

14. Smart Pool Enters Florida Market **14.** Heritage Acquires Cinderella **24.** Building an Accessible Spa Deck
30. FSPA Show Turns 50 **38.** The Pool & Spa Show Floor Map and Schedule **56.** The Employee Wage Debate

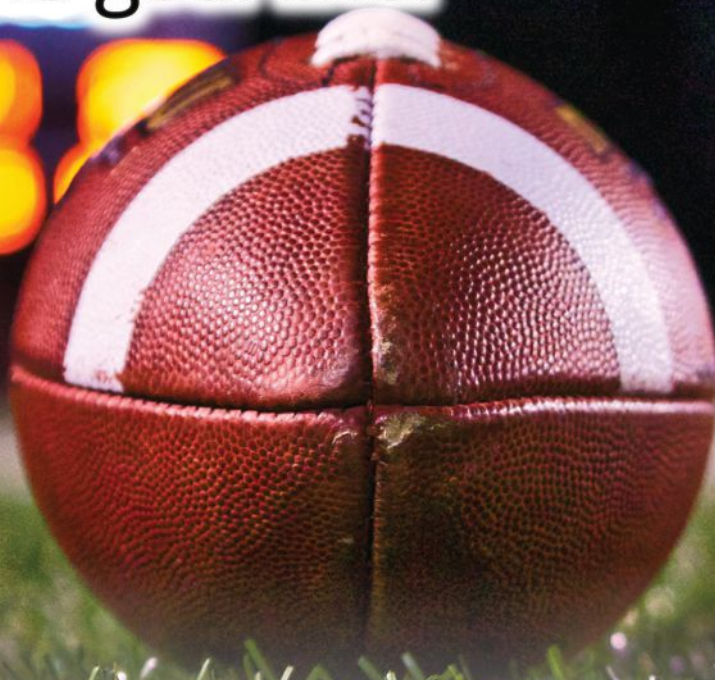
PSN

POOL AND SPA NEWS

page 48

BACKYARD
WATERPARK
PROJECT UPDATE

The only time you should
receive **six points** is when
you cross the goal line.



We're throwing a flag on finance sources that charge 6% consulting fees.

To us, six points means a touchdown, not an acceptable fee to charge customers simply for access to loans. **"Nix the 6" and go with Lyon Financial!**

- No consulting fees
- Options for 620+ credit scores
- No prepayment penalties
- Rates as low as 2.99%*
- Flexible draw schedule available upon request
- Terms up to 25 years†
- Amounts up to \$150,000



BIGGER LOANS, NOT BIGGER FEES

NIX THE 6

WWW.LYONFINANCIAL.NET



*This is a limited-time offer. Minimum credit score of 800 and debt-to-income ratio ("DTI") of 45% or less required to qualify. Available for loan amounts of \$50,000 to \$75,000. Available for a 36-month term only. Rates will be higher for lower scores and loans up to \$150,000. This is an unsecured loan. Available on approved credit, not all will qualify. Subject to change. APR may differ based on loan purpose, amount, term, and credit profile. Conditions and limitations apply. Advertised rates and terms are subject to change without notice. Exact interest rate determined by credit profile. Payment example: Monthly payments for a \$50,000 loan at 2.99% APR with a term of 3 years would result in 36 monthly payments of \$1,453.84.
†Minimum credit score of 720 required for 25-year term. Term of 25 years available for loan amounts of \$50,000 to \$125,000 only. Available on approved credit, not all will qualify. Subject to change. Conditions and limitations apply. Advertised rates and terms are subject to change without notice.



ABSOLUTE **CONTROL.**
ABSOLUTE **CONVENIENCE.**



Give your customers a better pool experience.

With iAquaLink, they'll never need to turn another pool valve, switch on a light, or power up the pump from the pool pad. *It's all just a tap away.*



FILTRATION



HEATING



SANITIZATION



ROBOTIC POOL
CLEANERS



POOL AND SPA
LIGHTING



FIRE
FEATURES



WATER
FEATURES

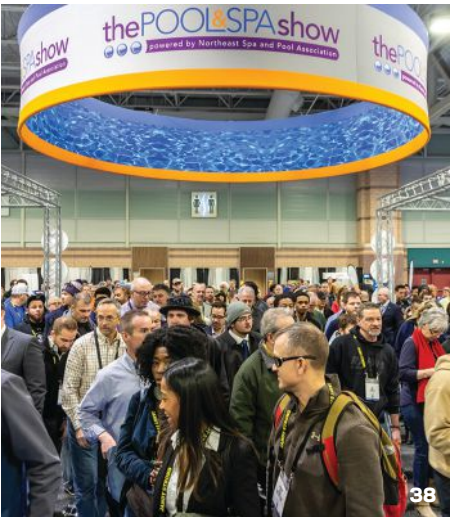


LANDSCAPE
LIGHTING

**Highest rated pool control
app in the industry**



iAquaLink.com



Features

- 48 **THE BEHEMOTH IN PROGRESS**
In his third installment, builder, podcaster and instructor Rick Chafey shares highlights and challenges as he continues creating the infrastructure for this massive waterpark-like backyard project.
- 56 **THE GREAT EMPLOYEE WAGE DEBATE**
The debate, which judges the cost of labor against society’s expectations of living wages, is not new and not likely to disappear anytime soon.

Departments

- 9 **REFLECTIONS**
The editor’s take on issues and events
- 13 **NEWS**
- 16 **HOW DOES INFLATION AFFECT AN M&A DEAL?**
Learn about the impacts of inflation on mergers and acquisitions.
- 20 **PREDICTIONS FOR 2022**
Two experts weigh in on the state of the economy and the housing market.
- 24 **AN ACCESSIBLE SPA**
Designing and building a wheelchair-accessible deck and spa.
- 30 **FSPA SHOW CELEBRATES 50TH ANNIVERSARY**
Everything you need to know for the Everything Under the Sun Expo
- 38 **THE POOL & SPA SHOW FLOOR MAP AND EDUCATION SCHEDULE**
- 64 **THE POOL & SPA SHOW EXHIBITORS MARKETPLACE**

Online

JOIN US ONLINE FOR THE LATEST INDUSTRY NEWS, INSIGHTS AND HOW-TO FEATURES

www.poolspanews.com
contact us:
poolspanews.com/contact
subscribe:
poolspanews.com/subscribe

COVER PHOTO: COURTESY RED
ROCK POOLS & SPAS
ABOVE LEFT: SEAN COLLINGSGRU
ABOVE RIGHT: COURTESY NESPA

POOL AND SPA NEWS (ISSN 0194-5351; USPS 793-180) IS PUBLISHED SEMIMONTHLY IN JANUARY, MARCH, AND MAY; MONTHLY IN FEBRUARY, APRIL, JUNE, JULY, AUGUST, SEPTEMBER, OCTOBER, NOVEMBER AND DECEMBER BY ZONDA MEDIA, 1152 15TH ST. NW, SUITE 850 WASHINGTON, DC 20005, AND PRINTED IN THE USA. SUBSCRIPTIONS ARE FREE TO QUALIFIED RECIPIENTS. PUBLISHER RESERVES THE RIGHT TO DETERMINE RECIPIENT QUALIFICATION. PERIODICAL POSTAGE PAID AT WASHINGTON, D.C., AND ADDITIONAL MAILING OFFICES. POSTMASTER: SEND ADDRESS CHANGES TO PSN POOL AND SPA NEWS, P.O. BOX 3494, NORTHBROOK, IL 60065. PUBLICATIONS MAIL AGREEMENT NO. 40612608. RETURN UNDELIVERABLE CANADIAN ADDRESSES TO PITNEY BOWES, P.O. BOX 25542, LONDON, ON N6C 6B2.

20 CONVENIENT LOCATIONS TO SERVE YOU

CANOGA PARK, CA
21540 Strathern St. 91304-4136
(818) 710-9500 FAX (818) 710-8538

CONCORD, CA
1940 Arnold Ind. Pl. 94520-5318
(925) 827-4300 FAX (925) 676-0836

GARDEN GROVE, CA
11572 Salinas Ave. 92843-3703
(714) 638-3873 FAX (714) 638-0130

RIVERSIDE, CA
1343 Dodson Way 92507-2073
(951) 682-7700 FAX (951) 369-3152

SACRAMENTO, CA
2801 Land Ave. 95815-1835
(916) 927-2882 FAX (916) 927-5133

SAN DIEGO, CA
7777 Ostrow St. 92111-3601
(858) 565-1330 FAX (858) 279-5182

SAN JOSE, CA
2170 Del Franco St. 95131-1575
(408) 432-9700 FAX (408) 432-0542

SANTA ANA, CA
1443 S. Lyon St. 92705-4643
(714) 973-4744 FAX (714) 542-7790

VAN NUYS, CA
8151 Orion Ave. 91406-1435
(818) 997-6651 FAX (818) 997-0150

LAS VEGAS, NV
4145 West Sunset Rd. 89118-3873
(702) 617-0010 FAX (702) 617-0977

MESA, AZ
1766 S. Fraser Dr. 85204-6601
(480) 351-2929 FAX (480) 507-3666

PHOENIX, AZ
3340 E. McDowell Rd. 85008-3844
(602) 244-2727 FAX (602) 220-4437

PHOENIX, AZ
20810 N. 25th Pl. 85050-4619
(602) 569-3177 FAX (602) 569-3178

TUCSON, AZ
4825 N. Shamrock Pl. 85705-1497
(520) 887-1100 FAX (520) 887-1145

FORT LAUDERDALE, FL
5901 Powerline Rd. 33309-2011
(954) 771-1110 FAX (954) 771-1284

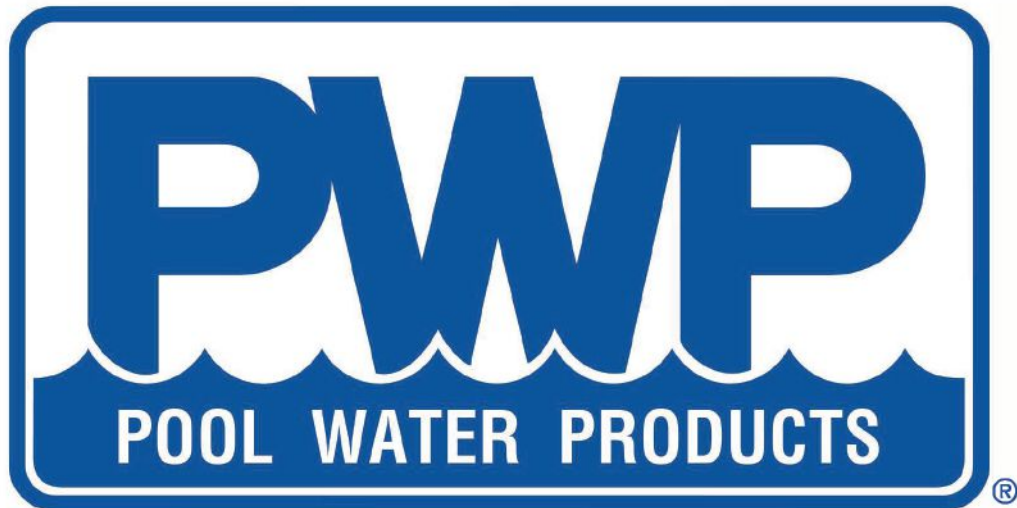
LONGWOOD, FL
524 Commerce Way 32750-7627
(407) 260-2323 FAX (407) 830-1884

SARASOTA, FL
6500 Sawyer Loop Rd. 34238-2773
(941) 922-1919 FAX (941) 922-7822

DALLAS, TX
2334 Havenhurst St. 75234-5730
(972) 243-6006 FAX (972) 484-0346

HOUSTON, TX
12849 Windfern Rd. 77064-3008
(281) 894-7071 FAX (281) 894-5379

RICHLAND HILLS, TX
7417 Whitehall St. 76118-6461
(817) 284-1600 FAX (817) 284-2175



OFFERS YOU MORE!



PENTAIR

ALL-CLEAR®
Professional Pool Chemicals

LASCO®
Fittings, Inc.



A Regal Brand

Raypak®
A Rheem® Company



Simply Smarter.



"Pool, Spa, and Fountain Water Care"



Corporate Headquarters ♦ 17872 Mitchell, N. Ste 250 ♦ Irvine, CA 92614-6034 ♦ (949) 756-1666 ♦ FAX (949) 474-1973 For more information please visit us on our WebSite: www.poolwaterproducts.com © PWP 2022

Saltwater Problems?

Zinc Sacrificial Anodes

A must for saltwater pools



PART# 104-D SPIGOT

Fits into any
2" Tee



PART# 104-C

1.5" & 2"
Retrofit



PART# 104-D

2" Slip x Slip
New Install

HELPS PREVENT

- Plaster Discoloration
- Pool Light Damage & erosion
- Metal Erosion
- Heater Damage

Five years of field testing by a corrosion engineer, guarantees the best protection in the industry.



POOL TOOL COMPANY®

pooltool.com

4848 Colt st. Ventura CA 93003 | 805.644.2333

PSN

EDITORIAL

JOANNE McCLAIN

Editor-in-Chief
jmcclain@zondahome.com

REBECCA ROBLEDO

Deputy Editor
rrobledo@zondahome.com

SALES

GARY CARR

National Sales Manager
gcarr@zondahome.com

LISA HEITNER

National Sales Manager
lheitner@zondahome.com

ART

TINA TABIBI

Art Director

ALICE ASHE

Graphic Designer

PRODUCTION

CATHY UNDERWOOD

Senior Director, Print Production

STEPHANIE FISCHER

Production Manager

BERNADETTE COUTURE

Ad Production Coordinator

OPERATIONS

LENA RAGUSA

Human Resources Manager

ZONDA MEDIA

ANDREW REID

Chief Operating Officer

JENNIFER PEARCE

Executive Vice President/Chief Content Officer

PAUL TOURBAF

Executive Vice President

MARI SKELNIK

Vice President/Audience Operations

BRIDGET FORBES

Vice President/Digital Strategy and Operations

JOHN TATUSKO

Vice President/Sales

JENNIFER MALKASIAN

Director of Analytics

PUBLISHED BY ZONDA MEDIA

JEFF MEYERS

Chief Executive Officer

MELISSA BILLITER

Chief Financial Officer

ANDREW REID

Chief Operating Officer

TIM SULLIVAN

Senior Managing Principal/Advisory Group

KURT NELSON

Group Vice President/Talent Strategy

AMY DUDLEY

Executive Vice President/National Sales

EDITORIAL AND ADVERTISING OFFICES: 1152 15th St. NW, Suite 750, Washington, D.C. 20005 • (323) 801-4900; SUBSCRIPTION INQUIRIES & BACK-ISSUE ORDERS: (888) 269-8410; fax, (847) 291-4816; e-mail, psn@omedia.com; REPRINTS: Wright's Media, (877) 652-5295; e-mail, zonda@wrightsmedia.com

ADVERTISER BILLING QUESTIONS: (202) 729-3522; LIST RENTALS: The Information Refinery, Northbrook, IL 60065; PSN Pool and Spa News will occasionally write about companies in which its parent organization, Zonda Media, has an investment interest. When it does, the magazine will fully disclose that relationship. Reproduction in whole or in part is prohibited without written authorization. Opinions expressed are those of the authors or persons quoted and not necessarily those of PSN Pool and Spa News. © Copyright 2022 by Zonda Media, a Delaware Corporation

POSTMASTER: Please send address changes to PSN Pool and Spa News, P.O. Box 3494, Northbrook, IL 60065; PSN Pool and Spa News will occasionally write about companies in which its parent organization, Zonda Media, has an investment interest. When it does, the magazine will fully disclose that relationship. Reproduction in whole or in part is prohibited without written authorization. Opinions expressed are those of the authors or persons quoted and not necessarily those of PSN Pool and Spa News. © Copyright 2022 by Zonda Media, a Delaware Corporation

Zonda™
Media

POOLMASTER®

We Make Water Fun!



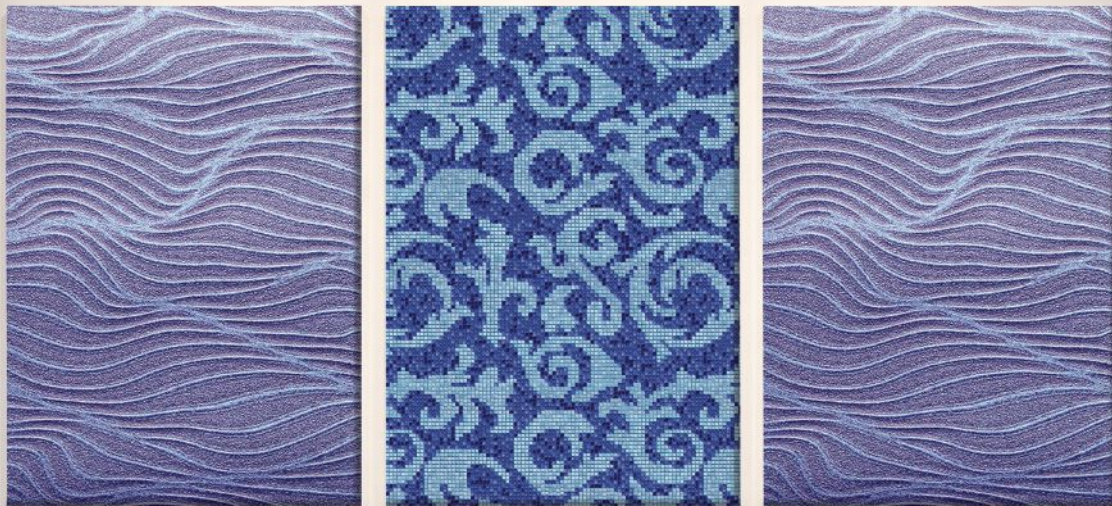
Visit Us
BOOTH 3633
Atlantic City
Pool & Spa Show

MAINTENANCE | INFLATABLES | FLOATS | GAMES & TOYS
SWIM & DIVE GEAR | BACKYARD & DÉCOR



@poolmasterofficial

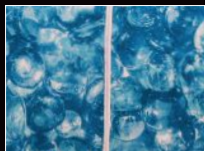
1.800.854.1776 | info@poolmaster.com | www.poolmaster.com



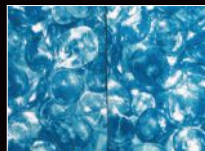
ADVANCING THE ART OF THE LINER

Luxury Liners by LOOP-LOC®

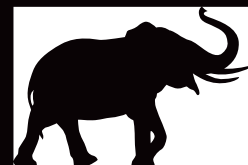
- 37 stunning designs
- PearlEssence®, embossed, and exclusive styles available
- CLEAR-LOC™ invisible floor seam technology now standard on all LOOP-LOC Luxury Liners



BEFORE



SEAMS WITH
CLEAR-LOC
FLOOR SEAM
TECHNOLOGY



LOOP-LOC
THE ONE. THE ONLY.

For more information,
visit looploc.com or
call **1-800-LOC-LOOP**.



© LOOP-LOC 2019. Made in the USA.

Ready for a **REAL WORKOUT?**

Introducing the **Badu® Jet Turbo Pro** SwimJet System



- 1,500 Gallons Per Minute
- Variable Speed
- Quiet and Turbulence-Free
- No Plumbing Required

BaduJet Turbo Pro
See it
in action ...



For more information on the BaduJet Turbo Pro
and all of our BADU® SwimJet Systems,
call **800.223.8538** or visit **www.badujet.com**

SPECK 
pumps

Combat COVID Fatigue



Joanne McClain
Editor-in-Chief, PSN

2022 marks the second anniversary of the coronavirus pandemic. To put it into grim perspective, babies born at the beginning of 2020 are now in their Terrible Twos.

As the pandemic marches into its third year, it's hard not to pitch a toddler-like tantrum over our collective COVID fatigue — the emotional apathy felt from the restrictions of living life during a pandemic. Or perhaps you'd characterize it as the exhaustion felt from shouldering a continually increased and sustained workload brought on by pandemic demand. Add to that the supply chain issues and skilled labor shortage made even worse by the pandemic, and it's enough to make any pool and spa professional want to tear their hair out.

In these times, the dangers of employee burnout are very likely, so it's important to recognize the signs and offer support. Mental health experts agree that there are three key indicators:

1. Emotional exhaustion. I think it's safe to say this is a universal experience and the consequence of coping with the increased stress from the pandemic.

2. Increased cynicism. As the pandemic drags on, it's easy to lose hope that things will improve or return to pre-COVID times. This sense of hopelessness can translate into a belief that, despite all your efforts, things will not get better.

3. Being less effective or productive on the job. The first two indicators will have a direct impact on job performance — when you're exhausted and feel that nothing you do really matters, you begin to question your abilities. This self-doubt will negatively impact decision-making skills on the job.

If you recognize these symptoms

in yourself or others, the key is to build resilience. Resilience is the ability to bounce back from adversity or stress. This, admittedly, is too large a topic to cover in a short column, but there are a number of things you can do:

1. Strengthen and keep to your routines. In uncertain times, sticking to a routine is more important than ever. First and foremost, do things that take care of your physical body. Eat and sleep well. In addition, daily exercise has been proven to boost mood and reduce stress.

2. Rely on your core social network. By this, I don't mean Facebook or social media. Instead, identify and lean in on your most important, established and healthy relationships to give you a sense of connection.

3. Cultivate positive thinking. This can include practicing mindfulness, exercising self-compassion, and reframing setbacks as opportunities. And don't forget to laugh! Finding the humor in our everyday lives and reasons to laugh can be enormously helpful.

4. Take a break from negativity. And by this, I do mean social and general media. (Except for Pool and Spa News, of course!) The relentless negativity and fearmongering found in the media have a direct impact on anxiety. It's OK to take a break.

5. Help others. When you are in service to others, it affirms your self-worth and gives your life purpose.

6. Ask for help. Sometimes, it's all just too much. It's OK to ask for help — whether it's from a friend, a boss or a therapist.


jmcclain@zondahome.com



BEL~AQUA®
pool supply



Bel-Aqua Truck Delivery

Freight Delivery

**Daily Shipments &
Next Day Delivery Available**

Visit www.bel-aqua.com for delivery
minimums, details, & delivery exceptions.

Visit us at the
Atlantic City
Pool & Spa Show

Booth
2829



Our Branch Comes to You

www.bel-aqua.com

New Rochelle sales@bel-aqua.com 914-235-2200 | Harrisburg hbgsales@bel-aqua.com 717-689-3314



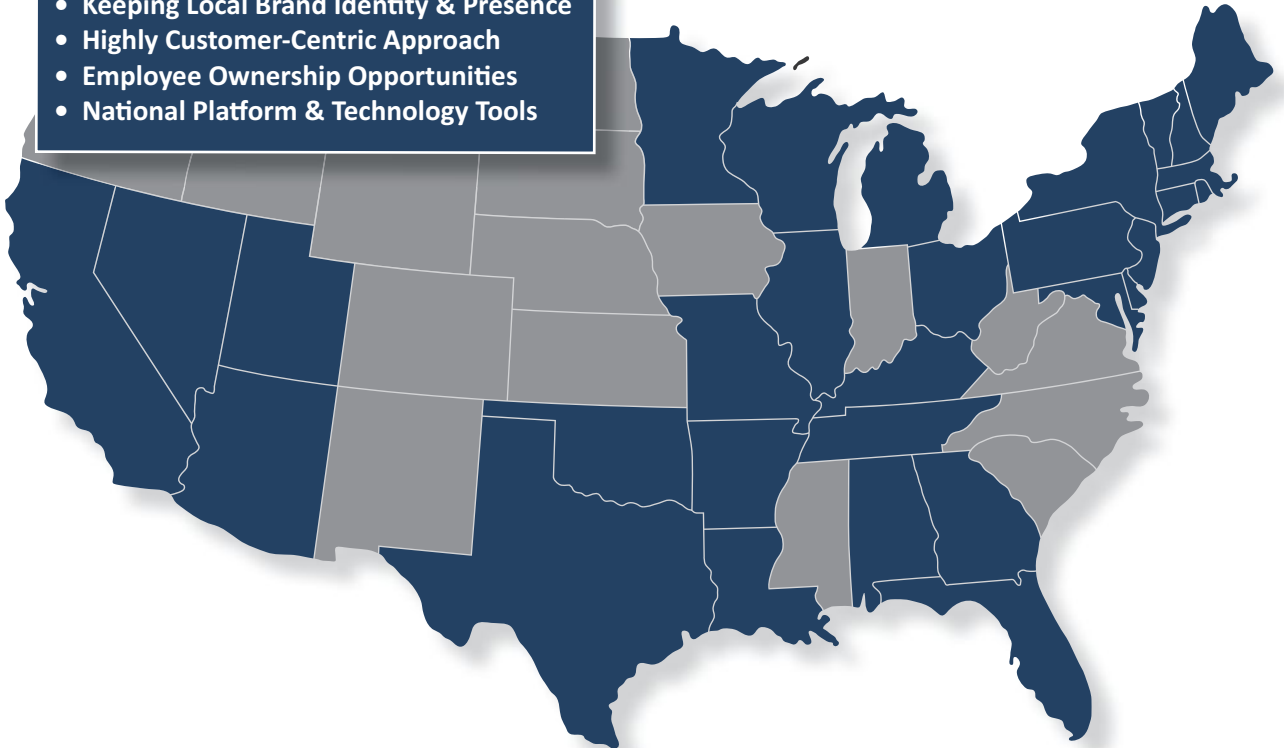
HERITAGE

POOL SUPPLY GROUP

BUILDING THE MOST POSITIVE FORCE IN THE INDUSTRY

THE NATION'S LEADING FAMILY OF INDEPENDENT POOL & SPA SUPPLY DISTRIBUTORS
WITH 91+ LOCATIONS AND GROWING

- Keeping Local Brand Identity & Presence
- Highly Customer-Centric Approach
- Employee Ownership Opportunities
- National Platform & Technology Tools



Preserving the HERITAGE

of each Independent brand by not forgetting about local roots.



www.heritagepoolsupplygroup.com



CHECK FINANCING OFF YOUR LIST



VISIT HFS AT THE ATLANTIC CITY POOL AND SPA SHOW
January 25 - 27, 2022 at Booth #2947

HOME OF 100% FUNDED LOANS

LEARN MORE

hfsfin.com/psn

Industry Veterans Team Up with New Finish Protectant

They hope the product, meant to reduce the permeability of cementitious surfaces, solve decades-old problems.

BY REBECCA ROBLEDO



MicroGlass is applied with a backpack sprayer in one to two coats onto plaster, pebble and other cementitious finishes. It can be applied to newly applied or older surfaces.

Three industry veterans — one from the plastering segment; a builder; and a former manufacturing exec — have joined forces to introduce a product that they believe will solve some of the seemingly unanswerable dilemmas that seem to accompany cementitious pool and spa surfaces.

MicroGlass, the company named after its flagship product, is owned by Loren Granstrom, formerly of pebble finish manufacturer Wet Edge Technologies; Alan Smith of Alan Smith Pools; and Ben Evans of Orlando-based builder American Pools and Spas.

Its product is based on a patented nanotechnology that manipulates the water molecule through chemical and mechanical processes. The same technology has been used on major concrete construction, such as dams, bridges, highways and parking structures, to strengthen concrete.

It reduces the water molecule, making it easier for the product to penetrate

the matrix. “Before, the particles couldn’t get into [the material],” said Smith, who serves as company CEO. “It was like trying to get a soccer ball through a chainlink fence. That’s been changed, so now you can get penetrations much farther, which allows the cement microstructure to be completely saturated with the silicates.”

In doing so, it saturates the surface material with silicates, non-soluble, glass-like particles. In newly applied surfaces, calcium hydroxide in the material converts to calcium silicate hydrate, thereby reducing the surface’s permeability, company officials said. This is expected to protect the material in its early days, when it can be most susceptible to damage, and in the years to follow.

On new finishes, they said, this technology also significantly reduces or eliminates plaster dust from forming, and it helps with color-fastness. Additionally, it should reduce or eliminate the formation of calcium nodules.

On older finishes that have undergone the hydration process, some of that conversion from calcium hydroxide to calcium silicate hydrate occurs. But, more significantly, the silicates fill the capillary systems within the calcium hydroxide.

If calcium nodules already exist on an older finish, Smith said, they can be sanded down and acid washed (to open pores). Then cover with the MicroGlass to significantly reduce their continued formation.

The end result, Smith and Granstrom said, is to make the surface more resistant to the corrosive forces that come with chemically treated pool and spa water. For instance, it should reduce calcium leaching and its accompanying issues, they said. “We’re stopping the water from interacting with the cement,” said Granstrom, who serves as managing principal of the Sarasota, Fla.-based company.

In addition to independent laboratory testing, the product has been used for about 12 years by one company, they said. Several companies are performing their own testing as well, Smith added.

The system is not meant to serve as a waterproofer.

To apply the product, the professional sprays on one to two coats, on a mist setting, using a landscape-style backpack sprayer.

Smith hopes the product helps end the tension that can develop between those charged with applying surface materials and those maintaining water quality — “All the years of ... fingerpointing — ‘Oh, it’s how you plaster it,’ or, ‘It’s all the water chemistry,’” he said.

MicroGlass is a subsidiary of Oxium Water Technologies, also headquartered in Sarasota, which offers several products based on the technology to manipulate water molecules.

Smart Pool Enters Florida Market

Smart Pool Servies, one of the new pool/spa service and maintenance companies meant to gain a national presence by acquiring existing independent firms, has made its 10th acquisition and entered its second state.

With January's purchase of Coastal Pool Service and Maintenance in Cape Coral, Fla., the firm makes its entry into the Florida market. With the acquisition, SPS is approaching the 10,000-pool mark, officials said.

Up to this point, SPS has focused its efforts into saturating the major markets in Texas. It began last year with the acquisition of Crystal Clear Pools & Spas in Austin and Tropical Scapes of Lakeway, Texas. It has since acquired seven more Texas companies, including Dallas-based American Pacific Pool Service; Houston, Texas companies Parrot Head Pool Service and Pelican Pool Service; Austin, Texas based firms Blue Shark Pool Care and Caribbean Blue Pools; Pool Knights, with locations in Houston and Corpus Christi, Texas; and San Antonio firms Alamo Heights Pool House and Andres Pool House.

Distributor Heritage Pool Supply Group Acquires Cinderella Inc.

Heritage Pool Supply Group, the new distributor that has been rapidly acquiring independent warehouses since it entered the industry last year, has added four more locations.

At the end of last year, it purchased Cinderella, Inc., a Saginaw, Mich.-based distributor with four locations in Michigan and Indiana. Besides Saginaw, the company has warehouses in Grand Rapids and Livonia, Mich., as well as Indianapolis.

Founded in 1955, Cinderella will continue to be led by CEO David Jaffee and President Tom Connelly. Its 90-person team is expected to remain in place, as is the Cinderella brand.

Since its entry in the industry last year, Heritage has undergone a very rapid growth trajectory. It first purchased Naperville, Ill.-based Aqua-Gon in August, 2021. In December, it grew exponentially by purchasing Florida Water Products, which also had been growing via acquisition throughout the Sunbelt. This joining created the second-largest pool/spa distributor in the U.S.

kayden

MANUFACTURING INC



Superior
Liners



Robust & Smart
Safety Covers



Inventor of the
Pool Bladder

Our philosophy is simple.

Create products with the highest grade of assembly, using only the best materials available, at an economical price, with a first class level of customer service. We call it the *Kayden difference*.



Nice People making
Nice Liners and covers

kaydenmfg.com • 201.880.9898 • sales@kaydenmfg.com



**NEW PRODUCTS
AVAILABLE
NOW**



Haviland
POOL AND SPA PRODUCTS



SPAPURE

SPAPUREUSA.COM



How Does Inflation Affect an M&A Deal?

Here, an expert offers a refresher course on the impacts of inflation on mergers and acquisitions.

BY MICHAEL COLLINS



The Sony Walkman. Big hair and bigger shoulder pads. Lines at gas stations. To these mementos of the early 1980s you can add one more: rampant inflation. For Baby Boomers, the scars they feel from the days of 18% mortgage rates remain so painful that it's easy to see why some gray-haired politicians and financiers have shown alarm at the possibility the U.S. economy will overheat as it emerges from the pandemic. Skyrocketing prices for lumber and many other building materials combine with worries about the impact of the \$1.9 trillion stimulus package to make even a minor uptick in the 10-year bond rate cause for concern.

Fed Chairman Jerome Powell and Treasury Secretary Janet Yellen concede we might see consumer costs rise a bit this year, but they maintain any signs of bigger increases can be controlled without harming the economy. Indeed, only 12% of the respondents to a recent National Association of Business Economists survey predicted the Fed will raise the federal funds target rate this year, while 46% predicted no increase until 2022 and 28% expected it wouldn't happen until 2023. And while mortgage rates have cracked the 3% mark, they remain far below the norm that we've seen this past decade — and nothing like the 1980s.

Despite all of this, whispers of worry linger. So let's look at how inflation can influence a merger or acquisition.

First, keep in mind that the price paid typically is based on the value today of the future profits the buyer can expect to receive from the acquired company. Unforeseen inflation reduces the real (i.e. inflation-adjusted) value of future dollars taken in.

This means that buyers who expect inflation will return could seek to trim what

ADOBESTOCK



LIGHTER

than the competition

FASTER

than you've ever gone before

SMARTER

than the average manual vacuum

learn more at hammerheadvac.com

Buyers could seek to trim what they're willing to put in because they anticipate the ultimate payout won't be as good as it would be in a non-inflationary scenario. To counter that, show that your rate of profit growth will outpace the rate of inflation.

The Industry's First Full-Flow Corrosion-Resistant Check Valve just got better!

CR2® now with Heat Resistant CPVC Body.

Magic Plastics' CR2® Corrosion-Resistant Back-Flow prevention check valve is the newest in our line of innovative products. The CR2® Valve is completely corrosion resistant, making it the ultimate solution for protecting expensive Heat Exchangers from the potential damage of Inline Chlorinators while also maintaining a Full-Flow Circulation system. Magic Plastics' CR2® is equipped with numerous features including:

- Heat Resistant CVPC Body
- Proprietary Designed Hastelloy® Spring
- GFN3 Injection Molded Shaft
- 100% Silicone Gasket (never requires lubrication)
- Clear Sight Glass Removable and Serviceable Lid
- 3 IPS Sizes in 1 valve, (1½" Slip*, 2" Slip & 2½" Spigot)

The Spring-Loaded gate mechanism assures Full-Flow with no cavitation and a positive water seal when in the closed position. In addition, this feature allows the valve to be installed in any orientation.

Longevity, serviceability and Magic Plastics' quality make the CR2® Valve the perfect choice for highly corrosive conditions as well as any installation that requires back flow prevention. The Magic CR2® is available now. Contact the factory direct for details.

*1½" Bushings sold separately.



Magic Plastics, Incorporated

25215 Avenue Stanford • Valencia, CA 91355 USA
(661) 257-4485 • Toll-Free (800) 369-0303 • Fax: (661) 257-1911
www.magicplastics.com • email: sales@magicplastics.com



they're willing to put in because they anticipate the ultimate payout won't be as good as it would be in a non-inflationary scenario. To counter that, you'll need to show your rate of profit growth will outpace the rate of inflation. You might choose to provide data in terms of units sold as well as the dollar value, as that takes inflation out of the picture. This can also come into play when buyers try to ascertain the impact of commodity price inflation over the past year.

Inflation also could affect a deal because of the way a Fed increase in borrowing costs ultimately would influence mortgage rates. Those more expensive mortgages presumably would tamp demand for homes and thus lead to slower business. However, consumers' desire for housing today is so strong that, according to a recent Evercore/ISI survey of major builders, most homebuilders think 30-year mortgage rates would have to rise to at least 3.8% and perhaps even 4.25% before they would affect demand. We haven't seen such rates in a couple of years. Evercore also believes new-home prices could go up another 20% and demand still would be as strong as it is today.

In addition, studies indicate that many people have used much of their stimulus payments to reduce debt and boost their savings accounts. As a result, analysts believe more people are in shape to make bigger down payments, thus reducing monthly costs and making a mortgage affordable even if mortgage rates rise.

From all of this you can conclude that inflation matters in deals mainly when the inflation rate is high and the duration of the inflationary period is long-term. We're not at that point yet — indeed, we're only at the point where people are getting nervous about what might happen. That nervousness might show up in deal discussions you're having, but it shouldn't derail the sale process.

Michael Collins is a partner with Building Industry Advisors. He leads the firm's efforts in M&A, capital placement, and acquisition advisory services for building products distributors and manufacturers. This article previously appeared in sister publication ProSales.

LESS ^{IS} BETTER.

If less is more, AquaRite S3 Omni gives you the absolute most—with more lesses than any other salt sanitizer. Less salt to operate? Check. Less hassle to control the entire pool? Check. No more burning eyes, faded clothing or itchy skin? Check, check, check.

REQUIRES 1/3 THE SALT OF THE COMPETITION.*



AQUARITE® S3 OMNI® SALT CHLORINATION SYSTEM

*Claim based on AquaRite S3 salt concentration range of 0–100% (+1%); 800–8000 ppm. Hayward, Hayward & Design, the H logo, AquaRite, and Omni are registered trademarks and We Build Better. is a trademark of Hayward Industries, Inc. © 2021 Hayward Industries, Inc.

Scan the code to learn more about AquaRite S3 Omni.



Two Experts Forecast their Predictions for 2022

Zonda's chief economist and NAHB's assistant vice president of forecasting and analysis weigh in on the economy and the housing market.

BY JENNIFER LASH



We all know it's really anybody's guess as to what the future holds. However, Ali Wolf, Zonda's chief economist, and Danushka Nanayakkara-Skillington, NAHB's assistant vice president of forecasting and analysis, are in the business of anticipating what comes next. It seemed fitting to ask the two of them various questions — answered in a yes-or-no format (with the exception of a couple that had Wolf split) — on topics that pertain to the housing industry to get a sense of what to expect in the coming months.

We asked our forecasters to give us their top three reasons housing is booming right now, and one response was given by both: demographics. Wolf also points to the ability for many to work from home, in addition to low interest rates, while Nanayakkara-Skillington ref-

erences the housing deficit and effects from the COVID-19 pandemic, which created a renewed interest in housing.

Will the boom continue, or will builders start to see business plateau? Read on to find out what topics need to be on your radar and which ones you can perhaps worry about a little less.

ECONOMY

Q. Will there be a recession in 2022?

Wolf: No. Our base case is an economy that is growing at a decelerating pace compared with the rate we are used to over the past 18 months. There are risks though.

Nanayakkara-Skillington: No. We expect 3.9% GDP growth for 2022.

Q. Is inflation going to get worse?

Wolf: Yes and no, depending on the cat-

egory. Some industries will see relief while others see continued rising prices. Wages and supply chain are the top things to watch.

Nanayakkara-Skillington: Yes, for a little while until supply-chain bottlenecks are sorted out but higher (2.7%) than the average we've been used to (1.8%).

Q. Will we continue to see upward pressure on wages?

Wolf: Yes. Early signs from pulling away the extended unemployment benefits are resulting in a slight increase in applications but not a full snapback. Workers have all of the power today with record-high quit rates and a small pool of alternative employees for employers. Bigger companies that are willing to offer higher wages and competitive benefits are making it difficult for other companies to avoid raising wages if they need workers.

Nanayakkara-Skillington: Yes, due to scarcity of labor (supply is less demand). We expect the unemployment rate to go down, productivity gains because of a hybrid work model, and broad-based inflation measures.

Q. Will interest rates be above 3.5% at the end of 2022?

Wolf: No. Our base case is that interest rates hit 3.5% at the end of the year, but we are tracking to see early signs of how the Fed tapering is received by investors and watching how inflation plays out to determine if we need to move our forecasts higher in the coming months.

ADORE STOCK

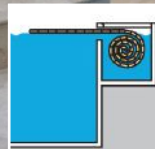
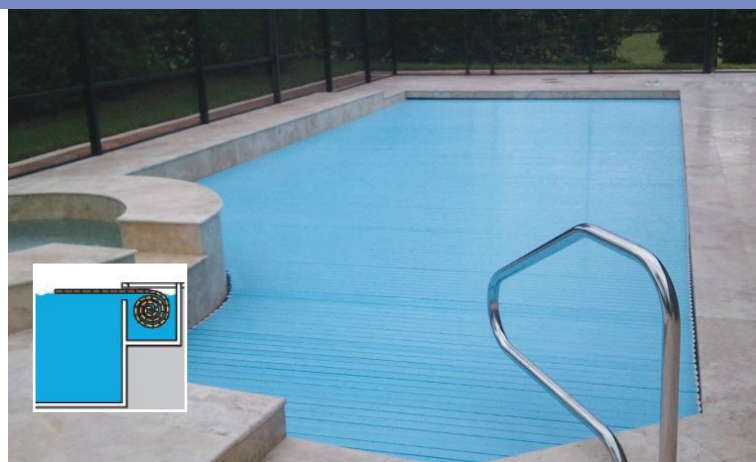
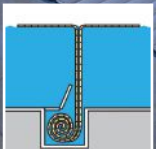
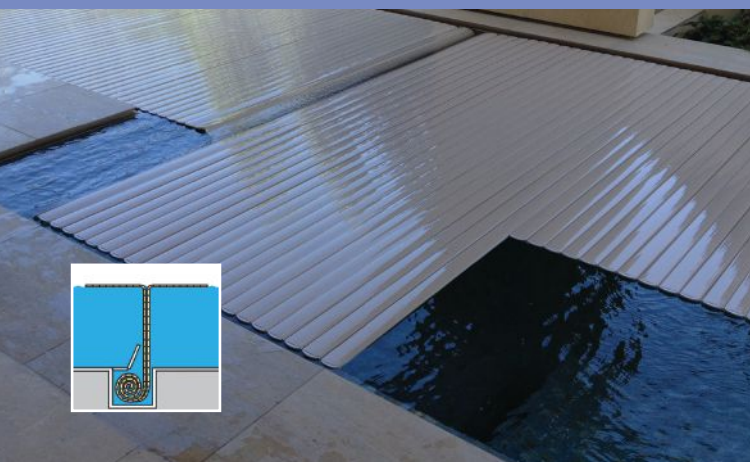


HydraLux™ by Aquamatic Cover Systems

- Trackless design allows for covering virtually any converging shape.
- Highest insulating value of any automatic cover.
- Numerous application allowing for freedom of design, including “in-floor” installations.
- Durable and proven patented Aquamatic all-fluid hydraulic drive and control system.
- 20-year mechanical and 5-year slat warranties.
- Worldwide distribution and installation



See many examples at aquamatic.com, or contact one of our design specialists at 800.262.4044



Nanayakkara-Skillington: Yes. We are forecasting a little over 3.7%, which will increase affordability issues.

Wrap-Up → Top 3 Risks for the Economy

Wolf: 1. Stimulus cliff: The economy notably slowing in the absence of monetary and fiscal stimulus.

2. A misstep from the Fed: Policymakers are doing their best to navigate today's environment, but we are living through unprecedented times.

3. Inflation: If higher prices stick with us longer than anticipated there will be wide-reaching impacts, including higher mortgage rates.

Nanayakkara-Skillington: 1. Virus surges (at the local level).

2. Labor shortages (and workers on the sidelines).

3. Housing affordability issues.

BUYERS

Q. Will the South continue to be an attractive migration area?

Wolf: Yes. Lifestyle meets relative affordability, lower taxes, warm weather, and employment opportunities.

Nanayakkara-Skillington: Yes. More than half of home building occurs in the South. Weather and retirement communities help with the attraction; however, the Midwest has a lot of potential as it's an affordable region.

Q. Are demographic tailwinds all we need for a strong housing market?

Wolf: No. Affordability, consumer confidence, quality of homes available, savings, the labor market, rental alternatives, etc., all play into tenure choice.

Nanayakkara-Skillington: No. Demographics and housing deficit are the tailwinds for a strong housing market.

Q. Is the work-from-home trend here to stay?

Wolf: Yes. I think part-time work from home will be with us for years to come. Full-time work from home for the majority of those that can is less likely to stick.

Nanayakkara-Skillington: Yes, 20% to 40% of the workforce is able to do a hybrid work model.

Wrap-Up → Top 3 Markets for Growth in 2022

Wolf: 1. Markets in Texas because of the pent-up demand of migration.

2. Markets in the Carolinas because of lifestyle and employment opportunities.

3. Big cities like San Francisco, New York, Los Angeles, and Washington, D.C., because as vaccines get widely distributed and the world gets closer to normal, the inherent desirability of these areas for some remains.

Nanayakkara-Skillington:

1. Atlanta
2. Dallas
3. Tampa, Florida

The advertisement for Jack's Magic features a blue background with three numbered steps. Step 1, 'Identification', shows a 'Stain Identification Kit' box and cards. Step 2, 'Removal', shows three tubs of 'Stain Solutions' (iron, cobalt, spot etching stuff; copper & scale; safe shock). Step 3, 'Prevention', shows five bottles of 'Sequestrants' (magenta, blue, pink, purple, vinyl floor blue, and ionizer stuff). The text 'WE FIX PROBLEMS.' is prominently displayed. At the bottom, it says 'The most effective stain fighting program in the industry. Guaranteed.' and includes the Jack's Magic logo and contact information.

1. WE FIX PROBLEMS.

Identification **STEP 1**
Stain Identification Kit
Quickly IDs Stains and indicates which Jack's Magic product will remove it.
Saves you time and money.

2. Removal **STEP 2**
Stain Solutions
Efficiently remove stains and discoloration.
No acid washing or draining necessary.

3. Prevention **STEP 3**
Sequestrants
Prevent stains and discoloration from coming back or ever forming.

The most effective stain fighting program in the industry. Guaranteed.

jack's magic

Know Jack. No Stains.®
www.jacksmagic.com • 800-348-1656

Jack's Magic Certified Stain Specialist



A BIGGER POOL REQUIRES A BETTER PARTNER.



We Deliver on Dependability

Any design. Any function. Any size.

We've got the equipment solution to get you there. Let Jandy be the foundation of your most extraordinary commercial pool designs.



Download our complete
commercial catalog at

[JANDY.COM/COMMERCIAL](https://www.jandy.com/commercial)

An Accessible Spa

BY SEAN COLLINSGRU



With their daughter confined to a wheelchair, the homeowners asked us to build their new deck flush with the door threshold to be wheelchair-accessible from the house. Their goal? An outdoor living space with a modern layout and simple, clean lines that included an outdoor kitchen and a hot tub.

We proposed building the hot tub into the deck for accessibility, but also so that

PHOTOS BY SEAN COLLINSGRU.

BIG THINGS

ARE HAPPENING AT BULLFROG SPAS



Visit us at Booth #2109 the Pool & Spa Expo in Atlantic City Jan 25-27 to see more,
or visit bullfrogspas.com/dealerships for information on becoming an Authorized Dealer.



Most of the deck was conventionally framed with pressure-treated lumber.

it looked like part of the design. To maximize seating and enhance functionality, the design includes a bench seat adjacent to the hot tub that also serves as a place to set drinks.

After framing the deck, we formed and poured a 4-inch-thick concrete slab on top of a compacted crushed stone sub-grade base to support the tub. One of the challenges in framing this project was leaving access to the hot tub's operating parts for maintenance and service, which we solved by designing a liftable hatch on the lower deck. Power is supplied by a subpanel next to the hot tub, with an emergency shutoff nearby. We mounted the shutoff on the front side of the deck where it would be both code-compliant and less obtrusive.



Workers poured a slab to support the hot tub.

THE RICOROCK ADVANTAGE

Predictable, what you see is what you get
Proven, over 12,000 kits installed since 2003
Profitable, most models install in one day
Professional, not homemade or cheap foam

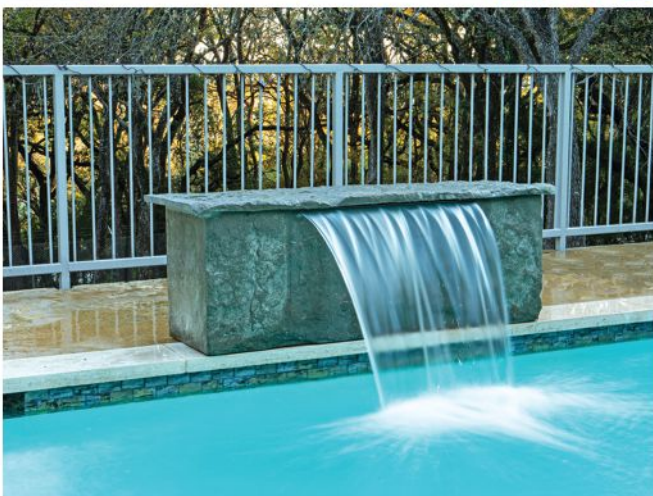
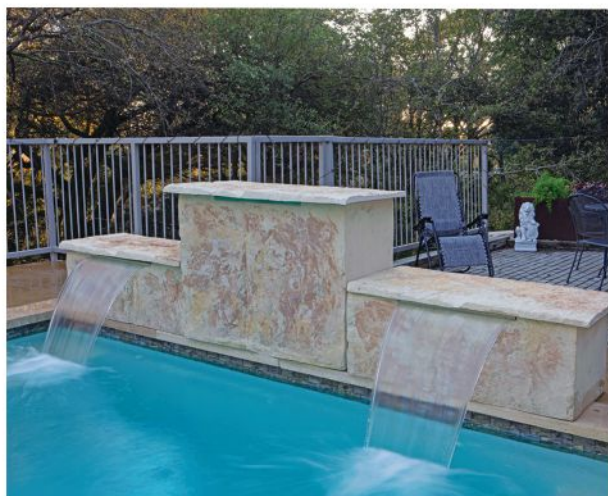


Matt Cole, Mint Landscaping, Dallas, TX

RicoRock kits are cast concrete pieces that are mortared to a concrete pad. Individual base pieces allow for installation on a radius. Kits can be combined for a custom look. Above

Urethane is a great product for indoor theming, right, but climbing walls and waterfalls should be built with cast concrete rock.

NEW FOR '22 CONTEMPORARY WATERFALLS
The new Quarry Block, QB, series is now available. Custom arrangements, lower left, are available as well as standard designs like the 6 Ft QB Bench, lower right.



CAST CONCRETE WATERFALLS

888.717.3100

ricorock.com

RicoRock^{INC}
better waterfalls, by design



6x6 posts were added to the design to provide support for simple, single-ply beams that support overhead lighting and a deck-cooling misting system.

While the hot tub has a full lighting package that provides adequate illumination around the area, we also fitted the risers with LED puck lights, which by code need to be at least 5 feet from the hot tub. A simple overhead beam design adds vertical elements to the space for mostly aesthetic purposes but also includes a misting system to keep the deck cool in the summer and serves as a great mounting point for overhead string lights.

To complete the design, we installed Deckorators Voyage mineral-based composite decking, choosing earth tone colors to soften the modern look. A black-textured aluminum railing, which matches the painted black overhead beams, adds a contemporary flair.

Sean Collingsgru is owner of Premier Outdoor Living LLC in Palmyra, NJ. His company specializes in outdoor living spaces including decks, patios, and pergolas. This article previously appeared in sister publication Professional Deck Builder.



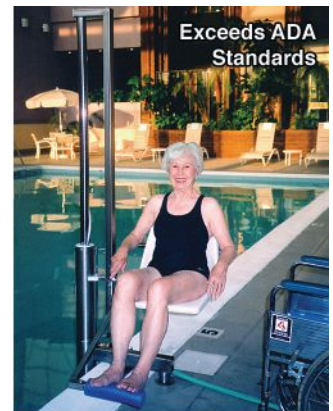
AquaticAccess.com

In our 36th year as the true leader in pool, spa, dock, and boat accessibility.

**Water flows in - the seat goes up.
Water flows out - the seat goes down.**

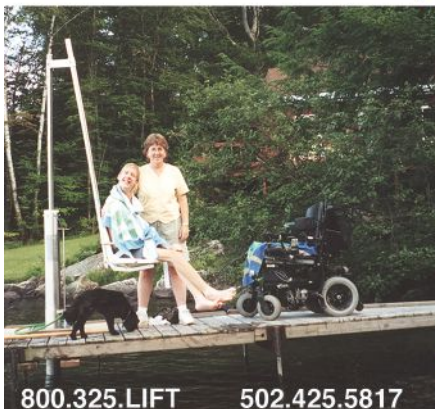
Simpler is Smarter.

No electricity, batteries, charging, remotes, actuators, contacts, solar cells, motors, brushes, gears, oils, expensive components, or extensive maintenance.



"Our chair gets used at least 10-15 times daily and we never have any problems with it. It's comfortable and reliable, the best one around. We absolutely love it at the center."

Jessica Blechar, Caldwell NJ Community Center



800.325.LIFT

502.425.5817

NEW AquaStar introduces its new...



PIPELINE FILTERS®

COMPACT FILTERS ENGINEERED FOR SAFE AND EASY CARTRIDGE ACCESS



Certified to
NSF/ANSI/CAN 50

Safe self-aligning
removable locking
collar/top

Super strength
resin for enhanced
structural integrity

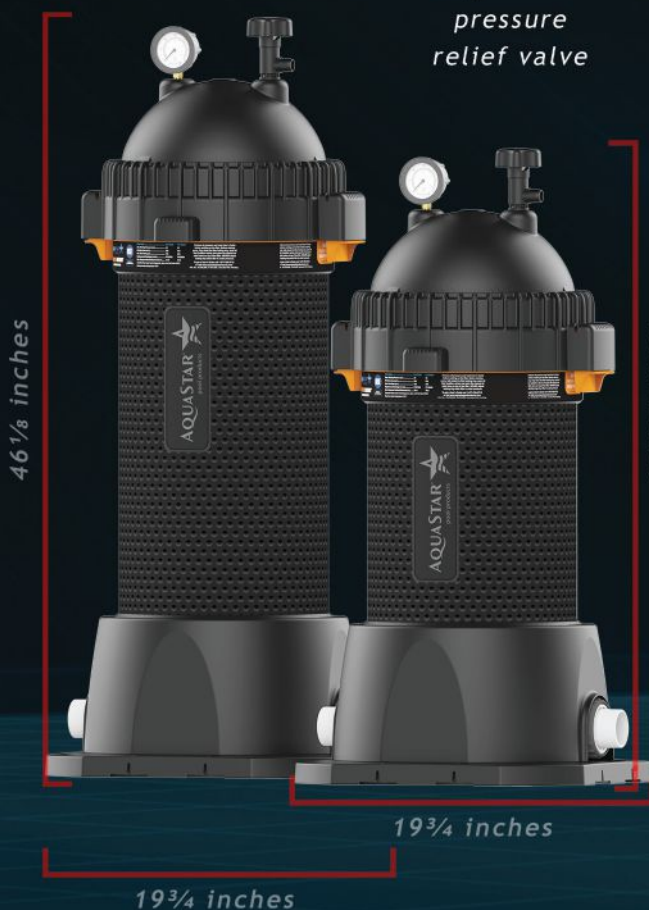
Self-aligning
linking base
for parallel
filtration systems

Rubber protected
stainless steel
pressure gauge

Ergonomic
pressure
relief valve



For safe and easy
depressurization
Patented



AquaStar's
Superior Pure Pleat
Technology



MODEL # PLF35000

Max 35,000 gallons
2" Socket x 2 1/2" Spigot Union

MODEL # PLF27000

Max 27,000 gallons
2" Socket x 2 1/2" Spigot Union

MODEL # PF27000

Cartridge for #PLF27000

MODEL # PF35000

Cartridge for #PLF35000

Gallons calculated per ISPSC

CALL OR VISIT OUR WEBSITE FOR ADDITIONAL INFORMATION

(877) 768-2717 www.aquastarpoolproducts.com

U.S. Patent # 10,792,596, 11,014,027, and other patents pending



Florida's Pool and Spa Show Celebrates 50th Anniversary

'Everything Under the Sun Expo' focuses on education in a special year

BY LINDA G. GREEN

Pool and spa professionals are in a mood to celebrate. The 50th Anniversary Everything Under the Sun Expo is coming to the Orange County Convention Center in Orlando, Fla., on March 4-5, 2022.

Health protocols will be observed so everyone is kept safe in this time of coronavirus, but that doesn't mean the 2022 show won't have a party vibe. It's time

to celebrate this major milestone anniversary!

Attendance numbers are expected to reflect that more upbeat attitude. While the pandemic naturally has had an effect on trade shows in recent years, a rebound for this expo is not only possible, but anticipated. In 2020 there were 4,500 attendees; in 2021 there were around 2,300. Organizers expect

PHOTOS COURTESY FSFA

INNOVATIVE POOL EQUIPMENT



From LED pool & spa lights with patented plug kits to the Eclipse™ Drain and Q360+ in-floor cleaning system, Blue Square is manufacturing the industry's leading products.



www.bluesquaremfg.com

B L U E S Q U A R E

approximately 5,000 attendees for the 2022 show.

“It’s an annual opportunity in our region, a very time-efficient opportunity to network with old friends and new,” observes Elizabeth McMurray, executive director of the Florida Swimming Pool Association, which hosts the event. Besides being a chance to get together, she says, “It’s a huge revenue generator for us (FSPA), and there are the educational opportunities, too.”

Not surprisingly, attendees will see that the convention center is taking into account health protocols similar to last year. That means things such as portable sinks around the show floor, face masks and social distancing of 6 feet. As McMurray points out, the show has to comply with the convention center regulations.

TIME TO CELEBRATE

The Friday Night Party on March 4 kicks things off, with the show’s 50th anniversary definitely in mind as industry friends old and new connect. Held at Howl at the Moon, the party at this Orlando fun spot will run from 6:30 to 9:30 p.m. and feature an open bar, food and live music.

Party-goers can enjoy the dueling pianos inside, dance and network with other industry members. Meanwhile, an outside area will feature a D.J. handling music duties while guests enjoy dancing, eating and socializing.



TARA THE FUTURE OF VINYL LINERS

Creating the perfect outdoor living space has been our passion for nearly four decades. Our high-quality vinyl liners provide the perfect finishing touch for the ideal backyard. Every Tara vinyl liner is custom designed and built using state of the art design software and manufacturing equipment. Our experienced technicians transform your drawings into precision-fit pool art. Once you experience Tara's personalized service and support, you'll understand why we are the choice of homeowners and pool professionals.



**Contemporary
Pattern Designs**



**Precision
Fit**



**Premium
Quality Vinyl**



**Personalized
Service**

NEW FOR 2022



Island Dream
*with Shimmertone
Renew Sustainable Vinyl*



Silver Falls



Cobalt
with Shimmertone



Use our Envision pool visualizer to see how these patterns look in water!



tarapools.com

1-866-725-8272



Also, it should be noted that while some trade shows have offered a virtual component that enables people to access classes during a show or for a while after a show, that's not the case for the Orlando event. McMurray says she's been talking with exhibitors and they think an in-person situation is best. "They're looking forward to, and value, that," she notes.

Education is always a key component of the Everything Under the Sun Show, and this year is no exception. Attendees will find more than 65 classes and, in the exhibit hall, eight to 10 Learning Labs. When asked which sessions she expects will be most popular, McMurray immediately points to certification classes — those that pool/spa professionals need to help them get or renew their Florida licenses. (More on classes in a minute.)

For McMurray, this will be her first FSPA show "I'm new in this position and I look forward to meeting attendees and exhibitors," she says.

A WARM WELCOME

The Welcome and Awards Reception slated for Thursday, March 3, will be held at the Orange County Convention Center's Sunburst Room. The show's 50th anniversary is the theme of this event, which shines a spotlight on deserving industry members, bestowing a number of awards.

The reception runs from 6 to 8 p.m., making it easy for attendees to go out to dinner afterward, notes Elizabeth McMurray, executive director of the Florida Swimming Pool Association.

Approximately 30 design and industry awards, including Member of the Year, will be given out that night.



Note: Advance registration is required for free attendance.

Put Our Colors To The Test!

The accurate, easy to use **Insta-TEST® Plus** test strips have a new look including multilingual (English, Spanish, French) labels and blister cards. We guarantee your customers will love our innovative test strip formulas designed for stable color development allowing adequate time for the user to match very distinct colors. The instant read test strips come in a convenient PopTop bottle with a molded desiccant liner that protects the strips from moisture intrusion. Put our distinctive colors to the test!

LaMotte Water Testing Since 1919!
www.lamotte.com/insta



Highly Customized Manufacturer of High Performance
Building Materials for Swimming Pools

thePOOL&SPASHOW
Powered by Northeast Spa and Pool Association

We're at Booth #1537...
Stop by & say Hi!



"With our new
Alpha Evolution Pool, we
never want to leave our home."

Carter Oosterhouse
Builder/TLC, HGTV Star
Home and Remodeling Expert



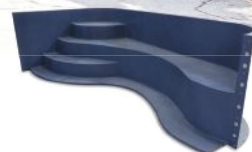
only alpha pool products
DOWN SYNDROME
Advocacy Program



Affordable Fun - Award Winning In-ground Pools
Simple shapes, installation, pre-manufactured designs,
at an affordable price.



Funtastic - Award Winning Semi On-ground Pools
Pre-manufactured pool designs plus simple shapes and
installation equals inground quality at affordable prices.
Patented, customizable top rail and skirting design.



Composite Wall System Concrete Bottom - No Vinyl
Build commercial and residential swimming pools. This system
uses our patented Fiber-Reinforced Composite wall system and a
concrete floor to achieve an unparalleled final product. No vinyl liner.
Coated with our patented Evolution Pool Coating by EcoFinish.



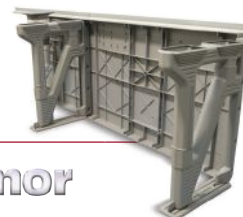
**TITAN
STEEL**

TRIMAXXP3



High Performance Steel Components

Uniquely designed and engineered wall and bracing system was created
to maximize the strength of steel and the technology of the 21st Century,
using our patented SPERT and Alpha Shield Technology - **Unlimited
Transferable LIFETIME Warranty including Rust Proof Warranty.**



StructuralArmor

Highly Engineered Reinforced Composites

Impervious to corrosion and salt generators, the continuous fiber-
reinforced composite wall system and adjustable steel bracing or
non-corrosive concrete fill bracing provide unparalleled strength
with an **Unlimited Transferable LIFETIME warranty.**

260-637-0141 • www.onlyalpha.com • info@onlyalpha.com

4404 Engle Ridge Drive • Fort Wayne, Indiana 46804

FOR THOSE KEEN ON LEARNING



As always, pool and spa professionals will find high caliber classes available at the 2022 Everything Under the Sun Expo. Here's a quick preview of some that are sure to attract students.

"Customer Driven Sales" on Thursday, 8 a.m., shows how to make your customers feel like they're your most important clients. "Common Myths of Water Chemistry & Testing" on Thursday at 9 a.m. is an interactive seminar covering the most commonly held myths and mistakes concerning testing for pool/spa water.

Also on the educational docket: "Optimizing Profits in Pool Construction" on Friday at 8 a.m. studies the true cost of building and renovating pools. "Unique Aspects of Hot Water Chemistry" on Friday at 10 a.m. covers many topics those who work with spas and hot tubs might be keen to explore.

Another must-see is "GENESIS: Engineering 155: Elevated Pool Construction" on Friday at 10 a.m.

We could go on and on, but you get the idea. It's definitely time to hit the classroom!



SPAZAZZ®
THE ORIGINAL AROMATHERAPY™
SPA & BATH EXPERIENCE

WWW.SPAZAZZ.COM

INFO@SPAZAZZ.COM

Water Problems?



**Professional
pool water
solutions!**



**ALGAE
CLEANERS
CLARITY
METALS
SHOCK
WINTER**



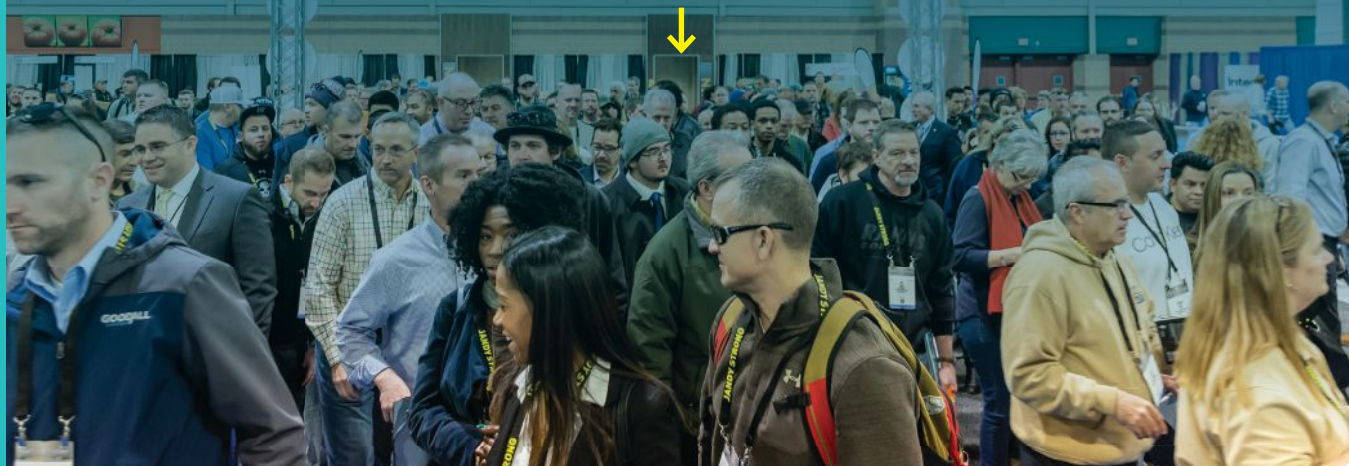
**See Us At
Booth 2927
Or Contact Us At
860-589-7502**


www.phoenixproductsco.com
Terryville, CT

Welcome to the 2022 Pool & Spa Show

Here's a handy show floor map and education schedule
to help make the most of your time in Atlantic City.

EXHIBITORS pg. 38 **SHOW FLOOR pg. 40** **SCHEDULE pg. 42**



Exhibitors

Exhibitors and booth numbers are listed below; please
see map of exhibit floor plan on the next page.

Accu-Care Supply, Inc.—2430
Afras Industries, Inc.—3305
AHL, Inc - Pool
Inspections—3205
Allied Powers, LLC—2144
American Granby, Inc.—2345
Anchor Industries Inc.—3419
Anderson Manufacturing
Co.—3331
API—3815
Aqua & more—3812
Aqua Comb/Mi-Way,
Inc.—3432
Aqua Creek Products—2546
AQUA Magazine—2131
Aquabella Tile—2044
AquaCal AutoPilot, Inc.—1725
AquaChek/Hach—1936
AquaComfort Solutions—3826
Aqua-Leisure Recreation,
LLC—1751
Aquamatic Cover
Systems—3211
AQUASALT, LLC—1645
AquaSports Pools/Buster
Crabbe Swimming
Pools—3119
AquaStar Pool Products,
Inc.—3519
Aquatic Artists—1733
Aquatic Parts Company—2042
Ariel by Solar-Breeze—3202
Artesian Spas—3025
Artistry in Mosaics, Inc.—3831
Auroom Wellness—3737
Backyard Brands, Inc.—2342

Baystate Pool Supplies,
Inc.—1937
Bel-Aqua Pool Supply,
LLC—2829
Bel-Aqua Pool Supply,
LLC—2933
Benchmark Payment
Networks—1629
Bergen Brick Stone &
Tile—3544
Betsan—2554
Bio-Active Products, Inc./Solar
Sun Rings, Inc.—3224
Biodesign USA—4018
BioLab, Inc./NC Brands—3019
Blithe Sales—1627
Blue Square
Manufacturing—1642
Blue Torrent Pool
Products—3113
Blue-White—3525
Bobcat Company—3219
Brooklyn—3526
Buckman's, Inc.—1930
Bullfrog Spas—2109
BWT Group/Aquabot—3129
C.L. Industries—2445
CamerEye—3313
Cardinal Systems, Inc.—1929
Carvin Pool Equipment—3108
CCEI USA, Inc.—3619
Century Motors—1837
CGT, Ltd.—3031
Chem Link, Inc.—1531
Chemical Concepts—3209
Chemtrol—2121

Chlorine Genie—3443
Cinderella, Inc.—3325
City Stone & Paver, LLC—1437
Classic Pool Tile &
Stone—4019
Clear Comfort—1630
ClearBlue Ionizer—1848
Cleardeck Systems Ltd.—3830
Client Buster—3528
ComfyLife, LLC—3713
Concrete Countertop
Solutions—3437
Confer Plastics, Inc.—2645
CoverBlast—2055
Coverstar, The Pool Cover
Company—2145
Danner Manufacturing,
Inc.—3327
Dansons—1525
Darily Filtration—3412
Deck-O-Seal—1648
DesignStudio—3102
Diversitech Corporation—3825
Dover Pool Products—3237
Dundalk Leisurecraft,
Inc.—2655
Dura Plastics Products,
Inc.—3732
East Coast Salt—1327
EasyCare Products
USA—2851
Eco Choice Pool Coatings by
Sau-Sea—2220
EcoFinish, LLC—1543
ECOsmarte Planet Friendly,
Inc.—2129

ECS Pool Panels—3249
Elegance by NT Trading,
Inc.—2755
Encore Brandz
Company—3530
Endless Pools—3513
EPIC Insurance Brokers and
Consultants—3342
Explore Industries—2745
Fafco, Inc.—3344
Family Fun
Corporation—3436
Fast Tent USA—1443
Feherguard Products
Ltd.—2431
Fiber Clear, Inc.—3309
Filbur Manufacturing—3624
Finnleo Saunas—2442
Floating Luxuries—3103
Fluidra—2219
Foley Incorporated—3611
Garrett Liners, Inc.—1633
Get The Referral—3351
Gladon Company—3312
Gladon Company—3315
GLI Pool Products—2137
Global Pool Products—1843
Green Story Global Pool &
Spa—1748
H2Flow Controls, Inc.—1425
Hachik Distributors,
Inc.—1819
Hammerhead Patented
Performance, Inc.—2346
Haviland Pool & Spa
Products—1943
Hayward Pool
Products—2619
Hearth Products
Controls—3403
HFS Financial—2947
HIDE Skimmer Covers
Australia—1850
Hinspergers Poly Industries
(HPI)—2050
Home Port Water Testing
Systems—3642
Homestead Structures,
LLC—4025

Horizon Ventures—2431
Hot Tub Products—1909
Hydra Pools—3319
HydroQuip—3415
Ideal Water Care/
SoftSkinSpa—3144
Immerspa—3409
Imperial Pools—2019
InSPArition, Inc.—2224
Intermatic, Inc.—1632
IPS Controllers—2550
J & J Electronics, Inc.—3730
Jack's Magic Products,
Inc.—3625
JED Pool Tools, Inc.—3218
Jet Line Products a division of
Pool Corp—2337
Jetstream of Houston—3343
Kayden Manufacturing,
Inc.—3425
Kelley Technical
Coatings—1736
King Technology - FROG
Products—3537
Kleen Pool—4030
LaMotte Company—1519
LASCO Fittings—1644
Leaktronics/Torque Lock
Structural Systems—2845
Ledge Lounger—1743
Leisure Concepts—3037
Leslie's Pro—2247
Life's Tile & Stone—2555
Line Stoptech, Ltd.—2548
Little Giant/Franklin
Electric—1533
Lo-Chlor Specialty Pool
Chemicals—1724
Loop-Loc Safety Cover &
Luxury Liners—2819
LOU - powered by
Evosus—3424
Magic Plastics, Inc.—3725
Main Access—2531
Maytronics US, Inc.—3919
Medallion Swim Pool Co.,
Inc.—1419
Merchant Cost
Consulting—3924

IMAGES COURTESY NESPA

fresh.

all-aluminum panels
with welded louvers
and a breezy airflow

Eclipse™ Air aluminum privacy screening features strength and durability that you just can't get from a typical vinyl or wood railing systems—plus a breezy airflow. It's the ideal privacy panel for a residential, commercial or industrial application, or to contain or shield air conditioning units, dumpsters, and electrical systems. Eclipse™ privacy screening won't rack or wobble and it's designed to last without the worry of ongoing maintenance.

air



Eclipse Air™ Louvered Aluminum Privacy Fence by Ultra Aluminum™



ULTRA[®]
FENCING ■ RAILING

ULTRARACK

ULTRAMAX

Defender

Ultra Signature
Collection

eclipse

Estyle
Collection

eclipse v.p.

eclipse air

ULTRUM™ ALUMINUM ALLOY | EXCLUSIVE POWERCOAT™ FINISH

ULTRAECIPSE.COM | 800.656.4420

Ultra and the picket caps logo is a registered trademark of Ultra Aluminum Manufacturing Inc.

Show Floor

Merlin Industries, Inc.—2937
 Mer-Made Filter, Inc.—1325
 Meyco Pool Covers—2237
 Middleton & Company Insurance—4032
 Midwest Canvas Corp.—2431
 Modern Moulding—2146
 N. Jonas & Co., Inc.—1719
 Nature Corporation—3337
 National Drowning Prevention Alliance—3925
 National Plasterers Council, Inc. (NPC)—4039
 National Pool Group—2449
 Neptune Benson, Evoqua Water Technologies—1832
 NESPA—The Training Wall Neuterra Lighting—3308
 Nirvana Heat Pumps USA, LLC—3245
 NLB Corporation—2243
 NPT - National Pool Tile Group—2437
 Oatey Company—1643
 O-Care USA—3155
 Ocean Blue Water Products—2431
 Omega Pool Structures—1831
 OMG National—4036
 Only Alpha Pool Products—1537
 Orenda Technologies—1655
 Outdoor Solutions, Inc.—3304
 Oxygen Pools—2950
 PAL Lighting LLC—3003
 Paramount Pool & Spa Systems—2630
 Passion Spas—3145
 Pebble Technology International—3324
 Pegasus Products Inc.—1619
 Pentair—2703
 Periodic Products—2544
 Perma-Cast Company—3543
 Phoenix Products—2927
 PHTA—The Training Wall Pieles Sintéticas, S.A. de C.V./Sintoplast—3125
 Pivot Pool Products—3931
 Pleatco, LLC—3011
 Plunge+—2048
 Poly Planar Group, LLC—2125
 Pool & Spa Marketing—2230
 Pool and Spa News—3442
 Pool Corp.—2437
 Pool Office Manager—3715
 Pool Service Products—1333
 Pool Trol Products (Qualco, Inc.)—1825
 Poolguard/PBM Industries, Inc.—2133
 Poolmaster, Inc.—3633
 PoolRx Worldwide—3311
 Poolside Tech, LLC—2051
 Poolwerx—1331
 Premix Marbletite Mfg. (PMM)—1744
 Prestige Spa Covers—3225
 Primate Pool Tools/ Davanti Inc.—3404
 Prism Hardscapes—2448
 Radiant Pools—3231
 Ramuc Pool Paint—3314
 Raypak, Inc.—2545
 RB Retail & Services Solutions—3502
 Renewal by Andersen—3049
 RicoRock, Inc.—1637
 Rinnox X Dolphin Pools—1528
 Riptide Pool Vacuum Systems—3104
 River Pools—3811
 Rocheux International—3509
 Rola-Chem/Paradise Ind.—1742
 Roll-N-Vac—3608
 S.R. Smith—2637

Safron Pool Rails—3724
 Salal Credit Union—2754
 Salus Brands, LLC—3837
 Saratoga Spa & Bath Company, Inc.—1919
 SCP Distributors—2437
 SGM, Inc.—3818
 Shadowspec—1424
 Skedit—3926
 Skimmer—3408
 Slack Chemical Company Inc.—2232
 Smart Level, LLC—2245
 Solaxx, LLC—3824
 Solenis—2309
 Solenis Commercial Pool Solutions—2231
 Spa Dolly—3045
 Spa Electrics, Inc.—2045
 SpaRetailer Magazine/PoolPro Magazine—2348
 Spazazz, LLC—3109
 Speck Pumps-Pool Products, Inc.—1737
 Spectrum Aquatics—3243
 Splash-A-Round Pools—3524
 Stegmeier, LLC—3719
 Stenner Pump Company—2222
 Stetson Development, Inc./Poualid—3431
 StoneHardscapes—1726
 Stoneworks Wholesaling, Inc.—1650
 Strong Spas—2737
 Sundek—3614
 Superior Pool Products, LLC—2437
 Superior Pump Company (Pool Pump Div)—3731
 Superior Wellness—3903
 Surpass Chemical Co. Inc.—2119
 SwamCam—3542
 Tara Pool & Outdoor Products—3643
 Taylor Made Products—3508
 Taylor Technologies, Inc.—3637
 Techno-Solis, Inc.—3936
 The Get Smart Group—3146
 The Great American Waterfall Company—1947
 The Hartford—3349
 The Outdoor Plus—1524
 The VacDaddy—1649
 Thermacell Repellents, Inc.—1749
 Thursday Pools, LLC—2850
 TRC Texas Recreation LP—2218
 Trevi Pools, Inc.—2331
 U.S. Motors—3733
 U.S. Seal Mfg.—1545
 Ultra Polymers, Inc.—1625
 United Mineral & Chemical Corporation—3510
 United Pool Tile—1442
 Viking Capital, Inc.—3842
 Walla International Inc. - Click Heaters—3612
 Walter Rose Agency, Inc.—4037
 Watchytt Systems, LLC—3009
 Water Tech Corp.—3529
 Waterlines, Inc.—3631
 Waters Choice, Inc.—2751
 Watershape University—4136
 Weld-On Adhesives, Inc.—3727
 Wellis USA—2009
 Wet Edge Technologies—1754
 Whittemore Company, Inc.—2054
 Wilbar Group (Trendium Pool Products)—2037
 Wilkes Pools, LLC—2347
 Wingmaster Plus—2343
 WOW Watersports—3819
 Zeo, Inc.—1429



Franchise
Opportunities
Available!

SINCE 1952

CALIFORNIA POOLS®



As Seen On:

**Pool
Kings**

Top Reasons Why You Should Own a CP Franchise!

1. PSN Top 50 Builder
2. Continuing Education
3. Annual Company Trips
4. Great Team Building
5. Professional Marketing
6. Performance Rewards
7. Rapid Financial Growth
8. Low Cost Start-Up
9. 70-Years in Business
10. Exclusive Proven Systems



Call Us Today to
Secure Your Territory (800) 282-7665

or Visit: www.franchisecp.com

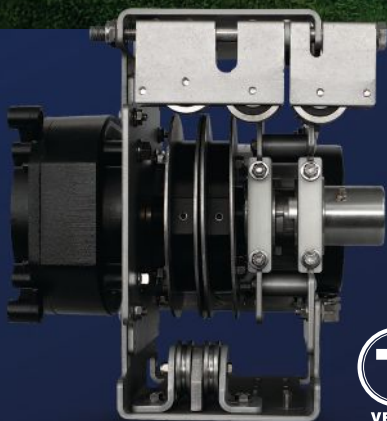
Schedule

For class locations, download the show app. Search "PSS22" in the App Store or Google Play.

Session Time	Session Title	Session Type	Tracks
Sunday, January 23			
01:00 PM - 05:00 PM	Watershape University CON 3341 Essential Plumbing Installation	Specialty	Specialty
8:00 AM - 05:00 PM	GENESIS C260 Vinyl Liner/Fiberglass Pools 3-day Course (Day 1)	Certification	Certification
8:00 AM - 05:00 PM	GENESIS D211 Elements of Design 2-day Course (Day 1)	Specialty	GENESIS
8:00 AM - 05:00 PM	PHTA Certified Hot Tub Technician (Day 1)	Certification	Certification
8:00 AM - 05:00 PM	PHTA Certified Maintenance Specialist (Day 1)	Certification	Certification
8:00 AM - 05:00 PM	PHTA Certified Service Technician (Day 1)	Certification	Certification
8:30 AM - 05:00 PM	PHTA Certified Pool Operator (Day 1)	Certification	Certification
8:00 AM - 05:00 PM	Watershape University CONS 2711 Major Renovations Workshop (2-day course)	Specialty	Specialty
Monday, January 24			
01:30 PM - 03:00 PM	Specialty Chemicals: The Key to Maximizing the Efficiency of Your Pool Care Program	Technical	Technical
8:00 AM - 05:00 PM	Comprehensive Water Chemistry for Residential Pools	Specialty	Specialty
01:30 PM - 03:00 PM	Selling, Measuring & Installing Safety Fencing	Technical	Technical
8:30 AM - 12:30 PM	Pool Opening Essentials	Specialty	Specialty
9:00 AM - 01:00 PM	Women in the Industry Leadership Development: One Size Does NOT Fit All!	Specialty	Specialty
8:00 AM - 05:00 PM	Watershape University CON 3341 Essential Plumbing Installation (Day 2)	Specialty	Specialty
8:00 AM - 05:00 PM	GENESIS C260 Vinyl Liner/Fiberglass Pools 3-day Course (Day 2)	Certification	GENESIS
8:00 AM - 05:00 PM	GENESIS D211 Elements of Design 2-Day Course (Day 2)	Specialty	GENESIS
01:30 PM - 03:00 PM	GENESIS E345 Examining PHTA Standards	Technical	Technical
01:00 PM - 04:15 PM	Electricity for the Pool & Spa Service Professional	Technical	Technical
01:30 PM - 03:00 PM	SPANISH Basic Pool Chemistry for Service Techs	Technical	Technical
12:30 PM - 05:00 PM	Rookie to All-Star: The Fundamentals of Pool Service	Specialty	Specialty
8:00 AM - 05:00 PM	PHTA Certified Hot Tub Technician (Day 2)	Certification	Certification
8:00 AM - 05:00 PM	PHTA Certified Maintenance Specialist (Day 2)	Certification	Certification
8:00 AM - 05:00 PM	PHTA Certified Service Technician (Day 2)	Certification	Certification
8:00 AM - 05:00 PM	National Plasterers Council (NPC) Pool Start Up Certification	Certification	Certification
8:30 AM - 05:00 PM	PHTA Certified Pool Operator (Day 2)	Certification	Certification
9:00 AM - 05:00 PM	Making Your Business Work for You: Increase Your Profits & Put Your Organization on Steroids!	Specialty	Specialty
01:30 PM - 03:00 PM	Promoting the Benefits of Solar Energy Pool Heating	Technical	Technical
01:30 PM - 03:00 PM	Proper In-Ground Spa Design in a Variable Speed World	Technical	Technical
01:30 PM - 03:00 PM	The Entrepreneurial Equation	Business	Business
01:00 PM - 04:15 PM	Basic Water Chemistry & Testing - A Primer!	Technical	Technical
01:30 PM - 03:00 PM	Understanding Basic Hydraulics & Circulation Systems	Technical	Technical
01:30 PM - 03:00 PM	Be an "Undercover Boss"—Clues to Help Create a Team of Super Heroes!	Business	Business
8:00 AM - 05:00 PM	Watershape University CON 2711 Major Renovations Workshop (2-day course)	Specialty	Specialty
05:00 PM - 06:30 PM	WAVE Education and Networking Event	General	General
Tuesday, January 25			
01:30 PM - 03:00 PM	Disrupting or Promoting: Does This Affect How You Approach Business?	Business	Business
9:00 AM - 10:30 AM	Advanced Water Chemistry - Maintaining a Healthy Spa	Technical	Technical
9:00 AM - 10:30 AM	Basic Leak Detection	Technical	Technical

COVER  POOLS®

BEAUTIFUL DESIGNS.
NO COMPROMISES.



Create a more
seamless pool design.

The most compact automatic pool cover system requiring only a **14"** motor side box length to fit under standard 14" coping. Available for use with cutting-edge stainless steel cable or our durable Ultimate™ rope for pools up to 50' long.

Schedule

Session Time	Session Title	Session Type	Tracks
01:30 PM - 03:00 PM	A Side-by-Side Comparison: Trichlor, Cal Hypo and Bleach	Technical	Technical
01:30 PM - 03:00 PM	Borates: Buffering & Beyond	Technical	Technical
01:30 PM - 03:00 PM	Specialty Chemicals: The Key to Maximizing the Efficiency of Your Pool Care Program (ENCORE)	Technical	Technical
9:00 AM - 10:30 AM	Automatic Pool Covers: Designs & Options for Pools in the Northeast	Technical	Technical
9:00 AM - 10:30 AM	Realistic Expectations of Interior Cementitious Finishes	Technical	Technical
01:30 PM - 03:00 PM	Hayward DOE Solutions: VS & XE Ultra-High Efficiency Pumps	Technical	Technical
01:00 PM - 04:15 PM	Metals & Metal Staining: How Do I Prevent Them? How Do I Remove Them?	Technical	Technical
9:00 AM - 10:30 AM	How to Do More Service with Reduced Staff	Business	Business
01:30 PM - 03:00 PM	Measuring for Safety Covers	Technical	Technical
9:00 AM - 10:30 AM	Why pH Naturally Rises in Pools, and What You Can Do About It	Technical	Technical
8:30 AM - 11:45 AM	7 Crucial Marketing Secrets Every Pool Builder Should Know	Business	Business
01:30 PM - 03:00 PM	Using AUTOMATION to SELL More and SATISFY More WITHOUT More Manpower	Business	Business
8:30 AM - 11:45 AM	The VGBA Standard for Drain Covers has Changed : An Interactive Workshop	Technical	Technical
11:00 AM - 02:00 PM	Tile & Coping: Glass Tile Installation & Waterproofing Hands-On Workshop	Specialty	Specialty
8:30 AM - 11:45 AM	Heater Sizing, Installing, and Troubleshooting	Technical	Technical
02:30 PM - 03:30 PM	Heaters Hands-On Workshop	Specialty	Specialty
01:30 PM - 03:00 PM	Watershape University CONS 3281 Building Watershapes for Moveable Floors	Technical	Technical
9:00 AM - 10:30 AM	Watershape University CONS 3251 Pier And Beam Construction	Technical	Technical
8:00 AM - 05:00 PM	GENESIS C260 Vinyl Liner/Fiberglass Pools 3-day Course (Day 3)	Certification	GENESIS
9:00 AM - 10:30 AM	GENESIS D123 Trends in Outdoor Design	Business	Business
01:30 PM - 03:00 PM	GENESIS D285 Case Study: How I Present to My Clients	Business	GENESIS
01:30 PM - 03:00 PM	PHTA What's in Your Contract? A Legal Checkup	Business	Business
01:30 PM - 03:00 PM	PHTA Examining Elevated Pools	Technical	Technical
01:00 PM - 04:15 PM	Electricity for the Pool & Spa Service Professional (ENCORE)	Technical	Technical
9:00 AM - 10:30 AM	SPANISH Pentair Intelliflo Variable Speed/Flow Pumps and DOE Regulations	Technical	Technical
01:30 PM - 03:00 PM	Stealing Your Business: Cyber Criminals & Employment Practices Liability Insurance (EPLI)	Business	Business
8:00 AM - 12:00 PM	PHTA Certified Hot Tub Technician (Day 3)	Certification	Certification
8:00 AM - 05:00 PM	PHTA Certified Maintenance Specialist (Day 3)	Certification	Certification
8:00 AM - 05:00 PM	PHTA Certified Service Technician (Day 3)	Certification	Certification
8:30 AM - 11:45 AM	What's Next - Discover New Opportunities, Uncover Your Problems, Create Options & Execute for Success!	Business	Business
01:00 PM - 04:15 PM	The Hiring Process: Finding the Right Employee Fit for Your Business	Business	Business
8:30 AM - 11:45 AM	Basic Water Chemistry & Testing—A Primer! (ENCORE)	Technical	Technical
9:00 AM - 10:30 AM	Building Your Financial Plan in Today's World	Business	Business
01:30 PM - 03:00 PM	Salt Chlorine Generators for Beginners	Technical	Technical
9:00 AM - 10:30 AM	I'll Just Get It Online: Strategies to Keep Your Customers on Your Doorstep!	Business	Business
01:30 PM - 03:00 PM	SPANISH Fluidra VSPs & the DOE	Technical	Technical
9:00 AM - 10:30 AM	Fluidra VSPs & the DOE	Technical	Technical
9:00 AM - 10:30 AM	Hayward Omni Automation - Features, Benefits, and Sizing	Technical	Technical
01:30 PM - 03:00 PM	Proper Techniques for Prepping a Pool Shell for Plastering	Technical	Technical
Wednesday, January 26			
9:00 AM - 10:30 AM	Combatting Algae & Other Issues During a Chlorine Shortage	Technical	Technical
8:30 AM - 11:45 AM	Coaching Your Team Members to Success	Business	Business
01:30 PM - 03:00 PM	You Can Hire A Manager, but You Can't Hire an Owner	Business	Business
01:30 PM - 03:00 PM	Advanced Water Chemistry—Maintaining a Healthy Spa (ENCORE)	Technical	Technical
9:00 AM - 10:30 AM	An In-depth Look at Spa Care: Avoiding Problems in Spa Water Chemistry	Technical	Technical
8:30 AM - 11:45 AM	Metals & Metal Staining: How Do I Prevent Them? How Do I Remove Them? (ENCORE)	Technical	Technical



NATURAL SPAS
IMMERSE YOURSELF

Introducing Natural Spas

The next game changer in the spa industry



Lightweight, indistinguishable from real rock, premade



info@naturalrockspas.com
Naturalrockspas.com
972-412-7179
825 Shepherd Drive, Garland, TX 75042

Schedule

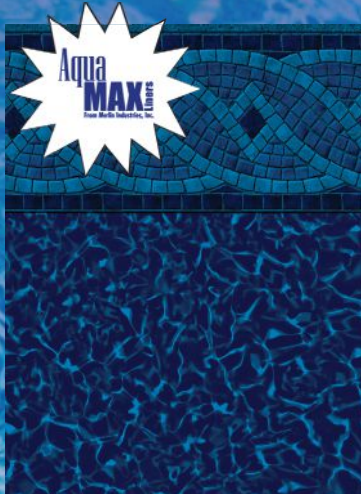
Session Time	Session Title	Session Type	Tracks
9:00 AM - 10:30 AM	Bonding & Grounding	Technical	Technical
9:00 AM - 10:30 AM	Work Smarter Not Harder - Using Software & Other Tools to Optimize Your Business	Business	Business
01:30 PM - 03:00 PM	Transforming into a Satisfaction Driven Company	Business	Business
9:00 AM - 10:30 AM	Why They Buy and Why You Should Care	Business	Business
01:30 PM - 03:00 PM	Adding Leak Detection to Your Services	Technical	Technical
01:30 PM - 03:00 PM	How to Identify (and Prevent) Calcium Issues	Technical	Technical
01:30 PM - 03:00 PM	Servicing Spa & Hot Tub Basics: What to Know Before You Go	Technical	Technical
01:00 PM - 04:15 PM	The VGBA Standard for Drain Covers has Changed: An Interactive Workshop (ENCORE)	Technical	Technical
01:30 PM - 03:00 PM	How to Produce Videos for Websites, Social Media, Drip Marketing & Beyond!	Business	Business
11:00 AM - 02:00 PM	Tile & Coping: Glass Tile Installation & Waterproofing Hands-On Workshop (ENCORE)	Specialty	Specialty
8:00 AM - 12:00 PM	Pool Opening Essentials (ENCORE)	Specialty	Specialty
02:30 PM - 03:30 PM	Heaters Hands-On Workshop (ENCORE)	Specialty	Specialty
8:30 AM - 11:45 AM	Watershape University CON 3685: New Plaster Remediation & Responsibility	Technical	Technical
9:00 AM - 10:30 AM	GENESIS E345 Examining PHTA Standards (ENCORE)	Technical	Technical
01:30 PM - 03:00 PM	PHTA Running a Safe & Compliant Workplace	Business	Business
01:30 PM - 03:00 PM	PHTA How Existing Federal Pool Pump Regulations Impact Your Business & Boost Sales	Technical	Technical
9:00 AM - 10:30 AM	Pentair IntelliCenter Pool & Spa Control Systems	Technical	Technical
9:00 AM - 10:30 AM	Defining Digital Marketing & Developing a Strategy for the Pool & Spa Industry	Business	Business
8:30 AM - 11:45 AM	Advanced Leak Detection For The Seasoned Professional	Technical	Technical
9:00 AM - 10:30 AM	Rules of Engagement: A Guide to Better Communication—And Better Relationships!—With Everyone Who Is Important To Your Business	Business	Business
01:30 PM - 03:00 PM	Pool Inspections—Why, How & When?	Technical	Technical
9:00 AM - 10:30 AM	Pool Chlorine Mysteries: Chlorine's Annoying Disappearing Act (and How to Improve Its Behavior)	Technical	Technical
01:30 PM - 03:00 PM	Pool Water Mysteries: Pool Water Problems That Seem to Defy Conventional Wisdom (and How to Fix and Prevent Them)	Technical	Technical
8:30 AM - 11:45 AM	Vinyl Liners for Inground Pools: From Measuring to Troubleshooting for a Perfect Fit	Technical	Technical
9:00 AM - 01:00 PM	PHTA EXAM DAY	Certification	Certification
01:00 PM - 04:15 PM	Effectively Managing Employees: Addressing Negative Attitudes & Attendance Issues in the Workplace	Business	Business
9:00 AM - 10:30 AM	What's "THAT" on the Pool Surface	Technical	Technical
01:30 PM - 03:00 PM	Fluidra Web Connected Controllers: Troubleshooting & Siri & Alexa Commands	Technical	Technical
01:30 PM - 03:00 PM	Pentair Intelliflo & the DOE Regulations	Technical	Technical
01:30 PM - 03:00 PM	Understanding Basic Hydraulics & Circulation Systems (ENCORE)	Technical	Technical
9:00 AM - 10:30 AM	SPANISH Understanding Basic Hydraulic Systems	Technical	Technical
9:00 AM - 10:30 AM	SPANISH Fluidra Web Connected Controllers Troubleshooting & Commands	Technical	Technical
9:00 AM - 10:30 AM	How to Take Engaging Photos and Videos	Business	Business
Thursday, January 27			
8:30 AM - 10:00 AM	Basic Leak Detection (ENCORE)	Technical	Technical
8:30 AM - 10:00 AM	An In-depth Look at Spa Care: Avoiding Problems in Spa Water Chemistry (ENCORE)	Technical	Technical
8:30 AM - 10:00 AM	Bonding & Grounding (ENCORE)	Technical	Technical
8:30 AM - 10:00 AM	Above Ground Pool Liners: Measuring, Quoting & Installation Tips	Technical	Technical
8:30 AM - 10:00 AM	Closing the Sale: A Fresh Look	Business	Business
8:30 AM - 10:00 AM	Combatting Algae & Other Issues During a Chlorine Shortage (ENCORE)	Technical	Technical
8:30 AM - 10:00 AM	SPANISH Pentair EasyTouch IntelliCenter Systems	Technical	Technical
8:30 AM - 10:00 AM	Turn Your Team Into A Championship Team: Hiring, Training, Management, Motivation and Retention	Business	Business
8:30 AM - 10:00 AM	Pool Inspections - Why, How & When? (ENCORE)	Technical	Technical
8:30 AM - 10:00 AM	PHTA RWQC: Let's Clear the Air—Air Quality for Indoor Swimming Venues	Technical	Technical
8:30 AM - 10:00 AM	Salt Chlorine Generators for Beginners (ENCORE)	Technical	Technical

MAKE MINE A MERLIN

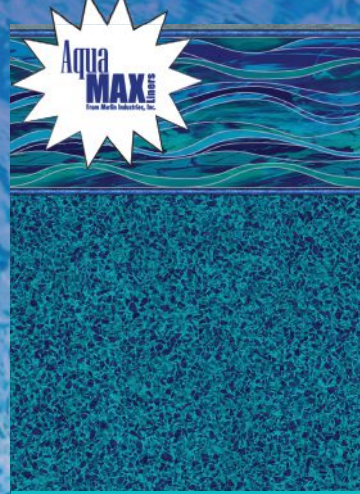
MERLIN'S 2022 PATTERN COLLECTION INCLUDES NEW AQUA-MAX PATTERNS, NEW AQUA-INTENSE PATTERNS AND INTRODUCING RENEW, THE FIRST AND ONLY SUSTAINABILITY CERTIFIED POOL MATERIAL.



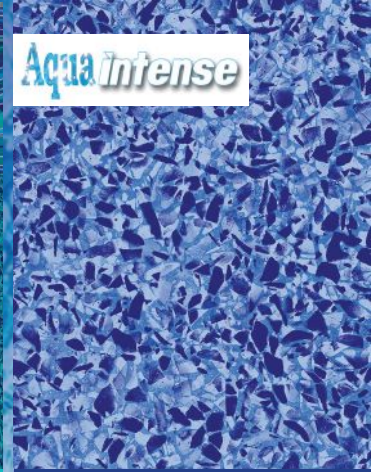
BLUE EARTH TILE
GLOBAL SEAS FLOOR



NORTH SHORE TILE
DEEP BLUE SEA FLOOR



AQUA WAVE TILE
CARIBBEAN QUARTZ FLOOR



BLUE QUARTZ



BLUE LAPIS



ISLAND BEACHES



TWILIGHT TILE
SEA SLATE FLOOR

FOR MORE INFORMATION, VISIT
MERLININDUSTRIES.COM



 **MERLIN**
INDUSTRIES, INC.
(609)-807-1000 • Hamilton, NJ • Deer Park, NY



With the in-home shark tank mostly complete, crews begin working on the basement pool that will sit just outside it.

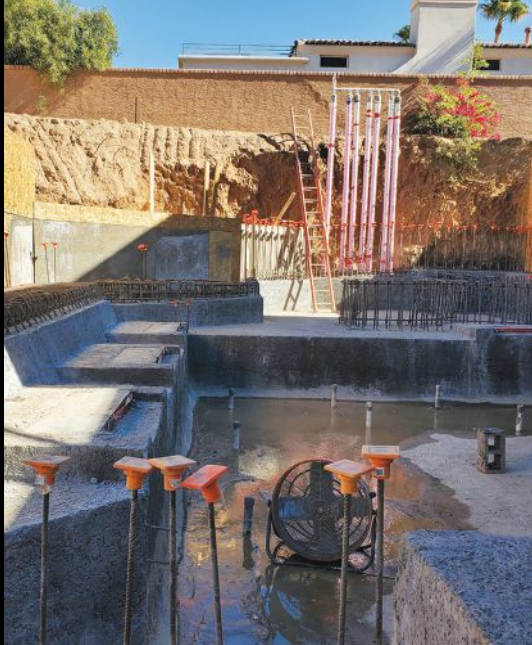


A WATERPARK RESORT IN THE BACKYARD

The Behemoth In Progress

By Rick Chafey

In his third installment, builder, podcaster and instructor Rick Chafey shares highlights and challenges as he continues creating the infrastructure for this massive waterpark-like backyard project.



Left: The basement pool in progress. The rock waterfall is being built one terrace at a time. Right: crews begin excavation for the go-kart track, which begins on grade, then dips underground.

We have been working on this project for more than a year now — 17 months, in fact. And we're still a few steps away from beginning to build the main pool.

For the first several months, a great deal of the effort has been focused on the lower surge tank 34 feet below the main floor of the home and the shark tank. This serves as the connection point to the rest of the home and pool structures.

Now, we're largely establishing the infrastructure to support the backyard waterscape, which will feature a sizable pool, surf simulator, pavilion and lazy river. This is a multi-level project, to say the least — with the river supported by an underground go-kart track and a basement pool set at the same level as the shark tank, 17 feet below the main pool. So it requires a considerable amount of foundation work before we can get to the main level.

Most recently we've been working on the basement pool and underground tunnels for the go-kart track. Once we finish these phases, we will finally move to the main pool.

Here are some of the highlights, challenges and complications since the last update.

BASEMENT POOL WITH MULTIPHASE WATER FEATURE CONSTRUCTION

The shark tank sits in a basement inside the home. Just outside that basement will go a pool that also serves as a catch basin for a waterfall and slide.

The waterfall connects the main pool with the basement pool. In creating the waterfall, we could normally just excavate and build the series of shelves all together. But here, there's a surge tank another 17 feet below. This required a very large excavation for safety reasons — we had to prevent any collapsing of the soil on our workers and support the existing home that stood a mere 3 feet from our excavation. So there was no way to compact and get structural support underneath the horizontal portions.

To make up for the lost ground, we are constructing the water feature one terrace at a time. We can only shoot the concrete vertically for a short period before it needs

backfilling. Then we move to the next level — bring the steel guys back in, tie the next mat horizontally, tie the verticals, then form behind the vertical and shoot the next shelf and vertical riser. This way, we also make sure to achieve the proper compaction and support under each shelf. Each shelf required a series of helical piers to provide additional support.

We're using a high-strength, 5,000 psi concrete, which must almost reach its intended strength before we can backfill against. This requires long wait periods between each level, anywhere from 14-21 days.

THE TUNNELS

While not part of the waterscape, the

THE CONCEPT



When finished, the waterscape will include features and scale rarely seen in backyards.

The background of the advertisement is a photograph of a swimming pool. The pool has a coping made of stacked stone. In the foreground, there is a large, light-colored rock. To the right, a Z Poolform system component is shown, which is a blue and white plastic piece designed for creating pool coping. The text "Versatile" is overlaid on the top left of the image.

Versatile

Beautiful

Concrete.

Few recent developments in the world of pool design and construction can claim to have changed how builders do their jobs as much as the Z Poolform System. Used to create stunning cantilevered concrete pool coping, the reusable system was developed by Concrete Countertop Solutions.

Consisting of rigid PVC pieces and engineered for compatibility with gunite, fiberglass and vinyl liner pools as well as many popular auto cover tracks, the Z Poolform system transforms concrete coping with a variety of profiles and textures. Not only does the system eliminate the need to set concrete forms with messy, one-time-use forms, but it also saves builders time, money and stress.

the
POOL&SPA
show

powered by
Northeast Spa and Pool Association

January 25-27, 2022
Atlantic City Convention Center
Visit us at Booth #3437

Photo: Steve Wagner, Aquatic Design Inc.



POOLFORM
CONCRETE COUNTERTOP SOLUTIONS



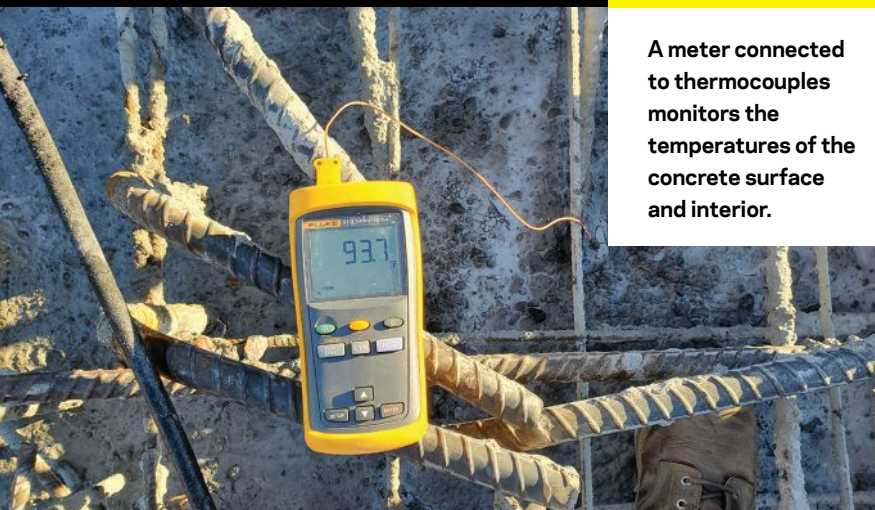
info@zpoolform.com



www.zpoolform.com



(570) 587-3799



A meter connected to thermocouples monitors the temperatures of the concrete surface and interior.



The shark tank is erected before contractors build the basement room in which it will sit. The radiused acrylic panel that provides most of the viewing measures 350 inches wide and 130 inches tall. It had to be ordered well in advance, so the team had to build the structure and rebates precisely to fit the sizable piece.

underground go-kart tunnel plays an important role by helping to support the lazy river above in several spots. Additionally, the tunnel and river will share acrylic windows, which will add light underground and allow swimmers and go-karters to view each other.

This requires precise placement of the tunnels. To complicate this, we're working on multiple areas that are not yet connected, and doing this in the middle of open space — with no home or existing structures yet to measure against. This requires much more surveying than normal. All elevations are critical, but the horizontal locations require extra care to insure that

everything lands in the right place, and everything connects.

The soil has added extra work. For the first 6 feet down, we have good, workable earth. But we can't use the soil from about 6 to 10 feet down. As we over excavate elements like this tunnel, we have to separate those two materials and haul off the bad soil. At 50 feet wide toward the top and 20 feet at the bottom, the excavation leaves a massive amount of material to take away.

We will build the tunnel, pour the track, then put shoring systems in so we can pour the lid on top. Then we will backfill and bury the tunnel, bringing the soil to grade before we lay out and dig the river above.

We'd planned to dig the whole tunnel at once, but there's nowhere to put all that material — and no space left for other phases on the property. We'll build half the tunnel, bury it, and then dig the other half.

MANAGING THE CONCRETE TEMPERATURE

As a general contractor, we have worked on pretty extensive projects, involving not only pools but the homes as well. But the formidable infrastructure of this job has required a precaution we've never needed.

When the concrete on a project reaches a certain mass, you need to monitor its inside and outside temperatures so they don't get too far apart. Maintaining that differential is critical for the material to reach its intended strength. You also need to prevent the overall temperature from getting too hot.

You see this more on major construction, like on bridges or dams, where crews run cooling water systems through the concrete to maintain an appropriate temperature differential. If the surface temperature differs too much from the interior, substantial thermal expansion and damage can occur. If the temperature exceeds 160 degrees F, the curing process does not work as well, and significant internal cracking can form.

Anytime we get a dimension greater than 3-by-3 feet in the concrete, we need a thermal control plan. This means we keep that differential within 35 to 40 degrees of each other. They make thermal couples that you can cast into the concrete, whether Bluetooth or wired ones, like what we used. You zip-tie the sensor to the center of the mass, and you can take laser readings of the external temperature.

If the concrete needs cooling, it's pretty easy to do, since we would be water-curing anyway. In freezing climate, keeping the outside temperature warm is more of a challenge, requiring blankets and other systems.

SLIDE DESIGN WORKAROUND

On this project, we have two slides at the pavilion — one measuring 148 feet, and the other 30 feet. Both will be buried in rocks and boulders. However, the fiberglass slides that we are using can't bear any load, which means they are not meant to be buried.

CUSTOM POOL LINERS, **BUILT ON-SITE**

Renovate pools with **reinforced PVC membrane**.

VISIT US AT
thePOOL&SPA show
powered by Northeast Spa and Pool Association
Booth #3812



Expand your business,
install on any pool surface

The PVC membrane adapts to the shape of any pool.
Install it on any type of surface and material.



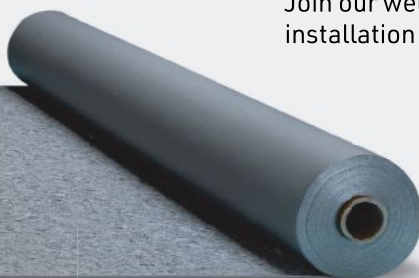
Increase efficiency,
take control over lead time

Stop waiting from manufacturers! The PVC membrane
is cut to shape during the installation.



Clean, fast and easy,
learn how to install in just 3 days

Join our welding classes or schedule your assisted
installation today!



aquaandmore.com



Renolit A&T Inc. Aqua and More
301 Enterprise Drive, Unit 2
LaPorte, IN 46350


AQUA
& more
improving pools

PAVILION AND SLIDE



The slide will be located in the massive rock waterfall, seen by the lower pool.

The pavilion sits right next to the large slide, so we had to design its foundation to cantilever part of the building off the structure rather than sitting on top of the slide.

The issue of burying the slides proved more challenging. I almost thought we would have to build a miniature tunnel to house the slide, to avoid any weight sitting directly on it. But we came up with a solution: We will wrap the slide with

a non-structural foam that allows some movement. Then, where we bury the slide, we will partially grout it with a lightweight slurry. Then on top of the slide, we will use a buried foam — a structural foam — so we hardly put any load on top of it. We can put surface materials on top of that.

WHAT'S NEXT

We've had some scheduling setbacks.

For instance, the shark tank was added late in the process, which prolonged things about nine months. Then we couldn't build the main pool and tunnels at the same time, because of space. But we're still trying to get this project done by July or August of this year.

There's still a lot to do, for sure. We might have certain structures and parts that aren't finished when the house is complete, especially considering supply-chain issues and other considerations.

Next, we will continue working on completing the waterfall and go-kart track. Then finally we can begin work on the main pool and lazy river.

Rick Chafey is co-owner and founder of Red Rock Contractors and Red Rock Pools & Spas, in Chandler, Ariz. He also serves as an instructor for Watershape University and is a co-founder of Ash the Masters, a Facebook group that produces informational podcasts for the pool/spa industry.



Artistry In Mosaics

Choose Luxury. Choose Durability. Choose Artistry.



Call Today For Your No Cost Samples | [ArtistryInMosaics.com](https://www.ArtistryInMosaics.com) | (877) 777-1393

Visit Us
At Booth
#3831

THE RIGHT PEOPLE

Because of its magnitude, this job has required staffing and subcontractors that we don't typically see.

We have full-time supervision, with an office on the site. Our project manager reports to the job and generally stays for most of each day. He writes a daily report and meets with the general contractor regularly. I also go to the job quite a bit. Then, of course, our crews are spending more time here than they do on a typical job. Fortunately, enough of our team is cross-trained so they can help take up the slack on other jobs. It just comes down to planning, scaling, and making sure you're ready for it, then providing support where needed.

We've also had to bring in subcontractors that we don't typically hire for pool jobs. For

Plumbing of this size requires more people to handle.

instance, we needed a bigger excavation sub. This dig is so large and deep, so a typical pool contractor generally doesn't work at that level. We needed a shoring company for the shark tank and to perform below-grade shoring so we could excavate the surge tank below.

The job requires a huge commitment from our subs, in terms of time and staffing. Our regular subcontractors would have to send in more crews than normal. For instance, just handling the large plumbing would require two people where it could normally be done by one. Many have to revisit the site multiple times as we work in phases.

Our shotcrete sub, for instance, has already been on the site five times, and we haven't even worked on the main pool yet. So, early in the process, we sat down with all our trades and got commitments from them and outlined the time involved.

To help them, we are supplementing their crews with some of our laborers who work for us on our landscaping and clean-up teams. Or we might supply equipment like cranes. So for the steel team, we're moving all the rebar into the hole with a crane for them. We expect to do the same with the plumbing. This helps the subs keep their other projects running.



CoverCare.net/Locations

39 Markets Nationwide

Our Newest Markets:
**Poughkeepsie, Portland
Kansas City, Seattle**



On Your Schedule, On Time, Every Time
(866) 639-5045

The Great Employee Wage Debate

BY TODD DRUMMOND

The debate, which judges the cost of labor against society's expectations of living wages, is not new and not likely to disappear anytime soon.

A sign that could have appeared in any town has caused quite a stir. The message is direct: "Stimulate your ass to work — Every business in town is hiring." For business leaders, it aptly voices their frustration when trying to compete with the younger generation's attitudes. It also ignites debate on local and federal labor policies — does the government create disincentives to work? Or, are businesses not responding to the needs of the unemployed, not offering a living wage and therefore, deserve to fail?

This sign is the latest instance of what I call "The Great Employee Wage Debate," which judges the *cost of labor for any business versus society's expectations of perceived living wages*.





IMAGES: ADOBE STOCK



The more significant the burden on a business for all labor costs (including all paid benefits and the labor law compliance regulations), the more expensive it is for a company to hire an employee and pay higher wages.

Labor costs

The more significant the burden on a business for all labor costs (including all paid benefits and the labor law compliance regulations), the more expensive it is for a company to hire an employee and pay higher wages. Regardless of their good intentions, artificially driving up labor costs and labor law burdens from local and government policies will accelerate the drive to eliminate labor within every business.

Private industry worker compensation costs for employers averaged \$36.64 per hour worked in June 2021. Wage and salary costs averaged \$25.89 and accounted for 70.6% of employer costs, while benefit costs averaged \$10.76 and accounted for 29.4%, according to the Bureau of Labor Statistics. The Small Business Administration (SBA) reports

there is a rule of thumb that the cost of benefits is typically 1.25 to 1.4 times the salary, depending on certain variables.

When lawmakers push for additional labor policies upon the private sector for labor wage improvements and benefits (increased cost burdens), there is something else to think about: just 42% of working Americans support the other 58%. The result of long-standing trends is that the percentage of private-sector employees is the lowest since 1983. The private sector is responsible for paying for the public sector.

All businesses will continually seek to lower labor costs by reducing the employee hours, minimizing the number of employees, eliminating positions by using automation, and continuously refining current practices.

"Livable" wages

It seems so many people are stating that a business, any business, should be paying a "livable" wage, no matter the task, skills, or other needs. How do you define a "living" wage, and does that mean every employee must be working full time? Some people find \$12/hour acceptable because it is supplemental income and others need \$30/hour to support their families. A business is only responsible for paying the prevailing market wage of what someone is willing to accept for the work done. Believe it or not, market determination will establish the correct level. Wages will be offered and rejected/accepted. And just like every other commodity being affected by current events, we are currently in an inflationary market that includes wages.

Right now, demand versus supply,

PIVOT HOW YOU CLEAN POOLS

#DitchTheNet with **Ariel!**

Customer's pool plagued by super small debris like pollen, dog hair or dust? Ariel is the solar powered robot for them. With smart, multidirectional navigation systems, Ariel works daily devouring pesky debris of all sizes. She's an advanced tool for pool pros, a unique gift from pool builders, a pal that offers improved water health and swim time for pool owners, and a tech-forward gorgeous product for retailers to showcase.

Become a Dealer
& Pool Cleaning Hero

pivotpoolproducts.com/dealers



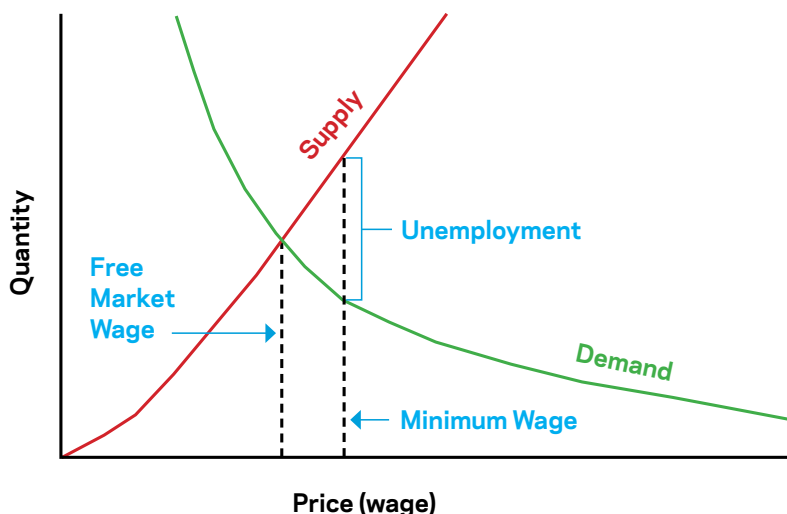
Consumer
Technology
Association

Follow your girl Ariel
@solarbreezebots on
Facebook & Instagram



Without question, all labor cost burdens are part of the equation of profitability. Without profits, all companies cease to exist, and therefore employment opportunities cease to exist.

Supply and Demand Diagram for Labor



starting wages are much higher than the minimum wage in most areas of the country. In the displayed graph, the Free Market Wage line would be to the right of the Minimum Wage line for most current unemployment markets. However, this graph illustrates a valid point about wages versus supply and demand.

Consumers (buyers) and competition between businesses (sellers) drive companies to continually find lower operating costs to maintain profitability for their sustainability and growth. Without question, all labor cost burdens are part of the equation of profitability. Without profits, all companies cease to exist, and therefore employment opportunities cease to exist. Some argue that businesses should not even operate if they do not pay a “living” wage. If this is the case, why do we allow imported goods from any



COSMY
THE BOT
BEAUTIFUL REVOLUTION!

**BWT HERALDS
A BEAUTIFUL REVOLUTION!**

BWT & Aquabot pool cleaners
featuring ultra-clean style

Visit us at Booth #3129
January 25-27, 2022
ATLANTIC CITY

thePOOL&SPAshow
powered by Northeast Spa and Pool Association



Available in several models:
100, 150, 200 et 250

**FOR A
BEAUTIFULLY
CLEAN POOL**

Light, High performance, customizable

Connected



POWERED BY **BWT**

contact : Sean McDermott – Director of Sales US : BWT-Pool / +1 269 447 4574 / sean.mcdermott@bwt-group.com

foreign country with a lower standard of living and a lower “living” wage that enables a business to operate at a lower cost? Why would anyone be allowed to purchase clothing, cars, electronics, and every other kind of product from China or another country?

According to the U.S. Bureau of Labor Statistics data, about 20% of U.S. small businesses fail within the first year. By the end of their fifth year, roughly 50% have faltered. After ten years, only around a third of businesses have survived.

Foreign competition and labor costs have a direct negative impact on small and mid-size businesses. Think Amazon or Walmart versus hometown stores and local manufacturers.

The simple fact is that we allow importing cheaper products from other countries so that the vast majority of people have a higher standard of living and a comfortable lifestyle. There has to be a reasonable balance between government

policies and the cost of labor burdens on businesses for a healthy economy.

Executive pay

Executive pay for publicly traded companies, such as the Fortune 500 companies, is not a reality for about ½ of the workforce in the U.S. The Small Business Administration (SBA) defines a small business as a firm with fewer than 500 employees. According to the U.S. Census Bureau, in 2017, small businesses employed 47.5% of the entire country’s workforce. Small businesses account for 99.7% of all companies in the U.S. Executive compensation is relative.

The age-old argument that company executives should receive less pay and give more to the non-executives is a political argument to gain political power, not to understand wage compensations realities. There is indeed a disconnect between those who shoulder the responsibility of profit/loss of a company versus those who have never felt the weight of that kind of

responsibility. Those who have owned a business know what the “burden of being paid last” truly means.

The average corporate executive in the U.S. makes \$239,797. The average bonus for a corporate executive is \$49,322, representing 21% of their salary. For a considerable segment of businesses, reducing the average executive’s compensation to increase non-executive wages would typically have minimal impact and could be harmful. Like the non-executive wage, the basic supply and demand laws apply to keep these talented people from seeking employment elsewhere.

Wages and healthy business employment practices

Let us face some fundamental truths when it comes to the employment practices of any business. Usually, when unemployment is high, a company can have average or poor labor practices and still keep and attract new hires. However, when the

Heritage of Quality

Forget Status Quo

Meyco INVENTED the ORIGINAL safety pool cover, so we’re never satisfied with the status quo.

Everyone Trusts the Original.™

For more information call 800-446-3926, visit www.meycocovers.com or email sales@meycocovers.com



locally unemployed numbers are low, current and potential new employees have choices. In other words, it is all about the bargaining strengths of the employer versus an employee. How a company chooses to operate regarding what they define as good labor practices is up to them.

So what are the fundamental truths of market wages? Classical economists, who argue that wages are determined by supply and demand, can define market wages just like all prices. They call this the market theory of wage determination. For the worker, the market wage is the highest wage offered by any employer they are willing to consider. For the employer, it is the lowest wage that the potential and existing employee with the needed skills, work ethics, and acceptable personal character required to perform the necessary tasks is willing to be paid.

It is the employer's responsibility to provide market wages. Failure to pay market wages means turnover will be a

chronic problem because employees will eventually leave for better pay, vacancies will be a chronic problem because employees are finding better pay elsewhere, and employee performance will suffer.

Conversely, when someone is employed in an occupation that is not meeting their basic monetary needs, the employers are not responsible for each employee's monetary needs, employees will eventually find other employment to meet their monetary needs, and employers will find other employees to fill open positions with proper market wages.

Employee and employer food for thought

The "Great Employee Wage Debate" is not new, and it is not over. The roadside signs may change, but a few facts should be remembered.

It is important for employees to remember that at every job, one should ei-

ther learn or earn. Either is fine; both is best. But if neither is able to be achieved, then employees should leave on good terms. One's reputation as a worthy employee will travel to the next opportunity.

For employers, it is important to remember the root causes of typical production/service problems. Quality problems are typically caused by a high employee turnover rate, which indicates poorly trained and an unskilled staff. Output issues, however, are generally caused by high employee turnover rates and likely having insufficient staffing. Overall, the top cause of poor retention of existing employees and trouble hiring new employees is a resistance to paying market wages for the type of worker needed.

Todd Drummond is a principal at Todd Drummond Consulting, LLC, which helps companies improve their processes and operate more efficiently. This article previously appeared in sister publication ProSales.

Stop wasting time and chemicals!

POOLPRO's lab-accurate measurements let you precisely control critical factors in water balance and sanitation so you can relax ...



POOLPRO™
PS6FC^E
PS9TKB

Conductivity, Mineral/Salt Conc.,
TDS, pH, ORP,
Free Chlorine Equivalent (FC^E™),
Alkalinity (PS9), Hardness (PS9),
Langlier Saturation Index Calculator (PS9),
Temperature

MYRON L[®]
COMPANY
Water Quality Instrumentation
... Since 1957

www.myronl.com
760-438-2021



The Pool & Spa Show Exhibitors Marketplace

Details on products of exhibitors at The Pool & Spa Show are based on materials provided by the manufacturers.



Anderson Mfg., Booth 3331

Product: Leakalyzer w/Bluetooth to Reporter App
Features: enables rapid determination of a pool's leak status; Bluetooth results can be downloaded
Contact: leaktools.com



Aqua Creek Products, Booth 2546

Product: Ranger 2 Pool Lift
Features: seamless, easy-to-use pool lift with smooth, whisper-quiet out and down motion
Contact: aquacreek.com



Aqua and More, Booth 3812

Product: Renolit Alkorplan Touch
Features: unique 3D textured 80-mil PVC membrane available in granite, sand, marble and more
Contact: aquaandmore.com



Aquamatic Cover Systems, Booth 3211

Product: Hydramatic Automatic Safety Cover
Features: motors run on hydraulic pressure; modular design takes only four bolts to assemble
Contact: aquamatic.com



Aqua Comb/ Mi-Way, Booth 3432

Product: Aqua Comb
Features: various models designed to clean pool, hot tub and swim spa cartridge filters in 3-5 minutes
Contact: aquacomb.com



AquaStar Pool Products, Booth 3519

Product: AquaStar Pipeline Filter
Features: new cartridge filters available in two sizes — 27,000 and 35,000 gallons
Contact: aquastarpoolproducts.com



BioLab/NC Brands, Booth 3019

Product: Pool Perfect Max with PHOS Free

Features: formulated to clean the pool's filter and tile line and helps keep phosphates low

Contact: naturalchemistry.com



Carvin Pool Equipment, Booth 3108

Product: Resin Aboveground Pools

Features: modern design pool with 3D wall effects and latest technology; easy and fast installation

Contact: carvinpool.com



Blue Square Mfg., Booth 1642

Product: Spectrum 360 Nicheless LED Light

Features: easy to install LED lights provides vibrant RGB+W performance with energy efficiency

Contact: bluesquaremfg.com



Chemtrol, Booth 2121

Product: Chemical Controllers

Features: controls water chemistry, water balance, heater, and automatic filter backwash

Contact: sbcontrol.com



BWT/Aquatron, Booth 3129

Product: Cosmy the Bot

Features: robotic pool cleaners with a light-weight, customizable design; choose from eight colors

Contact: aquabot.com



Concrete Countertop Solutions, Booth 3437

Product: Z Poolform

Features: reusable PVC form used to create decorative concrete copings for swimming pools

Contact: concretecountertopsolutions.com



CamerEye, Booth 3313

Product: CamerEye

Features: artificial intelligence smart fence and overhead camera safety system monitors and alerts

Contact: camereye.ai/expo



Coverstar, Booth 2419

Product: Eclipse Automatic Safety Cover

Features: fully stainless steel mechanism, with 2-inch pulleys and a heavy duty drive train

Contact: coverstar.com



Deck-O-Seal, Booth 1648

Product: HS-1 SL

Features: a one-part, self-leveling hybrid sealant, developed with silyl-modified polymer technology

Contact: deckoseal.com



Gladon Co., Booth 3312

Product: Smart Cart

Features: designed to make aboveground pool wall installation easier.

Contact: gladon.com

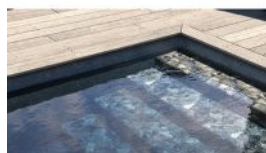


FAFCO, Booth 3344

Product: FAFCO Solar Bear

Features: do-it-yourself solar products with range of sizes/options as well as a private label program

Contact: fafco.com



GLI Pool Products, Booth 2137

Product: TrueStone Collection in Flagstone Gray

Features: designed to mimic natural flagstone and features larger stone work and natural gray hues

Contact: glipoolproducts.com



Family Fun Corp., Booth 3436

Product: Uniwall

Features: continuous fiberglass wall made in coils up to 400 linear feet; unlimited design capability

Contact: familyfunpools.com



Hayward Pool Products, Booth 2619

Product: Universal HC Series Dual-Fuel Gas Heater

Features: small footprint allows replacement of almost any heater in an existing pad

Contact: hayward.com



Fluidra, Booth 2219

Product: Jandy VersaTemp Heat/Chill Pump

Features: regulates pool and spa temperature while significantly reducing operational noise

Contact: Jandy.com



HFS Financial, Booth 2947

Product: Pool Financing

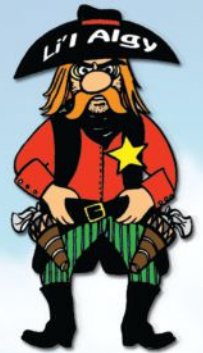
Features: now offering new rates as low as 2.99%, with new terms up to 20 years with no stage funding

Contact: hfsfin.com

Celebrating 44 Years of Education Leadership



Celebrate With Us...
44
Years
1978-2022



The place to be...

March 10-12, 2022

3 DAYS OF SEMINARS

Over 90 Seminar Classes
Classes in Spanish All 3 Days

BEGINNERS TO ADVANCED:
WATER CHEMISTRY, EQUIPMENT
INSTALLATION AND REPAIR,
ELECTRONIC CONTROLS, HEATERS,
BUSINESS MANAGEMENT,
MARKETING, AND MORE...

ADDITIONAL CLASSES:

- Certified Pool Operator Course (CPO) PHTA
- Essential Plumbing Installation
WATERSHAPE UNIV.
- Water Chemistry for Residential Pools PCTI
→ Separate fee applies
- Water University on the floor with
free education sessions.

REGISTER EARLY ONLINE FOR CLASSES FOR \$85 BY MARCH 1st • \$95 MARCH 2nd AND ONSITE

FLOOR ACCESS: No Charge for online Pre-Registration. ON-SITE: \$5 Badge Fee

ON THE Exhibit FLOOR

Prize Drawings all 3 days

\$20,000 Grand Prize on Saturday

On-Floor Golf Putting contest for Everyone

General Show Info:

800.787.7727

info@westernshow.com

Exhibit Hours:

Thursday 6:00pm - 9:00pm

Friday 2:00pm - 6:00pm

Saturday 1:00pm - 6:00pm

Exhibitor Sales:

800-746-9772

exhibitsales@westernshow.com



Golf Tournament
Wednesday, March 9, 2022
Skylinks Course at
Long Beach • Benefits CPSA

Western Pool & Spa Show
March 10, 11, 12, 2022
Long Beach Convention Center

300 E. OCEAN BLVD., LONG BEACH, CALIFORNIA / HALL "C"

WesternShow.com



Home Port Waer Testing Systems, Booth 3642

Product: BufferZone Service Scheduling & Water Test Software

Features: software scheduler for service jobs

Contact: homeportcomputer.com



Jack's Magic Products, Booth 3625

Product: The Sapphire Stuff

Features: cost-effective flocculant will not affect pH; helps prevent scaling, staining, scum line buildup

Contact: jacksmagic.com



Imperial Pools, Booth 2019

Product: Nexus Double Feature Modular System

Features: steel or polymer modular entry system consists of 31 parts to allow total flexibility in design

Contact: imperialpools.com



Kayden Mfg., Booth 3425

Product: Kayden Safety Covers

Features: Kayden now offers a new line of safety covers

Contact: KaydenMFG.com

PARTNER WITH POOLWERX



- 30 years of retail and service expertise
- Exclusive support from industry experts
- Support to scale existing business
- Conversions and exit planning strategies

poolwerx
for healthy pool people

QUESTIONS? CALL (469) 502-0004. NO OBLIGATION!



GENESIS®
EDUCATE. CERTIFY. CONNECT.

We Build Professionals

The world has changed... And so have we.

PHTA Certified Pool Builder & Design Professional Pathway

We are setting the standards of excellence for professional builders and service professionals. The PHTA Certified Pool Builder & Design Professional Pathway, powered by GENESIS®, is an education and certification career pathway designed to build on your foundation of knowledge so that you can become a Certified Master Pool Builder & Design Professional.



genesis.phta.org/certification





LaMotte Co., Booth 1519

Product: ColorQ 2x PRO 7 Kit

Features: new waterproof, Bluetooth photometer displays test results directly on a digital display using an innovative dual-optic design

Contact: lamotte.com



Loop-Loc, Booth 2819

Product: Deck-Loc Anchoring

Features: exclusive no-drill system for composite decks; easy on and easy off

Contact: looploc.com



Ledge Loungers, Booth 1743

Product: Autograph Chaise

Features: sleek design with improved ergonomics; simplified fill system; works in up to 12" of water

Contact: ledgeloungers.com



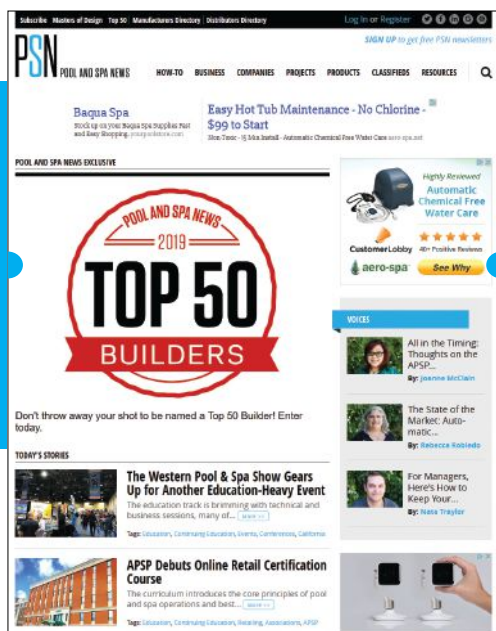
Meyco Pool Covers, Booth 2237

Product: Custom Commercial Covers

Features: designed for every type of commercial pool environment with custom applications

Contact: meycocovers.com

PSN
POOL AND SPA NEWS



poolspace.com is the resource for exclusive online content, new and innovative product information, and the comprehensive POOL AND SPA NEWS Directory—the industry's comprehensive business resource list.



PAL Lighting, Booth 3003

Product: PAL Sonar Replacement LED Bulb

Features: operates using low frequency wavelength to control the pool light via remote handset or app

Contact: pallighting.com



Pool & Hot Tub Alliance, Booth The Wall

Product: PHTA Membership

Features: industry-specific education, certification and programs to help pool, spa/hot tub companies

Contact: phta.org



Pegasus Products, Booth 1619

Product: Inground and Aboveground Vinyl Liners

Features: material for the liners is made using virgin-grade vinyl that contains ultraviolet inhibitors as well as fungicide and biocide protectors

Contact: pegasus-products.com



Pleatco Filtration, Booth 3011

Product: Pleatco Advanced ULTRA Filter Cartridges

Features: bandless pool filter cartridge incorporates evenly spaced strong pleats for filtration efficiency

Contact: pleatco.com



Pentair, Booth 2703

Product: Mastertemp Commercial Heater

Features: new bronze header design of thermal regulator and bypass valve for easy servicing without special tools; all internal components of the bronze header are now plastic for corrosion-resistance

Contact: pentair.com



Poolmaster, Booth 3633

Product: Summer Garden Pool

Features: adult wading pool is designed for patios, decks, and on other smooth surfaces

Contact: poolmaster.com



Phoenix Products Co., Booth 2927

Product: FIXX IT! Shock Blast

Features: pH neutral, fast dissolving non-chlorine shock oxidizer is formulated to restore water clarity

Contact: phoenixproductscs.com



Radiant Pools, Booth 3231

Product: Radiant Custom Inground Stepforms

Features: custom features for its inground pools include benches, ledges, sun decks, stairs in any shape and size; easy to install

Contact: RadiantPools.com

Continued on page 74

IN GROUND POOL KITS

PRICE REDUCTIONS!!!

Best Quality and Prices on Complete Packages with Walls, Coping and Braces

Lifetime Warranty	16'x32'	18'x36'	20'x40'
Box Steel Wall & A-Frame Bracing, C R Coping	\$2835 \$2568	\$3027 \$2774	\$3297 \$3047
Flex Steel Wall and X Braces CR 2-Track Coping	16'x32' Crescent Kidney \$3297 \$3134	18'x34' Oval \$3529 \$3386	17'x33' Rectangle \$4028 \$3833

**FREE FREIGHT ON COMPLETE POOL KITS
ALL IN STOCK AND SHIPPED NEXT DAY!!**

CENTRAL DISTRIBUTION

(800) 362-0460



**#1 POOL & SPA FILTER
CLEANING DEVICES!**



• Fully cleans like new
• Saves water & electricity
• Saves time

Ph: 941-922-7786
Fax: 941-922-2439
www.aquacomb.com

**POOL PLASTER * WATERSCAPES
ARTIFICIAL ROCK * DECK COATINGS**

**The Carrousel® Pump and U-Blend Mixer
...will do them all!**

- * Pneumatic, 110 and 220 Electric, Hydraulic Models
- * Simple and Fast Cleanup
- * Low Maintenance
- * Variable Speed
- * Maneuverable
- * Versatile



Quikspray Inc.
PO Box 327 Port Clinton, OH 43452
www.quikspray.com Leah@quikspray.com (419-732-2611)

FOR INFORMATION

on how to be a part of the next

POOL AND SPA NEWS

special advertising section, contact

John Tatusko at

jtatusko@zondahome.com

>> POSITION AVAILABLE



DESIGNERS • SUPERINTENDENTS • GMS

With offices across the country, high lead flow, unmatched incentives, national training programs, exclusive equipment & discounts, and unique advancement & ownership opportunities, Blue Haven is the place for motivated, experienced pool pro's. See list of U.S. offices, and apply at (confidential) www.bluehaven.com

>> BUSINESS FOR SALE



Bringing Paradise to your Backyard

Pools / Spas / Hot Tubs / Swim Spas / Enclosures
Landscaping / Hardscapes / Service & Repair

FIBERGLASS POOL DEALERSHIP FOR SALE.

Store & Inventory Florida. \$1.6 million in yearly sales. refreshingpoolsintl.com

mail@refreshingpoolsintl.com

Timothy Eaton 954-557-4556



PSN
POOL AND SPA NEWS

Integrated Media Solutions

Custom Content, Data Products, Digital, Lead Generation, Newsletters, Print, Social, Video

For More Info, Contact:

John Tatusko - Vice President, Sales

617.359.8619 | jtatusko@zondahome.com

Zonda
Media

Advertiser	Phone	WebSite	Page #
Aqua & More		aquaandmore.com	53
Aqua Comb / Mi-Way	941.922.7786	aquacomb.com	72
Aquamatic Cover Systems, Inc.	800.262.4044	aquamatic.com	21
Aquastar Pool Products, Inc.	877.768.2717	aquastarpoolproducts.com	29
Aquatic Access, Inc.	800.325.LIFT 502.425.5817	AquaticAccess.com	28
Artistry In Mosaics	877.777.1393	ArtistryInMosaics.com	54
Bel Aqua Pool Supply	914.235.2200 717.689.3314	bel-aqua.com	10
Blue Square		bluesquaremfg.com	31
Bullfrog Spas		bullfrogspas.com/dealerships	25
BWT	1.269.447.4574		61
California Pools	800.282.7665	franchisecp.com	41
Cover Care	866.639.5045	CoverCare.net/Locations	55
Cover-Pools		CoverPools.com/T4	43
Fluidra		FluidraUSA.com	Belly Band
Fluidra		iAquaLink.com FluidraUSA.com	3
Fluidra		JANDY.com/COMMERCIAL FluidraUSA.com	23
Genesis		genesis.phta.org/certification	69
Hammerhead Patented Performance		hammerheadvac.com	17
Haviland Pool and Spa Products		SPAPUREUSA.com	15
Hayward Pool Products			19
Heritage Pool Supply Group		heritagepoolsupplygroup.com	11
HFS Financial Services		hfsfin.com/psn	12
Homestead Pool Products/Central Distribution	800.362.0460		72
Jack's Magic Products, Inc.	800.348.1656	jacksmagic.com	22
Kayden Manufacturing	201.880.9898	kaydenmfg.com	14
LaMotte Company		lamotte.com/insta	34
Loop-Loc	800.LOC.LOOP	looploc.com	7
Lyon Financial	877.754.5966	LYONFINANCIAL.net	Inside Front Cover, Back Cover
Magic Plastics	661.257.4485 800.369.0303	magicplastics.com	18
Merlin Industries	609.807.1000	MERLININDUSTRIES.com	47
Meyco Pool Covers	800.446.3926	meycocovers.com	62
Myron L Company	760.438.2021	myronl.com	63
Only Alpha Pool Products	260.637.0141	onlyalpha.com	35
Pegasus Products/The Cover Co.		pegasus-products.com coverlon.com	Inside Back Cover
Phoenix Products	860.589.7502	phoenixproductsco.com	37
Pivot Pool Products		pivotpoolproducts.com/dealers	59
Pool Tool Co.	805.644.2333	pooltool.com	6
Pool Water Products	949.756.1666	poolwaterproducts.com	5
Poolmaster	800.854.1776	poolmaster.com	6
Poolwerx	469.502.0004		68
Quik Spray, Inc.	419.732.2611	quikspray.com	72
RicoRock	888.717.3100	ricorock.com	27
Spazazz		SPAZAZZ.com	36
Speck Pumps - Pool Products, Inc.	800.223.8538	badujet.com	8
Tara Manufacturing	866.725.8272	tarapools.com	33
Ultra Aluminum	800.656.4420	ULTRAECLIPSE.com	39
Universal Rocks America	972.412.7179	Naturalrockspas.com	45
Western Pool & Spa Show	800.787.7727 800.746.9772	WesternShow.com	67
Z Poolform	570.587.3799	zpoolform.com	51

Advertisers: To update your listing, contact Stephanie Fischer at 773-824-2422 or send an email to sfischer@zondahome.com

The Pool & Spa Show Exhibitors Marketplace

Continued from page 71



Raypak, Booth 2545

Product: AVIA

Features: built-in wi-fi control system connects to Raymote app to automate temperature, scheduling

Contact: raypak.com



Stenner Pump Co., Booth 2222

Product: Stenner S Variable Series

Features: peristaltic metering pump with 20:1 turn-down; flow rate output up to 150 GPD at 25 psi max

Contact: stenner.com



RicoRock, Booth 1637

Product: Quarry Boulder Waterfall

Features: cast concrete water features molded from real quarry blocks; Limestone or Granite coloration; weirs are built in at various widths

Contact: ricorock.com



Tara Pool & Outdoor Products, Booth 3643

Product: Island Dream Vinyl Liner

Features: made using ReNew vinyl, diverting 100 pounds of plastic from the waste stream because it contains 51% pre-consumer recycled vinyl

Contact: tarapools.com



Spazazz, Booth 3109

Product: Spazazz CBD Collection

Features: includes four fragrances of crystals infused with CBD oil that focus on relaxation and calmness; bottle contains 800mg of CBD isolate

Contact: spazazz.com



Thursday Pools, Booth 2850

Product: Fiberglass Spa

Features: designed for inground installation and can be installed poolside or as a stand-alone unit; 9-by-9 feet; can be installed flush with the deck or raised

Contact: thursdaypools.com



Speck Pumps — Pool Products, Booth 1737

Product: BaduJet Turbo Pro System

Features: magnetically coupled motor for seal-free operation; provides smooth and strong swim lane

Contact: usa.speck-pumps.com



VacDaddy, Booth 1649

Product: The VacDaddy

Features: heavy-duty commercial vacuum moves 55-60 gallons of water per minute

Contact: thevacdaddy.com



www.pegasus-products.com



www.coverlon.com

Offer your customers
the best financing options,
without the 6% fees
that others charge!



Proud to serve the pool industry with \$1.1 billion in loans financed in 2021!



877-754-5966

WWW.LYONFINANCIAL.NET