

AUGUST 2010 EDITION



**FPSIE Education Center
Sacramento, CA**



Fred Hare, FPSIE Board Member

MANUFACTURERS GETTING READY FOR THE COMING TRAINING SEASON

The FPSIE Education Center is humming with activity as preparations get underway with several of the industry's top manufacturers of pumps, filters and heaters to make sure that their new products will be represented and ready for the new training season there. Plans are underway for a series of technical training seminars where new products will be introduced and field technicians will be instructed in proper installation, operation and maintenance procedures.

John Handy of Hayward is working with FPSIE personnel to design and build an "Operational Presentation Board" that features Hayward's latest Variable Frequency Drive pumps and controls. The Training Board will be fully operational so the instructors can teach Hayward customers how to size, install, and program all the new "High Tech Equipment."

Lorne Early of Pentair is working with FPSIE personnel to upgrade Pentair's "Live Demonstration Board" to reflect the many new innovations and products that Pentair will be introducing this coming year. These new innovative controls and products will require hands on training to insure proper installation, operation and maintenance. The Pentair Training Team is working closely with FPSIE personnel to assure that adequate training materials and opportunities are available.

Mike Lucas of Zodiac (Zodiac/Jandy) is planning to up-grade the Zodiac Hi-Tech, fully operational Teaching Center that is mounted on a unique "Hydraulic Lift" stand. Zodiac introduced this Teaching Center last season and it was a huge "Hit" with Zodiac customers. The up-grades to the Teaching Center will provide Zodiac customers more
(continued on page 2)

Getting by today will mean elimination tomorrow unless certain dynamics are considered:

1. Traditional service markets are no longer created by local entrepreneurs.
2. Builders are no longer creating endless new accounts.
3. A pole, brush, and a jug of chlorine are no longer enough to provide a living.
4. New markets for success today and on into the future are the result of the following:
 - New government safety regulations
 - New government energy standards
 - New government requirements for licensing and certification
 - Real estate transactions favoring the developed backyard as the new outdoor vacation room
5. New technologies impact on producing profitable work.
6. Retrofit of old technologies is required to comply with new industry standards.
7. New skill requirements are needed to address new profitable service work.

Here are my views on the industry we serve as to what is and what will be:

1. The swimming-pool industry will change to the "Backyard Industry."
(continued on page 2)



Michael Orr, FPSIE's Executive Director

Projecting the Future in our Trade

The swimming pool industry in the United States has grown to about 20 million pools and spas. Approximately 40 percent of the pools are above ground, and 60 percent are in-ground. So what does the typical service company do to get its share of this service business? The typical answer is to clean, to repair, and to install to get by.

Projecting the Future in Our Trade
(continued from page 1)

2. Local distribution channels will compete more with out-of-town, online parts channels.
3. The hallmark of success will be the ability to fill out forms and become familiar with multiple testing procedures required by governmental/non-governmental entities, the ability to accurately and profitably bid for jobs, and having the right technical skills.
4. A good percentage of work will come from local utility programs and government-mandated safety programs.
5. Trade associations will falter unless they have professional instructors using the latest learning management/learning technology applications.
6. The workforce will falter unless all who want prosperity are willing to change their attitudes(-\$) about primary certified education and job-skill training.
7. Work will change to include more electrical, electronics, and other high tech control- and-operation delivery systems.
8. Future customers will look for technicians who have the right certifications and are qualified in one or more of the following backyard technologies:
 - Swimming pool maintenance and repair
 - Swimming pool equipment up-grade and structure refurbishment
 - Water features, ponds, and lighting system maintenance and repair
 - Outdoor entertainment systems upgrade and repair
 - Outdoor kitchen installation and repair
 - Landscaping (this one is HUGE!)—the backyard resort
 - Renewable energy and energy-management systems

The bottom line is that technicians with the best education who form strong technology-based companies will have the success they seek. The "just get-along/get-by guy" will have tough times and many regrets.

Your educational journey can happen only if you have an open mind and a vision of the future. Talk to others you respect in the pool-spa workforce about what I have outlined; then seek the success you deserve.

FPSIE will do its part to provide you the best education. You must, however, make yourself available for training to become all that you can be. I recommend that those who want "to be in the action" join at least one industry trade association. Life is much more

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productive when there is support when it is needed.

You may download FPSIE's 2010-2011 education schedule at:
<http://www.fpsie.org/wp-content/uploads/2010/07/10-11-schedule.pdf>

Stop by and see me at FPSIE. We can discover the future together.

Michael Orr (aka: Professor FPSIE)

Mark Your Calendars!
Aquatic Energy Auditor



Course presentation:
Thursday
September 9, 2010
8:00 AM/5:00 PM

CLASS & SEMINAR SCHEDULE *

2010

Sept. 9.....FPSIE (AEA) - Aquatic Energy Auditor

Sept. 20—24.....APSP (CMS) – Certified Maintenance Specialist

Sep. 30—Oct.2....Pool Industry Expo—Monterey, CA

Oct. 12—13.....NSPF (CPO) - Certified Pool Operator

Oct. 31—Nov. 5...Int'l Pool/Spa/Patio Expo, Las Vegas, NV

Nov. 9.....FPSIE (AEA) - Aquatic Energy Auditor

Nov. 22- 23.....NSPF (CPO) - Certified Pool Operator

Dec. 2.....APSP (CMS) – Certified Maintenance Specialist (Preview & Testing)

Dec. 6.....FPSIE - Basic Electricity

Dec. 9.....FPSIE - Basic Hydraulics

Dec. 14.....FPSIE (AEA) - Aquatic Energy Auditor

Dec. 20—21.....NSPF (CPO) - Certified Pool Operator

Register today for classroom training at
<http://www.fpsie.org/trade-2/course-registration>

Or register for one of FPSIE's Online Webucation Courses
** visit our website for more dates*

MANUFACTURERS GETTING READY FOR THE COMING TRAINING SEASON
(continued from page 1)

technical information to help them in sizing, installing and programming Zodiac equipment and controls.

Sacramento Municipal Utility District (SMUD) has developed a new consumer brochure that shows SMUD customers many ways to make their swimming pools and spas more energy efficient. FPSIE and SMUD are collaborating to get this brochure delivered to SMUD customers and to the pool/spa industry. For a copy of the brochure, you may download it at <http://www.smud.org/enresidential/Pages/poolspa.aspx>. Contact SMUD and/or FPSIE for more details.

For those of you who haven't had the opportunity to take a tour of the FPSIE Education Center, when you find yourself in the Sacramento area, I invite you to let me know and I'll arrange a tour for you. Otherwise, if you wish, you can log on to the FPSIE web-site, <http://www.fpsie.org>, click on the "Take-a-tour" button and you can view about a five minute video tour.

On another note, Michael Orr and I will be heading up a solar project for the demonstration tank area. We are looking for solar companies which would like to be involved in this project. You may contact us at (916) 922-8895.

Fred Hare (aka: Mr. Hydraulics)



Foundation for Pool & Spa Industry Education

Swimming Pool Industry Training DVD's Available

Choose from:

- **Tips from the Pro's**—Focuses on 5 money making procedures in the field
- **Backyard Aquatic Energy Audit**—Video lab for the AEA Certification Course (approved by the Sacramento Municipal Utility District)

You can get each DVD for the low introductory price of **\$20**

Call to order your DVD (916) 922-8895



Monday, July 30, 2010
Prepared by FPSIE, Inc.

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Don Aston
FPSIE, Inc.
916-779-4044
daston@fpsie.org

PRESS RELEASE

Following its successful collaboration with the Sacramento Municipal Utility District (SMUD) to produce a brochure to serve as a guide to swimming pool/spa energy savings, FPSIE collaborated with SMUD to produce a DVD that not only demonstrates the procedures involved but dramatically illustrates the savings achieved.

Sacramento, CA/July 30, 2010 – Encouraged by dramatic increases in Northern California sales as reported by energy-efficient equipment manufacturers during 2009 and early 2010, FPSIE and SMUD decided to enhance the Aquatic Energy Auditor (AEA) course with the addition of a “how-to” DVD. SMUD commissioned FPSIE to select a SMUD ratepayer who owns a pool/spa equipped with older equipment to provide a “real-life” makeover to be illustrated on the DVD. Because the budget for this project was limited, FPSIE chose to do the makeover “in-house.” Michael Orr (a.k.a. Professor FPSIE) cast himself as the Pool/Spa Technician performing the makeover. Many pool/spa professionals were asked to provide input for suggested sites for the makeover. After careful consideration, FPSIE chose the home of Dennis and Janet Jones for the makeover. The willingness of the Joneses to accept the equipment brand of the FPSIE sponsor willing to donate the required equipment was an important consideration because FPSIE had not secured a donor before choosing the site.

Once the site was selected and the equipment needs were identified, FPSIE called its sponsors about potential partnering for this project. Pentair Water Pool and Spa, Inc. (www.pentairpool.com), a major FPSIE sponsor, was first to offer to donate the energy-efficient equipment featured in the makeover. The energy audit conducted prior to beginning the makeover revealed the existing equipment electricity consumption per hour of operation to be 3,200 watts. The pool holds 18,000 gallons, and the 1½-horsepower filter pump was timed to run six (6) hours a day. After a discussion with the Joneses revealed that the pool had minimal usage, the six (6) hour a day filter pump run-time was concluded to be an “over-kill.” The eighty-five (85) gallon per minute (gpm) flow rate of the 1½-horsepower pump pushed 30,600 gallons of water through the filter in the six (6) hour run time—equivalent to 1.7 turnovers of the entire content of the 18,000 gallon pool. Professor FPSIE recommended, and the Joneses accepted, one turnover of the pool water through the filter daily. The new variable speed pump was calibrated to pump fifty (50) gpm and was timed to run six (6) hours a day.

The “after- makeover” energy audit showed the equipment electricity consumption to be slightly less than 500 watts an hour, representing a savings of 2,700 watts of electricity during each of the six (6) hours of daily operation. Assuming the cost for electricity to be \$.20 per 1,000 watts, that savings amounts to \$5.40 a day. The approximate retail cost for the average Sacramento area pool/spa owner for a comparable makeover would be about \$2,000. At that rate, the savings would pay for the makeover in 371 days. This is a goal SMUD and FPSIE have set out to accomplish for every SMUD pool/spa owner in its territory. FPSIE wants to partner with all California electric utility companies to accomplish this result throughout California—then the rest of the nation. Potential partners are invited to call (916-922-8895) or go to FPSIE’s Web site. Technicians interested in becoming certified Aquatic Energy Auditors can go to the FPSIE Web site (www.fpsie.org) for more information. Promotional copies of the DVD are available from Don Aston at (916) 779-4044.

FPSIE, Inc. is a 501 (c) (3) not-for-profit corporation dedicated to raising the level of knowledge and professionalism of the pool/spa industry workforce and its future leaders through the FPSIE Education Center for career development.

SINCERE THANKS

A round of applause and sincere thanks goes out to all of our wonderful supporters who have made the training facility possible. It is their dedication that has made FPSIE a success. In their honor, we will continue providing education for our industry.

SPONSORS

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Advantis Technologies, Inc.
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SMUD
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Swim Chem
Taylor Technologies
United Chemicals
Vanson Halosource, Inc.

We are now in the third phase of development. If you would like to donate time, materials or funds for any project, please contact Michael Orr to discuss the countless opportunities.

FRESH OFF THE PRESS

NEWS FROM NSPF



National Swimming Pool Foundation® (NSPF®) Awards Scholarships and Fellowships for 2010-2011

Colorado Springs, CO (August 24, 2010)

The [National Swimming Pool Foundation®](http://www.nspf.org) (NSPF®) is pleased to announce the board of directors has awarded \$10,000 in Scholarships and Fellowships to eight students for the year 2010-2011. The two award programs were first created and offered in 2004; despite the economic downturn of the past few years, the foundation has continued to fund them annually.

The NSPF's commitment to education is celebrated in the giving of these annual awards. The Scholarship Program honors [Certified Pool/Spa Operator®](http://www.nspf.org) certification graduates and their family members by helping them to pursue higher education. Scholarship applicants submit professional information and recommendations, and are required to write a research essay with at least three scientific references. The essays this year asked candidates to address the benefits and risks of hot water and cold water immersion.

The Scholarship Committee approved \$8,000 in scholarships to seven students who are pursuing higher education around the U.S., in a variety of subject areas. In the current economic climate, some institutions are reducing student financial assistance and limiting enrollment, putting greater strain on the ability of many to pursue their educational goals. "It's not just about following our mission to further education that tells us we are doing the right thing - these young people are our future. It feels great to help them in a small way," says Bill Kent, Scholarship Review Committee Chair.

Laura Stevens, East Texas Baptist University, received the Board of Directors Scholarship for \$2,000. The following students were awarded \$1,000 scholarships: Landon Brockmeyer - Texas A&M University, Craig Gosnell - Appalachian State University, Kelsey McBeain - New Mexico State University, Jane Pinckney - Cornell University, Mackenzie Pochardt - Winona State University, Steven Thompson-Ball State University.

The NSPF® Fellowship Program was established to encourage and support graduate students and post-doctoral fellows who are performing risk reduction or health benefit research related to aquatic activities and/or venues such as swimming pools, spas/hot tubs, therapy pools, and waterparks. For the second consecutive year, the fellowship award of \$2,000 was given to John Christopher Sieverdes, M.S., School of Exercise Science, University of South Carolina. Mr. Sieverdes is a public health student pursuing his Ph.D. and, under his advisor, Dr. Steven Blair (an NSPF grant recipient) he has been working under the two-year NSPF grant researching the Aerobics Center Longitudinal

Database for links between swimming and chronic diseases.

Sieverdes wrote in his application, "Emphasis on swimming has not gotten enough merit as a modality of exercise in the chronically ill as well as a normal healthy population. Most leisure swimming may be thought of as an independent experience, but with sports such as water polo, and group water aerobics, there are many opportunities to exert one's self if swimming laps is not one's exercise of choice. Our group has already examined swimming against other modes of activity such as walking, running, and sedentary activity to all-cause mortality risk. As the population ages, swimming will become a more important mode of exercise because of the problems with arthritis, risk of falling, and obesity. Strategies on maintaining public pool areas and dedicated swim lanes should be emphasized to give opportunities to people with various income ranges. It is the directive of the USC grant to continue evidence based research which ties health benefits to swimming related topics. This information may prompt people to choose swimming as a preferred method of activity in their decision to stay active. I think that swimming is greatly underutilized as a non-impact form of activity and deserves more attention."

Information on how to apply for scholarships and fellowships is available at www.nspf.org. The NSPF Scholarship Review Committee reviews all submitted applications and awards scholarships and fellowships in the summer of each year.

About the NSPF® -- The National Swimming Pool Foundation® (NSPF®) is a non-profit organization founded in 1965, giving back \$3.7 million in the past six years to fund grants to prevent illness, injury, and drowning, and to demonstrate the benefits of aquatic activity. The Foundation works towards its mission to encourage healthier living through aquatic education and research with its growing collection of bi-lingual educational products and training. NSPF is the largest and most widely accepted educator of people who care for pools and spas and has trained over 282,000 pool operators in 64 countries. For more information, please visit www.nspf.org and www.homepoolessentials.org.

Mark Your Calendars! Certified Maintenance Specialist



**Course presentation:
Monday - Friday
September 20-24, 2010
8:00 AM/5:00 PM**

Scholarship Opportunities for FPSIE Courses

Manufacturers and utility companies have purchased FPSIE Education Gift Certificates (see sample below) that pool/spa professionals can use towards tuition for FPSIE courses. Students needing tuition assistance are encouraged to apply for one of the certificates by telephoning local manufacturer sales representatives and/or local utility company representatives to the pool/spa industry. Additionally, trade association members should check with association management for participation in this Education Gift Certificate Program. IPSSA, for example, promotes energy-efficiency education and is offering \$100 certificates to the first 100 IPSSA members who register for FPSIE's Online *Aquatic Energy Auditor Course*. If you need point-of-contact information, call *FPSIE* at (916) 922-8895. Please have the name of the manufacturer that you support most and/or the name of your local utility company available when calling.



The Foundation for Pool & Spa Industry Education (FPSIE) Center in Sacramento has become recognized as the industry's regional training venue. APSP and NSPF certified training is conducted at the facility as well as supplier seminars on water chemistry, new product, repair and other educational opportunities for the industry.

FPSIE is offering a unique opportunity. For a \$200 donation, you or your company can become a permanent fixture at FPSIE. Your donation will contribute toward the success of the school, but will also place your engraved brick in the hallowed halls of FPSIE. As a supporter of the school, you'll be recognized as a visionary of industry education for years to come.



Not JUST Another Brick in the Wall



Brick Layout

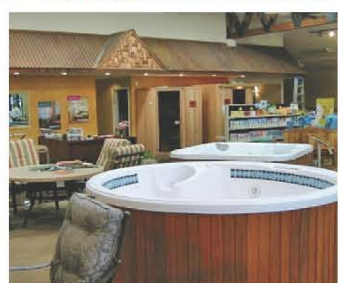
- Enter 1, 2 or 3 lines
- All letters will be capitals in Palatino
- Lines 1 and 2 will be the same size lettering and will accommodate a maximum of 14 characters, including spaces
- Line number 3's lettering will be slightly smaller and accommodate a maximum of 16 characters, including spaces
- All lines will be centered on the brick horizontally and vertically regardless of the number of characters and lines.

Enter the exact spelling of your engraving above. Include any periods or other symbols as you wish them to appear. All engravings are subject to review and approval by FPSIE.

BILLING INFORMATION		
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- Welcome Party

Register online at www.PoolSpaPatio.com to receive discounted registration rates.



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Show Sponsor:



Show Publication:



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EXHIBITS: November 3 - 5, 2010
CONFERENCE: October 31 - November 5
Mandalay Bay Convention Center | Bayside Halls
Las Vegas, Nevada USA

www.PoolSpaPatio.com

Toll-free: 888.869.8522 | Outside USA: 972.536.6350

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