

JANUARY 15-18, 2018

LUCAS OIL STADIUM  
INDIANAPOLIS, INDIANA



**Wednesday, January 17th 10:15am - 11:45 am**

### **Hot Water Chemistry**

**Paul Gillio, Lonza**

**Cost:** Education Pass

1.5 Hours CEU

This course will cover the factors that affect hot water management including filtration, chemistry and disinfection. Emphasis will be placed on the stresses created by hot, turbulent water and its effects on bathers, bather comfort, chemistry and especially sanitizers. At the conclusion of the course the service person or operator will understand how each of these key factors interrelates with and helps control the others. Particular attention will be made to sanitizer selection and control of bather wastes.

### **Hydraulic Designs for Performance: energy efficiency, safety & code compliance**

**Steve Barnes, AquaStar**

**Cost:** Education Pass

Description to come!

1.5 Hours CEU

At the heart of every successful pool and spa project is a well-designed and maintained recirculation system. This presentation covers the three keys to successfully design, install and operate, fully compliant recirculation systems and water features. High-performance, high-efficiency systems are governed by the laws of physics that are not difficult to understand as explained with real world examples that do not require an engineering degree in fluid dynamics to use successfully.

1. Panning – meet and exceed your customer's expectations by using a simple to produce hydraulics plan suitable for permitting, construction, operation, and sub-contractor quality control.
2. Optimize your projects – how to select, size, and locate key circulation, sanitation, and safety equipment to maximize performance, efficiency, and safety.
3. Installation management – maintaining control when it matters most. How an hour can prevent disaster!
4. Code compliance – learn how high performance and high efficiency systems are also compliant system.

### **The Buzz About Fiberglass Pools**

**Fiberglass Pool Council, Curt Prystupa, Sun Fiberglass**

**Cost:** Education Pass

1.5 Hours CEU

This presentation will offer a glimpse into the growing appeal of fiberglass pools and answer the questions raised by today's backyard pool consumers. In addition, facts and figures on the industry, a review of the sales and installation points, and discuss a few unfamiliar topics like shell unloading and placement and a few tricks of the trade for the installer. Innovations like splash and wet decks, built in seating areas, tanning ledges, water features, and built in and spill over spas will be addressed. The course will go into detail on how to properly install a one piece fiberglass pool, pre-site planning, excavation, proper base and backfill, dewatering methods, un-loading, handling and placing the pool. Learn basic installation techniques such as how to make leveling adjustments, supporting tanning and step areas, plumbing and decking methods.

### **Retail MarketPlace Edge: One on One Professional Testing**

**Gigi Carter, Lonza**

**Cost:** Education Pass

1.5 Hours CEU

We hear all the time about how the Internet is taking over the brick and mortar business as well as what the Mass is doing to all the retailers. But retailers have an advantage: the one on one professional water testing and consult has been, and always will be, the edge that retailers have over other channels. This workshop is designed to help retailers bring back what is important: water testing. Learn how to physically present the importance of water testing to your customers. Water testing isn't new anymore, we have just forgotten how to promote it!

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MID AMERICA  
POOL SPA & OUTDOOR LIVING SHOW

## **Valuation & Exit Strategies for Family owned Pool & Spa Businesses**

**Rod Sterling, Sterling Advisory Group**

**Cost:** Education Pass

1.5 Hours CEU

The purpose of this session is to present an approach to develop proper valuation of your family owned pool-spa business. Most owners want to know what their company is worth. The way to realistically determine your business' worth is by using an objective adviser with proven methodology to develop a credible and reliable estimate of value. Once done, you will have to be able to present your company in a realistic manner. **You usually only sell your family business one time. This is the time to make sure you get it right!**

## **Pool Pumps: Size Does Matter**

**Dick Hoover, Pentair**

**Cost:** Education Pass

1.5 Hours CEU

This seminar will provide a thorough understanding of motor and pump operation and establish proper sizing practices. Attendees will learn the importance of the data on the motor label along with understanding the different types of motors used for pools and spas. The components of a motor and pump, the water path through a pump, and use of system head curve formulas will be covered. With this information the attendee will learn proper pump and motor maintenance and how to properly size pumps for new or existing pools.