APSP’s digital marketing program, ESCAPE, was designed to create demand for pools and hot tubs among a target audience while positioning you, the member, as a trusted source for the consumer.

Visit EscapeToWater.com to learn about the campaign.

Follow us: Facebook.com/EscapetoWater
Twitter.com/EscapetoWater

Make sure the consumer can find you!

Contact memberservices@apsp.org or call 703.838.0083 ext. 301 to update your member locator listing or to sign up for the lead generation program.

EscapeToWater.com
Virtual training delivers one of APSP’s traditional classroom courses via the Internet and a phone connection. Students save money on travel, time out of the office and other expenses. For more information, email APSPUniversity@apsp.org.
Maximize Your Time

Get Certified Today!

Live Virtual Courses
Register by visiting APSPUniversity.org

<table>
<thead>
<tr>
<th>Program</th>
<th>Upcoming Dates</th>
<th>Time</th>
<th>CEUs</th>
<th>Member Price</th>
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<tr>
<td>CST Certified Service Technician®</td>
<td>November 7, 9, 11, 14, 16 and 18 or March 1, 3, 6, 8, 10 and 13</td>
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<td>24</td>
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<td>3-6 pm (EST)</td>
<td>24</td>
<td>$449</td>
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<td>9-12 pm (EST)</td>
<td>24</td>
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<td>$549</td>
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<td>Retail Sales Associate Program</td>
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Online Self-Paced Education
Register by visiting APSPUniversity.org

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<td>Pool &amp; Spa Inspection Seminar</td>
<td>24/7</td>
<td>3</td>
<td>$199</td>
<td>$249</td>
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<tr>
<td>CHTT Certified Hot Tub Technician®</td>
<td>24/7</td>
<td>24</td>
<td>$549</td>
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Recorded Program

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<td>24</td>
<td>$299</td>
<td>$349</td>
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<td>Retail Sales Associate Program</td>
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<td>$269</td>
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<td>6</td>
<td>$199</td>
<td>$269</td>
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Regional Courses – Learn more at APSP.org/Events

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<thead>
<tr>
<th>Program</th>
<th>Upcoming Dates</th>
<th>Location</th>
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<tr>
<td>Long Island Chapter Tech School - CST, CBP prep, PSCC</td>
<td>November 18-22, 2016</td>
<td>Long Island, NY</td>
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<tr>
<td>APSP Penn Jersey Chapter - CST Review &amp; Exam</td>
<td>November 22, 2016</td>
<td>West Chester, PA</td>
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<tr>
<td>The Pool &amp; Spa Show - CHTT, CMS, CST, PSCC</td>
<td>January 22-25, 2017</td>
<td>Atlantic City, NJ</td>
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<tr>
<td>APSP Penn Jersey Chapter - CST Review &amp; Exam</td>
<td>January 31, 2017</td>
<td>Hamilton, NJ</td>
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<td>APSP Georgia Chapter Tech School</td>
<td>February 13-18, 2017</td>
<td>Atlanta, GA</td>
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<tr>
<td>CMS at Ethan Allen Hotel</td>
<td>March 6-9, 2017</td>
<td>Danbury, CT</td>
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CBP Certified Building Professional®

The CBP is highly sought after by those who know the value of certification to raise confidence with prospective customers and raise your industry visibility with pool and spa manufacturers, distributors and buying groups.

Candidates qualify by having at least five years of industry experience and 24 hours of continuing education credits within the last three years. You may opt to take the Pool & Spa Construction Course (PSCC) before testing, but it is not required if you meet the continuing education requirements. To earn this designation, you will need to pass a 150-question, closed book, multiple-choice exam.

Get started today by completing the CBP application, available online at APSPUniversity.org.

PSCC Pool & Spa Construction Course (24 CEUs)

The PSCC Pool & Spa Construction Course is for novice and experienced pool builders, as well as designers who need to know more about pool and spa construction. This course takes you through the APSP Builders Manual and gives you what you need to know to conform to industry standards. This course covers all types of pool and spa water feature construction, and reviews the construction process in detail from design to pool and spa start-up. For more information, email APSPUniversity@apsp.org.

The Workbook

Pool & Spa Construction Workbook

This workbook guides you through the APSP Builders Manual as you study.

02-193
$49 $29 member price

The Manuals


Own all three and keep these must-have technical manuals handy for all of your pool, spa, and hot tub needs.

02-426
$999 $699 member price
The CSP is highly sought after by those who know the value of certification to raise confidence with prospective customers and raise your industry visibility with pool and spa manufacturers, distributors and buying groups.

Candidates qualify by having at least five years of industry experience and 24 hours of continuing education credits within the last three years. To earn this designation, you will need to pass a 150-question, closed book, multiple-choice exam.

Get started today by completing the CSP application, available online at APSPUniversity.org.

CST Certified Service Technician®

After completing the CST Certified Service Technician® course the student will be able to explain common problems with pool finishes and how to repair them; keep pools running more efficiently with a better understanding of circulation, filtration, hydraulics and electricity; grow your practical knowledge and gain troubleshooting skills and resources; and distinguish yourself as an experienced and knowledgeable service technician. For more information, email APSPUniversity@apsp.org.

The Workbook

CST Certified Service Technician® Workbook

This workbook guides you through the APSP Service Tech Manual as you study.

02-190
$49  $29 member price

CMS Certified Maintenance Specialist®

After completing the CMS Certified Maintenance Specialist® course you will have gained a strong understanding of safety, pool circulation and filtration, pool maintenance and water quality; learned about other important topics such as electrical systems, pool structures and finishes, heaters and controls and customer service; and earned a name for yourself in the pool industry as a maintenance person in the know! For more information, email APSPUniversity@apsp.org.

The Workbook

CMS Certified Maintenance Specialist® Workbook

This workbook guides you through the APSP Service Tech Manual as you study.

02-185
$49  $29 member price

The Manual

APSP Service Tech Manual

The APSP Service Tech Manual is a valuable reference tool used by professionals throughout the pool and spa industry. Get comprehensive information about pool and spa technology and providing professional service and repair.

02-170
$349  $249 member price
C HTT Certified Hot Tub Technician®

After completing the CHTT Certified Hot Tub Technician® course the student will have gained a wide body of practical knowledge on servicing and troubleshooting hot tubs regardless of brand; mastered the essentials of hot tub and spa water chemistry, electrical systems, circulation and filtration; and learned tips and tricks for basic repairs to interior surfaces. For more information, email APSPUniversity@apsp.org.

The Manual

APSP Hot Tub Technician Manual

The APSP Hot Tub Technician Manual is a valuable reference tool used by professionals who service and repair portable hot tubs.

02-172

$349 $249 member price

The Workbook

CHTT Certified Hot Tub Technician® Workbook

This workbook guides you through the APSP Hot Tub Technician Manual as you study.

02-173

$49 $29 member price

Retail Sales Training

The Program

Retail Sales Associate Program

The (RSAP) Retail Sales Associate Program is a great way to get your new hires off to a quick start, and inspire your existing staff to improve technical and customer service skills without leaving the office. Build employee confidence and skills when you make the RSAP part of your company training requirement. The RSAP provides comprehensive education and training for retail employees in entry-level, seasonal, and first-line supervisory positions, covering the essentials of pool, spa and hot tub systems and the development of superior customer service.

A final exam is available by emailing APSPUniversity@apsp.org. Those who successfully complete the exam will receive a certificate of completion.

Retail Sales Associate Training Program Package

Shorten the time needed to make new employees productive and profitable. The APSP RSAP gives new employees grounding on basic technical information, as well as sharpening their customer service skills and sales techniques in pool, spa, and hot tub environments.

Tools employees need to complete the training:

• Retail Sales Associate Manual
• Retail Sales Associate Technical Workbook
• Retail Sales Associate Customer Service Workbook
• Retail Sales Associate Online Certificate Assessment

Optional:

• Retail Sales Associate Facilitator’s Technical Guide

20-606 (Includes bulleted items above)

$279 $199 member price
The Workbook

**Retail Sales Associate Customer Service Workbook**
This workbook helps employees achieve wildly successful customer service skills.

02-605
$49 $29 member price

**Retail Sales Associate Technical Workbook**
Combined with the Retail Sales Associate Manual, this workbook provides an interactive and engaging review of pool, spa, and hot tub system fundamentals and the basic technical knowledge necessary to be a top-notch retail sales professional.

02-604
$49 $29 member price

**Retail Sales Associate Online Certificate Assessment**
Give employees an opportunity to demonstrate their knowledge and increase their professional standing with this online certificate assessment. Those who pass the exam will receive a personalized certificate, suitable for wall display, to showcase their commitment to excellence.

Note: Employees must complete the RSAP workbooks listed above to take the assessment and earn certificates.

The pricing listed below is per assessment.

<table>
<thead>
<tr>
<th>Code</th>
<th>Price</th>
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<tbody>
<tr>
<td>RSAP_Exam</td>
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**Retail Sales Training**
Great Idea for Retail Members!
Plan now to participate in the 2017 National Water Safety Month. It’s a great way to get new and existing customers in your door and link your name to safety. Visit NationalWaterSafetyMonth.org for event ideas.

---

**Retail Sales Associate Facilitator’s Technical Guide**
When combined with APSP’s Retail Sales Associate Training Program, this guide can reduce the time it takes to make your employees productive and profitable.

*The Facilitator’s Technical Guide* gives you step-by-step instructions to create a customized training program on pool, spa, and hot tub technical information, sales techniques, and customer service skills.

Employees can complete the Retail Sales Associate Training Program at their own pace. Your active participation helps ensure the best results for them and for your business.

02-615
$49 $29 member price

**The Manual**

**Retail Sales Associate Manual**
This manual provides more than 200 pages of practical, technical information to help your retail sales associates provide the highest-quality customer service. Topics include: health, safety, structures, finishes, electricity, hydraulics, pumps, filtration, heaters, water chemistry, chemical feeders, maintenance, and pool and spa covers. Also, a glossary of industry terms is included.

02-603
$179 $129 member price

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703.838.0083 • The Association of Pool & Spa Professionals • APSP.org
New for 2016-2017

Computerized Testing Now Available!

This year, I will become APSP Certified.

Get Trained.
Get Tested.
Get Immediate Results.

Test At Your Convenience
Get Immediate Results Plus Strength & Weakness Reports
600+ U.S. Testing Site Locations

Get Certified Today!
APSPUniversity.org

Immediate Results!
Business Skills Courses:

Improving Your Bottom Line Using Project Management (24 CEUs)
Project management is one of the business world’s most in-demand skill sets. That's because even the smallest projects can benefit from project management processes such as planning, time and cost management, human resource management and communications management. Join this interactive virtual class and learn real life project management, leadership and business skills you need to bring any project to success.
Member Price: $299  Nonmember Price: $349

Retail Business Operations Bootcamp (8 CEUs)
Want to increase your profitability and sales? Learn strategies to build customer loyalty? Managing a business can be a complicated process with many parts that need to work in harmony with each other. This must-attend course introduces the core principles of small business operations in the swimming pool business. The topics include customer service, financial operations and critical sales techniques that will have your retail team more efficient and effective. You and your staff will walk away armed with ideas that you can immediately implement to run a successful swimming pool business!
Member Price: $199  Nonmember Price: $269

Retail Sales Associate Program (8 CEUs)
Shorten the time needed to make new employees productive and profitable. The APSP Retail Sales Associate Training Program gives new employees grounding on basic technical information, as well as sharpening their customer service skills and sales techniques. In no time, your new hires will be working completely alongside experienced employees. The program covers pool, spa and hot environments.
Member Price: $199  Nonmember Price: $269

Pool & Spa Inspection Seminar (3 CEUs)
Learn the fundamentals of being a pool inspector in this virtual course. You will learn exactly how to inspect a pool and how to complete a home inspection report.
Member Price: $199  Nonmember Price: $249

Submit your masterpieces to the 2017 International Awards of Excellence program at APSP.org/AOE
Submission Site opens January 15, 2017

Preferred media partner

Ryan Hughes Design
Palm Harbor, FL
2016 APSP International Awards of Excellence Gold Recipient
Live Virtual and Online Self-Paced Courses

Register at APSPUniversity.org

**APSP Certification Courses:**

**Pool & Spa Construction Course (24 CEUs)**
The PSCC Pool & Spa Construction Course is for novice and experienced pool builders, as well as designers who need to know more about pool and spa construction. This course takes you through the *APSP Builders Manual* and gives you what you need to know to conform to industry standards. The course covers all types of pool and spa water feature construction, and reviews the construction process in detail from design to pool and spa start-up. *Manual and Workbook Included*

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**CHTT Certified Hot Tub Technician Course® (24 CEUs)**
After completing this interactive virtual course the student will have gained a wide body of practical knowledge on servicing and troubleshooting hot tubs regardless of brand; mastered the essentials of hot tub and spa water chemistry, electrical systems, circulation and filtration; and learned tips and tricks for basic repairs to interior surfaces. *Manual and Workbook Included*

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<td>Nonmember</td>
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**CMS Certified Maintenance Specialist Course® (24 CEUs)**
After completing this course you will have gained a strong understanding of safety, pool circulation and filtration, pool maintenance and water quality; learned about other important topics such as electrical systems, pool structures and finishes, heaters and controls, and customer service; and earned a name for yourself in the pool industry as a maintenance person in the know! *Manual and Workbook Included*

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**CST Certified Service Technician Course® (24 CEUs)**
After completing this interactive virtual course the student will be able to explain common problems with pool finishes and how to repair them; keep pools running more efficiently with a better understanding of circulation, filtration, hydraulics and electricity; grow your practical knowledge and gain troubleshooting skills and resources; and distinguish yourself as an experienced and knowledgeable service technician. *Manual and Workbook Included*

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**APSP Certification Prep Courses:**

**Cracking the CSP Exam (2 CEUs)**
This 1.5 hour webinar is for anyone preparing to sit for the APSP CSP exam. Cracking the CSP Exam reviews 20 of the most challenging exam questions to better help you prepare. Through lectures, practice questions and discussion, participants will focus on key topics necessary for successfully passing this rigorous exam. In addition, participants will become familiar with the format and makeup of the exam.

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**Cracking the CMS Exam (2 CEUs)**
This 1.5 hour webinar is for anyone preparing to sit for the APSP CMS exam. Cracking the CMS Exam reviews 10 of the most challenging exam questions to better help you prepare. Through lectures, practice questions and discussion, participants will focus on key topics necessary for successfully passing this rigorous exam. In addition, participants will become familiar with the format and makeup of the exam.

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**CBP Prep Course (4 CEUs)**
Need to prepare for your CBP Exam, but don’t have the time to travel? This program is designed for experienced professionals who want to familiarize themselves with the type of questions on the CBP exam. This is the same content that is given at the live prep-courses but, in this venue, you can go back and listen again! Once you’ve completed the webinar, you’ll be ready to test at a certified testing center near you.

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<td>Nonmember</td>
<td>$695</td>
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</table>
Live Virtual and Online Self-Paced Courses

Need 24 CEUs?

Earn all of the credits you need to recertify by taking these courses.

**Improving Your Bottom Line Using Project Management (24 CEUs)**
Project management is one of the business world's most in-demand skill sets. That's because even the smallest projects can benefit from project management processes such as planning, time and cost management, human resource management and communications management. Join this interactive virtual class and learn real life project management, leadership and business skills you need to bring any project to success.

Member Price: $299  Nonmember Price: $349

**Pool & Spa Construction Course (24 CEUs)**
The PSCC is for novice and experienced pool builders, as well as designers who need to know more about pool and spa construction. This 18 hour course takes you through the APSP Builders Manual and gives you what you need to know to conform to industry standards. The course covers all types of pool and spa water feature construction, and reviews the construction process in detail from design to pool and spa start-up.

Member Price: $599  Nonmember Price: $749

**CHTT Certified Hot Tub Technician Course® (24 CEUs)**
After completing this interactive virtual course the student will have gained a wide body of practical knowledge on servicing and troubleshooting manufactures hot tubs regardless of brand; mastered the essentials of hot tub and spa water chemistry, electrical systems, circulation and filtration; and learned tips and tricks for basic repairs to interior surfaces.

Member Price: $549  Nonmember Price: $699

**CMS Certified Maintenance Specialist Course® (24 CEUs)**
After completing this course you will have gained a strong understanding of safety, pool circulation and filtration, pool maintenance and water quality; learned about other important topics such as electrical systems, pool structures and finishes, heaters and controls, and customer service; and earned a name for yourself in the pool industry as a maintenance person in the know!

Member Price: $349  Nonmember Price: $449

**CST Certified Service Technician Course® (24 CEUs)**
After completing this interactive virtual course the student will be able to explain common problems with pool finishes and how to repair them; keep pools running more efficiently with a better understanding of circulation, filtration, hydraulics and electricity; grow your practical knowledge and gain troubleshooting skills and resources; and distinguish yourself as an experienced and knowledgeable service technician.

Member Price: $549  Nonmember Price: $699

**Recertification**
Recertification for the CBP, CSP, CMS, CST and CHTT program help to ensure that those that hold APSP Certifications are always at the forefront of the industry, well informed and striving for professionalism. In order to recertify, each program requires 24 hours of continuing education credits per three years. We strongly recommend that you obtain at least eight hours of credit each year to keep up with this recertification requirement. These credits can be obtained by attending continuing education seminars and training, either in person or online. You are responsible for keeping record of your continuing education credits. For more information, email the APSP University at APSPUniversity@apsp.org.

FREE! There is an additional registration form/fee required for taking APSP Certification exams. Obtain your copy by emailing APSPUniversity@apsp.org.

**FREE Member Only Live Math Prep Virtual Courses**
- Formulas and Constraints
- Conversions and Measurements
- Volume, Velocity and More

For more information email APSPUniversity@apsp.org.
### Items for the CBP Certified Building Professional® Designation

<table>
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<tr>
<th>Item</th>
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<tr>
<td>CBP personalized self inking stamp</td>
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<td>CBP personalized round handheld embosser</td>
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<td>CBP personalized gold embossing labels</td>
<td>50-252 (Box of 40)</td>
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<td>Personalized round handheld embosser insert for dual certifications</td>
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### Items for the CSP Certified Service Professional® Designation

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### Decals

Use these decals on your storefront or vehicle window to show customers that you have earned an APSP certification.

<table>
<thead>
<tr>
<th>Designation</th>
<th>Code</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>CBP Certified Building Professional®</td>
<td>50-211</td>
<td>5 pack $10 member price</td>
</tr>
<tr>
<td>CSP Certified Service Professional®</td>
<td>50-215</td>
<td>5 pack $10 member price</td>
</tr>
<tr>
<td>CST Certified Service Technician®</td>
<td>50-219</td>
<td>10 pack $10 member price</td>
</tr>
<tr>
<td>CMS Certified Maintenance Specialist®</td>
<td>50-223</td>
<td>10 pack $10 member price</td>
</tr>
<tr>
<td>CHTT Certified Hot Tub Technician®</td>
<td>50-227</td>
<td>10 pack $10 member price</td>
</tr>
</tbody>
</table>

### Patches

Demonstrate your company’s commitment to providing quality service by proudly displaying your certifications and achievements to your customers with these colorful embroidered patches.

<table>
<thead>
<tr>
<th>Designation</th>
<th>Code</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certified Building Professional</td>
<td>65-PCH-CBP</td>
<td>10 pack $10 member price</td>
</tr>
<tr>
<td>Certified Service Professional</td>
<td>65-PCH-CSP</td>
<td>10 pack $10 member price</td>
</tr>
<tr>
<td>Certified Service Technician</td>
<td>65-PCH-CST</td>
<td>10 pack $10 member price</td>
</tr>
<tr>
<td>Certified Maintenance Specialist</td>
<td>65-PCH-CMS</td>
<td>10 pack $10 member price</td>
</tr>
<tr>
<td>Certified Hot Tub Technician</td>
<td>65-PCH-CHTT</td>
<td>$5 each member price</td>
</tr>
</tbody>
</table>
The CBP and CSP Toolkit Package
You’ve earned your CBP Certified Building Professional® or CSP Certified Service Professional® designation. Now purchase the tools that help you demonstrate your commitment to superior knowledge and performance. This premier customized piece will help you stand out from your competition and will give you the professional image you need to win jobs.

Toolkit Packages
Increase your business success when you use these customizable toolkits when prospecting to new or existing customers.

Customized CBP Toolkit Package Includes:
- Folder
- CBP Brochure
- CBP Decal (5 pack)
- CBP Rack Card
  - 50 pack $304 member price
  - 100 pack $608 member price
  - 150 pack $912 member price
  - 200 pack $1,216 member price

Customized CSP Toolkit Package Includes:
- Folder
- CSP Brochure
- CSP Decal (5 pack)
- CSP Rack Card
  - 50 pack $304 member price
  - 100 pack $608 member price
  - 150 pack $912 member price
  - 200 pack $1,216 member price

Don’t want the package? Purchase the items separately.

Decals
- CBP Decal
- CSP Decal
  - 5 pack $10 member price

Folders:
- 50 pack $79 member price
- 100 pack $158 member price
- 150 pack $237 member price
- 200 pack $316 member price

Personalized Brochures:
- CBP Brochure
- CSP Brochure
  - 50 pack $125 member price
  - 100 pack $250 member price
  - 150 pack $375 member price
  - 200 pack $500 member price

Personalized Rack Cards:
- CBP Rack Card
- CSP Rack Card
  - 50 pack $120 member price
  - 100 pack $240 member price
  - 150 pack $360 member price
  - 200 pack $480 member price

CBP and CSP Certificates

Why Choose a CBP
- 25 pack $73.49
- 50 pack $88.44
- 100 pack $104.40
- 250 pack $168.18

Why Choose a CSP
- 25 pack $73.49
- 50 pack $88.44
- 100 pack $104.40
- 250 pack $168.18

To add your logo and customize, visit APSPCustomized.org
APSP Decals
Enhance your prestige and credibility! Display the APSP member logo to remind customers that you belong to the world’s leading association of pool, spa, and hot tub professionals committed to public safety, reputable service and excellence.

50-207 APSP member sticker - 6 inch (Pack of 10)
$11 member price

50-209 APSP member oval decal – 14 inch (Pack of 5)
$10 member price

50-210 APSP lapel pin
$6 each member price

APSP Magnetic Car Signs
11 X 8 - $16 each member price
17 X 11 - $28 each member price
Visit APSPCustomized.org to purchase.

Why Choose an APSP Member Certificate
Pricing:
25 pack $73.49
50 pack $88.44
100 pack $104.40
250 pack $168.18
Visit APSPCustomized.org to purchase.

APSP Marketing Toolkit
The APSP Marketing Toolkit contains tools to help you be more successful with your marketing efforts and thus have more business success. All material has been developed based on APSP consumer research.

- APSP Logos
- Radio Advertising
- National Water Safety Month
- Videos
- Membership Certificate
- Marketing Content
- ESCAPE

Access this website information at APSP.org/MarketingToolkit using your username and password. Get your username and password by emailing memberservices@apsp.org.

Customizable Products to Promote Your Brand
Partner Program

APSP Partner Program

All Partners Receive:
- Recognition as a partner on APSP website home page
- Promotion of partnership on APSP social media pages
- Company logo and link on all APSP chapter websites
- Banner with your logo at the APSP booth at Expo
- Logo in APSP ad in Expo program book
- Use of APSP logo on company website and promotional materials

APSP Platinum Partner

All benefits listed above PLUS:
- Company information in sponsor highlights section of e-newsletter (8 weeks)
- Company ad on APSP.org (2 months)
- Email to APSP membership – content supported by Platinum Partner (2 emails)
- Special APSP Partner discounts on company orders of APSP products
- Press release announcing company partnership
- Listed as a corporate partner in an AQUA magazine and Pool & Spa News ad
- 15% discount on ads placed in AQUA magazine above previous year spend
- Recognition in APSP weekly e-newsletter and Hot Tub e-newsletter
- Corporate partner at the CEO Circle Luncheon
- Logo recognition as an APSP partner on all APSP e-blasts

APSP Gold Partner

$10,000

All benefits listed above PLUS:
- Company information in sponsor highlights section of e-newsletter (4 weeks)
- Company ad on APSP.org (2 months)
- Email to APSP membership – content supported by Gold Partner (2 emails)
- Special APSP Partner discounts on company orders of APSP products
- Press release announcing company partnership

APSP Silver Partner

$5,000

All benefits listed above PLUS:
- Company information in sponsor highlights section of e-newsletter (2 weeks)

GET STARTED

We can customize your partnership specific to your needs as an APSP Partner.

Contact Seth Ewing for sponsorship information or to secure your 2017 sponsorship.

Email: sewing@apsp.org  Phone: 703.647.2542
Discounts for APSP Members

Save Time. Save Money. Increase Your Bottom Line.

APSP Pool and Spa Industry Online Locators
One-stop search engines for both industry professionals and consumers to easily locate the pool and spa services and products they need. Check out your free member listing at APSP.org/MemberLocator.

HomeAdvisor
Did you know that every five seconds a homeowner turns to HomeAdvisor looking for a pro? We’re excited to help maximize your online presence and offer a 25% discount on ProFinder leads for your first 30 days to get you started. Franchisees considering joining HomeAdvisor have a dedicated sales team to answer questions about the program. Get Started: Call us at 866.849.1112, visit HomeAdvisor.com/APSP-members or email apsppros@homeadvisor.com.

AT&T
Save up to 40% monthly utilizing Powernet’s Cellular Discount Program. Go to http://powernetmobility.com/png/ and fill out information to take advantage of this savings program for The Association of Pool & Spa Professionals members.

AVIS
APSP members always receive up to 25% off your rental, plus enjoy additional offers like dollars off, a complimentary upgrade, or a free weekend day. With a complimentary membership in Avis Preferred®, you’ll travel better, save time and gain access to exclusive offers. Call 1.800.331.1212 to make a reservation.

Budget
APSP members always save up to 25% off Budget base rates, plus get other great offers like dollars off, a complimentary upgrade, or a free weekend day. With a complimentary membership in Budget Fastbreak, enjoy their fastest, easiest rental experience! Call 1.800.527.0700 to make a reservation.

Lenovo
APSP members are now eligible to save up to 30% off the everyday public web price of Lenovo’s entire product line of laptops, tablets, desktops, servers, accessories and more! Whether you need a technology boost at work, a device to stream your favorite TV show, or a tool to help with homework, Lenovo has you covered. Plus, receive free ground shipping on all web orders and monthly limited-time special offers. For more information, visit APSP.org/Discounts.

Shipping Program
As an APSP member, your company is eligible to receive exclusive discounts and customized pricing with the leading transportation providers in the industry. APSP partners with UPS®, UPS Freight, YRC Freight and Estes. Whether shipping an envelope or a truckload, these carriers can provide a solution. To enroll in the APSP Shipping Program or for more information, please call 1.800.MEMBERS (1.800.636.2377), M-F, 8 a.m. – 6 p.m., or visit www.1800Members.com/APSP

TSYS Merchant Solutions
Members save on credit card acceptance with exclusive, members-only program. Some member only benefits include the following: discounted group rates on Visa, MasterCard and Discover transactions; dedicated account management team, additional merchant processing services, including debit card acceptance and check verification/guarantee services; negotiated member only rates; and free online statements and account access. For more information, call 888.749.7860.

Tradeshow Exhibit Discounts
APSP members receive a 15% discount on booth space at the International Pool | Spa | Patio Expo and The Pool & Spa Show. Contact your APSP Account Representatives at memberservices@apsp.org for your membership number prior to reserving space.

Prosper
Prosper has partnered with APSP to provide convenient and low cost financing solutions for APSP member customers’ pool, hot tub or home improvement projects. Prosper gives borrowers access to fixed rate, unsecured loans from $2,000 to $35,000 with loan terms of 3 and 5 years. Learn more at APSPFinancing.com.

Swimming Pool and Spa Contractors Insurance Program
CNA has partnered with the APSP to develop a comprehensive insurance program that addresses the specialized needs of swimming pool and spa contractors. CNA’s experienced team of underwriters, risk control specialists and claim professionals deliver the service level that swimming pool and spa contractors have come to expect. For more information, visit CNA.com/APSP.

Payroll, Compliance and HR
ADP has partnered with APSP to offer members business tools to help their businesses succeed. From basic payroll and operations to complex talent management and analytics, ADP offers solutions to businesses to build a better workforce. Learn more by calling 866.576.1095.

Get complete details at APSP.org/Discounts
Discounts for APSP Members

Office Supplies
Receive up to 80% off on office and school supplies from Office Depot and OfficeMax. Visit online or call 866.598.9320.

APSP Career Center
APSP in partnership with Boxwood, offers members a completely redesigned career center. Visit the career center at Jobs.APSP.org.

Safety Data Sheets and Hazmat Consulting
APSP offers members low-cost Safety Data Sheets (SDS) on demand and chemical spill control hotline that keeps your business OSHA-compliant and your employees and customers safe. Subscribe to hazmat management. For more information, email memberservices@apsp.org.

LifeLock – Identity Theft Solution
Identity theft is one of the fastest-growing crimes in America, and LifeLock is the nation’s leading proactive identity theft solution. LifeLock is the only vendor that provides comprehensive protection and backs its service with a $1 million guarantee. For more information, call 703.838.0083 ext. 301.

Independent Insurance Group, Inc. (IIG)
Since 2004, IIG has been endorsed by APSP for our Texas members’ insurance needs. IIG specializes in insurance for the construction industry and in particular the pool industry. Learn more by calling 866.688.3483.

Utility Consulting
APPI Energy can help you reduce electricity and natural gas costs. APPI Energy manages and reduces your energy expenses by negotiating favorable “real-time” pricing and contract terms and conditions. APPI Energy provides a process with minimal time commitment and no upfront cost from you. For more information, call 800.520.6685.

APSP members save up to 34%* on UPS® shipping services

APSP is proud to bring you valuable discounts on the products and services you need. Make the most out of your membership and take advantage of competitive rates on a broad portfolio of UPS shipping services, including UPS Freight®. Whether your LTL needs are coast-to-coast or close to home, you can trust that UPS Freight will pick up and deliver your shipments intact and on time.

To save on your UPS shipments, simply:

Call: 1-800-MEMBERS (1-800-636-2377) M-F, 8 a.m. - 6 p.m. EST
Visit: savewithups.com/apsp

*See savewithups.com/apsp for specific services and discounts. All discounts apply to the effective UPS Daily Rates at the time of shipment and shall be applied on a weekly basis, unless otherwise specified. UPS, the UPS brandmark and the color brown are trademarks of United Parcel Service of America, Inc. and are used with the permission of the owner. All rights reserved.
Distributors and Manufacturers—Maximize Your Membership Using APSP Benefits

Benefits Include:
✓ APSP e-newsletter
✓ Online listing on our Industry Supplier Guide.
✓ Access to “Members Only” section of APSP.org, providing all of your employees with a wealth of knowledge.
✓ Exclusive use of the APSP and the IHTA of APSP logos.
✓ Stay connected with access to APSP Chapters nationwide.
✓ Major discounts on orders from the APSP Online Store.
✓ Sponsorship – Reach your target audience.
✓ Product Recognition – Encourage your dealers to participate in AOE! Your dealers receive the industry recognition they deserve and your products gets recognized in their award winning installations.

CODE OF ETHICS:
I affirm that all information provided herein is true and complete and that the membership category selected accurately represents my business. I have read the APSP Code of Ethics at APSP.org/CodeOfEthics and agree to support the association’s efforts to grow the industry. By signing this document, I agree to these terms and am certifying that I am authorized to sign my organization up for membership.

Signature: ____________________ Date: ____________________

Take a Seat at the Table
Your APSP Membership elevates your company as an industry player with a voice.
✓ Connect through APSP’s website and industry supplier guide
✓ Get involved with APSP chapters, events and APSP Committees and Councils
✓ Enjoy exhibitor discounts at industry shows and events

Protect Your Interests
APSP gives you peace of mind that your business interests are represented and your investment is enhanced through:
✓ Outreach to federal, state and local regulator experts on the value of the industry and the benefits of its products.
✓ Consensus standards, including energy efficiency standards driven by consumer trends.

Do What’s Right
APSP members can meet their corporate social responsibilities through:
✓ Use of APSP Standards and safety in developing new products.
✓ Participation in APSP’s National Water Safety Month.
✓ Promotion of product and consumer safety through messages and materials.
✓ Make a tax-deductible donation to the World of Recreational Water Foundation.

Distributor and Manufacturer Membership Application
COMPANY AND CONTACT INFORMATION:

Company Name: ________________________________________
Primary Contact: ________________________________________
Title: __________________________________________________
Email: _________________________________________________
Website: ______________________________________________
Address: _______________________________________________
City: __________________________________________________
State: ________________________ ZIP: _____________________
Phone: ________________________________________________
Fax: __________________________________________________

CODE OF ETHICS:
I affirm that all information provided herein is true and complete and that the membership category selected accurately represents my business. I have read the APSP Code of Ethics at APSP.org/CodeOfEthics and agree to support the association’s efforts to grow the industry. By signing this document, I agree to these terms and am certifying that I am authorized to sign my organization up for membership.

Signature: ____________________ Date: ____________________

ORGANIZATION TYPE AND DUES—Business-to-Business Firms:
(Defined on back of application)

q Distributor  q Manufacturer  q Manufacturers’ Agent = $585

DUES TABLES
MANUFACTURER - Annual Sales Revenue—Based on U.S. Industry Sales

<table>
<thead>
<tr>
<th>Annual Sales U.S.</th>
<th>Annual Dues Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under $1 Million</td>
<td>$1,495</td>
</tr>
<tr>
<td>$1M - $2M</td>
<td>$2,195</td>
</tr>
<tr>
<td>$2M - $3M</td>
<td>$3,695</td>
</tr>
<tr>
<td>$3M - $5M</td>
<td>$5,295</td>
</tr>
<tr>
<td>$5M - $10M</td>
<td>$6,995</td>
</tr>
<tr>
<td>$10M - $20M</td>
<td>$8,995</td>
</tr>
<tr>
<td>$20M - $50M</td>
<td>$12,995</td>
</tr>
<tr>
<td>Over $50 Million</td>
<td>$20,000 + $1,000 per each $10M of Sales Revenue above $50M</td>
</tr>
</tbody>
</table>

Calculation: $20,000 + (Sales - $50M) / $10M * 1,000)

DISTRIBUTOR - Annual Sales Revenue—Based on U.S. Industry Sales

<table>
<thead>
<tr>
<th>Annual Sales U.S.</th>
<th>Annual Dues Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under $3 Million</td>
<td>$1,695</td>
</tr>
<tr>
<td>$3M - $5M</td>
<td>$2,195</td>
</tr>
<tr>
<td>$5M - $10M</td>
<td>$2,995</td>
</tr>
<tr>
<td>$10M - $20M</td>
<td>$3,995</td>
</tr>
<tr>
<td>Over $20 Million</td>
<td>$5,500 + $1,000 per each $10M of Sales Revenue above $20M</td>
</tr>
</tbody>
</table>

Calculation: $5,500 + (Sales - $20M) / $10M * 1,000)

Continued on Next Page
Organization Type Definitions

Business-to-Business Firms (Domestic & International)

- **Distributor** Firms whose major (70%) business is the wholesaling of goods manufactured by others. No single customer shall constitute 50% or more of the firm’s sales.
  *Distributors above $20 million use the following formula to calculate dues: Base dues of $5,500 plus $1,000 per $10 million in revenue above $20 million ($5,500 + (U.S. Sales -20M)/10M x 1000))

- **Manufacturer** Firms manufacturing or fabricating products or components, including complete swimming pool units, spas, and hot tub units.
  *Manufacturers above $50 million use the following formula to calculate dues: Base dues of $20,000 plus $1,000 per $10 million in revenue above $50 million ($20,000 + (U.S. Sales – 50 M)/10M x 1000))

- **Manufacturers’ Agent** Firms or individuals representing two or more different manufacturers and brands (any size firm).

CONTRIBUTIONS:
Help protect our industry!
APSP serves as your voice for legislative matters and advances and protects your right to do business. The need for APSP’s advocacy continues to grow. Please contribute to APSP’s Government Relations/Advocacy efforts.

- $50
- $100
- $250
- $500
- $1000
- Other________________

PAYMENT:
- Check enclosed payable to APSP for the total amount.
- Annual Payment - payable by check or credit card
  (Will Receive an Invoice Once Per Year)
- Monthly Payments  - must pay by credit card
  (Automatically Charged to the Credit Card on File)

Name on Card: _________________________________________
Card #:  _______________________________________________
Expiration Date:  _______________CVV: ____________________
Name on Card: _________________________________________
Signature: _____________________________________________

Please make check payable and mail to:
The Association of Pool & Spa Professionals
2111 Eisenhower Ave, Ste 500, Alexandria, VA 22314
P: 703.838.0083  •  F: 703.549.0493
memberservices@apsp.org • APSP.org

*APSP dues are not tax deductible as charitable contributions for Federal income tax purposes. APSP dues may be tax deductible as ordinary or necessary business expense, subject to restrictions on lobbying expenses contained in the Omnibus Budget Reconciliation Act of 1993. APSP estimates that the non-deductible portion of your dues allocated to lobbying expense is 5%.

APSP is proud to partner with Gallup® to develop data on pool ownership in the U.S.

Through in-depth surveying of those who purchased pools over the last 24 months, this new research assesses the state of the pool and spa market nationally, and provides analysis and advice to participants on demographic trends, media habits, and the purchase decision process, among other key attributes. This study is now available for purchase from APSP. Purchase by downloading the order form at APSP.org/Gallup, email your account representatives at memberservices@apsp.org or call 703.838.0083 ext. 301.

GALLUP®

Build Your Brand Through Personal Connections

APSP can help you build the connections you need to grow your business.

We can customize our benefits package to fit your needs.

Some of our partnership opportunities include:
- APSP University
- National Water Safety Month
- International Awards of Excellence
- WAVE Young Professionals Network
- APSP Industry Events
- APSP Corporate Partnerships

Get Started!
Email memberservices@apsp.org.
Maximize Your Membership Using APSP Benefits

Get Certified!

Access webinars, classes and training on business and technical content, and get APSP certified from a live virtual instructor without the cost of travel. Visit APSPUniversity.org for a listing of upcoming courses.

Save Money!
Grow your business with discounts on important services like:
- Liability Insurance
- Tradeshow Attendee and Exhibit Discounts
- OSHA Required Hazmat Compliance Tools (MSDS)
- Credit Card Processing
- UPS, FedEx, YRC and Estes
- LifeLock-Identity Theft Solution
- Payroll, operations and talent management
- Office & school supplies
- Consumer Financing
- Cellular Services
- Rental Cars
- Computer Systems and Products
- Referral Services

Influence the Future of the Industry!
- Join a Council!
- Join the Wave Young Professionals Network!

Get Connected!
- Facebook.com/TheAPSP
- Twitter.com/TheAPSP
- Youtube.com/MyAPSP
- Linkedin.com
- Member Locator: APSP.org/MemberLocator
- Houzz.com/pro/theapsp/the-association-of-pool-spa-professionals
- Facebook.com/APSPWAVENetwork

APSP Builder, Retailer and Service Application

COMPANY AND CONTACT INFORMATION:

Company Name: ________________________________
Primary Contact: _______________________________
Title: __________________________________________
Email: _________________________________________
Website: _______________________________________
Address: _______________________________________
City: ___________________________________________
State: __________________________________________
ZIP: ___________________________________________
Phone: _________________________________________
Fax: ___________________________________________

ADDITIONAL EMPLOYEES:
Additional employees may receive member benefits and communications at no additional fee or dues.

Name: ________________________________
Title: ________________________________
E-mail: ________________________________

Name: ________________________________
Title: ________________________________
E-mail: ________________________________

* Please email APSP Member Services at memberservices@apsp.org full contact information including name, title, email address, and phone number for each employee you would like to see listed under your account.

CODE OF ETHICS:
I affirm that all information provided herein is true and complete and that the membership category selected accurately represents my business. I have read the APSP Code of Ethics at APSP.org/CodeOfEthics and agree to support the association’s efforts to grow the industry. By signing this document, I agree to these terms and am certifying that I am authorized to sign my organization up for membership.

Signature: ____________________________ Date: _______

ORGANIZATION TYPE AND DUES: (Defined on back of application)
- Builder/Installer $599
- Single-Person Service Company $230
- Professional Pool Management $599
- Allied Supplier $599
- Professional Associate $118
- Retail Store $599
- Service Company $599
- Commercial Facility $230
- Professional Affiliate $599
- Retiree $50

*If your business main office is located in CT, NJ, eastern NY, or eastern PA, please join the Northeast Spa & Pool Association (NESPA) at info@nesspapool.org or call 609.689.9111. NESPA is a regional affiliate of APSP. NESPA members are automatically APSP members and entitled to all member benefits. Dues are subject to change without notice.

Continued on Next Page
Organization Type Definitions

Business-to-Consumer Firms

- **Builder/Installer** Firms that build, install, and renovate swimming pools, spas, hot tubs, and water features.
- **Retail Store** Firms that operate a retail store open to the public offering a variety of industry products, spanning more than one manufacturers’ brand(s).
- **Service Company** Firms that service and maintain swimming pools, spas, hot tubs, water features.
- **Single-Person Service Company** Person servicing and maintaining swimming pools, spas, hot tubs, water features.
- **Professional Pool Management** Firm or individual providing professional management services for public and semi-public swimming pools, spas, hot tubs, and water features.
- **Commercial Facility** An entity operating a single commercial or semi-public swimming pool, spa, or hot tub facility.

Other Members

- **Allied Supplier** Manufacturers and distributors not directly related to the manufacture or operation of pools, spas, or hot tubs, but more related to the backyard experience.
- **Professional Affiliate** Firms or individuals that provide professional services. Includes consultants in designing, building, and operation, architects, landscapers, finance and lending firms, advertising, PR, and insurance agencies/agents.
- **Associate** Not-for-profit individuals and organizations, government entities, trade or professional associations, research or academic institutions.
- **Retiree** Member not generating any income from the industry. Former dues-paying member.
ANSI/APSP/ICC-1 2014 Standard for Public Swimming Pools*
For new construction and renovation of public swimming pools for builders, installers and pool operators.
20-122 – Single copy (printed version) $150 $80 member price
20-122-PDF – Single copy (PDF version) $150 $80 member price

APSP-2 1999 Standard for Public Spas*
For the design, equipment and installation of public spas.
20-126 – Single copy (printed version) $150 $80 member price
20-126-PDF – Single copy (PDF version) $150 $80 member price

ANSI/APSP/ICC-3 2014 Standard for Permanently Installed Residential Spas and Swim Spas*
For the design, equipment and installation of permanently installed residential spas.
20-123 – Single copy (printed version) $150 $80 member price
20-123-PDF – Single copy (PDF version) $150 $80 member price

For the design, equipment and installation of aboveground/onground residential swimming pools.
20-128 – Single copy (printed version) $150 $80 member price
20-128-PDF – Single copy (PDF version) $150 $80 member price

ANSI/APSP/ICC-5 2011 Standard for Residential Inground Swimming Pools*
This standard applies to permanently installed residential inground swimming pools intended for non-commercial use as a swimming pool by not more than three owner families and their guests and exceeding 24 inches (61 cm) in water depth.
20-116 – Single copy (printed version) $150 $80 member price
20-116-PDF – Single copy (PDF version) $150 $80 member price

ANSI/APSP/ICC-6 2013 Standard for Residential Portable Spas and Swim Spas*
For the design, equipment and installation of residential portable spas.
20-129 – Single copy (printed version) $150 $80 member price
20-129-PDF – Single copy (PDF version) $150 $80 member price

The ANSI/APSP/ICC-7 standard is the first comprehensive systems approach to engineering swimming pools and spas to avoid suction entrapment hazards. It is the only standard that protects against the three root causes of entrapments: suction, water velocity and mechanical binding. Based on best science and practices, ANSI/APSP/ICC-7 offers technically sound solutions to prevent all forms of entrapment: hair, limb, body, mechanical entrapment, and evisceration. This key APSP safety standard provides a model code for national, state and local officials, which APSP urges all states to adopt. ANSI/APSP/ICC-7 is consistent with the Virginia Graeme Baker Pool and Spa Safety Act and current U.S. Consumer Product Safety Commission (CPSC) interpretations. The International Code Council first adopted this standard into the 2009 International Building Code and International Residential Code, Appendix G.
20-127 – Single copy (printed version) $150 $80 member price
20-127-PDF – Single copy (PDF version) $150 $80 member price

*Recognized by the International Code Council (ICC)
**Referenced in the International Swimming Pool and Spa Code (ISPSC)
Standards & Technical Resources

This standard is designed to protect young children from accidental drowning by limiting or delaying a child’s access to swimming pools, spas and hot tubs. This standard is written to meet the needs for incorporation into national or regional building codes and for adoption by state and local jurisdictions. The federal Virginia Graeme Baker Pool and Spa Safety Act is consistent with the options and layers of protection approach in this standard.

20-150 – Single copy (printed version)  
$150 $80 member price

20-150-PDF – Single copy (PDF version)  
$150 $80 member price

ANSI/APSP–9 2005 Standard for Aquatic Recreation Facilities*
This ANSI-approved standard provides minimum guidelines for the design, equipment, operation and installation of water parks. Items covered by this standard include pools, wave action pools, activity pools, catch pools, leisure rivers, vortex pools and interactive play attractions (water treatment and filtration only).

20-151 – Single copy (printed version)  
$150 $80 member price

20-151-PDF – Single copy (PDF version)  
$150 $80 member price

ANSI/APSP–11 2009 Standard for Water Quality in Public Pools and Spas*
This standard provides recommended minimum guidelines for pool and spa water quality and chemistry in public pools and spas.

20-160 – Single copy (printed version)  
$150 $80 member price

20-160-PDF – Single copy (PDF version)  
$150 $80 member price

ANSI/APSP/ICC NPC-12 2016 Standard, Plastering of Swimming Pools and Spas*
This standard covers the material and application for the plastering of cementitious finish coatings for in-ground swimming pools or other cementitious water-containment vessels.

20-165 – Single copy (printed version)  
$150 $80 member price

20-165-PDF-Single copy (PDF version)  
$150 $80 member price

This standard is to cover the test procedures and methodology for determining the energy efficiency of self-contained portable electric spas and hot tubs. The intent of the test procedures is to influence the design and construction specifications of portable electric spas to maximize energy efficiency.

20-190 – Single copy (printed version)  
$150 $80 member price

20-190-PDF – Single copy (PDF version)  
$150 $80 member price

This standard covers energy efficiency requirements for permanently installed residential aboveground/onground and inground swimming pools and inground spas operated by the property owner and used for bathing. This standard is intended to cover certain aspects of the swimming pool filtration-system design; equipment, including pool and spa heaters; installation; and operational capabilities, for the purpose of consuming less energy while maintaining water quality and temperature.

20-198 – Single copy (printed version)  
$150 $80 member price

20-198-PDF – Single copy (PDF version)  
$150 $80 member price

This standard establishes materials, testing, and marking requirements for suction fitting assemblies (SOFAs) that are designed to be totally submerged in swimming pools, wading pools, spas and hot tubs. Compliance with ANSI/APSP/ICC-16 is a requirement of the Virginia Graeme Baker (VGB) Pool and Spa Safety Act. The standard is developed with input from U.S. Consumer Product Safety Commission (CPSC) staff.

20-170 – Single copy (printed version)  
$150 $80 member price

20-170-PDF – Single copy (PDF version)  
$150 $80 member price

*Recognized by the International Code Council (ICC)
**Referenced in the International Swimming Pool and Spa Code (ISPSC)

Protect your business! Learn key guidelines and practices for the resolution of many common disputes regarding the construction, installation, remodeling, renovation and warranty repair of inground pools and spas. These guidelines are not intended to supersede the APSP-3 and ANSI/APSP-5 standards.

20-121 – Single copy (printed version)  
$70    $40 member price

ICC/APSP International Swimming Pool and Spa Code 2012 (ISPSC12)

Developed jointly by APSP and International Code Council (ICC), the 2012 ISPSC has been adopted by several jurisdictions throughout the United States. This model code regulates the minimum requirements for the design, construction, alteration, repair and maintenance of swimming pools, spas, hot tubs and aquatic facilities. This includes public swimming pools, public spas, public exercise spas, aquatic recreational facilities, onground storable residential pools, permanent inground residential pools, permanent residential spas, permanent residential exercise spas, portable residential spas and portable residential exercise spas. The purpose of the code is to provide minimum standards to safeguard life or limb, health, property and public welfare by regulating and controlling the design, construction, installation, quality of materials, location and maintenance or use of aquatic vessels.

20-300 – Single copy (printed version)  
$85    $65 member price

ICC/APSP International Swimming Pool and Spa Code with Commentary 2012 (ISPSC12)

The commentary edition of the 2012 ISPSC includes the complete 2012 ISPSC with expanded expert explanation for each paragraph with occasional pictures/line drawings for clarification and the APSP-7 Standard for Suction Entrapment Avoidance. The commentary, used in conjunction with the code, is advisory only and provides a convenient reference for pool and spa regulations. Own the manual Code Inspectors will rely on for issuing permits!

20-301 – Single copy (printed version)  
$88    $68 member price

ICC/APSP International Swimming Pool and Spa Code 2015 (ISPSC15)

Developed jointly by APSP and International Code Council (ICC), the 2015 ISPSC is recognized in 14 states and has been adopted by over 50 jurisdictions throughout the United States. It is the only comprehensive model swimming pool and spa code available covering all types of aquatic vessels including residential and public pools, portable and inground spas, water parks, exercise spas, and hot tubs. It incorporates time-proven ANSI/APSP standards by reference and integration. Meets or exceeds Virginia Graeme Baker Pool & Spa Safety Act compliance. Contains barrier, decking, lighting, circulation system, pump, accessiblity, diving, sanitizing equipment, filter, and suction fitting provisions coordinating with the IBC and IRC. It also includes an energy standard for residential portable electric spas and for residential in-ground swimming pools and spas.

20-310 - Single copy (printed version)  
$99    $79 member price

ICC/APSP International Swimming Pool and Spa Code with Commentary 2015 (ISPSC15)

The commentary edition of the 2015 ISPSC provides a convenient reference for pool and spa regulations. This expanded edition of the ISPSC includes the full text of code, as well as tables and figures, followed by corresponding commentary at the end of each section. It includes information on construction & design; including barriers, entrapment prevention, materials, finishes, dimensions and slopes, exits and entries, circulation, sanitization, signage and depth markers, and energy efficiency. It also covers ancillary components such as suction fittings, filters, pumps, motors, heaters, diving equipment, ladders and steps. It incorporates APSP’s American National Standards Institute (ANSI) approved standards which comply with the Virginia Graeme Baker Pool & Spa Safety Act (P&SS Act). It is the first Code to include an energy standard for residential portable electric.

20-311-Single copy (printed version)  
$101    $91 member price
Stay Ahead of Your Competition

To operate profitably, you must have regular business intelligence keeping you up to date on significant industry developments—and help you quickly identify all-important growth opportunities. To help you do this, APSP has YEARBOOK which is an essential product for your business success.

YEARBOOK
APSP’s YEARBOOK, published biennial, is the ideal reference tool for anyone in the pool, spa and hot tub industry who needs to quickly identify important growth opportunities. It provides complete, up to date, and reliable information on the residential aboveground and inground pool and hot tub industries. Get thousands of dollars of research for a fraction of the price that it would take to gather and assemble the data on your own.

YEARBOOK can impact your bottom line by helping you:

- Gain access to regular business intelligence so you can stay current on significant industry developments and to quickly identify growth opportunities.
- Discover what issues are influencing buying decisions.
- See how diverse factors—from growth of imports to an aging population—are changing the way companies are thinking and planning for the future.
- Consider current factors in investing in aftermarket equipment or chemicals.

2014 Yearbook 40-101 (PDF only)
$999  $299 member price
2015 Yearbook 40-104 (PDF only)
$999  $299 member price

Pool Ownership Data

APSP has entered into a partnership with the research firm Gallup to develop a picture of pool ownership in the U.S. Through in-depth surveying of those who have purchased pools over the last 24 months, the research program will assess the state of the pool and spa market nationally, provide analysis and advice to participants on demographic trends, media habits and the purchase decision process among other key attributes.

GALLUP®

Order Your Copy!
Purchase by downloading the order form at APSP.org/Gallup.
The Sensible Way to Enjoy Your Aboveground/Onground Residential Swimming Pool
Help ensure safety in aboveground/onground pools with this must-read safety and maintenance guide. Included is information about safe practices, such as rules for diving and jumping based on depth restrictions, plus drowning prevention tips and key maintenance information.

10-350
50 booklets
$50  $33 member price
100 booklets*
$94  $62 member price
500 booklets*
$440  $310 member price
1,000 booklets*
$820  $540 member price

The Sensible Way to Enjoy Your Inground Pool
Help ensure inground pool safety with this information on general safe use, operation and maintenance of inground pools, including information about layers of protection, diving, safety rules and ideas for pool enjoyment. Refer to specific manufacturer’s instructions for more details on installation, use, maintenance and pool safety.

10-300
50 booklets
$50  $33 member price
100 booklets*
$94  $62 member price
500 booklets*
$440  $310 member price
1,000 booklets*
$820  $540 member price

The Sensible Way to Enjoy Your Hot Tub
Help ensure spa and hot tub safety with these guidelines that include information about supervision, soaking safety, exercise, entertaining, safe operation, and maintenance.

10-109
50 booklets
$50  $33 member price
100 booklets*
$94  $62 member price
500 booklets*
$440  $310 member price
1,000 booklets*
$820  $540 member price

Be Safety Aware
Show customers how to be safe while enjoying all of the benefits of pools, spas and hot tubs. The 20-page, full-color booklet addresses a variety of safety issues and explains the importance of using an APSP-member professional. Be Safety Aware is the perfect companion to APSP’s in-depth consumer safety pamphlets.

10-401
100 booklets
$85  $55 member price
500 booklets*
$400  $255 member price
1,000 booklets*
$760  $490 member price

* To purchase higher quantities, contact APSP Member Services at membersservices@apsp.org or call 703.838.0083 ext. 301.
Safety and Consumer Awareness

**Children Aren’t Waterproof**
Prevent drowning! Learn these important safety tips on how to prevent drowning for infants and children younger than 5 years old. Distribute to your current and prospective customers.

- **10-215**
  - 100 pamphlets
  - $40
  - 500 pamphlets*
  - $175
  - 1,000 pamphlets*
  - $300

**Entrapment Avoidance Guidelines**
Educate your current and prospective customers on how to avoid entrapment in their pools, spas and hot tubs with this consumer brochure. Help customers understand:
- The proper drain cover needed for their pool, spa or hot tub.
- Devices that can provide additional protection.
- The five types of entrapment caused by a loose, broken or missing suction fitting or drain cover.

- **10-226**
  - 100 pamphlets
  - $40
  - 500 pamphlets*
  - $175
  - 1,000 pamphlets*
  - $300

**Layers of Protection**
Learn the importance of adult supervision and the various “layers” of protection available for pools, spas and hot tubs and the surrounding area, including barriers, covers, gates and alarms. Distribute these to your current and prospective customers.

- **10-223**
  - 100 pamphlets
  - $40
  - 500 pamphlets*
  - $175
  - 1,000 pamphlets*
  - $300

**Pool and Spa Emergency Procedures for Infants and Children**
Educate customers about ways to prevent drowning accidents with these useful guidelines. Help them learn how to respond to emergencies involving infants and children, including CPR.

- **10-217**
  - 100 pamphlets
  - $40
  - 500 pamphlets*
  - $175
  - 1,000 pamphlets*
  - $300

**Plan Your Dive, Steer Up**
Encourage customers to follow these basic rules of safe diving so that everyone can avoid serious injuries and enjoy the pleasure of diving in a pool.

- **10-216**
  - 100 pamphlets
  - $40
  - 500 pamphlets*
  - $175
  - 1,000 pamphlets*
  - $300

**SplashZone Coloring Books**
For children ages 4 to 7, this coloring/activity book teaches water safety in a fun way.

- **10-080**
  - 25 books
  - $50

*To purchase higher quantities, contact APSP Member Services at memberservices@apsp.org or call 703.838.0083 ext. 301.
Customizable Consumer Safety Brochures
Follow an industry best practice by including a variety of APSP safety brochures with every purchase. Customize these safety brochures with your company’s logo. It’s a great way to link your name and brand to water safety.

NEW!

Customizable Products Include:
- CBP and CSP Toolkit Packages
- The Sensible Way to Enjoy Your Aboveground/Onground Residential Swimming Pool
- The Sensible Way to Enjoy Your Inground Pool
- The Sensible Way to Enjoy Your Hot Tub
- Children Aren’t Waterproof
- Entrapment Avoidance Guidelines
- Layers of Protection
- Pool and Spa Emergency Procedures for Infants and Children
- Plan Your Dive, Steer Up
- I’m a Safe Swimmer Certificate

Get full details and pricing at APSPCustomized.org.

New!
2015 ISPSC Code and Commentary

2015 International Swimming Pool & Spa Code™ (ISPSC™) and Commentary
Developed with The Association of Pool & Spa Professionals, the ISPSC is the only comprehensive swimming pool code coordinated with the I-Codes and APSP Standards. The ISPSC contains minimum regulations for public and residential pools, spas and hot tubs using prescriptive and performance related provisions.

Now one book includes the 2015 ISPSC Code PLUS:
- Expanded expert commentary for each paragraph
- Pictures for clarification
- APSP-7 Standard for Suction Entrapment Avoidance

Order Your Copy Today!
APSP.org/Store

Own the manual Code Inspectors will rely on for issuing pool and spa permits!
3 Things to Know about The Association of Pool & Spa Professionals (APSP) and the International Hot Tub Association (IHTA) have agreed to work as a single entity to unite and strengthen the portable spa industry in North America and abroad.

We’re Continually Protecting Your Interests

1. **Weekly Updates:**
   Hot tub members stay up-to-date on hot industry issues impacting their livelihood through a weekly e-newsletter and industry legislation updates.

2. **Discount Partners:**
   Through our discount partners, you can save thousands on business services and items you use on a daily basis.

We Connect You to the Consumer and Industry Leadership Opportunities

3. **ESCAPE Campaign:**
   ESCAPE, a digital marketing program aimed directly at consumers which is created and funded by The Association of Pool & Spa Professionals. Visit EscapetoWater.com to learn all about the campaign and how to use the tools to get found by consumers.

4. **APSP University:**
   Get hot tub training you need to keep your customers in the bubbles. Learn more about upcoming business skills webinars and CHTT Certified Hot Tub Technician® Training at APSPUniversity.org.

5. **Councils/Networking Groups**
   Give back to the industry by giving your time. Influence the future of the industry by serving on a committee or leadership team.

We Help You Get Recognition You Deserve

6. **International Awards of Excellence Program**
   Submit your masterpieces to the 2017 International Awards of Excellence program at APSP.org/AOE. It’s a great way to showcase your hard work and get the industry recognition you deserve.

― Maurizio Vozza • Nordic Hot Tubs

― Chris Robinson • Lucite Acrylic Surfaces

― Lucite enthusiastically supports the IHTA in spirit and participation. At any given moment, the IHTA is fighting up to 60 legislative battles and driving a global coalition to expand our markets. Join the movement to protect and grow our industry.

― The IHTA of APSP consists of hot tub manufacturers, suppliers and retailers along with associated companies whose products or services relate to the hot tub industry. It is the mission of the IHTA of APSP to protect the industry and to promote the benefits of hot tubs in order to increase awareness and sales throughout the world.
Some things are better together

AQUA is proud to team up with APSP as the association’s preferred media partner.

www.aquamagazine.com
By the Numbers

Check out these facts and figures and watch the value of your membership add up!

1000+
APSP reviews over 1,000 proposed pieces of regulation/legislation each year.

2X
APSP Members earn 2X as much on average compared with non-members.

$1,000+
Savings on industry research

50 States
Reviewed proposed pieces of regulation and legislation each year.

#1
We are the industry’s trusted and powerful voice in government.

5
Certification programs that give our members the competitive edge

5%
Members reported revenues surging up to five percent in a course of a year as compared with less than one percent reported by non-members.

15%
Discount on booth space at The Pool & Spa Show and the International Pool | Spa |Patio Expo

40+
Member only products and services to increase your bottom line

Unlimited
Value of reaching your target audience through sponsorship, consumer campaigns and on the member locator

20+
20+ Categories you can enter Int’l Awards of Excellence to maximize exposure

Continually Adding
Live virtual courses, regional programming and business skills webinars.

Bottom Line:
The Value of Your APSP Membership is a Number that Can’t be Crunched

Almost There

Join Online at APSP.org
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1. Order online at APSP.org/Store
2. Mail with Payment: APSP, 2111 Eisenhower Ave., Ste 500, Alexandria, VA 22314
3. Contact APSP Member Services at memberservices@apsp.org or call 703.838.0083 ext. 301
4. Fax: 703.549.0493
Hot New Items!

Standards

2015 ISPSC Code with Commentary

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Books and products can be returned within 30 days of purchase for a full refund of the purchase price, not including shipping and handling. The purchaser is responsible for all shipping costs, unless APSP made an error. The returned merchandise must be received in resalable condition.

To return merchandise, indicate the reason for the return on a copy of the invoice or publications/products order form. Enclose the document with your return and ship using a traceable method to:

APSP
Attention: Returns
2111 Eisenhower Avenue, Suite 500
Alexandria, VA 22314
703.838.0083 ext. 301
memberservices@apsp.org

Prices effective October 2016 and subject to change without prior notice.
APSP’s digital marketing program, ESCAPE, was designed to create demand for pools and hot tubs among a target audience while positioning you, the member, as a trusted source for the consumer. Visit EscapeToWater.com to learn about the campaign.

Follow us:
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Make sure the consumer can find you!
Contact memberservices@apsp.org or call 703.838.0083 ext. 301 to update your member locator listing or to sign up for the lead generation program.

Thank You To Our Partners!
APSP’s Partners enable the world’s largest swimming pool, spa and hot tub association to continue moving the industry forward. Learn more at APSP.org/Partners

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