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JANUARY 26, 2026

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TIPS FOR THE LATEST DESIGN TRENDS

IN THIS ISSUE:

| Meet Watershape University's
Eric Knight

| Intellectual Property
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| The Western Pool & Spa
Show Planner

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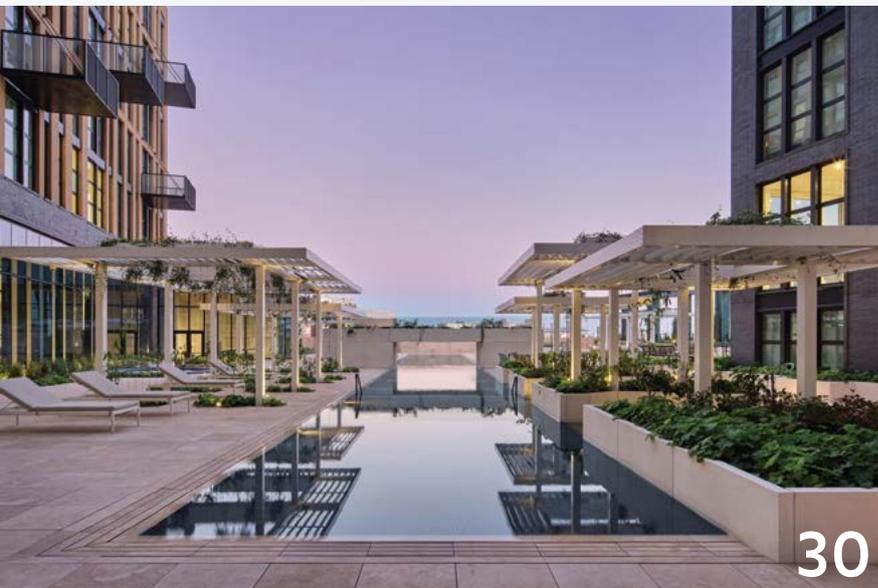
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POOL AND SPA NEWS

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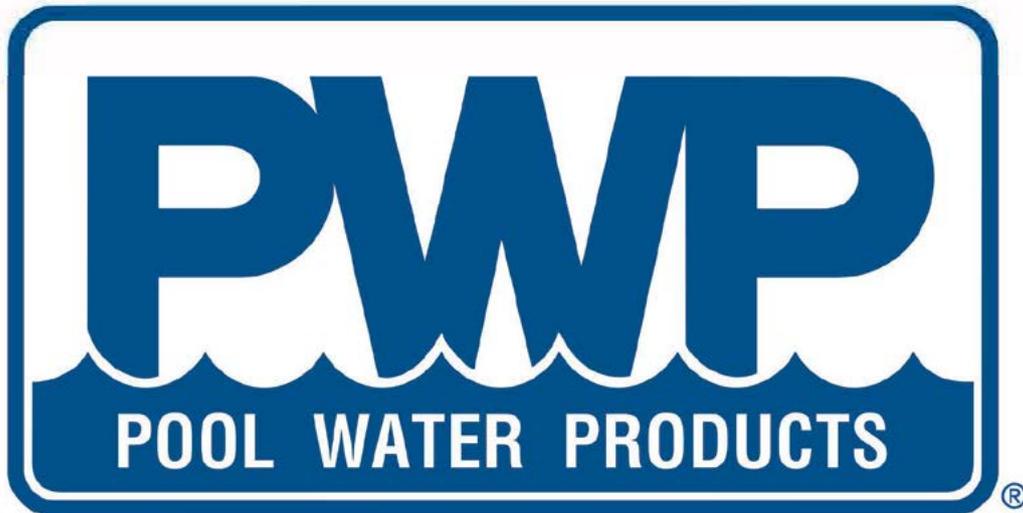
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A Midlife Wellness Crisis



I've hit a milestone I didn't expect to hit, although in retrospect the signs were right there all along: I got my first invitation from AARP to join them. Ouch.

I don't know why I was so surprised. I certainly know how old I am! And lately it seems that every time I reach over or bend down, it's accompanied by a tiny groan that I'm fairly certain wasn't present just a few short months ago. I've also noticed a few more wrinkles on my face and a few more pounds around my waistline — a development I am adamantly not in favor of.

Along with all that has come a growing interest in matters of health. Does red light therapy really work? (Yes, but it depends on the device.) What's the real deal with supplements? (The jury's still out.) Do I really have to do resistance training? (Yes, dammit.) What about bone density? (Take your calcium!)

Yes, AARP had it right — I'm in the middle of a mild mid-life crisis and coming to terms with the knowledge of my own mortality, albeit kicking and screaming a bit. But with that comes a period of self-reflection about what really matters and what you want out of life.

Believe it or not, all of this does relate to the pool and spa industry. Many homeowners are at a similar stage in their lives, where what they want from their outdoor spaces is less about entertaining the neighborhood and more about relieving stress, recharging, moving a little more and, ideally, feeling better at the end of the day than they did at the beginning.

Increasingly, that desire is showing up in backyards designed around wellness and health. Homeowners are asking for environments that feel less like a pool party and more like a personal retreat. They want warm water for aching joints, quiet spaces for relaxation, lighting that sets a calming mood, and features that support both physical and mental well-being. In short, they want a spa-like atmosphere.

That can take many forms: a thoughtfully designed spa with therapeutic jets, a pool for lap swimming or water exercise, a cold plunge pool, or integrated features such as benches, tanning ledges, and handrails. It also often extends beyond the pool itself, incorporating sound, shade, privacy, and materials that feel natural and soothing. Meeting homeowners' expectations for the design process now requires a deeper understanding of current trends, new products, and evolving best practices.

For that reason, wellness is just one of many trends we keep a close eye on. On page 30 in this issue, you'll find a package of pool design trends that reflect how broadly homeowner expectations are expanding — from resort-influenced backyards and spa-like retreats to lazy rivers, podium pools, and a continued emphasis on energy efficiency. Taken together, these ideas point to a more sophisticated, experience-driven approach to outdoor design. For builders, staying competitive means understanding how these trends work, what they require from a design and installation standpoint, and how to help homeowners translate inspiration into a project that performs as well as it looks.

As homeowners' priorities evolve, so must the industry's approach. Those who stay on top of trends and best practices will not only keep customers happy — they'll help create outdoor spaces that truly support how people want to live, now and in the years ahead.

Now please excuse me — I've got to go apply my newly minted AARP discount card to my 5 p.m. early bird dinner. **PSN**

A handwritten signature in black ink that reads "Joanne McClain".

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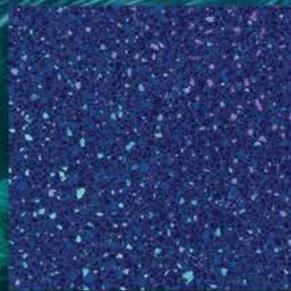
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Why Builders Who Lead With Financing Close Bigger, Better Deals

Lyon Financial's Jessie Wood explains how starting the sales conversation with financing helps builders boost trust, project size, and customer satisfaction.



Jessie Wood
Sr. Business Development
Manager, Lyon Financial

Q: Why should builders make financing part of every sales conversation?

A: Financing helps close more deals, increase project size, and build trust. When discussed early, it empowers homeowners to decide confidently, explore upgrades, and move forward faster. It positions builders as problem-solvers, not just salespeople.

Q: Why should builders talk about financing early?

A: Many customers start with a vision that exceeds their budget. Sticker shock often creates delays or causes them to scale back. Even buyers with large budgets can hesitate when faced with big price tags. Leading with financing keeps the focus on possibilities instead of limitations.

Q: But what if a homeowner plans to pay cash?

A: Even cash buyers benefit from hearing about financing. Many choose it to keep their savings intact, start their project sooner, or add upgrades. When you show both cash and financing options, you expand their choices and often increase the project size.

Q: What's the best way to introduce financing in a sales conversation?

- **Start early:** Bring up financing before quoting costs to keep the conversation focused on solutions.
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Leslie's to Shut Down Locations

In its year-end report, the publicly held retailer and distributor announced the closure of 80 to 90 “underperforming” locations.

By Rebecca Robledo



PHOTO: ADOBE STOCK

In its **Fourth Quarter and Fiscal 2025 results report**, Phoenix-based retailer/distributor Leslie's announced plans to close locations.

“We delivered fourth quarter sales and adjusted EBITDA above the high end of our previously established guidance range and are today announcing the closure of 80 to 90 underperforming stores and one distribution center, as we work with speed and urgency to improve Leslie's operations and establish a clear path to financial recovery,” said Leslie's CEO Jason McDonell.

The locations, scheduled for closure this month, are scattered across the nation. The distribution center was in Illinois and used primarily for e-commerce fulfillment. The company reports having more than 1,000 retail locations.

Other plans include removing more than 2,000 slow-moving SKUs from the company's inventory.

“In addition, we will continue to focus diligently on rightsizing the cost base of our business by reducing inventory 10% year over year and delivering direct cost reductions of \$7 million to \$12 million, which we will invest back into our customer price value proposition,” McDonell added.

The development likely comes as no surprise to observers of the company. Times have been challenging in terms of Leslie's stock value, with share price steadily declining throughout last year from just under \$45 in January 2025, down to \$1.65 at the beginning of this month.

In its conference call to discuss performance for Q4 and the year 2025, company officials also reported losing more than 160,000 residential

customers, and experiencing a store-traffic decline of 8.6%. While weather may have played a small role, McDonell said, the company primarily lays the blame on its price-value equation – or perceived value of a product or service relative to its price.

For the fiscal year, the company saw a year-over-year decrease of 6.6% in sales, at \$1.24 billion compared with \$1.33 billion. When new stores were taken out of the equation, sales decreased 8.1% compared with 2024.

The company's gross profit decreased by 7.8% to \$440 million, compared with \$477 million in 2024. Its net loss increased to \$237 million compared to \$23.4 the year before. Adjusted net loss was \$43.7 million compared to \$1.1 million in 2024.

Performance during the fourth quarter was comparatively better. Sales decreased 2.2% to \$389.2 million, from 2024's \$397.9 million. Same-store sales decreased 6.5%. Gross profit rose 4.8% year over year, to \$150.1 million from \$143.2 million.

For Fiscal 2026, Leslie's expects sales to fall somewhere between \$1.1 billion and \$1.25 billion.

To boost performance, the company reported a number of strategies to improve pricing, training, expertise and service, such as expanding its same-day delivery availability through a partnership with ridesharing company Uber. It also plans to expand its service business.

“We recognize the urgency of our situation and are committed to transparent communication as we execute these critical steps to restore Leslie's to profitable growth,” said McDonell said. **PSN**

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PHOTO: ADOBE STOCK

Acquisitions and Mergers to Close Out 2025

Sales may not keep up with the pace seen in the COVID era, but that hasn't stopped these companies from continuing their consolidation and acquisition strategies.

By Rebecca Robledo

To co-opt and butcher a popular saying: Consolidators gonna consolidate.

That continued to be the case at the end of 2025, as a number of aggressively growing companies across industry segments continued consolidating despite the market slowing down from the sales pace that originally spurred the trend.

Some acquisition highlights from the end of 2025:

Azureon: The pool care platform currently concentrating on the Northeast expanded its New York footprint by partnering with Precision Pools & Spas, based in Fairport. The 19-year-old company provides residential pool installation, renovation, and maintenance throughout upstate New York.

This makes 11 locations in five states for Azureon, which formed in 2024 with the merger of five prominent Northeastern companies and the backing of private equity firm O2 Investment Partners.

Terms were not disclosed, but Precision will maintain significant ownership in Azureon, the company said. Precision President Dave Cox will remain on board.

"Dave Cox is a talented operator, and we look forward to partnering with him and the Precision team as we continue expanding our footprint and coverage throughout New York and the Frostbelt," said Azureon CEO John Tisera.

Easton Select Group: The three-year-old service and construction consolidator, based in Easton, Mass., made two acquisitions at the transition from 2025 to 2026. Entering the Connecticut market, Easton acquired Blue Wave Pool Service and Supplies. The 42-year-old company will continue operating under its brand, with its current staff. In addition to carrying Easton into a new market, company management expects the acquisition to increase its commercial capabilities.

"Blue Wave brings deep experience operating in regulated environments, allowing us to better serve both residential customers and commercial clients with complex pool needs in one of the most concentrated and demanding markets in the Northeast," said Tim Dooling, CEO of Easton Select Group.

Boosting its presence in the Boston market, the company acquired Harrison Pool & Spa, which serves the suburban MetroWest region of Boston. The staff will remain in place, as will former owner Camden Harrison, who serves as president of Harrison Pool & Spa.

With this latest round of acquisitions, the company stands at 11 brands.

Landmark Aquatic: The St. Louis-based commercial consolidator, which started up in 2023 with the merger of two prominent aquatics firms, gained another brand when it acquired Salt Lake City-based CEM. The 45-year-old company works across the U.S.

CEM Founder/CEO Craig Nielsen and his team will remain with the operation.

Landmark Aquatic provides design, construction, renovation, and maintenance services in the aquatics industry.

Heritage Pool Supply Group: The national distributor expanded into South Florida with the acquisition of Miami-based MT Pool Distributors. The company, with six locations throughout the lower Sunshine State, will remain headed by its previous owners, Cesar and Adriana Lozada.

Heritage also opened a new location in Savannah, Ga.

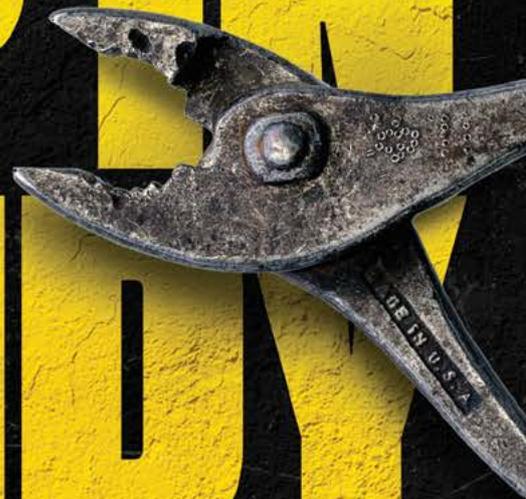
With these changes, the five-year-old distributor now holds 160 locations across 36 states.

Gladon Company: Last month, the St. Louis-based pool products supplier acquired Fiber Clear, a maker of cellulose-based pool filtration media.

Gladon said the acquisition is meant to strengthen its commitment to delivering products that improve pool installation, maintenance, and water quality. **PSN**

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The New Guy in Town

Joining Watershape University in April may have seemed like a significant pivot for Eric Knight, but all signs pointed to the educational organization.

By Rebecca Robledo

It seems that Eric Knight and Watershape University came together at just the right time.

It may seem like a major pivot for Knight to take over as executive director of Watershape University. After all, he earned his renown through his work with chemical producer Orenda, while WU first made its name as a design/construction school.

But, considering the trajectories of Knight's career and of the educational organization, it makes perfect sense.

His career started with a passion for competitive swimming. But through the years, Knight accumulated a set of disparate skills and developed an educational approach that matched WU's need as it embarks on some ambitious initiatives.

Personal mission

To Knight, pools have always been personal.

He began as a competitive swimmer with an American record for the 200-yard medley relay to his name and three Olympic trials under his belt.

After graduating from Virginia's George Mason University with Bachelor's degrees in government and international politics, and a

Masters in Public Administration, he joined a professional swim team in Charlotte. "I was invited to join," Knight says. "There were only 12 people on the team so it was a great opportunity that I could not turn down."

Over time, pools took on more significance, as years of exposure to less-than-ideal indoor air quality left him with asthma and lung damage.

"My medical conditions made this a personal problem that I wanted to resolve," he says.

At the 2012 Olympic trials, Don Baker, president/CLO of Paddock Pool Equipment Company, saw Knight's passion. "He hired me on the pool deck," to help with its work developing a ventilation system to help solve indoor air quality problems.

After a few years, he partnered with a former swim coach to develop an app and website.

"I wanted to learn more skills and take that risk at a young age, before I had a family," he says.

After selling part of the start-up, having learned how to develop apps and websites, he bonded with Orenda Founder Harold Evans over a desire to improve air quality, and subsequently joined the team. His

original title of sales manager became more of a suggestion than anything, as his job came to encompass much more. There, he developed an app, as well as educational sessions delivered in-person or via video, and wrote documentation such as white papers and blogs.

"We joke that I was in breach of contract," Knight says. "I never did what I was technically hired to do, but what I did was more appropriate to my skills and had a bigger impact, and I'm very proud of that."

All these skills came in handy early this year, when Watershape University sought to hire an executive director, start an educational program specifically geared to service technicians and service-company management, and provide more online learning.

The service program contains three tiers – Watershape Service Technician, Watershape Professional Technician, and Watershape Master Technician. Most courses are provided online, with more to come.

"Our idea is to allow small businesses to have a program they can put their employees through at a reasonable cost, mostly online followed by sessions at trade shows to get the in-person component," Knight says.

Educational approach

Underpinning Knight's approach to education is a desire to repair

what he terms a status problem for the industry – namely, that many outside and even inside this profession underestimate the depth and breadth of skill involved.

"We are not seen on equal playing fields with electricians, plumbers, or the HVAC trade," he says. "I think our trade should get the respect of the others, because it is a hard trade."

To help with that, Knight would like to see pool and spa companies referred to as "practices," much like in the medical or legal fields. As he sees it, providing a vision of the pool/spa service trade as a career that's both viable and fulfilling constitutes the most important component in accomplishing this particular status upgrade.

"One year of cleaning pools in the hot summer turns a lot of people away unless they see that they can be good at this and there's a meaningful career to be had," he says. "That goes far deeper than water chemistry. WU aligned perfectly with being able to solve that problem."

Knight has come to believe that anybody can develop the variety of skills and expertise that he has. And that certainty proves foundational for his educational approach. It just takes work, training, research, and a lot of practice.

"I don't believe anybody is naturally born with skills to be great at these things," he says. "I don't think it's a talent, it's a skill – and anybody can learn a skill." **PSN**

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CASE STUDY:

How Improved Scheduling and Inventory Provide Exceptional Customer Service

Founded nearly 50 years ago, Blackthorne Hot Tubs in Salinas, Calif., has steadily grown into a leading spa and hot tub business serving six expansive counties across Central California. Under the leadership of President and CEO Malina Breaux, the company has embraced technology to support its growth while maintaining a high level of customer service. For several years, Blackthorne has relied on RB Retail and Service Solutions software to streamline operations, improve scheduling and inventory management, and ultimately enhance profitability.

Improved scheduling

Like many small spa and pool businesses, Blackthorne initially managed service scheduling with Google Calendar. While this solution worked in the early stages of the business, it became increasingly limiting as the company expanded. The lack of integration with their core business software made it difficult to manage growing service demands efficiently.

Recognizing the need for a more robust scheduling solution, Blackthorne briefly attempted to use a system that operated independently from their primary business software. That decision quickly proved to be a mistake. “It was a big regret,” says Breaux. “As the business continued to grow, it became clear that having every department operate within the same system was essential.”

This integration proved especially vital for the rapid expansion of Blackthorne’s service department, including contract maintenance and revolving service schedules. Once Blackthorne implemented RB Solutions software, they found that it enabled their stowould

The software also provides powerful reporting tools that allow service professionals to track contract expiration dates, making renewals fast and efficient. Additionally, RB enables users to analyze job profitability by displaying revenue earned to date, percentage complete, total completed tasks, balances due, and overdue amounts.

Improved inventory

Beyond scheduling, RB Software quickly became the operational backbone of Blackthorne’s business through its advanced inventory management capabilities. Accurate inventory control is critical in the pool and spa industry, where seasonal demand can fluctuate dramatically. RB’s inventory reporting allows Blackthorne to forecast seasonal stock needs and prepare for peak periods, such as the busy summer months.

“Up to the minute, accurate inventory management helps prevent overstocking or understocking, improve cash flow, reduce shrinkage, and gives pool and spa business owners the



ability to quickly make marketing decisions and promotions,” says Breaux.

When asked to name her favorite feature, Breaux immediately pointed to inventory reporting. Built-in vendor integration allows users to check inventory availability and order status before placing orders, helping the company avoid costly delays. “Being able to define item types and see seasonal adjustments is so helpful — it ensures we don’t run out of key items in the middle of the summer,” she says.

Inventory search tools also enable staff to locate items quickly by department, category, vendor, or description. Real-time SKU cost tracking further ensures products are priced at desired profit margins, preventing losses caused by outdated cost data.

Enhanced customer satisfaction

Since adopting RB Software, Blackthorne has seen measurable improvements in efficiency and customer satisfaction. Automated scheduling, end-of-day reporting, and seasonal inventory adjustments have streamlined internal workflows and reduced administrative burdens. These efficiencies allow staff to focus more on customer needs and service quality.

“It’s not just a tool; it’s a partner in our business,” Breaux says. “From smooth onboarding to ongoing tech support, RB has empowered Blackthorne to operate more efficiently and confidently as we continue to grow.”

Find out how RB’s software can improve your scheduling, inventory and customer experience—view our virtual demos on demand or schedule a no-obligation demo.
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PHOTO: COURTESY WESTERN POOL & SPA SHOW

The Western Pool & Spa Show returns to Long Beach, Calif., for its 48th year from Feb. 12 to 14, 2026. This is the first time the show will take place on Valentine's Day. Last year's show was earlier in February, and in previous years it took place in March. Show Director Eric Nielson said the event will incorporate the holiday theme into some of its prizes and activities.

As in previous years, the event will be held at the 78,000-square-foot exhibit hall in the Long Beach Convention & Entertainment Center. Nielson expects more than 10,000 attendees, both national and international, and around 300 exhibitors on the show floor.

The biggest change for 2026 is the exhibition scheduling. Historically, the first day on the show floor took place in the evening. "Everything has gone [to] the daytime now, so our first classes are 8 a.m. to 2 p.m. every day," said Nielson. The show floor will be open from 1 p.m. to 5 p.m. on Thursday, so people can attend the welcome party, which is returning this year.

Enhanced education opportunities

The Western Pool & Spa Show will again have an extensive education schedule with 92 different classes. Education offerings are updated each year, so

attendees can expect to learn something new. This go-round, almost 70% of the classes have new material, according to Nielson.

There are classes on everything from water chemistry and heaters to business and marketing, as well as more advanced topics, such as fluid dynamics. As more builders attend, classes that cover construction topics have been added. The show also continues to add to its business class roster.

Whether you're a service or construction pro, marketing, accounting, and human resources are important to know and understand. "We've been doing more classes on those aspects of the full business," said Nielson. One of the digital marketing courses will also delve into artificial intelligence (AI) and how to use it as part of a social media management strategy.

In addition to classes on growing a business, there will be classes on retirement that cover how to plan an exit strategy. Attendees will learn ways to build or work their business, so they're prepared to retire. "That's something everybody should be thinking about," said Nielson.

One of the big topics this year will be California's Title 24. After Jan. 1, California builders will no longer be allowed to install a gas heater as the primary source of heating in new projects. "We have specific classes dealing with that," said Nielson.

The show has partnered again with Watershape University to add pre-show courses on pool design and construction practices. See the course list and register [here: westernshow.com/product/watershape-university](https://westernshow.com/product/watershape-university)

Classes will take place at the Long Beach Convention Center, and Watershape University will hold its sessions at the Westin Long Beach hotel.

The in-person Certified Pool Operator training will return this year as well. The two-day class will be held at the Marriott Long Beach Downtown on Feb. 12 and 13.

In addition to taking classes, attendees will have the opportunity to schedule a 15-minute private meeting with participating instructors who cover business topics. As part of the online registration, "you'll be able to click on the class and see more information about the instructor, and we'll have a system of being able to make appointments," explained Nielson. Meetings will take place in a designated area of the show floor.

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PHOTOS: COURTESY WESTERN POOL & SPA SHOW

Show highlights

The Western Show Benefit Evening, a welcome party sponsored by HASA and Heritage, is back by popular demand. Considering the popularity of last year's party, Nielson said, this time the show floor will close early enough for people to attend. The Benefit starts on Thursday, Feb. 12, at 6 p.m. and goes on until 10 p.m. Guests can purchase tickets for \$20 on the show's website: westernshow.com, and proceeds benefit the Step Into Swim program.

Organizers expect 800 to 1,000 people. Doors to the venue, Ovation Square in Long Beach, open at 5:30 p.m. There will be an open bar and enough food that partygoers shouldn't need to stop for dinner beforehand. "Last year we had a Queen tribute band, and this year we're [having] a great Journey band," said Nielson. He recommends getting tickets early because of the event's popularity.

The Giveaway Area will return with its ping-pong ball lottery-style machine. Attendees can register to win daily giveaways, including pumps, heaters, filters, cleaners, tools, nets, tool bags, and more. Giveaway amounts will be the same, with a \$20,000 cash grand prize and over \$50,000 in prizes, some of which Nielson said might be themed for Valentine's Day.

While the grand prize winner gets \$20,000, 10 finalists will go home with something close to \$1,000 in value. A second-place winner could receive \$5,000 or \$6,000 worth of equipment.

Li'l Algy, the long-time show mascot, will be more prominently featured in marketing materials. "We did some surveys and realized that some people think he's a pirate," said Nielson. "He's not a pirate; he's like a sheriff or a Western character." Organizers hope to clear up the confusion about Li'l Algy with new portrayals of him in Western-themed settings. Sticking to tradition, someone will play the live character at the show.

The miniature golf area, popular with families, will return. There will also be a putting contest.

A Valentine's Day-themed photo booth is a new addition to the Western Pool & Spa Show. People will be able to take funny pictures.

Like in previous years, people going to the show are encouraged to bring their families. Nielson said the nonprofit likes giving back to the industry and seeing people bring their kids to participate in events. "We have people who grew up in the industry [attending the show and taking pictures with Li'l Algy] and have their grandkids [taking] pictures with Li'l Algy," said Nielson. **PSN**

Show Schedule

Exhibit Hours are 1-5pm daily
Classes in **Pink** are in Spanish

Thursday, Feb. 12, 8:00 AM

Hydraulics for the Service Pro
Classroom S1

Stain Prevention & Removal
Classroom S3

Heating w/ Solar: Design, Installation,
& Service
Classroom S4

Profitable Pool Inspections
Ballroom A

Salt Troubleshooting: AquaRite S3
Ballroom B

Plaster Surface Issues Research
Seaside Prefunction

Changes in Article 680, 2020, 2023,
2026 NEC
Classroom S5

Hayward Solucion De Problemas De Sal
Classroom S6

Code-Compliant Gas Heater Installs:
NFPA 54 & Title 24
Classroom S7

Thursday, Feb. 12, 9:30 AM

Electricity for the service Pro
Classroom S1

JiQ Smart Heater
Classroom S3

Electrical Mindset Knowing the Why
Classroom S4

Sanitation HydraPure UV/Ozone
Ballroom B

Mastering Your Numbers: Profit
Margins, Cash Flow
Classroom S5

Desinfeccion Avanzada HydraPure
UV/Ozono
Classroom S6

Revolutionary Pool
Classroom S7

Thursday, Feb. 12, 11:00 AM - 12:15 PM

Filter Safety
Classroom S1

TruClear XL
Classroom S3

Non-Chemical Strategies to Kill and
Prevent Algae
Classroom S4

Managing Workload & Avoiding
Burnout
Ballroom A

OmniLogic Programming & Basics
Ballroom B

Future of Pool Surface Life & Care
Seaside Prefunction

AI is Killing Google & Replacing SEO
Classroom S5

Essential Y Programacion De Omnilogic
Classroom S6

Revolutionary Pool Care that
Actually Works
Classroom S7

Thursday, Feb. 12, 12:30 PM - 1:45 PM

General Filtration
Classroom S1

TruClearXL
Classroom S3

Troubleshooting Mystery Pool Problems
Classroom S4

Building a Profitable Pool Business
Ballroom A

TracVac Hands-On Tear Down
Ballroom B

Next Generation Startup
Seaside Prefunction

Hiring, Training, Management &
Retention
Classroom S5

Desmontaje De Hayward TracVac
Classroom S6

Making Social Media Work - Not a
Second Job
Classroom S7

Friday, Feb. 13, 8:00 AM

IntelliVibe Lights
Classroom S1

Heat Pump Title 24
Classroom S3

La Química de Piscinas de Bob Lowry
para Profesionales del Servicio
Classroom S4

Basic Principles of Leadership
Ballroom A

OmniLogic Programming &
Basics
Ballroom B

Avoiding Litigation: Protecting Builders
Seaside Prefunction

Slash Taxes, Reduce Liability
Insurance Costs
Classroom S5

TBD
Classroom S6

Chemistry Issues Research
Classroom S7

Friday, Feb. 13, 9:30 AM

IntelliChlor Salt Cells
Classroom S1

Levolor
Classroom S3

Aquacal
Classroom S4

Turning Numbers Into Knowledge
Ballroom A

Omni X and Gen 4 Pumps
Ballroom B



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Show Schedule

The Future of Pool Surface Life
Seaside Prefunction
Future Trends of Digital Marketing
Classroom S5
Hayward Omni X Y Bomba De
Generation 4
Classroom S6

Friday, Feb. 13, 11:00 AM - 12:15 PM

IF3 Variable Speed Pumps
Classroom S1
Fluidra Bomba de calor y Título 24
Classroom S3
Guerra contra las Algas: Estrategias No Químicas para Eliminar y Prevenir Algas
Classroom S4
Time Management Strategies
Ballroom A
Commercial - Chlor King & CAT Controls
Ballroom B
Start Up, an Introduction
Seaside Prefunction
Profit First for Pool Pros
Classroom S5
Equipo Para Uso Comercial- Chlor King y CAT Controls
Classroom S6
Lighting Design & Nightscaping
Classroom S7

Friday, Feb. 13, 12:30 PM - 1:45 PM

Heaters
Classroom S1
Heat Pump & Title 24
Classroom S3
Nuts and Bolts of Commercial Pool Service
Classroom S4
Understanding Cost, Pricing, and Profitability
Ballroom A
Heaters & Heat Pumps
Ballroom B
Equipment Pads Built for Ease of Service
Seaside Prefunction
Insurance Made Simple and Avoiding Claims
Classroom S5
Instalacion Y Solucion De Problemas De La Familia De Calefaccion
Classroom S6
Heat Pump Fundamentals & Title 24
Classroom S7

Saturday, Feb. 14, 8:00 AM - 9:15 AM

Intellcenter Automation Panel
Classroom S1
Legislation & Litigation: Is Pool Service the Next Target?
Classroom S3
STOP Germs Before they Stop your Sales
Classroom S4
Marketing to Build Trust, Authority & Impact
Ballroom A

How to Write a Service Contract
Ballroom B
Acid Washing 101
Seaside Prefunction
Stand Out or Get Overlooked: Branding, SEO, AI
Classroom S5
Energy Code & Compliance Standards
Classroom S6
TBD
Classroom S7

Friday, Feb. 13, 9:30 AM - 10:45 AM

Intellcenter Automation Panel
Classroom S1
The Mentor Model: Creating the Next Generation of Pool Pros
Classroom S3
Bob Lowry's Pool Chemistry for Service Pros
Classroom S4
Principles of Pool Chemistry
Ballroom A
Common Construction Defects
Ballroom B
From Service Pro to Specialist
Seaside Prefunction
Managing your Business for Efficiency & Profit
Classroom S5
Certified Stain Specialist
Classroom S6
Built-In Automation for Title 24 Success
Classroom S7

Saturday, Feb. 14, 11:00 AM - 12:15 PM

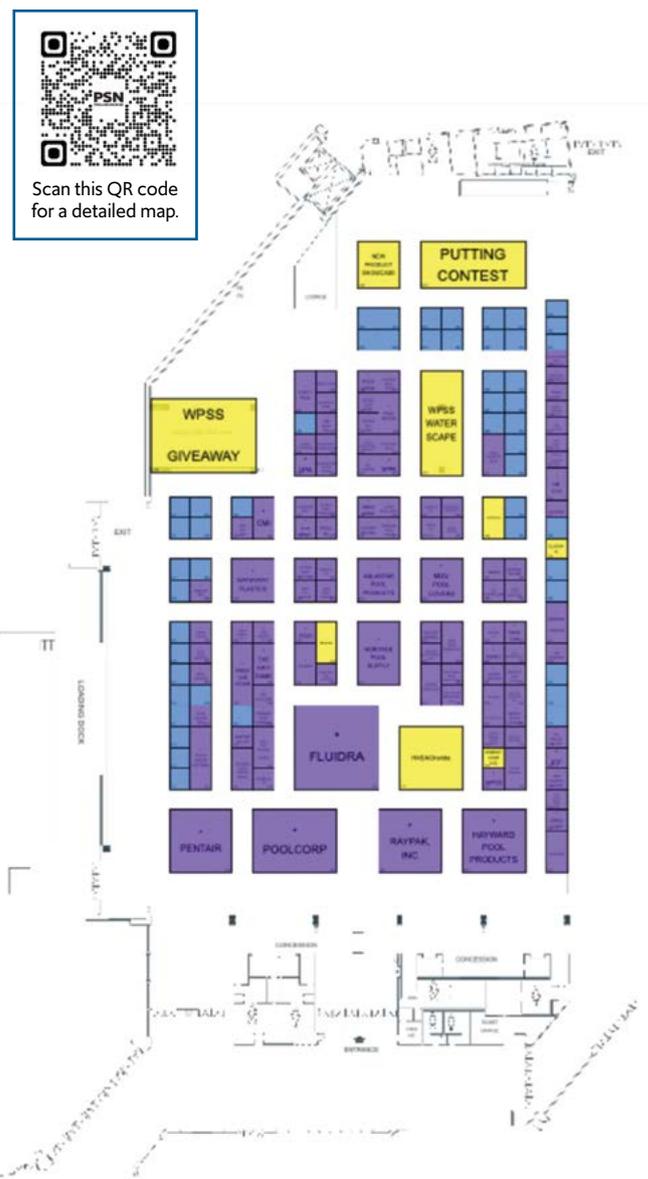
IF3 Variable Speed Pumps
Classroom S1
Bonding 101
Classroom S3
Title 24: Compliant Pool Heating & Solar
Classroom S4
Innovations in Algae Treatment
Ballroom A
Clear Water, Less Work: Circulation, Filtration & Chemistry
Ballroom B
Structural Repairs of Existing Pools
Seaside Prefunction
Importance of Comp Insurance Coverage
Classroom S5
Proper Startup Procedures for a New Pool Surface
Classroom S6
The Chlorine Free Pool: Reality or Myth?
Classroom S7

Saturday, Feb. 14, 12:30 PM - 1:45 PM

ETi Heaters
Classroom S1
Aquacal
Classroom S3
AI 101: Understanding Options
Classroom S4
Building Profit into Every Sector
Ballroom A

Mental Health, Burnout, and Boundaries
Ballroom B
Winning More Jobs: Sales Psychology
Seaside Prefunction
Technician to CEO: Shifting Your Mindset to Run a Business
Classroom S5
Portland Limestone Cement Update
Classroom S6
Rethinking Stabilizer/CYA in Modern Pool Care
Classroom S7

The Western Pool & Spa Show Floor Plan



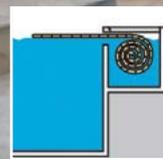
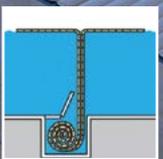
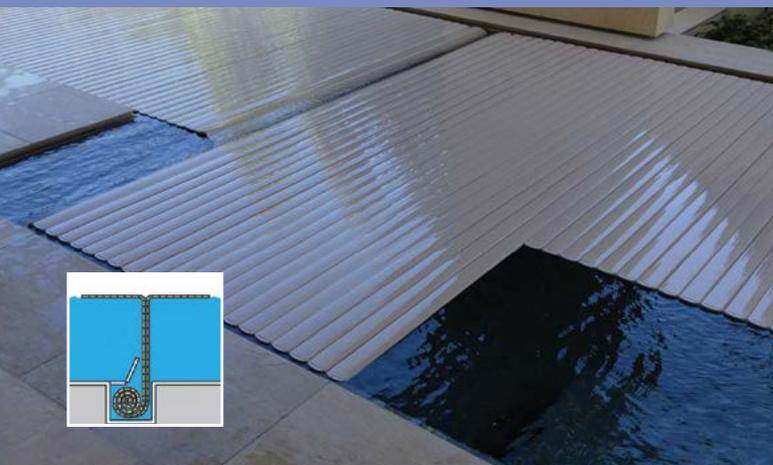


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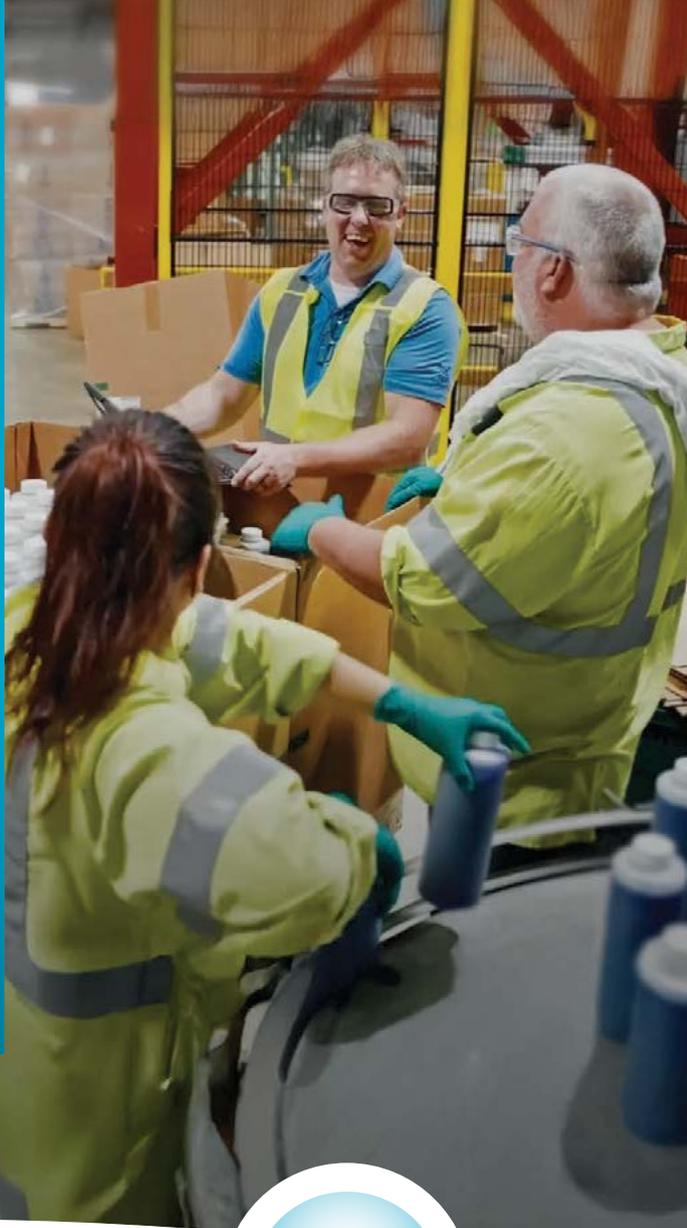
Concerns about IP have never been more important. Here, experts offer tips for protecting yours.

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Chances are, if you haven't had one of your company's photos copied from your website and placed on another's, you know someone who has.

For manufacturers, a pressing issue is knock-off products being sold on the internet. Industry buying groups report having to address trademark infringement about a half dozen times per year.

Largely due to the internet, intellectual property is breached more than ever. "It's an issue for everybody, so there's no reason why our little corner of the world would be exempt," says Steven Getzoff, senior litigation partner with Lester, Schwab, Katz & Dwyer in New York and outside general counsel for the Pool & Hot Tub Alliance (PHTA).

"The world is becoming smaller."

Here, attorneys and others familiar with intellectual property rights and law share some background on copyrights, trademarks and trade secrets, as well as tips for protecting them.

COPYRIGHTS

These protections apply to photos, training manuals, and other works of authorship.

Among builders, the most frequent infractions come when other companies lift their images off their websites.

While you can register these photos for copyrights, it's not required. If you created it and give it the old circle-c, you own it. However, if you feel strongly about protecting your copyright, seriously consider registering the materials. Registration puts the owner in a position to take legal action, should somebody infringe your rights.

While registering individual images generally isn't practical or financially sensible, some services can register images in bulk for a lower price.

But you also must understand that any images you register become available to the public through the U.S. Copyright Office.

Companies can take certain measures to make it more difficult for others to lift images from a website. For instance, you



PHOTOS: ADOBE STOCK

can disable right-click abilities to prevent web users from saving the photo. Additionally, you can place watermarks on the images to show who owns the images.

Finally, if your website includes photos that have been taken from another company's website without their permission, take them down. Some justify this by saying, "We're not saying we designed or built this pool — we're showing it as an example of what we can do." Even so, using somebody else's intellectual property without their permission is not legal and — many would say — not ethical.

There is a fact about copyright, and photographs in particular, that many in the industry don't realize: Even if you pay a photographer or other freelance individual to take photos, those images don't necessarily belong to you.

"If I don't have the right agreement with them, I may own [some] physical shots, but I might not actually own the copyright — the photographer might," says Andrew Nelson, a partner in the Costa Mesa-Calif. based law firm Forward Counsel LLP, who specializes in intellectual property. "The photographer might be well in their rights to complain to me if I actually re-use those photos later without getting the right assignment of those copyrights."

When you hire a photographer, check

the contract to see how the copyright is addressed. Ideally, Nelson says, you would want the contract to assign you the copyright, so you own the images outright. Some photographers will not do that — and that's probably okay.

At the very least, make sure the contract grants you unlimited license to the images so you can reproduce them and use them as you'd like. If the photographer retains ownership of the copyright, ask how he or she might use the images.

TRADEMARKS

These apply to company names, brands, logos, and the aesthetic aspect of a product's design (known as trade dress).

This aspect of intellectual property can be particularly tricky for the pool/spa industry, which seems to gravitate toward certain words when developing company names, observed Patrick Walls, a consultant, former CEO of United Aqua Group, and an attorney with a background in franchises. He believes this issue is more pronounced in the industry.

"You can go from town to town, and even sometimes in the same big city, and you'll find a duplication of names," he says. "Because most people name their swimming pool company or retail store something to do with water, aqua or

something related. So it's not uncommon to see how there could be conflicts."

Where copyrights are meant to protect the holder, trademarks are devised to help consumers by making it easy for them to identify a company and distinguish it from others that offer the same goods or services.

Because of this, context plays a heavy role in trademark-infringement lawsuits. The central question by the judge becomes whether or not the defending company's name or logo would confuse consumers. "If the answer is yes, then you have a claim; if it's no, you won't," Getzoff says.

If a company shares your name but doesn't work in the pool/spa industry, you likely will not have a case. Not only can a consumer distinguish between a pool/spa company and, say, a lumber yard, but the lumber yard would have obtained a different class of trademark, so they can coexist.

However, some cases are murky, Walls

says. Logos, for instance, can become less cut-and-dry because they comprised so many elements — name, shapes, colors, etc. So, even if two companies are unrelated, similar logos can become a concern.

"If you're Pat's Pools, and someone else is operating Pat's Lumberyard, the question is, will a consumer likely think that the two companies are connected? Probably not. But let's say that Pat's Pools' logo has an aqua blue color scheme with a certain script type, and Pat's Lumberyard is the same. The customer might think they must be the same company."

Certain words within a name are more protected than others. Obvious or common words can be harder to protect in court. This can become problematic for companies using what are known as trademarks, which use positive descriptors such as "speedy" or "quick."

National and state trademarks can be acquired — as long as you actually use

them. Companies cannot hold onto a trademark in a market area if they do not do business there.

NAMING FOR THE LONG RUN

When naming your company, seriously think about how you would like the company to evolve. Will it always have one location and work within a few-mile radius? If so, look around that market area to make sure there's no duplication, and register in that area.

But if there's any chance you might want to grow throughout the state or even the country, do a more extensive search and develop a truly unique name. An attorney can help you scour through the state or country to look for companies with duplicate names, or you can visit the website of the U.S. Patent and Trademark Office (USPTO).

"I would always think big," Walls says. "If I were starting a company, I would try to

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think about where this could go, and as such, I would make sure that I had a name that I could expand with if I wanted to.”

Even if you don’t register your name, you may enjoy prior rights in your market area. However, if you think your name is truly novel, you might want to give it that protection, Walls suggests. This can be done through an attorney or by going to the USPTO’s website and filing.

“Then you know you have a registration, and if you choose to expand later on, you know you’re going to be in a pretty good position,” Walls says.

But, once again, you must conduct interstate commerce within a certain period of time to hold onto your federal trademark.

Once you get your company name and/or logo trademarked, you must police it. If another firm operates with your name long enough and you fail to intervene, you may lose your protections.

You can also better shield your own trademark by working to achieve a high internet search profile, Getzoff says.

“If you have such a good web profile, then why would someone else want to use that name? Every time somebody does a search, the first 10 listings are going to send them to you.”

TRADE SECRETS

There are times when you may decide against registering certain elements of your intellectual property.

That’s because the cost of gaining copyright protection is greater than the loss in enterprise value of the intellectual property if it were to become public knowledge. This becomes especially important if you have a chain, franchise, or if you just own a novel system that sets you apart from your competitors.

“Our manuals, systems and processes were held very tight to our chest,” says Troy Hazard, a consultant and former chairman of the board for Poolwerx, whose U.S. headquarters are located in Dallas. “They’re under the [protection] of the franchise

agreement, where our franchise partners are bound to not disclose that information for any use other than running their business.”

For smaller companies, the best way to accomplish this is with a non-disclosure agreement, which states that an employee cannot share trade secrets with others. “I think, for a lot of small companies, the biggest problem they have is theft from current or former employees,” Getzoff says.

To serve this purpose, many companies try a less-effective channel — the non-compete agreement, which states that an employee cannot work for a competing company after they leave. These have fallen out of favor with many courts and even government entities. In fact, several states have passed or are seeking to enact laws that limit or bar the use of these contracts.

“Non-competes are not favored because they can deprive somebody the ability to earn a living in their chosen field,” Getzoff says. “If you work for me installing pools, and I want you to sign an agreement saying you can’t work for any other pool builder within 60 miles for three years, how are you going to make a living?”

Judges and government officials also have become impatient with companies that require lower-level employees to sign such agreements, rather than limiting the documents to management or executive-level staffers. Some see this practice as abusive.

For the most part, non-competes are best limited to exiting company owners when they sell their firm, he says.

Non-disclosure forms are easier to enforce, but even they are usually most appropriate for higher-level employees, these experts agree. Consult an attorney when choosing a form, Walls says. Each state has different requirements, so it’s best to have an expert help you choose the right form.

Also keep in mind that the enforceability of a non-disclosure agreement depends somewhat on how a company’s trade secrets are treated. If you view something as a trade secret, protect it as such. It should not be

shared on websites or otherwise released for public consumption. Even when passed around within the company, trade secrets should have an identifier stating that it is confidential. If not, a judge may not agree that an employee could not share it.

TAKING STOCK

You could say that intellectual property defines franchisers. At the very least, this sector is more aware of its importance.

Developing a franchise often means creating IP that distinguishes it from others, so owners and managers often are especially conscientious, Hazard says. “So it’s important to identify that property, and then develop a strategy to mitigate risk in relation to some of that information making it out into the public domain.”

Hazard recommends auditing your own company to pinpoint what information, systems, documents, etc., constitute intellectual property that should be protected. Of course that includes your name and branding, but are there proprietary technologies or tools that you have created? Do you have a system in place that sets your company apart? A secret sauce?

“Every bit of intellectual property that you can generate forms part of the enterprise value of your business,” he says. “It can be simple things. Even digital assets don’t come into the consciousness of some operators as assets that should be protected.”

The easiest way to do this is to ask: What am I doing that my competitors are not that adds value to the business?

“If you do an audit on what you believe those assets to be, you might actually reveal some things that you had not considered before to be something that adds value to your business,” Hazard says. “If you look at it solely that intellectual property is made up of things that can be registered, you’re probably leaving money on the table. There are so many things you could be creating that add value to your business, that you just need to find an alternative way to protect.” **PSN**



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PHOTO: POST BROTHERS

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PHOTO: RANDY ANGELL DESIGNS

Delivering on the Health, Wellness, and Self-Care Boom

Learn how the increased focus on health, wellness, and self-care currently manifests in homeowner product and design preferences.

By Rebecca Robledo

The issue of health, wellness and self-care has been on the collective radar globally for several years now, and the industry has been getting out the word that its products perfectly align with this human need. More builders are seeing the results, as homeowners get the message.

"That's a huge trend that just in the last year or two has become a major focus with almost every client I'm working with now, whether that's been influenced by their time at a resort spa or a local spa," says Randy Angell, CEO of Randy Angell

Designs in Plano, Texas. "Then there's the influence of home fitness over the last few years, where a lot of people have moved their fitness into the house as opposed to going to a gym or facility."

Consumers want to bring the spa experience into their own homes. This translates not only in the rising popularity of such products as spas, saunas and, now, cold plunges. It also means they're willing to set aside more square footage and budget to weave these products into a beautiful space that offers a transformative experience.



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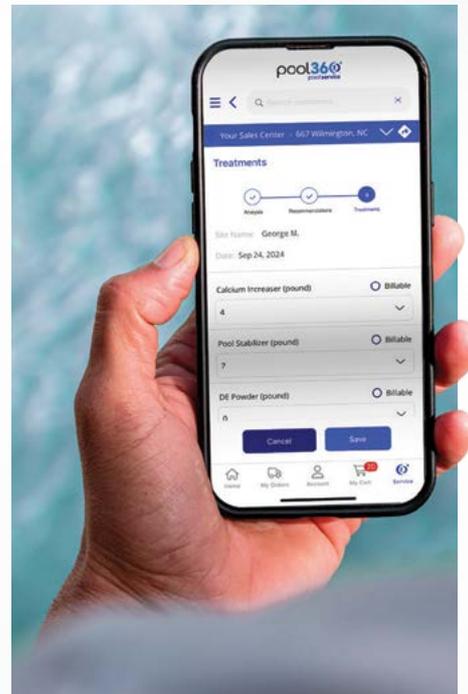
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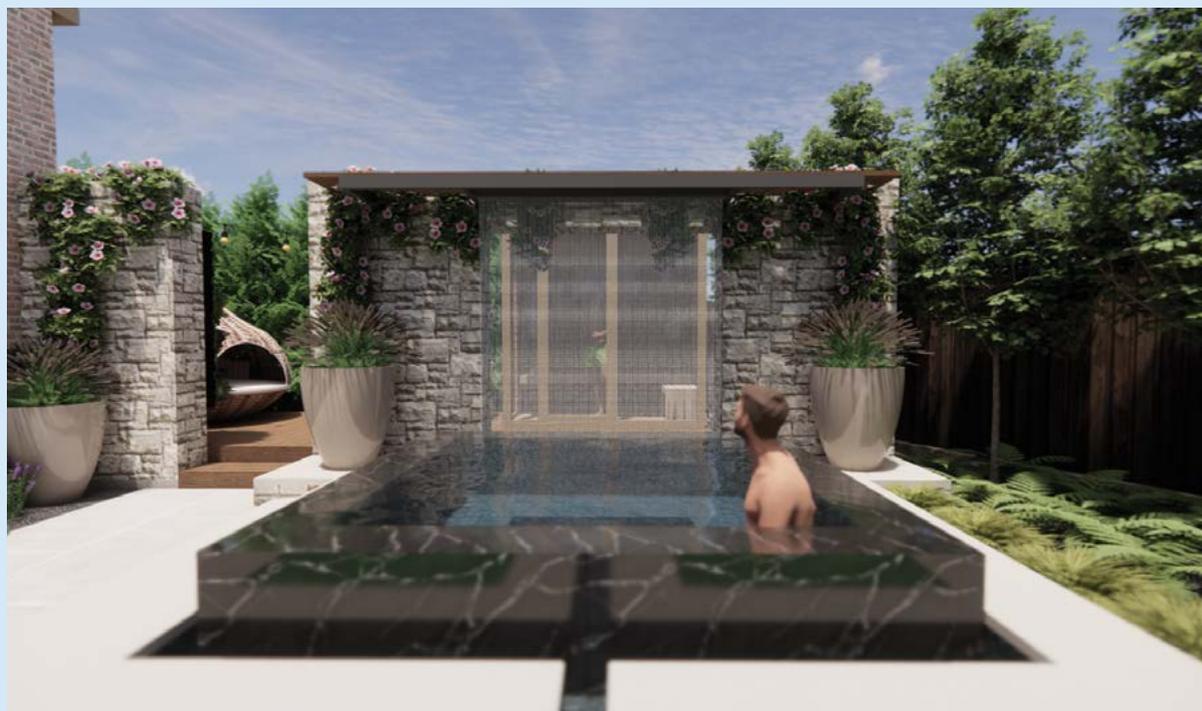


PHOTO: RANDY ANGELL DESIGNS

From spa to home

When it comes to specific wellness-related features, requests for cold plunges are significantly on the rise. Designer and builder Nick Hauk estimates that about 60% of his new clients ask about them. Of that, he says, 30% to 40% of them move forward with the feature.

"We're seeing a lot of architects who spec it into their homes as well," he observes. "So they're in the front end of a project."

He also reports seeing an uptick in inquiries about wooden barrel saunas.

When a client moves forward with a cold plunge, he'll typically install a stainless-steel model, finding them more efficient and cost-effective than building one out of concrete, especially indoors. His clients most commonly request them to go inside the home, near the master bedroom or gym.

"Most people don't want to walk very far from their master bath to the cold plunge and go back inside," he explains.

The total experience

But it's not always as simple as selling more wellness-related features and incorporating them into the backyard design.

Angell sees more of his clients asking for dedicated

wellness spaces with spas, cold plunges, or other therapeutic features set aside to create a serene area, removed from the more active recreational, play, and entertainment destinations.

"We're seeing a lot of requests for outdoor showers and installing a [fiberglass or acrylic] spa as opposed to the spa in the pool," Angell says. "We're creating whole wellness areas in our backyards. That's certainly something that just in the last couple years has gained a lot of traction."

These wellness areas may include yoga spaces as well. But it's not just about the activities themselves. Designers are expected to create an aesthetic to match. For his clients, that often means a Zen influence.

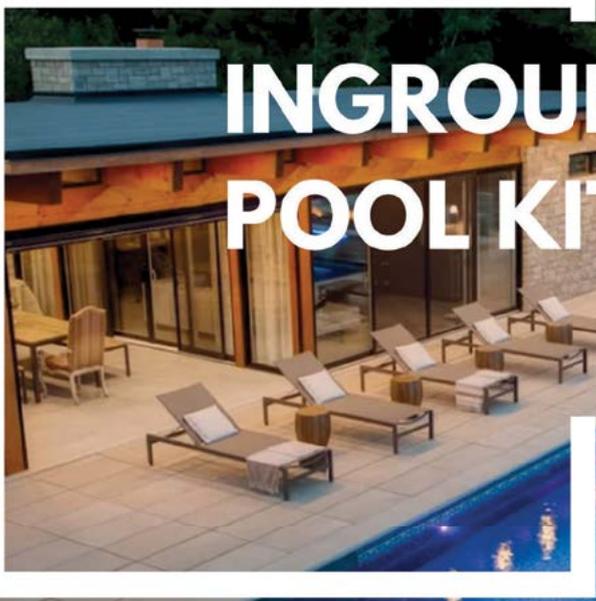
"They're wanting to create a space within the yard that is kind of an escape," Angell says. "Oftentimes it means bringing in natural elements, like using wood or composite wood decking, shade structures, and small recirculating waterfeatures."

Gentle, calming waterfeatures, such as spheres with water cascading over them, often make a perfect fit, he adds. "It is recreating an experience they had at a really luxurious spa."

Creating these spaces outdoors could involve adding some type of divider, whether it be a wall or landscaping – or making use of a narrow or secluded side yard. **PSN**



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PHOTO: CHRIS COSTEA

Podium Swimming Pools: The Sky's the Limit

With the promise of optimized space – and killer views – rooftop and podium pools are appearing in more properties than ever. Consider these keys to safeguarding these installations.

By Rebecca Robledo

Space may be shrinking, but consumer expectations continue to rise. For this reason, it's imperative to stretch every square foot for all it's worth.

This applies to both residential and commercial pools and spas. So it only stands to reason that podium pools are becoming more popular than ever. These installations are constructed within a building envelope on anything other than ground level, supported by the building rather than earth. Rooftop pools fall under this category, but not every podium pool is a rooftop pool. In this application, they make the most of the rooftop space, and provide an outdoor

pool without having to place it outside the building footprint. And they offer gorgeous views to boot.

However, podium pools also carry significant risk if the structure should leak. And any needed repairs would be exponentially more expensive, due to access issues. Consider the following when undertaking this kind of installation.

1. Expect beefed-up construction.

Structural integrity is a top concern with any pool, but here it is especially critical. Podium pools will require beefed-up construction and support measures, including stronger concrete, heavier-than-

normal reinforcement for concrete shells, or perhaps the use of stainless steel pools to lighten the load.

Separate support structures will have to be constructed into the building, as well as a vault to hold the pool shell, in many cases. When working on these pools, make sure the building architects and engineers allow enough room to accommodate the vault plus the shell (including the depth), not to mention the surrounding plumbing and equipment that can cause more sprawl than expected.

Extra measures will likely be required to help the structure and surrounding plumbing move with the building. In the case of vault pools, for instance, engineers often specify a separation layer between the pool and vault to protect the shell from building movement and to stop cracks from spreading from the vault to the pool shell.

2. Live and die by waterproofing and drainage.

This is arguably the most critical part of a podium pool installation, as it's necessary to fend off the type of catastrophic damage that can occur from severe leaks.

These pools generally require a combination of

methods for blocking, trapping, and directing water, potentially including admixtures in the shotcrete, some type of membrane, sealants in and around penetrations, or waterproofing agents. Always make sure any waterproofing products are appropriate for the application and compatible with any others that make up the combination.

Drainage also will be required to divert unwanted water from inevitable leaks and condensation away from the area.

3. Map everything out in advance.

Precision is paramount on these projects, so every item, down to the fitting, should be planned before construction.

Draw out plumbing schemes, including penetrations, as well as struts, clamps or other methods for supporting the pipe and protecting it against vibration and wear.

Also note all the peripheral parts of the building, such as air-conditioning ducts, gas lines, and conduit. With access at a premium, the trades will have to be carefully scheduled. **PSN**



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Smarter by Design: How Energy-Efficient Pools Are Evolving Beyond Equipment

From better plumbing to smarter automation, today's top builders explain why true energy savings come from thoughtful design — not just better products.

By Nate Traylor

When homeowners think about energy-efficient pools and spas, it's not just about sparing the planet — it's about saving money.

"The bigger concern, especially in this economy, is cost of ownership," says Skip Ast III, director of sales for Shasta Pools, serving the Phoenix metro area.

Thankfully, energy efficiency and cost savings go hand in hand. And achieving efficient pools isn't just about buying the newest variable-speed pump or

installing LED lights. True efficiency, say leading pool designers and builders, starts with how the entire system is designed.

"We've had a huge leap in energy-efficient products," says Jordan Clarkson, owner of Clarkson Pools in Jacksonville, Fla. "Now we need people on the ground to continue developing better functionality and better use through design. They complement each other."

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Both Clarkson and Ast are part of a new wave of builders shifting the conversation around efficiency from equipment specs to real-world performance.

Smarter equipment meets smarter plumbing

Modern pools routinely feature variable-

speed pumps (VSPs), high-efficiency gas heaters, and LED lighting. But without the right plumbing and hydraulic design, even the best products can underperform.

“One manufacturer found that a lot of customers with VSPs were actually spending more,” Ast says. The culprit? Poorly designed systems. Smaller, 2-inch plumbing lines, for

instance, can create significant back pressure, forcing the pump to work harder and negating energy savings.

Consider this analogy: “You’re basically putting a Ferrari engine in your car but never getting above 20 mph,” Ast explains.

Ast favors larger-diameter plumbing — typically 2½ inches — and uses sweep 90-degree fittings instead of sharp angles to improve flow. Clarkson also standardizes advanced circulation systems, such as floor returns, to maintain consistent temperatures and chemical distribution throughout the pool.

“That’s something that can be done today, and more people are starting to understand it,” Clarkson says. “They’re asking for it.”

Thoughtful landscaping for sustainability

Beyond plumbing and the equipment pad, there remains another big opportunity to design more sustainably: managing water runoff, especially as lots contract while homes expand.

Clarkson points out that many of his clients are turning to permeable pavers, elevated composite wood decking, and artificial turf installed over the right subbase to create surfaces that allow rainwater to filter naturally into the ground. Materials like composite or ipe wood, when elevated at least 6 inches above grade, function similarly to permeable pavers, reducing runoff and easing the burden on municipal stormwater systems.

Proper grading also plays a key role. Instead of allowing water to sheet off pool decks and hardscapes into neighboring yards or public drains, Clarkson’s team designs the sites so that water flows gently into landscaped swales or infiltration zones, where it can be absorbed. Some driveways even incorporate underground drain fields to encourage percolation rather than runoff.

“It’s all about not adding stress to the stormwater system,” Clarkson says.

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Automation: From tech-savvy to intuitive

Automation is another major tool in the efficiency playbook — but only when it's accessible to homeowners.

At Shasta Pools, every new build comes with an advanced, cloud-based pool automation system that measures energy consumption. This brand-agnostic system communicates with every component on the equipment pad. Homeowners can view real-time and historical energy data, adjust settings, and even plug in their local utility rates to understand their true cost of ownership.

"This is what helps us put a magnifying glass on what's real," Ast says. "You can't tell how much your pool is costing just by looking at your energy bill — but now you can see it."

Clarkson also emphasizes the importance of easy-to-use controls, noting that scheduled timers for lights and pumps prevent wasteful, overnight energy use.

"Control features allow for better efficiency," Clarkson says. "You're less likely to leave the lights on all night when you can set it to turn off a few hours after dusk."

Changing how homeowners think about efficiency

While environmental responsibility motivates some pool buyers, Clarkson and Ast agree that cost of ownership remains the primary concern — especially as utility rates climb.

That makes it critical for pool professionals to blend efficiency with aesthetics, functionality, and education. To inform customers, Ast uses clear analogies, such as comparing small plumbing lines to a congested freeway to help customers understand why hydraulic design matters.

"The key to today's consumer is getting them that information," Ast says. "Most families are going to digest it a long time before they ever call you."

The future: integrated systems, thoughtful design

As automation, plumbing design, and energy-efficient equipment continue to evolve, builders like Clarkson and Ast believe the next leap forward will occur with integration — combining smart products with smarter system layouts from the ground

up. "The product and the pool need to complement each other," Clarkson says. "If we blend form, function, and final product, the result is better overall, the environment and for the homeowner's wallet."

Ast puts it even more plainly: "Efficiency isn't just something you buy. It's something you design." **PSN**

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PHOTO : JIMI SMITH PHOTOGRAPHY

A Resort in Every Backyard

Product evolution is making resort-like features accessible to more homeowners, so luxurious doesn't have to mean exclusive.

By Rebecca Robledo

Resorts have long been a popular inspiration for backyard design.

One of the earliest derivations from resort settings came in the form of sun shelves. Designer Randy Angell remembers when clients began asking for them.

"I would have clients come back from Mexico or Hawaii and other exotic places, requesting wet deck on the pools in their homes," says the CEO of Randy Angell Designs, in Plano, Texas.

Now, just about every one of his clients wants one.

Swim-up bars also started in resorts, with homeowners wanting to bring that level of interactivity and functionality to their own homes.

These are mostly reserved for very high-ticket projects, though, as they cost more to construct due to excavation and special drainage needs.

Resorts have influenced material selections as much as features. Angell sees more of his high-end residential clients choosing large-format porcelain tile, thanks largely to its prevalence at resorts. He also credits resorts with popularizing a product on the opposite side of the tile spectrum – tiny glass mosaics.

The common denominator for all these features and materials? Luxury, Angell says.

"With the porcelain pavers and large-format porcelain tile, I think there's an element of Zen simplicity and quiet to the material, as opposed to

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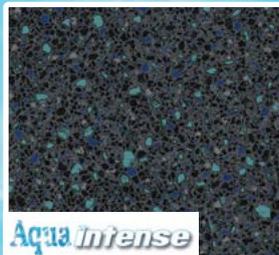
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natural stones that have a lot of movement and color," he says.

Glass tile promises another brand of luxury. "They want their friends to be wowed by the fact that they kicked it up a notch and brought in these materials that are more luxurious than what your standard project would have," Angell says.

Accessible luxury

Recently, product developments have made it possible to convert certain materials and features from commercial-only to residential applications. Where before, these luxurious touches often priced out of residential applications, now they've become more accessible to homeowners.

For instance, the large-format porcelain tile and pavers have become more affordable and available in a much larger variety of textures, shapes, and sizes.

Before including this material in pools and spas, make sure your tile crew or subcontractor knows how to install it. Setting such large pieces brings unique challenges, so it takes special skills. Fortunately, the material's increasing popularity has caused many tile setters to learn, Angell says.

"Large-format porcelain has come to a place where it's a little easier to use now," Angell says. "But when it was newer, it was very expensive, and finding installers was very difficult for a small residential project as opposed to a commercial project."

Fire features also fit this bill. At one time only possible on the most expensive projects, these mood setters not only have become available in more backyards, but also with a greater depth of customization possible.

"I'm working with one of the fire-feature manufacturers that can actually build the sculpture that I designed and then take one of their fire burners and have it installed into the sculpture," Angell says. "So it's a one-stop shop – I don't need to have the sculpture made, then figure out how to get the burner in there. They're going to make the whole thing."

If it does make more sense to have the artwork made separately, or build the feature on-site, he adds, manufacturers are more able and willing to customize equipment such as ignition systems and burners.

Video screens also have become more accessible for home applications, sometimes combined with waterfeatures. "Technology has caught up to where we have a better budget point so we can utilize things like that in our residential projects," Angell says. "I'm finishing up a project with a video wall adjacent to the spa. That video wall is about 6-by-9-feet, with a rain curtain falling in front of it. It's an outdoor-rated, wet-rated video component wall."

As products and systems continue to evolve, expect more luxury and resort-inspired features to fall in reach for more homeowners. **PSN**

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The Hard Work of Lazy Rivers

Try these tips for delivering waterpark-style features to your clients' swimming pools.

By Rebecca Robledo

On the commercial front, lazy rivers have become a standard addition to new aquatics facilities and resort poolscapes. While they may never reach that status in backyards, they are getting closer and closer, with designers adding them to non-concrete pools as well as concrete ones.

The very characteristics that make these features so alluring also require special design considerations when adding a lazy river to a project, both to customize the river for its users and to make it as safe as possible. Lazy rivers move tens to hundreds of thousands of gallons of water at typical speeds of 1 to 3 miles per hour, and they move people as well. Additionally, they take up a larger footprint than your average pool in order to create the full effect.

Question of space

With lazy rivers, the meandering is kind of the point, so these features generally take up more space than the average pool. There are ways to save space, the most popular being to design it in a loop or circuit to reduce the footprint's sprawl.

But the river needs to create at least the feeling of traveling, and should feel comfortable, so you can't shortchange on space. Some say lazy rivers should have a minimum width of 6 feet, and depths starting at 3½ feet. To figure out the best dimensions, find out how the clients plan to use the feature. If they plan to float on larger air mattresses, for instance, they'll need more space than if using inner tubes. If they want to float down

the channel in groups, as opposed to single file, they also will need more width. If they plan to use larger floating equipment or meander in groups, designers should make the curves broader so users can smoothly change directions without bumping against the sides.

Accounting for the space not only involves the shell of the river itself. These installations involve more and bigger equipment than normal, vaults may be needed so non-self-priming pumps can be placed near water level, and significantly larger plumbing will be needed, often in the 10- and 12-inch range. So take extra time and care when estimating the space needed, and definitely consult with experts – whether they be experienced lazy-river designers or manufacturers – for at least your first few such projects.

Because of their scale and the systems required to move so much water, lazy rivers generally need more electrical power than most backyard pools, which may require a power upgrade to the property in a residential project.

Safety downstream

When learning how clients plan to use the river, find out how fast they want to move.

A more leisurely pace would have them gliding about 1 to 2 miles per hour. If they want something a little more aggressive, it could go up closer to 3 mph.

Also ask how high the water should come up on children, keeping in mind that they will have to board the floating device in moving water and push out.

Ensure that users don't bump into peripheral features such as rocks when they're moving. Even at such slow speeds, collisions can hurt. Keep rocks and other elements out of the water and off the course – no rocks hanging over the coping. Bridges should leave plenty of clearance under them to allow floating heads without incident. And no hairpin turns – avoid abrupt changes to help keep people from scraping the walls.

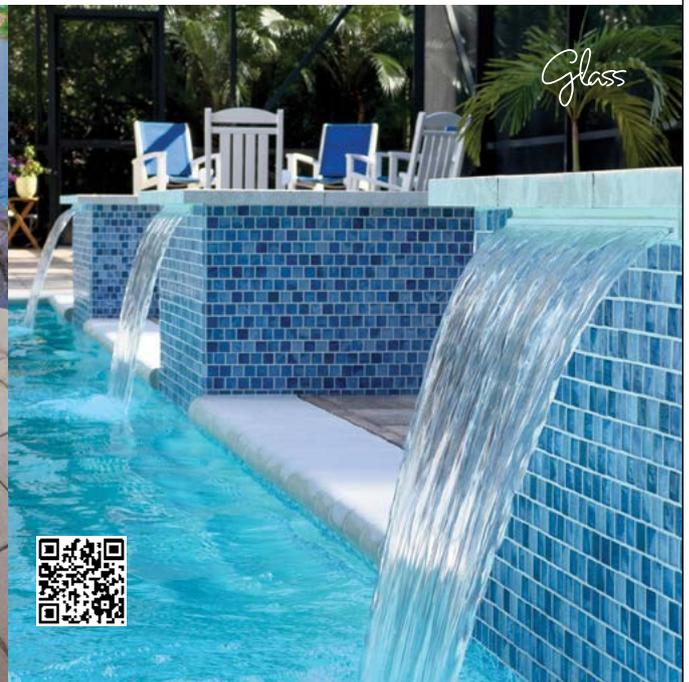
Finally, with so many powerful pumps at work, designers can't forget about entrapment prevention. Make sure the pool and system comply with the Virginia Graeme Baker Pool and Spa Safety Act. **PSN**

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AquaFinesse	3512	Concrete Countertop Solutions	3643	Guangdong Lingxiao Pump Industry Co.,Ltd.	4003	Landy (Guangzhou) Plastic Products Co., Ltd.	1655
Aquamatic Cover Systems	3229	Confer Plastics, Inc.	2531	Guardian Pool Fence Systems, Inc.	3459	LAS Water Products (Shanghai) Co., Ltd.	1555
AQUASALT, LLC	1643	Consolidated Manufacturing Int'l, LLC	1855	GZ Waking Pool Light Co., Ltd.	2459	Latham Pool Products	2619
Aquasports Pools/Buster Crabbe Swimming Pools	1831	Core Covers	4049	H2flow Controls, Inc.	3027	Leache Chem Ltd	3356
AquaStar Pool Products, Inc.	3519	Corona Lighting, Inc.	2355	H2O Imports, LLC	3355	Leaktronics/Torque Lock Structural Systems	3719
Aquatherm Industries	1951	Coronados Pool Renovations	3454	Hammerhead Patented Performance, Inc.	3555	Ledge Lounger	1218
Aquatic Artists	2028	CoverBlast	2048	Hangzhou Bublue Sciences and Technologies Ltd.	1349	Len Gordon	1431
Aquatic AV	3855	Coversafe, Inc.	2226	Hangzhou Fin Tube Co., Ltd.	1559	Life's Tile & Stone	1118
Aquatic Parts Company	1937	Coverstar, The Pool Cover Company	2619	HASA/Orenda Technologies	3811	Little Giant/Franklin Electric	1530
Artesian Spas	3507	Crossville Studios	3949	Haviland Pool & Spa Products	3237	Lo-Chlor Specialty Pool Chemicals	1733
Artesian/Marquis/Nordic	3507	Crystal Water Monitor	4027	Hayward Pool Products	2705	Loop-Loc Safety Cover & Luxury Liners	2919
Artistic Paver Mfg.	1645	Cutco Business Cutlery	3751	Hercules Solutions, LLC	3556	LOU - powered by Evosus	3324
Artistry In Mosaics, Inc.	2448	DIY Marketing with Profit Roadmaps	3357	Heritage Pool Supply Group	2437	LUMINOR Environmental, Inc.	4143
Ashland Pump	1745	Doughboy Recreational	1819	HFS Financial	3007	Lunada Bay Tile	3954
Astel Lighting	2357	Dover Pool Products	2237	HIDE Skimmer Covers Australia	1854	Lyon Financial	2847
Atlantic Media Company	4002	Dragon Jacket Hot Tub & Spa Bases	3803	Highstreet Insurance & Financial Services	2747	Magic Plastics, Inc.	2548
Atlantic Sales Connection	Pending	Ducky Decks, LLC	1231	Hinspergers Poly Industries (HPI)	3430	Mammotion Technology Co., Ltd.	1255
Automatic Pool Covers, Inc. Cover Care, LLC Poolsafe, LLC	2007	Dunn-Rite Products	2733	Home Port Water Testing Systems	1732	Marmiro Stones, Inc.	3619
B Squared Pools	3806	Dynasty Spas, Inc.	2337	Homestead Structures	3437	Mast Sales Group	Pending
Bad Dog Tools	4244	Earth Spas	1125	Hurricane Ventures	4045	Mateenbar Composite Reinforcements, LLC	3256
Barrier Reef Fiberglass Pools	1138	East Coast Salt	3707	Hyde Outdoor Kitchens	1955	MAX USA Corp.	4025
Basecrete Technologies, LLC	1743	Easton Select Group	3545	Hydra Pools	3219	Maytronics US, Inc.	2049
Baystate Pool Supplies, Inc.	2037	EasyCare Products USA	3349	HydroQuip	1929	McEwen Industries	3919
Bayto Pools Corp.	3658	Eco Choice Pool Coatings by Sau-Sea	2220	HydroTher Commercial Hot Tubs	1250	Medallion Swim Pool Co., Inc.	3631
BeatBot Technology USA	1243	EcoFinish High Performance Coatings	1842	IAPMO	3402	Megna Pools/Northern Stainless	3337, 3431
Bellagio Luxury Co., Ltd.	2155	eMazzanti Technologies	1244	Ideal Brands	1355	Merlin Industries, Inc.	2837
Benchmark Payment Networks	2228	Empire Distributing	3905	Immerspa	3403	Merrill Lynch	1549
Bestway USA, Inc.	1219	Encore Brands	4144			Meyco Pool Covers	3137
BettaBot, Inc.	3937	EPIC Insurance Brokers and Consultants	3249				
BioLab, Inc./NC Brands	2819	Equipter	3747				
Black Venom Products	4104	Essentials	2745				
Blackstone Products	4149	Explore Industries	2645				
Blu3, Inc.	2556						
Blue Square Manufacturing	3731						
Blue Thumb	3306						
Blue Torrent	3103						
Blue-White Industries	1526						

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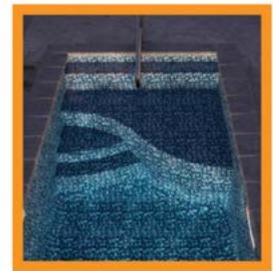
Full-End Stair



**Full-End Stair &
Second Step Sundeck**



**Side by Side Stair
& Tanning Ledge**



**Sweeping Tanning
Ledge with Step**

The Nexus Entry System features seven US Patent Nos. 8,950,155, 9,080,338, 9,404,274, 9,869,102, 10,428,538, 10,731,363 and 11,149,449

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Exhibitor List

MicroGlass, LLC	3850	Phoenix Products Company	2431	Saratoga Spa & Bath Company, Inc.	1919	The Perfect Rail LLC	3656
Middleton & Company Insurance	2751	Pieles Sinteticas, S.A. de C.V./ Sintoplast	1145	SCP Distributors	2107	The Promark Group	Pending
Midwest Canvas Corp.	2829	Piranha Pool Products	3548	SeaTas	3703	The VacDaddy	3444
Mini Bucket Test - DIY Pool Leak Detector	1551	Plunge Pool Concepts	3549	Seauto (Shenzhen) Trading Co., Ltd.	1656	Thermeau Industries, Inc.	2351
Miracote Products	3503	Polar Vortex dba Pool Tiger	3702	Serum Watercare, LLC	2242	Tholz	3943
Moasure	1859	Pool & Hot Tub Alliance (PHTA)	Pending, 2555	Service Industry News	3328	Thursday Pools, LLC	3649
Modern Moulding	3530	Pool & Spa Enclosures, LLC	3425	SGM, Inc.	2449	TileStone Pools - Odna UAB	1142
Moov Pool Products, Inc. & Fairland	4037	Pool & Spa News, Aquatics International and Pool & Spa Marketing/ Kenilworth Media	3542	Shenzhen MinAnShun Technology Co., Ltd.	1548	Time Tracker by eBillity	3858
Mr. Shrinkwrap	3802	Pool Brain	2055	Silk Balance	3442	Top Gun of Virginia	3455
Mullarkey Associates	Pending	Pool Magazine	3758	Skedit	3203	Top Safety Products Company Inc.	3354
Multicoat Corporation	1242	Pool Office Manager	1337	SKiM360 Products	1248	Transylvania Concrete Coatings	1654
Mussel Polymers, Inc.	2356	Pool Plans	3302	Skimlite Mfg.	1427	TRC Texas Recreation LP	2218
Myrtha Pools	3757	Pool Service Partners	1856	Skimmer	4030	Trevi Pools, Inc.	2337
N. Jonas & Co., Inc.	1719	Pool Service Products	1133	Skimmer Saver	3307	Tri State Gunite	1850
Naked Pools	1754	Pool Trol Products (Qualco, Inc.)	2043	Slack Chemical Company Inc.	2232	Trigonon	3554
Natare Pools	3225	Pool Walls, LLC	2957	Slipstream Swim Machines	3602	Trihard	2058
National Plasterers Council, Inc. (NPC)	2850	PoolCop, Inc.	1954	Small Screen Producer	1546	TURBRO Pool Products	3559
Nations Media Digital - House & Home Magazine	3603	POOLCORP	2107	Smart Level, LLC	1249	U.S. Motors	2354
Naturi Sand Swimming Pools	4019	Poolguard/PBM Industries, Inc.	2133	Softub, Inc.	2054	U.S. Seal Mfg.	1739
Nelson & Ward Company	3448	Poolmaster, Inc.	3642	Solenis	2307	Ultimate Pool Tools	3157
Neptune Benson - Xylem	2832	PoolPal USA	3003	Spa Dolly	1144	Ultimate Shotcrete & Steel	1251
NESPA	2555, 2651	PoolPro	3102	Spa Electrics, Inc.	3443	Ultra Polymers, Inc.	1151
Neuterra Lighting	2247	PoolRx Worldwide	3833	Spa Parts Plus, Ltd.	2932	Uni Pool Motor, LLC	3255
Ningbo Bonny E-Home Co., Ltd.	1958	Poolside by CGT	3037	SpaRetailer Magazine/PoolPro Magazine	2230	Unicel Filters	2550
Ningbo Hongtong Motor Co., Ltd.	3910	Poolside Tech, LLC	1137	SpaSurge	3906	United Mineral & Chemical Corporation	1428
Ningbo Morning Rubber And Plastic Industry & Trade Co., Ltd.	3754	Poolstar Pool Products	2458	Spazazz, LLC	1832	United Pool Tile	1442
Ningbo Powerful Pool Equipment Co., Ltd.	3903	PoolTone	4130	Speck Pumps-Pool Products, Inc.	1531	Universal Stone Imports, Inc.	3755
Ningbo Safety Pool Fence Co., Ltd.	2259	Premix Marbletite Mfg. (PMM)	1742	Spin Master Ltd - Outdoors	3325	Universal White Cement	3659
Nirvana Heat Pumps USA	2558	Primate Pool Tools	2456	Stegmeier, LLC	2648	US Salt	4124
NLB Corp.	1949	Prism Hardscapes	1329	Stenner Pump Company	2222	Val-Pak Products	1333
NPT Pool Products	2107	ProGreen Synthetic Turf	3450	Stetson Development, Inc./ Pournalid	2127	Viking Capital, Inc.	1646
NT Pavers by NT Trading, Inc.	1132	Purity Pool, Inc.	2454	Stone-Mart	1348	Viking Spas, Inc.	2029
NYCON Diamond Tool	2358	Puyoung Industrial Co., Ltd.	2255	Streamline Supply Co.	3358	Vintage Cast	1842
Oatey Company	1737	Qingdao Develop Chemistry Co., Ltd.	1956	Sundek	1430	Visscher Specialty Products	3827
Ocean Blue Water Products	2829	Quadra Plast	3557	Superior Pool Products, LLC	2107	VistaFi Solutions	4148
Olran Holding, LLC	3759	Radiant Pools	2619	Superior Pump Company (Pool Pump Div)	3026, 2554	V-Rod USA	1130
OnCore Filtration	1237	Ramuc Pool Paint	1532	Superior Wellness	2943	Water Tech Corp.	3531
One Pool USA	3843	Raypak, Inc.	1519	Surpass Chemical Co., Inc.	2119	Waterco USA	2549
Only Alpha Pool Products	1625	RB Retail & Services Solutions	3232	Suzhou Industrial Park Topology Environmental Protection and Purification Co., Ltd.	3904	Waterlines, Inc.	3644
Optus Resin Technologies	1842	Regal Rexnord - Century	1837	SwamCam	2151	Waters Choice, Inc.	3343
Oxygen Pools	1143	RENOLIT	2955	Swimbables	2349	Watershape University	1343
Pacific Echo, Inc.	2457	RenoSys Corp	1550	Swimline Corp. & Solstice	2928	Waterway Plastics	1419
PAL Lighting LLC	1637	Results Branding	1547	Watersports	2928	Weld-On Adhesives, Inc.	2455
Paradise Grills	1907	Rethink Poolcare	1649	SwimUSA Fiberglass Pools	4203	Wellis USA	1319
Passion Spas	3213	RevdUp Apparel	3054	Taizhou Dibiao Technology Co., Ltd.	2257	Westlake Chemicals - Sustain Pool Chemicals	3830
PDC Spas	3119	RH Adhesives	2149	Talley, LLP	4145	Westlake Pipe & Fittings	3832
Pebble Technology International	2844	RicoRock, Inc.	3449	Tara Pool & Outdoor Products	3525	Whittemore Company, Inc.	2129
Pegasus Products Inc.	1619	Rinox	4103	Tenjam	2243	WILBAR Group	2927
Pentair	2219	Riptide Pool Vacuum Systems	1751	The Cold Plunge Supplier	1447	Wingmaster Plus	1933
Perfect Pools	4109	River Pools	3748	The Dip App, Inc	4102	World Sauna Group	4131
Periodic Products, Inc.	3348	Rocheux International	3251	The Get Smart Group	2359	Wybotics Co., Ltd.	3407
Perma-Cast Company	3207	Rola-Chem/Paradise Ind.	1938	The Hartford	3756	Yofine Co., Ltd.	3259
		Roll-N-Vac by Truebite	1350	The Outdoor Plus	3725	Zhejiang Chaoshida Special Textile Co., Ltd	3854
		Safron Pool Rails	3736				
		Saltech, LLC	1124				



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Show Schedule

Sun., Jan. 25, 8:00 AM

GENESIS C201: CONSTRUCTION SCHOOL:
Concrete Pools (3 Days) Day 1
Sheraton Hotel/Crown Ballroom 3

GENESIS® D211: Elements of Design (2 Days) Day 1
Sheraton Hotel/Crown Ballroom 2

PHTA: Certified Hot Tub Technician (3 Days) Day 1
Room 320

PHTA: Certified Maintenance Specialist (3 Days) Day 1
Room 322

PHTA: Certified Service Technician (3 Days) Day 1 (SOLD OUT)
Room 202

Watershape University C2111: Essential Pool Construction (3 days) Day 1
Room 315

Monday, Jan. 26, 8:00 AM

GENESIS C201: CONSTRUCTION SCHOOL:
Concrete Pools (3 Days) Day 2
Sheraton Hotel

GENESIS® D211: Elements of Design (2 Days) Day 2
Sheraton Hotel

GENESIS® D330: Comprehensive Aquatic Design: Where Water, Wellness & Architecture Meet
Sheraton Hotel/Crown Ballroom 1

National Plasterers Council (NPC) Pool Start Up Certification
Room 313

PHTA: Certified Hot Tub Technician (3 Days) Day 2
Room 320

PHTA: Certified Maintenance Specialist (3 Days) Day 2
Room 322

PHTA: Certified Service Technician (3 Days) Day 2
Room 202

Watershape University B2121: Pool Inspections for Real Estate Transactions (2 Days) Day 1
Room 314

Watershape University C2111: Essential Pool Construction (3 Days) Day 2
Room 315

Watershape University C2711: Essential Major Renovations (2 Days) Day 1
Room 318

Monday, Jan. 26, 8:30 AM - 5:00 PM

PHTA: Certified Pool Operator (2 Days) Day 1 (SOLD OUT)
Room 417

Monday, Jan. 26, 9:00 AM - 4:00 PM

Women in the Industry Workshop | Lead the Ask (SOLD OUT)
Room 304

Monday, Jan. 26, 12:30 PM

From Rookie to All-Star: The Fundamentals of Pool Service (SOLD OUT)
Room 201

Pool Opening Essentials
Room 310

Monday, Jan. 26, 1:00 PM

Electricity for Swimming Pool and Spa Professionals
Room 303

Measuring For The Perfect Fit
Room 401

Monday, Jan. 26, 1:30 PM

Fundamentals First: A Practical Guide to Pool Water Chemistry
Room 411

Hydraulics 101
Room 412

SPANISH: Filtracion para Profesionales de la Piscina (Pool Filtration)
Room 301

Tempered Ambition- Experience in Keeping Up With the Times While Still Relying on Reliable Standards and Practices.
Room 405-406

Understanding & Troubleshooting Automation
Room 403

What to Expect with Salt Systems
Room 408-409

WU B3422: Business Defense - How to Protect Profits and Reduce Risk
Room 419

Monday, Jan. 26, 5:00 PM - 6:00 PM

WAVE: PHTA Young Professionals Networking Event (SOLD OUT)
Room 319

Tuesday, Jan. 27, 8:00 AM

PHTA: Certified Hot Tub Technician (3 Days) Day 3
Room 320

PHTA: Certified Maintenance Specialists (3 Days) Day 3
Room 322

Watershape University C3291: Reinforced Vinyl Workshop
Room 317

Tuesday, Jan. 27, 8:00 AM

GENESIS C201: CONSTRUCTION SCHOOL:
Concrete Pools (3 Days) Day 3
Sheraton Hotel

PHTA: Certified Service Technician (3 Days) Day 3
Room 202

SPANISH: National Plasterers Council (NPC) Pool Start Up Certification
Room 316

Watershape University B2121: Pool Inspections for Real Estate Transactions (2 Days) Day 2
Room 314

Watershape University C2111: Essential Pool Construction (3 Days) Day 3
Room 315

Watershape University C2711: Essential Major Renovations (2 Days) Day 2
Room 318

Tuesday, Jan. 27, 8:30 AM - 1:00 PM

From Rookie to All-Star: The Fundamentals of Pool Service ENCORE
Room 201

Tuesday, Jan. 27, 8:30 AM - 5:00 PM

PHTA: Certified Pool Operator (2 Days) Day 2 (SOLD OUT)
Room 417

Tuesday, Jan. 27, 9:00 AM

Changes in the NEC Article 680 for 2023 and 2026.
Room 311

Complete Waterproofing Systems for Pools, Spas, and Waterscapes
Room 403

Efficient Installation & Operation of Small Footprint Gas Pool Heaters
Room 408-409

Finding Leaks – Turn Headaches into Profits
Room 303

From Opening to In-Season: Navigating the Challenges of a Changing Pool Environment
Room 411-412

GENESIS D112: Small Space Design
Room 418

Hire, Train, Motivate, & Retain Your Team - Hiring for Retention
Room 304

Leading On Purpose
Room 301

Lights, Camera, Conversions: the 2026 Video Marketing Playbook for Pool and Spa Companies
Room 305-306

Modern Lighting: Boosting Profits in New Builds and Service Markets
Room 321

Modernize Your Brand: A Pool Pro's Guide to Rebranding with Purpose
Room 420

Pentair IntelliCenter - Precision Control & Smart Integration (SOLD OUT)
Room 302

PHTA: The Power of Clever Retail Management - Panel Discussion
Room 405-406

SPANISH: Fluidra Principios del diseño de iluminación (Lighting)
Room 419

SPANISH: Hayward OmniX Automation for the Aftermarket, Equipment with Built-in Connectivity
Room 421

Staying Ahead of Cyber Threats: How to Protect Your Business in an AI-Driven World
Room 313

Vinylology 101 - The More You Know, The More You'll Sell
Room 312

WU S1121: Essential Chemical Safety & Vehicle Organization (*BILINGUAL)
Room 404

Tuesday, Jan. 27, 11:00 AM - 12:00 PM

Leak Detection: Camera Technology & Temporary Patching (SOLD OUT)
Floor

Tuesday, Jan. 27, 11:00 AM - 1:00 PM

Tackling Tile & Coping Failures: Find it. Fix it. Prevent it. (SOLD OUT)
Floor

Tuesday, Jan. 27, 12:30 PM - 4:30 PM

Principles of Pool Piping Hands-On Workshop
Floor

Tuesday, Jan. 27, 1:00 PM - 2:00 PM

Retrofit Drop-In Step Assembly for In-Ground Pools
Floor

Tuesday, Jan. 27, 1:00 PM

Adult & Child First-Aid/CPR/AED (Red Cross Certification)
Room 407

Conscious Conversations & Culture: Build High-Functioning Teams
Room 304

Hydraulics for Swimming Pool and Spa Professionals (Intermediate)
Room 411-412

Pool Water Chemistry Basics for Pool & Spa Technicians
Room 302

Tuesday, Jan. 27, 1:30 PM

10 Fiberglass Pool Installation Mistakes to Avoid!
Room 404

A-B Measuring for Safety Covers: How to Prevent Multiple Trips!
Room 403

Air Quality Matters: Control Chloramines & Costs for a Refreshing Guest Experience
Room 405-406

Burnout Prevention for the Solopreneur
Room 305/306

Fluidra (Jandy) Principles of Lighting Design
Room 419

GENESIS C310: The Beauty of the Edge: Updated Edition on the Internationally Acclaimed Vanishing Edge and Water in Transit Design
Room 418

Hayward OmniX Automation for the Aftermarket, Equipment with Built-in Connectivity
Room 402

How to Build a Simple, Profitable Marketing Plan
Room 401

Performance and Design Benefits of Retractable Pool & Spa Enclosures
Room 310

Pool & Spa Basics: A Beginner's Guide to Sanitation and Water Balance
Room 408-409

Proper In-Ground Spa Jet Hydraulic Design in a Variable Speed World
Room 301

Proper Techniques for Prepping a Pool Shell for Plastering
Room 312

Protecting Your Customers and Your Business
Room 421

SPANISH: Electricidad para Profesionales de la Piscina (Electricity)
Room 313

SPANISH: Fluidra Automatización de piscinas y conectividad basada en web
Room 321

The 3 BS Blocks Messing with Your Career (and How to Bust Them)
Room 420

Why You Can't Find Good People and How to Change That
Room 415

Tuesday, Jan. 27, 2:00 PM - 3:30 PM

Heaters Hands-On Workshop (SOLD OUT)
Floor

Tuesday, Jan. 27, 3:00 PM - 4:00 PM

Salt System Troubleshooting (SOLD OUT)
Floor

Wednesday, Jan. 28, 8:30 AM

Adult & Child First-Aid/CPR/AED (Red Cross Certification) ENCORE
Room 407

Electrical Bonding & Grounding for Pool and Spa Professionals
Room 403

Metals and Metal Staining: Part I-How Do I Prevent Them? Part II-How Do I Remove Them?
Room 402

Wednesday, Jan. 28, 9:00 AM

Advanced Measuring Techniques for All Pools (Traditional & Digital)
Room 312

Built to Last: Legal & Tax Strategies to Protect and Grow Your Pool Business
Room 322

CSI: Do I have Scale or Calcium Crystals in My Pool?
Room 302

Everyone Communicates Few Connect: What the Most Effective People Do Differently
Room 419

Fluidra Pool Automation and Web-based Connectivity
Room 303

GENESIS B331: Job Costing for Profit Versus Existence
Room 418

GENESIS C155: Building Material Science Simplified: Building a Better Pool
Room 304

Heat Pump Expectations for Extending the Swim Season
Room 404

Hot Topics in Hot Water: Chemistry That Counts
Room 408-409



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Show Schedule

Make a Splash: Sales Strategies That Convert Browsers into Buyers
Room 417

Pentair IntelliVibe - New Pool Lighting System (SOLD OUT)
Room 401

PHTA - Building a Thriving Aquatics Workforce: Strategies for Recruitment, Retention, and Growth
Room 305-306

Shock is a Verb
Room 411

SPANISH: Basic Pool and Spa Automation
Room 412

SPANISH: Seguridad y Códigos para los profesionales de la Piscina y Spa (Safety & Codes)
Room 421

Swimming Pool Leak Detection: Comprehensive Strategies for Identification and Repair
Room 311

Using Digital Photos to Measure Any Pool for a Safety Cover.
Room 415

Why Did I Buy That? Cracking the Code on Style Strategy and Smarter Selling
Room 314

Work Smarter, Grow Faster: Practical AI Tools Every Company Can Use Today
Room 313

Wednesday, Jan. 28, 9:00 AM

GENESIS/PHTA Certified Builder Professional Exams
Sheraton Hotel/ Crown Ballroom 3

PHTA Certification Exams: CST, CM S & CHTT
Room 202

Wednesday, Jan. 28, 11:00 AM - 12:00 PM

Leak Detection: Camera Technology & Temporary Patching (ENCORE) (SOLD OUT)
Floor

Wednesday, Jan. 28, 11:00 AM - 1:00 PM

Tackling Tile & Coping Failures: Find it. Fix it. Prevent it. (ENCORE) (SOLD OUT)
Floor

Wednesday, Jan. 28, 12:30 PM - 4:30 PM

Principles of Pool Piping Hands-On Workshop (ENCORE)
Floor

Wednesday, Jan. 28, 1:00 PM - 2:00 PM

Retrofit Drop-In Step Assembly for In-Ground Pools (ENCORE)
Floor

Wednesday, Jan. 28, 1:00 PM

Advanced Leak Detection: Mastery for Professionals
Room 302

Vinyl Liner Installation: Tips and Techniques
Room 311

Wednesday, Jan. 28, 1:30 PM

360 Store Check-Up: Fix What's Broken, Elevate What Works and Wow Every Customer!
Room 405-406

Chemical Safety for Pool Pros
Room 403

Commercial Pool Energy Audit Training
Room 321

Filtration for Swimming Pools and Spas
Room 302

GENESIS C315: Remodel Do's and Don'ts: How to Elevate the Old to Gold
Room 402

Hayward Lighting: Pool, Spa, Water Features, Landscape and Aftermarket
Room 415

How to Automate QuickBooks to Show the Financial Reports You Need
Room 313

Insights and Advantages of using Fiberglass Reinforcing for Pools
Room 315

Marketing That Pays for Itself: How to Tie Every Campaign to Real ROI
Room 320

Modern Technology to AB Measure Pool Covers & Liners
Room 419

Own the Room: Presentation Skills for Pool & Spa Pros
Room 418

Pool Tile Installation System for Long Term Success
Room 312

Quick Wins: What Every Local Business Should Do Online Today
Room 305-306

SPANISH: Pentair Sistema de Automatizacion - IntelliCenter
Room 322

Water Features - Fulfilling the Vision
Room 421

What Can I Legally Ask? Navigating Questions to Prospective and Current Employees.
Room 310

WU S3215: Startup Chemistry for Each Pool Type (*BILINGUAL)
Room 412

Wednesday, Jan. 28, 2:00 PM - 3:30 PM

Heaters Hands-On Workshop (ENCORE) (SOLD OUT)
Floor

Wednesday, Jan. 28, 3:00 PM - 4:00 PM

Salt System Troubleshooting (ENCORE)
Floor

Thursday, Jan. 29, 8:30 AM

Acid Washing and Safety for Pool Pros
Room 311

Business Law for Small and Mid Sized Contractors & Retailers
Room 318

Experience Is the New Brand: How to Build a Business That Customers Trust, Talk about and Come Back to.
Room 405-406

GENESIS C230: Shotcrete Science
Room 404

Heat Pumps Demystified: The Future of Pool & Spa Heating
Room 304

How to Sell Anything to Anyone at Any Time
Room 314

Promo Like a Pro: DIY Marketing Tips for Pool & Spa Businesses
Room 417

Safety for Swimming Pool and Spa Professionals
Room 419

SPANISH: CSI: tengo sarro o cristales de calcio en mi piscina? (Calcium Crystals)
Room 322

SPANISH: Hayward Lighting: Pool, Spa, Water Features, Landscape and Aftermarket
Room 321

Surface Stain Solutions: Removal and Prevention Strategies
Room 408-409

Water Testing and Treatment Myths - Exposed
Room 411



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The Pool & Spa Show Exhibitors Marketplace

Details on products of exhibitors at the 2026 The Pool & Spa Show are based on materials provided by the manufacturers.



Aiper Intelligent LLC, Booth 1437

Product: Scuba N1 Ultra Robotic Pool Cleaner

Features: dual-layer filtration system; capable of horizontal wall cleaning; infrared sensor system

Contact: aiper.com



Anchor, Booth 3419

Product: Anchor Safety Pool Cover Remake Program

Features: allows any manufacturer's cover to be remade with an Anchor cover; simply ship the cover to Anchor free of charge

Contact: anchorinc.com/products/remake

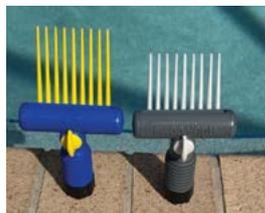


Andersen Mfg., Booth 3030

Product: Light Leak Tester

Features: user covers the light and squirts dye to see if it gets drawn into the dome, indicating a leak

Contact: leaktools.com



Aqua Comb/Mi-Way, Booth 2145

Product: Aqua Comb pool and spa cartridge cleaning tool now has a new black nylon nut, designed to be three times stronger; Aqua Comb comes in two styles and attaches to a garden hose, blasting away debris while opening filter pleats; made in the USA

Contact: aquacomb.com



Aqua Creek Products, Booth 1524

Product: TruPro Rails & Ladders

Features: available in 304 or 316 marine-grade stainless steel, polished with 600-grit finish for an ultra-smooth, scratch-resistant surface; all rails are engineered for ADA compliance when installed with specified anchors; standard or fully custom options

Contact: aquacreekproducts.com



Aquabella Tile, Booth 4031

Product: Chateau – New Porcelain Series

Features: new Chateau series evoke playful and stressfree tones of the French countryside

Contact: aquabellatile.com

A close-up photograph of a waterfall in a swimming pool. The water is cascading over a tiled edge, creating multiple streams that fall into the pool below. The tiles are a mix of light and dark colors, and the water is clear and sparkling.

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Aquamatic Cover Systems, Booth 3229

Product: Hydramatic Covers

Features: the motors of Hydramatic covers run on hydraulic pressure rather than electricity; its patented cable compensator automatically aligns both sides of the cover as it extends and retracts; choose from 11 standard colors and six designer colors

Contact: aquamatic.com



Artistry in Mosaics, Booth 2448

Product: Dimension Series Glass Tile

Features: comes in three unique colors: Cirrus Blue, Dusk and Morning Fog; matching 2x4 bullnose trim tile also available

Contact: artistryinmosaics.com



B Squared, Booth 3806

Product: Backyard Oasis

Features: new patent-pending, freestanding sunlounge gives consumers the benefits of a sunlounge without the need for a pool; manufactured from pool-strength polypropylene panels, this plug-n-play solution measures 72" by 82" with 235 gallons of water

Contact: BSquaredPools.com



BWT Pool Products, Booth 3713

Product: NOVA Commercial Pool Robot Cleaner

Features: engineered for all types of pools, including beach-entry designs; equipped with smart technology, vortex suction, ultra-fine 4D filtration, gyroscopic navigation; full and efficient pool coverage even on steep slopes

Contact: bwt.com



AquaStar Pool Products, Booth 3519

Product: FlowStar Actuator

Features: universal compatibility; retrofitting effortlessly to third party valves; plug-and-play connectivity

Contact: AquaStarPoolProducts.com



Automatic Pool Cover, Booth 2007

Product: Cover Coping for Fiberglass Pools

Features: new pool coping option is specifically for fiberglass pools; coping kits have a flat bottom edge giving installers more flexibility when installing on fiberglass pool walls; coping comes in two options, standard 22' lengths, allowing for fewer seams and coping clips

Contact: automaticpoolcovers.com



Blue Square Mfg., Booth 3731

Product: HydroFusion drain

Features: with an unblockable design for safety and a 210 GPM flow rating, the new HydroFusion drain ensures optimal circulation and efficiency for residential pools; the seamless finish blends cleanly into any pool surface; effortless to install

Contact: bluesquaremfg.com



Carvin, Booth 3819

Product: Pompeii Aboveground Pool

Features: engineered with full-resin components for maximum durability and weather resistance; built for easy, efficient installation

Contact: carvinpool.com



CCEI, Booth 1943

Product: Phileo pH & Oxeo ORP

Features: measures and dispenses chemicals to ensure pool water balance; equipped with a color changing, LED light that changes according to the pool's water chemistry to provide a quick visual indication if the water chemistry is balanced ; UL listed

Contact: ccei-pool.com/us



Concrete Countertop Solutions, Booth 3643

Product: Z Poolform System

Features: reusable edge form system for cantilevered pool coping is compatible with vinyl liner, fiberglass and concrete pools; the forms install easily and can be reset repeatedly, making it ideal for multiple jobs; creates beautiful edge details with custom profiles

Contact: concretercountertopsolutions.com



Chemtrol, Booth 2121

Product: PC1500 Chemical Controller

Features: ORP, pH, temperature, automatic data logging, remote access (wired or wireless)

Contact: sbcontrol.com



Cover Care LLC/PoolSafe, Booth 2007

Product: PoolSafe Removable Mesh Safety Fences

Features: new mesh, removable safety fencing is designed to be installed around any pool; patented, transparent, large-hole ClearGuard Mesh offers better visibility into the pool area, while also blending the fence into backyard; available in 4' and 5' heights

Contact: poolsafe.com



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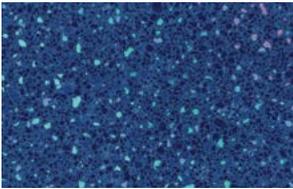
Explore Industries, Booth 2645

Product: Low Offset Mechanism
Features: new Low Offset Mechanism from its Integra Pool Covers line offers a shorter motor-side offset housing that takes up less room around the deck; the side offset is as little as 16 inches and features 2-inch diameter rope pulleys
Contact: integrapoolcovers.com



Fluidra, Booth 2419

Product: Jandy X-Series AOP Systems
Features: new line of supplemental treatment systems combine UV-C and ozone to eliminate 99.9% of harmful waterborne bacteria; available in both in-line and off-line models; for pools up to 50,000 gallons
Contact: jandy.com/AOP



Garrett Liners, Booth 3319

Product: Deepwater Vinyl Liner
Features: part of Garrett Liners' Premium Collection, Deepwater uses Aquashift ink to transition in color from shimmer silver-teal to deep dramatic violet-blue
Contact: garrettliners.com



Hammerhead Patented Performance, Booth 3555

Product: REMORA PRO Kit
Features: kit includes a 21-inch vacuum head with a handle, Smart Switch to monitor power, dual-speed motor, 25-foot floating power cord, wearable battery pack with two batteries and a charger, two vacuum bags
Contact: hammerheadvac.com



Haviland Pool & Spa, Booth 3237

Product: Haviland Pool & Spa Chemicals for Pool & Spa Professionals
Features: offers a family of brands to support pool and spa professionals including well-known brands such as Proteam, Spa Pure, and Durachlor; DuraChlor recently relaunched its product offering to include stain removers, algaecides, disinfectants, shock, and more
Contact: havilandpool.com



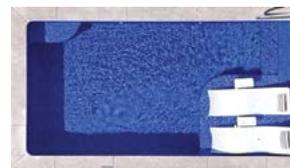
Hayward Pool Products, Booth 2705

Product: True 4.0HP TriStar XL Variable Speed Pump
Features: comes with built-in Universal Display and OmniX compatibility to deliver superior flow rates for feature-rich pools; seamlessly integrates with both Omni and OmniX automation; an easy drop-in replacement for non-Hayward automated pool systems
Contact: hayward.com



Home Port Water Testing, Booth 1732

Product: Pool and Spa Computerized Water Testing
Features: Built in sales order system with credit card processing; service scheduling software with poolside water testing
Contact: homeportcomputer.com



Imperial Pools, Booth 2019

Product: Neptune Robotic Pool Cleaners and Cordless Pool Vacuums
Features: this new, full line pool cleaners and vacuums are offered in five robotic cleaner models: the i10, i20, i30, i40 and NOMAD, along with two models of the Trident Cordless Pool Vacuum: the EV60 and EV105.
Contact: imperialpools.com



International Swimming Pools



Booth #2346

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Upgrade any pool with our **Drop In Step Systems**. Add steps, benches, and ledges to any existing pool during a routine liner change.

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This 26 year old pool gets a completely new look by adding a step & ledge combo and expanding a bench into a small ledge.

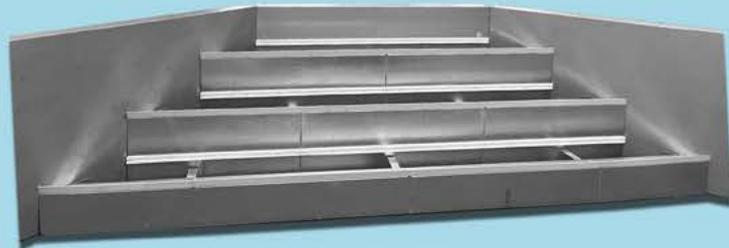


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A perfect fit without the hassle of precise measurements



Sliding Section NOT Extended



Sliding Section Extended 12"

US PATENT NO: 11,952,796 B1

www.steelpools.com



Innovaspa, Booth 1525

Product: Monsoon

Features: the newest plug-and-play rotomolded spa comes with 24 stainless steel jets, six seats, and a unique multimedia tray for drinks, phone and tablet that has a specially designed slot to hold everything securely in place and drip holes

Contact: monsoonspas.com



Jack's Magic, Booth 3637

Product: Super Pacs

Features: biodegradable, multi-enzyme solution formulated to break down oils and organic contaminants to prevent scum lines and cloudy water; one PAC treats up to 20,000 gallons for two weeks

Contact: jacksmagic.com



LaMotte, Booth 1825

Product: WaterLink Spin Touch Photometer

Features: SpinDisk reagent cartridges contains the exact amount of reagent needed to deliver up to 10 vital test results—in just 60 seconds, with less than 3 mL of water

Contact: lamotte.com



Len Gordon, Booth 1431

Product: Smart PVC Fitting

Features: each fitting features permanently molded labels that clearly identify line usage, eliminating stickers, fading ink, and guesswork; builders can customize fittings with their company name or logo molded directly into the part; manufactured to NSF standards

Contact: lengordon.net



International Swimming Pools, Booth 2346

Product: Adjustable Drop In Step

Features: this new aftermarket product is designed to add a step, bench, or ledge without needing precise measurements to any pool

Contact: steelpools.com



JED Pool Tools, Booth 3131

Product: Improved Commercial Series Hose

Features: professional grade, spiral wound extruded vacuum hose; 1-1/2" diameter hose comes in 30', 35', 40', 45', 50' and 75' lengths; for commercial use, it is also available in 2" by 50' and 100'; comes with a 5-year warranty; available for immediate shipment

Contact: JEDPoolTools.com



Latham, Booth 2619

Product: Astoria 12

Features: Latham has expanded its popular Astoria fiberglass pool series with the Astoria 12 — a 12' x 28' pool/spa combination that delivers a variety of features in a compact footprint; includes an integrated spa, tanning ledge and swim-up seating

Contact: lathampool.com



Lo-Chlor, Booth 1733

Product: Season Ready

Features: designed to simplify the process of pool closing and opening; combines multiple treatments into one time-saving and cost-effective solution; removes phosphates; contains enzymes that destroy organic debris contamination and break down impurities

Contact: lo-chlor.com



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Exhibits Open: February 17-19, 2026

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- Exhibit Hall Featuring Industry Lunch on both Wednesday and Thursday!
- Exhibit Hall Education in booths and in the Tech Theatres.
- Exhibit Hours Featuring Tuesday Exhibit Hall Networking!
 - Tuesday - 5:00 pm - 7:00 pm
 - Wednesday - 11:00 am - 5:00 pm
 - Thursday - 11:00 am - 2:00 pm

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LOOP-LOC, Booth 2919

Product: TidalMyst
Features: part of the New Siren's Whisper Collection, this liner pattern captures the beauty of the open ocean, with deep blue tones accented by soft whitecaps and delicate swirls of bubbles; available Spring 2026.
Contact: looploc.com



Magic Plastics, Booth 2548

Product: 2" Flow Meter
Features: variable mechanical flow meter provides calibrated flow measurement in gallons per minute (GPM) within a high-strength clear plastic body using a precision-machined, corrosion-resistant, 316 stainless steel float
Contact: magicplastics.com



Megna Pools, Booth 3337, 3431

Product: Inground Vinyl Liners
Features: uses vinyl specifically formulated for long term use in swimming pools; resists tearing and puncture, cracking at low temperatures, UV degradation, fungus and algae growth
Contact: megnapools.com



N. Jonas & Co., Booth 1719

Product: Enjoy
Features: provides all the chemicals needed for one month in a convenient box; available in four sizes
Contact: njonas.com



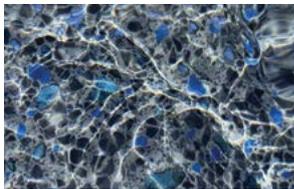
Lyon Financial, Booth 2847

Product: Financing
Features: helps builders sell more pools and make projects smoother with the industry's longest terms (up to 30 years), fast approvals, and cash to customer AND staged funding options; offers military programs
Contact: lyonfinancial.net



McEwen Industries, Booth 3919

Product: Commercial Safety Covers
Features: company's durable commercial safety covers are built for demanding environments; a proprietary measuring process provides an exact fit around slides, splash features, and wide deck areas
Contact: mcewenindustries.com



Merlin Industries, Booth 2837

Product: Midnight Opal Vinyl Liner
Features: part of the Aqua-Intense Collection featuring color-shifting luster within the aqua and blue stones on a contrasting dark grey base
Contact: merlinindustries.com



Natare Pools, Booth 3225

Product: Stainless Steel Pools
Features: prefabricated panels allow for design flexibility, custom shapes, and efficient installation; durable and lightweight for commercial and high-end residential applications, including elevated or rooftop environments; resists cracking, corrosion, and finish failure
Contact: natare.com

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Natural Chemistry, Booth 2819

Product: NC Pool Chemistry Algaecide + PHOSfree
Features: multifunction algae fighting formula combines an algaecide with a phosphate remover; suitable for all pool types; when used as directed, it kills and controls green, mustard, and black pool algae while removing problem-causing phosphate
Contact: naturalchemistry.com



Only Alpha Pool Products, Booth 1625

Product: Vinyl Liners
Features: engineered for performance, durability, and strong visual appeal; extensive range of patterns and water tones; manufactured from high-quality materials designed for strength, flexibility, and color retention; CFFA certified
Contact: onlyalpha.com



PAL Lighting, Booth 1637

Product: 4-inch Scuppers
Features: includes a serviceable LED light to illuminate a flow of water that spills onto the pool surface, highlighting the design with a bespoke feature; available in a round or square form; four standard finishes with custom options; quick-connect power cable
Contact: pallighting.com



Pegasus Products, Booth 1619

Product: Inground and Aboveground Vinyl Liners
Features: made using viringrade vinyl that contains ultraviolet inhibitors as well as fungicide and biocide protectors
Contact: pegasus-products.com



Pentair Pool, Booth 2219

Product: IntelliChlor Plus & LT Salt Chlorine Generators
Features: new and improved modular designs provide more serviceability, accuracy, and value; intuitive interface provides more than 20 built-in warnings and diagnostics; a redesigned conductivity sensor provides more accurate salt level readings
Contact: pentair.com



Phoenix Products, Booth 2431

Product: Serena Spa Ice Bath Care
Features: Cold Clear keeps water smelling crisp longer, reduces grimy buildup, and is dye- and fragrance-free; Cold Clean safely removes slippery residue between water changes without harming surfaces
Contact: PhoenixProductsCo.com



Plunge Pool Concepts, Booth 3545

Product: Plunge Plus
Features: space-saving plunge pools engineered for efficiency, durability, and style; installs quickly with customizable finishes and innovative features
Contact: plungepools.com



PoolCorp, Booth 2107

Product: Pool360 PoolService
Features: designed for pool service businesses, software offers route optimization, mobile water testing, automated billing and payments, integrated pricing
Contact: pool360service.com

REGISTRATION NOW OPEN



Seminar Hours

Thursday, February 12th | 8 AM - 2 PM
Friday, February 13th | 8 AM - 2 PM
Saturday, February 14th | 8 AM - 2 PM

Exhibit Hours

Thursday, February 12th | 1 PM - 5 PM
Friday, February 13th | 2 PM - 6 PM
Saturday, February 14th | 1 PM - 5 PM

Rock the Pool Industry Party

Thursday, February 12th | 6 PM - 10 PM

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- **Advanced Fluid Engineering Workshop (2 days)
- **Pool Cover Installation and Repair Workshop
- **Tile Repairs for Pool Service Pros

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- **S.T.A.R. - Stain Treatment and Removal Certification

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Poolmaster, Booth 3642

Product: Floating Wireless Bluetooth Speaker with Multi-Light Display
Features: designed for outdoor and poolside entertainment; can withstand submersion in up to three feet of water; answers calls without leaving the pool; plays music; seven colors to choose from
Contact: poolmaster.com



Raypak, Booth 1519

Product: Crosswind V
Features: vertical discharge heat pump pool heater designed with a smaller footprint and lighter weight
Contact: raypak.com



RB Retail & Service Solutions, Booth 3232

Product: DocuSign
Features: now offers DocuSign as an integrated feature in its business software; electronic signature and agreement platform lets users send, sign, and manage documents securely online, instead of using paper contracts
Contact: rbretailandservicesolutions.com



RENOLIT, Booth 2955

Product: TOUCH Collection
Features: collection offers seven reinforced PVC membrane designs that imitate the natural textures found in marble, slate or sand; printed with 3D relief; 80-mil thick; Class C slip resistant properties
Contact: renolit-alkorplan.com



RicoRock, Booth 3449

Product: Temple Stone Firepit
Features: newest addition to the Temple Stone series, this new firepit is made of pre-cast lightweight concrete; roughly 18" high, 76" long and 23" wide; hooks up to standard propane tanks; made in USA and available for immediate shipment
Contact: ricorock.com



River Pools, Booth 3748

Product: Flat-Bottom A36 Pool
Features: the first in a new series of flat bottom pools, A36 is sized at 16' wide by 36' long and 4'6" deep with two sets of stairs connected by a long side bench; auto-cover ready; available in six different color options; made in USA
Contact: riverpoolsandspas.com



SKiM360 Products, Booth 1248

Product: 18-inch SKiM360 Floater/RAKE Combo

Features: combines the ability to skim the surface and rake the bottom of a pool with the same tool; patented float assembly allows anyone to skim with zero weight of the pole and skimmer

Contact: SKiM360products.com



Slipstream Swim Machines, Booth 3602

Product: Slipstream

Features: 2026 improvements include new plug/connect system, new Bluetooth enabled battery, an improved design that allows the unit to be compatible without customization for benches and ledges

Contact: SwimSlipstream.com



Softub, Booth 2054

Product: PoseidonX

Features: this spa is lightweight, durable, and easy to install — just plug into an isolated 15 amp/115 volt outlet, no special wiring, no costly upgrades; patented Hydromate Heat pump system with Hybrid Horsepower

Contact: softub.com



Solenis, Booth 2307

Product: Poolife NST System

Features: includes everything needed to oxidize, sanitize and remove algae; products include NST Prime Sanitizer, NST Prime Tablets, NST Purify, NST Patrol

Contact: poolife.com

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Spazazz, Booth 3125

Product: Spazazz Aroma Spa Shock and Spazazz Cold Plunge Collection
Features: Top 50 Product Award recipient; Cold Plunge Collection and Aroma Spa Shock are designed to deliver premium wellness experiences that blend science and scent
Contact: spazazz.com



Speck Pumps — Pool Products, Booth 1531

Product: BaduJet Turbo Pro System
Features: designed to provide a smooth and strong swim lane
Contact: usa.speck-pumps.com



SwamCam, Booth 2151

Product: Door and Window Sensors
Features: SwamCam's new Door and Window Sensors are discreet, wireless, and UL2017 certified; fully integrate into the SwamCam ecosystem or work as standalone devices
Contact: theswamcam.com



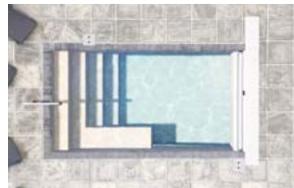
The Perfect Rail, Booth 3656

Product: The Perfect Rail Ladder Anchor Brackets
Features: engineered to simplify the installation of ladder and grab rails; ensures a secure, straight, plum, and level fit; users can streamline the ladder and grab rail installation
Contact: theperfectrail.com



The VacDaddy, Booth 3444

Product: BattDaddy
Features: a portable lithium-ion power solution designed to provide the VacDaddy system full suction power anywhere, even when electrical access isn't an option; up to 2 hours of continuous runtime
Contact: thevacdaddy.com



Thursday Pools, Booth 3649

Product: NOOK Plunge Pool
Features: compact plunge-pool with built-in-steps and integrated bench seating; 8'4" wide by 16' long with a 4'8" flat bottom depth; does not require oversized-load transportation permit; for small backyards or as secondary backyard feature
Contact: thursdaypools.com



Water Tech Corp., Booth 3531

Product: Water Tech Volt FX-4 Li
Features: cordless, lightweight and rechargeable lithium powered, underwater vacuum runs up to 45 minutes when fully charged; includes 7.5" vacuum head and reusable filter bags; vacuums all types of debris including dirt, gravel, leaves, sand and algae
Contact: watertechcorp.com



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