

FEBRUARY 5-7, 2018

MUSIC CITY CENTER
NASHVILLE, TENNESSEE



Education Seminars

Wednesday, Feb 7th 10:45a-12:15p

Coping for Beginners and Beyond

Dave Rethemeyer, Federal Stone

Cost: Education Pass

Regardless of commercial or residential, whether a new project or renovating an existing pool, precast coping adds a beautiful touch, as well as, safety to your project, if done right! In this course, students will learn how to “size up” a job, as well as learn how to measure the radii using the RadiusChart tool. You’ll get practical advice from what has been learned over the past fifty years, as well as, what Professional Engineers have taught the instructors with regards to structural issues and concern with the bond beam! This is a fun, interactive course with a running discussion about common installation mistakes and how to avoid them. Attendees are encouraged to bring questions and photos of problems (and successes) to share with the group.

Heat Pumps Explained

Cost: Education Pass

The presentation focuses on what the pool guys need to know most: how to size heat pumps properly and what realistic expectations of heat pump performance can be expected. An explanation of the differences in heating technique of heat pumps compared to gas heater will be covered. Discussion will also cover specific features and components of heat pumps, installation guidelines and requirements.

Which Would Your Company Rather Be?

Dennis Chapman, SEG

Cost: Free

What would your company rather be, AMAZON, a professional pool retailer or service company, or BOTH”? This seminar will explore and provide examples of how in today’s “internet” world the retail and service company most “fight” for their consumers business.

Learn how to not only exist in this new business environment, but how to grow your business, but there will need to be changes to how we all do business. Examples will be given. Whether a service, retail, or builder, this seminar will allow you to look at your company and improve for the future consumer.

Upcoming VGB Requirements and Standard Revisions

Steve Barnes, AquaStar

Cost: Education Pass

The VGB Drain Cover Standard, APSP-16, was revised following years of testing and work by the CPSC and the APSP. Learn what changed and what it means directly from the Chairman of the Standard Writing Committee. Discover the key requirements ahead of the 2018 pool season, starting with new government enforcement authority, installation and maintenance requirements, plus new requirements for pools previously Certified as VGB compliant by a Registered Design Professional (PE or Architect). **The rules have changed, don’t get caught unaware.**