.
Meets BP / APSP: Business

Construction 104: Waterproofing

Level: **Basic** / #0610303

Friday: 10:30 a.m. - 11:30 a.m.

Instructor: Paolo Benedetti, Genesis 3, Inc.
Meets GEN / APSP: Technical

Construction 323: Outdoor Kitchen Construction

Level: **Basic** / #0610302

Saturday: 8:00 a.m. - 9:00 a.m.

Instructor: Paolo Benedetti, Genesis 3, Inc.
Meets GEN / APSP: Technical

Design 181: Major Renovation of Pools - Design and Construction Considerations

Level: **Basic** / #0610301 NO CE credit

Friday: 8:00 a.m. - 10:00 a.m.

Instructor: Michael Nantz, Genesis 3, Inc.
Meets GEN / APSP: Technical

Engineering 181: Major Renovations of Pools - Structural and Hydraulic Considerations

Level: **Basic** / #0610300

Saturday: 10:20 a.m. - 12:10 p.m.

Instructor: David Peterson, Genesis 3, Inc.

Meets GEN / APSP: Technical

Pre-Show Education

Design 202: SketchUp - \$2,199

Level: **Basic** / #7771234 NO CE credit

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

Instructor: David Peterson, Genesis 3, Inc.
Meets NO CE / APSP: Technical

Design 211: Elements of Design - \$2,199

Level: **Basic** / #7779876 NO CE credit

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

Instructor: Kate Wiseman, Genesis 3, Inc.
Meets NO CE / APSP: Technical

Course descriptions can be found in the alphabetical course listing.

Understanding and Using the NPC's New Plaster Start-Up Method

Level: **Basic** / #0610267

Friday: 8:00 a.m. - 9:00 a.m.

This seminar will explore and give an overview of the National Plasterer's Council (NPC) Start-Up Procedure and Proper Daily Maintenance. Start-up cards will be provided in English and Spanish.

Instructor: Randy Dukes, National Plasterers Council Meets GEN / APSP: Technical



Understanding Solar Technology

Level: **Basic** / #0608090 / ECLB #0801045

Saturday: 8:00 a.m. - 10:00 a.m.

Receive an overview of solar technology as applied to the pool industry and clear up misconceptions with regard to performance standards. Gain skills to explain and sell solar technology to clients.

Instructor: Justin Hoysradt, Abundant Energy Meets GEN / APSP: Technical

Variable Frequency Drive and SVRS Pumps

Level: **Intermediate** / #0610251

Saturday: 10:20 a.m. - 12:10 p.m.

This course reviews the technology of variable frequency drive motors and the various types of pumps to which it is applied. The course will cover the construction, operation and basic programming options of variable frequency drive pumps.

Instructor: Mike Childress, Pentair Aquatic Systems Meets GEN / APSP: Technical



Water Features and Effects

Level: **Intermediate** / #0610252

Friday: 8:00 a.m. - 10:00 a.m.

Learn to layout and plumb fountains, water features and vanishing edges to achieve hydraulic balance and learn to calculate and size each feature for proper flow requirements.

Instructor: Mike Childress, Pentair Aquatic Systems Meets GEN / APSP: Technical



Water Testing and Treatment Myths

Level: **Intermediate** / #0610253

Saturday: 10:20 a.m. - 12:10 p.m.

An interactive seminar that presents and discusses the most common myths and errors concerning testing pool/spa water and how to overcome these misrepresentations, resulting in increased credibility and optimum customer service.

Instructor: Wayne Ivusich, Taylor Technologies, Inc. Meets GEN / APSP: Technical



Workplace Safety

Level: **All** / #0006954 / ECLB #0007553

Thursday: 11:30 a.m. - 12:30 p.m.

Discuss the basic elements of a safety program, the benefits of having one and how to improve safety in the workplace.

Instructor: David Blossom, Amerisure Insurance Company Meets WS / APSP: Business

Workers' Compensation Update

Level: **All** / #0608752 / ECLB #0801044

Thursday: 12:45 p.m. - 1:45 p.m.

Review the responsibilities of the employee, employer and insurance company. Look at required coverage, exemptions, enforcement, criminal violation and methods of reducing cost.

Instructor: Kerry Tai, Insurance by Ken Brown Meets WC / APSP: Business

Hands-On Courses

As of 11/18/13. Check website for additional courses.

Presented by exhibitors, product specific and do not qualify for CE credit.

Installation, Operation and Troubleshooting of the new Jxi Gas Heater

Presented by Zodiac Pool Systems, Inc.

Level: All levels/ Audience: Builder/Installer, Service, Subcontractor

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

Introducing the new JXi Gas Fired Heater by Zodiac Pool Systems, Inc. Get Complete information on the installation, operation and troubleshooting for this heater.

Instructor: Alex Krajewski



ZODIAC POOL SYSTEMS, INC.

Installation and Operation of the new Z4 Control System with iAquaLink and Jandy Nicheless Light

Presented by Zodiac Pool Systems, Inc.

Level: All Leves / Audience: Builder/Installer, Service, Subcontractor

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

Introducing the new Z4 Control System and Jandy Nicheless Light by Zodiac Pool Systems, Inc. Get complete information on the installation, operation and troubleshooting for these new products.

Instructor: Alex Krajewski



ZODIAC POOL SYSTEMS, INC.

VGreen165 - One Motor, Limitless Applications

Presented by Century Electric Motors (Regal Beloit)

Level: All levels / Audience: Service, Retail, Subcontractor

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

Installation, programming, and interfacing Century's new VGreen165 replacement VS motor with Pool/Spa and Solar applications. Tailored for Florida VGreen165 offers and energy efficient solution for every application.

Instructor: Dick Abare & Jimmy Reed



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Drawings held in the FSPA booth on Friday and Saturday.

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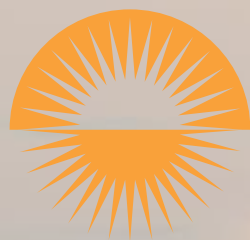
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Thursday, February 20 • 8:00 a.m.
Orange County National

\$125 per person includes 18 holes
with cart, range balls and boxed lunch

Visit www.FlaSEIA.org for registration.



Welcome & Awards Reception

Featuring: Person of the Year and
FSPA Design Awards Recognition
Thursday, February 20 • 6:00 p.m.
Rosen Plaza Hotel

Join us for an evening of celebration to kick-off the Everything Under the Sunsm Expo! The Person of the Year will be announced and all Design Award winners will be recognized. 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.

Private Industry Party at Howl at the Moon



Friday, February 21 • 6:30 p.m.
\$25 per person
Open Bar, Food,
Live Music, Games!

Event Sponsors:

