RESOURCE GUIDE

Smart Decisions Start Here

2111 Eisenhower Avenue, Suite 500
Alexandria, Virginia 22314

Effective October 2018

APSP RESOURCE GUIDE

Achieve business success through using APSP resources, knowledge, networking tools and educational programs.

Inside:

Custom-Designed Products and Services to Help Your Business Grow

From the Largest Pool, Spa and Hot Tub Association in the World!

Select Designs, L.L.C.
Peachtree City, GA
APSP International Awards of Excellence Winner
Surprisingly unexpected outdoor furniture that shapes your environment and connects your guests.

WWW.TONIKWORLD.COM

SEATING | PLANTERS | STOOLS | TABLES
Dear Pool and Spa Professional,

APSP’s goals are to protect your business and help you grow it. In this guide, you’ll find resources to help you enhance your bottom line and professionalism through education and training. New resources, such as the new and improved online education programs and PPSO Professional Pool and Spa Operator course, are designed to help fully engage our membership and keep them up-to-date on cutting edge industry technology, best industry practices and in demand skills.

I encourage you to browse through this guide and take advantage of the many products, services and training opportunities we offer to keep advancing your business and career.

These offerings, along with our continued successes in the government relations and standards, help us all reach our goal of having a more qualified pool and spa workforce.

Best,

Lawrence S. Caniglia, JD, CAE
President & CEO

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By the Numbers

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

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.

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.

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

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

6
Certification programs that give our members the competitive edge

1000+
APSP Members earn 2X as much on average compared with non-members.

50 States
We are the industry’s trusted and powerful voice in government.

30+
Join us and connect to over 30 chapters, sit on a council or committee or attend networking events.

40+
Value of reaching your target audience through sponsorship, advertising and on the member locator.

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

Almost There

Continually Adding

Live virtual courses, regional programming and business skills webinars.

Join Online at APSP.org
### Online Courses
Learn more at APSPLearnUpon.org

<table>
<thead>
<tr>
<th>Program</th>
<th>Time</th>
<th>CEUs</th>
<th>Member Price</th>
<th>Nonmember Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>PSCC Pool &amp; Spa Construction Course</em></td>
<td>24/7</td>
<td>24</td>
<td>$599*</td>
<td>$749*</td>
</tr>
<tr>
<td><em>CST Certified Pool &amp; Spa Technician Course℠</em></td>
<td>24/7</td>
<td>24</td>
<td>$549*</td>
<td>$699*</td>
</tr>
<tr>
<td><em>CMS Certified Pool &amp; Spa Maintenance Specialist Course℠</em></td>
<td>24/7</td>
<td>24</td>
<td>$499*</td>
<td>$549*</td>
</tr>
<tr>
<td><em>CHTT Certified Pool &amp; Spa Hot Tub Technician Course℠</em></td>
<td>24/7</td>
<td>24</td>
<td>$549*</td>
<td>$699*</td>
</tr>
<tr>
<td>APSP University Train the Trainer</td>
<td>24/7</td>
<td>2</td>
<td>$59</td>
<td>$99</td>
</tr>
<tr>
<td>PPSo Professional Pool &amp; Spa Operator Course℠</td>
<td>24/7</td>
<td>12</td>
<td>$199*</td>
<td>$225*</td>
</tr>
<tr>
<td>Retail Operations Bootcamp</td>
<td>24/7</td>
<td>6</td>
<td>$199*</td>
<td>$269*</td>
</tr>
<tr>
<td>Pool &amp; Spa Inspection Seminar</td>
<td>24/7</td>
<td>3</td>
<td>$199*</td>
<td>$249*</td>
</tr>
<tr>
<td>Improving Your Bottom Line With Project Management</td>
<td>24/7</td>
<td>24</td>
<td>$299*</td>
<td>$349*</td>
</tr>
<tr>
<td>Cracking the CBP Exam</td>
<td>24/7</td>
<td>2</td>
<td>$59</td>
<td>$99</td>
</tr>
<tr>
<td>Cracking the CST Exam</td>
<td>24/7</td>
<td>2</td>
<td>$59</td>
<td>$99</td>
</tr>
<tr>
<td>Cracking the CMS Exam</td>
<td>24/7</td>
<td>2</td>
<td>$59</td>
<td>$99</td>
</tr>
</tbody>
</table>

* Indicates Courses Where You Can Purchase Individual Modules. ($49 each member price/$99 each nonmember price)

*Plus $24 shipping and handling

### Regional Courses

<table>
<thead>
<tr>
<th>Program</th>
<th>Dates</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018 Canadian Pool &amp; Spa Conference &amp; Expo</td>
<td>December 3-5, 2018</td>
<td>Niagara Falls, ON CANADA</td>
</tr>
<tr>
<td>2019 Pool Corp Retail Summit</td>
<td>January 8-9, 2019</td>
<td>Grapevine, TX</td>
</tr>
<tr>
<td>2019 Southwest Pool and Spa Show</td>
<td>January 23-26, 2019</td>
<td>San Antonio, TX</td>
</tr>
<tr>
<td>2019 The Pool &amp; Spa Show</td>
<td>January 29-31, 2019</td>
<td>Atlantic City, NJ</td>
</tr>
<tr>
<td>APSP University Train the Trainer</td>
<td>February 13-14, 2019</td>
<td>Hamilton Township, NJ</td>
</tr>
<tr>
<td>APSP University Train the Trainer</td>
<td>March 5, 2019</td>
<td>Alexandria, VA</td>
</tr>
</tbody>
</table>

APSPUniversity.org | APSPUniversity@apsp.org | 703.838.0083
Congratulations on taking your first step toward certification with The Association of Pool & Spa Professionals (APSP). Be sure to read this section thoroughly, as changes to the exams, deadlines, fees and forms are outlined throughout.

APSP is dedicated to the growth and development of its members’ businesses and to promoting the enjoyment and safety of pools, spas and hot tubs to consumers. For more than half a century, APSP has been serving members and the public with critical industry knowledge.

Earning your APSP certification is an excellent way to set you apart from the competition and to distinguish yourself to consumers as a professional dedicated to enhancing your knowledge and experience in the pool, spa and hot tub industry. As an APSP-certified professional, your professional skills will be acknowledged and validated. You will be identified as a leader in the industry and members will gain access to numerous benefits offered through APSP.

Meet Your Education Team

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APSPUniversity.org | APSPUniversity@apsp.org
Choose your wingman

and prepare for takeoff.

The sky’s the limit when you choose a portable cleaning unit by Hammer-Head! Our rechargeable 12-volt Hammer-Head system launches your cleaning session instantly. There’s no set-up time, no valves to switch, no pumps to prime, and no dangerous power cords or outlets. You can clean a pool even when electrical and water service are unavailable. Swift, silent, and safe, this speed machine can save you as much as 50% in cleaning time per pool. Use the time you’ll save to grow your business, or just give yourself a break! Hammer-Head pool cleaning units feature interchangeable parts, pressure-sealed motors, debris bags in four different grades, and are made with pride in the U.S.A. Are you feeling the need for speed?

Ask your dealer about Hammer-Head or visit us at hammerheadvac.com to find a dealer near you. 866-887-7983 or info@hammerheadvac.com
Seize your opportunity to make great things happen!

In order to meet the increasing educational need for qualified professionals in the pool, spa and hot tub industry, APSP University offers many opportunities that serve as the foundation for professional career development.

APSP has every capability you need to turn potential into power. APSP University offers:

Quality Education to Fit Your Life

**Self-paced online courses:**
APSP has rolled out a brand-new online education courses! The new self-paced online format is interactive and engaging with videos, quizzes, and interactive exercises. You have the option to purchase the full course or a specific module. Learn more at APSP.LearnUpon.com.

**Hybrid Courses:**
Hybrid PPSO Certification = PPSO self-paced + one day class with certification exam This is a great and alternative solution offered by APSP that combines the self-paced PPSO plus a one day face-to-face class that includes the certification exam. Learn more at APSP.LearnUpon.com.

**PPSO Instructor Courses:**
Earn Your PPSO commercial certification by taking the course with one of our PPSO certified instructors. View upcoming instructor courses at APSP.org/PPSOCourses.

**Onsite Training:**
Earn your certification at one of our regional sponsored courses. Visit APSP.org/Events for upcoming courses.

3 Ways to Take APSP Certification Exams!

Students that successfully complete APSP University courses, can test at the following:

1. **At a local PSI Computer Testing Center**
   Find your location today! psiexams.com

2. **At an APSP National, Regional or Chapter-Sponsored Education and Testing Event**
   Find upcoming events at APSP.org/Events.

3. **At a local community college or university**
   Proctored exams must be taken at an accredited college or university.

For more information, email APSPUniversity at APSPUniversity@apsp.org.
### Pick the certification that is right for you:

<table>
<thead>
<tr>
<th>Certification</th>
<th>Skillset</th>
<th>Years of Experience</th>
<th>Continuing Education Hours</th>
<th>Cost of Exam</th>
<th>Potential Job Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PPSO Professional Pool &amp; Spa Operator℠</strong></td>
<td>Health code adherence, safety standards</td>
<td>0 Years</td>
<td>14 hours</td>
<td>Included with course fee</td>
<td>Commercial Swimming Pool Operator, manager, engineer, service company professional, health official, facility owner, pool builder, designer</td>
</tr>
<tr>
<td><strong>CBP Certified Pool &amp; Spa Building Professional℠</strong></td>
<td>Pool and spa construction design</td>
<td>5+ Years</td>
<td>24 hours</td>
<td>$250</td>
<td>Pool builder, designer</td>
</tr>
<tr>
<td><strong>CSP Certified Pool &amp; Spa Service Professional℠</strong></td>
<td>Pool chemical balance, pool maintenance</td>
<td>5+ Years</td>
<td>24 hours</td>
<td>$250</td>
<td>Pool service, water specialist</td>
</tr>
<tr>
<td><strong>CST Certified Pool &amp; Spa Service Technician℠</strong></td>
<td>Pool repair, water chemicals</td>
<td>1-2 Years</td>
<td>24 hours</td>
<td>$115</td>
<td>Pool technician</td>
</tr>
<tr>
<td><strong>CMS Certified Pool &amp; Spa Maintenance Specialist℠</strong></td>
<td>Entry-level pool maintenance</td>
<td>0 Years</td>
<td>24 hours</td>
<td>$115</td>
<td>Maintenance worker</td>
</tr>
<tr>
<td><strong>CHTT Certified Pool &amp; Spa Hot Tub Technician℠</strong></td>
<td>Portable hot tub servicing</td>
<td>0 Years</td>
<td>24 hours</td>
<td>$115</td>
<td>Hot tub service technician</td>
</tr>
<tr>
<td><strong>Retail Sales Associate Program</strong></td>
<td>Sales, customer service</td>
<td>0 Years</td>
<td>8 hours</td>
<td>$34 for members, $49 for non-members</td>
<td>Retailer, salesperson</td>
</tr>
</tbody>
</table>
Pool & Spa Builder and Designer Training

CBP Certified Pool & Spa Building Professional™

This nationally recognized designation is highly sought after by those who know the value of certification. As a CBP Certified Pool & Spa Building Professional™, you’ll raise confidence with prospective customers and raise your industry visibility among pool and spa manufacturers, distributors and buying groups.

Earning your CBP certification sets you apart from your colleagues and showcases your knowledge and skills. It makes you a more valuable asset and keeps you and your organization more competitive.

Who Should Apply?
Prerequisites include:
- At least five years of industry experience
- 24 hours of continuing education credit over the past three years
- Pass a 150-question, closed book, multiple-choice exam

The Manual

APSP Builders Manual

The APSP Builders Manual is a comprehensive guide to pool and spa construction and is widely regarded as the finest manual of its kind in the industry. Content is based on ANSI/APSP Standards for construction and maintenance of pools and spas. It covers topics including: planning and excavation, electrical requirements, structures, water features, heating, controls and other accessories, and hydraulics. This manual is the textbook for the PSCC Pool & Spa Construction Course.

02-171  $349  $249 member price

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 prepares you to take the CBP Certified Pool & Spa Building Professional™ exam. 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 for the CBP exam.

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

Train the Trainer Course

The Train the Trainer program is an interactive two-day class, where you’ll receive mentoring from expert advisors, gain teaching techniques before you’ll have the opportunity to be evaluated and receive one-on-one guidance and feedback from an advisor. If you’re a subject matter expert who needs to know how to organize what you know for presentation to others, this is a great opportunity to learn to do it right. Designed to help you train both employees in your workplace, this is a great opportunity to teach APSP programs in your workplace or in your community to save money and have an extra source of income. For more information, contact APSP University at apspuniversity@apsp.org or call 703.838.0083 ext. 127.

Coming in 2019!

February 13-14
Hamilton Township, NJ
March 5
Alexandria, VA
Diamond Spas

Custom Stainless Steel & Copper Aquatic Products
- Residential
- Commercial
- Hospitality

- Spas
- Swim Spas
- Swimming Pools
- Glass-Walled Pools & Spas
- Cold Therapy Pools
- Water Features
- Luxury Custom Indoor & Outdoor Bath Fixtures
- Specializing in Rooftop Pool & Spa Installations
- Lightweight & Durable
- Sophisticated
- Artistic
- Sustainable

Monarch Portable Spa
Energy Efficiency Certifications:
- ANSI/APSP-14
- CEC

Panel options:
- IPE, stainless steel, copper
- 7’ x 7’

TAKING AQUATIC ENJOYMENT TO A HIGHER LEVEL SINCE 1996
1.800.951.SPAS (7727) 720.864.9115  FAX 866.605.2358
diamondspas.com  info@diamondspas.com
Thirty-two chapters make up the backbone of APSP, building a bridge with local professional communities, extending exceptional local service to members and providing support, knowledge, and networking keyed to each member's unique geographic needs. Learn more about APSP Chapters at APSP.org/Chapters.
Service Provider Training

CSP Certified Pool & Spa Service Professional℠
The CSP Certified Pool & Spa Service Professional℠ certification shows potential customers as well as potential employers that you have the knowledge and skills that set you apart from the rest. This nationally recognized designation can help you raise confidence among customers, and increase your visibility with pool and spa manufacturers, distributors and buying groups.

Who Should Apply?
Prerequisites include:
• At least five years of industry experience
• 24 hours of continuing education credit over the past three years
• Pass 150-question, closed book, multiple-choice exam

CST Certified Pool & Spa Service Technician℠
After completing this pool technician certification course, you 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
• Distinguish yourself as an experienced and knowledgeable service technician

Who Should Apply?
Prerequisites include:
• 1–2 years of industry experience
• 24 hours of continuing education credit
• Pass a 75-question, open book, multiple-choice exam

The Workbook
CST Certified Service Technician℠ Workbook
This workbook guides you through the APSP Service Tech Manual as you study for the CST exam.
02-190
$49 $29 member price

CMS Certified Pool & Spa Maintenance Specialist℠
After completing this pool maintenance certification 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
• Earned a name for yourself in the pool industry as a maintenance person in the know

Who Should Apply?
No industry experience is required. Prerequisites include:
• 24 hours of continuing education credit
• Pass a 75-question, open book, multiple-choice exam

The Workbook
CMS Certified Maintenance Specialist℠ Workbook
This workbook guides you through the APSP Service Tech Manual as you study for the CMS exam.
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
CHTT Certified Pool & Spa Hot Tub Technician℠

The CHTT Certified Pool & Spa Hot Tub Technician℠ program covers the essentials of servicing portable and permanently installed hot tubs and spas, and equipment repair and replacement.

Who Should Apply?

Prerequisites include:
- Completion of the CHTT course based on the APSP Hot Tub Technician Manual
- Pass a 50-question, open book, multiple choice exam
- No experience requirements; new employees are eligible

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 for the CHTT exam.

- 02-173
- $49  $29 member price
Professional Pool & Spa Operator℠
The PPSO Professional Pool & Spa Operator℠ certification course is the industry’s new premier program for commercial swimming pool operators, managers, engineers, service company professionals, health officials and facility owners.

The PPSO is the real solution to the challenges of commercial operation of pools.

Why Choose the PPSO?
Time and again members note that equivalent pool operator certification courses offer too much unnecessary information that leaves students confused and unprepared in the real world.

Find a PPSO Course Near You!
PPSO Instructors teach the course all year long in the United States and abroad. Find Courses Now at APSP.org/PPSO Courses
The new course offers two exciting opportunities:

- Take the PPSO course to kick start your commercial pool career.
- Teach the PPSO course to gain a new revenue stream for your business.

The PPSO course provides everything commercial operators need and nothing they don’t—setting up commercial operators for success on day 1. The new course focuses on delivering core content around the actual tasks that need to be done to service a pool system:

- Must-know information about the circulation and filtration system
- How to interpret and apply state and local codes
- How to identify and address chemical and physical safety concerns

Who Should Apply?

Commercial swimming pool operators, managers, engineers, service company professionals, health officials and facility owners should apply for the PPSO certification. No experience is required; new employees are eligible.

2 Ways to Earn Your PPSO Designation:

1. Take the two-day Train the Trainer course and hit the ground running.
2. Complete the self-paced course and then attend a one-day class (could be the second day of a PPSO class).

After completing any of these two formats, take the certification exam.

Teach PPSO!

APSP is in search of experienced aquatics professionals in every state to become instructors for the PPSO course!

2 Ways to Teach PPSO:

1. Take a two-day training course and hit the ground running.
2. If you are already an instructor certified by any public or private organization with at least three years of experience and can submit an instructor certificate, we will honor that certificate.

After completing any of these two formats, take the certification exam.

Teaching PPSO is a great way for you to:

- Gain a new revenue stream
- Deliver an up-to-date premium product for all commercial audiences
- Demonstrate your industry commitment to continuous improvement
- Gain access to an instructor toolkit created to help you succeed

Learn more at APSP.org/PPSO

The Manual

The APSP Professional Pool & Spa Operator Manual is a comprehensive guide for pool and spa professionals that provides valuable information on the fundamentals of pool and spa operations and water management.

02-195
$ 55 member/nonmember price
Commercial Pool Operator Training

Now Accepted in States Requiring Commercial Pool Operator Certification!

Developed by the industry for the industry!

PPSO Gives You:
- Skills you need to excel on day 1
- Financial Rewards
- Minimized Liability
- New Job Opportunities
- Improved Job Performance
- Compliance with State Requirements

APSP.org/PPSO
Online Courses

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 self-paced 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: $399

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

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 self-paced 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

APSP New and Improved Online Courses:

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. 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

Member Price: $599  Nonmember Price: $749
Member Price: $49 each module  Nonmember Price: $99 each module

CHTT Certified Pool & Spa Hot Tub Technician℠ Course (24 CEUs)
After completing this 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

Member Price: $549  Nonmember Price: $699
Member Price: $49 each module  Nonmember Price: $99 each module

New for 2018!
You have the option to purchase the full course or a specific module. Taking specific interactive self-paced online modules gives you the ability to customize your learning when it is most convenient for you. You can purchase the specific modules you need to advance your skills or to help you prepare for specific parts of APSP University certification exams.
Online Courses

**CMS Certified Pool & Spa 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*

Member Price: $499 Nonmember Price: $549
Member Price: $49 each module Nonmember Price: $99 each module

**CST Certified Pool & Spa Service Technician Course℠ (24 CEUs)**
After completing this 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*

Member Price: $549 Nonmember Price: $699
Member Price: $49 each module Nonmember Price: $99 each module

**PPSO Professional Pool & Spa Operator℠ Commercial Certification (Hybrid PPSO) (12 CEUs)**
Hybrid PPSO Certification = PPSO self-paced + one day class with certification exam. This is a great and alternative solution offered by APSP that combines the self-paced PPSO plus a one day face-to-face class that includes the certification exam. As with many other subjects, e-learning provides a great solution as students can study at their own pace, in their own time. This dynamic course takes the student through the 13 chapters of the *Professional Pool and Spa Operator Manual* and give students what they need to know to conform to commercial sector standards. After completing this course the student will have gained a strong understanding of Safety, Basic Water Chemistry, Pool Circulation and Filtration, Pool and Spa Maintenance, and Water Quality; learned about other important topics such as, record keeping, basic pool math calculations, contamination procedures; water testing, and routine and preventive maintenance, and earned a name for yourself in the commercial pool industry. Students wishing to gain their commercial certification must attend a one day class and take the certification exam. *Manual Included*

Member Price: $199 Nonmember Price: $225

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**New for 2018!**
You have the option to purchase the full course or a specific module. Taking specific interactive self-paced online modules gives you the ability to customize your learning when it is most convenient for you. You can purchase the specific modules you need to advance your skills or to help you prepare for specific parts of APSP University certification exams.
APSP Certification Prep Courses:

**Cracking the CBP Exam (2 CEUs)**
This 1.5 hour webinar is for anyone preparing to sit for the APSP CBP Certified Pool & Spa Building Professional℠ exam. Cracking the CBP 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.
Member Price: $59 Nonmember Price: $99

**Cracking the CMS Exam (2 CEUs)**
This 1.5 hour webinar is for anyone preparing to sit for the APSP CMS Certified Pool & Spa Maintenance Specialist℠ 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.
Member Price: $59 Nonmember Price: $99

**Cracking the CST Exam (2 CEUs)**
This 1.5 hour webinar is for anyone preparing to sit for the APSP CST Certified Pool & Spa Service Technician℠ exam. Cracking the CST 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.
Member Price: $59 Nonmember Price: $99

**Hybrid Course:**
Hybrid PPSO Certification = PPSO self-paced + one day class with certification exam. This is a great alternative solution offered by APSP that combines the self-paced PPSO plus a one day face-to-face class to help you achieve your PPSO Professional Pool and Spa Commercial Certification℠ that includes the certification exam. Learn more at APSP.LearnUpon.com.
Maintaining Your Certification

### Earn CEUs You Need to Recertify

<table>
<thead>
<tr>
<th>Course Name</th>
<th>CEUs</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSCC Pool &amp; Spa Construction Course℠</td>
<td>24</td>
</tr>
<tr>
<td>CST Certified Pool &amp; Spa Service Technician℠</td>
<td>24</td>
</tr>
<tr>
<td>CMS Certified Pool &amp; Spa Maintenance Specialist℠</td>
<td>24</td>
</tr>
<tr>
<td>CHTT Certified Pool &amp; Spa Hot Tub Technician℠</td>
<td>24</td>
</tr>
<tr>
<td>PPSO Professional Pool &amp; Spa Operator℠</td>
<td>9 (Online Course) 14 (2-Day Course)</td>
</tr>
<tr>
<td>Improving Your Bottom Line Using Project Management</td>
<td>24</td>
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<tr>
<td>Cracking the CBP Exam</td>
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<tr>
<td>Cracking the CST Exam</td>
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<td>Cracking the CMS Exam</td>
<td>2</td>
</tr>
<tr>
<td>Pool &amp; Spa Inspection Seminar</td>
<td>3</td>
</tr>
<tr>
<td>APSP Online Modules</td>
<td>1-3</td>
</tr>
</tbody>
</table>

### What You Need to Know About Recertifying

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.

To maintain your status, you must submit a completed recertification application along with documentation of 24 hours of continuing education credits (CEUs). All courses that are industry- and/or business-related qualify. To document your CEUs, you will need to keep all certificates that are issued from the course organizer.

**PPSO Recertification:**

Your certification is valid for five years. Make sure to stay certified by enrolling in a PPSO certification class before your current certification expires.

All APSP Certifications* are valid for three years from the end of the month of issuance. For example, certifications issued on March 1, 2018 will expire on March 31, 2021.
How to Become an Accredited Education Provider

APSP University serves as a central clearinghouse for education and training programs developed, sponsored and accredited by APSP. The accreditation program was created to recognize outstanding industry education providers and raise the quality standards for industry education programs. The key to the APSP accreditation program is a standardized process that evaluates the instructional design, delivery and marketing of programs offered by member organizations.

Quality offerings from accredited providers will be highlighted on the APSP Event Calendar. Accredited education providers can market their approved programs with a special APSP accredited logo that will demonstrate their commitment to quality and professionalism.

Get Your Educational Programs Accredited by APSP

Having your educational programs accredited by APSP is an easy process and is available for a low $100 member/$200 nonmember annual fee. To get started, download the Accreditation Application at APSPUniversity.org and submit it to APSP University.

As long as your programs meet basic standards, we do not expect that you will need to adapt any of your materials. All submissions are kept confidential; your intellectual property will not be shared.

For additional information, please email APSP University at APSPUniversity@apsp.org.

DIP YOUR TOE ... INTO THE LATEST POOL AND SPA INDUSTRY RESOURCES

APSP ENEWS

Delivered to the inboxes of more than 8,500 pool and spa professionals, eNews combines industry news with association news, keeping members up-to-date on our ever-changing industry. Get the latest in retail, business and manufacturing news as well, making eNews a valuable resource for any industry professional. Learn more at multibriefs.com/briefs/apsp

APSP POOL AND SPA INDUSTRY SEARCH

The Pool and Spa Industry Search is an innovative directory enabling pool and spa professionals to easily locate the products and services they need to efficiently run their business. Cutting out the clutter of traditional search engine results, this mobile responsive search tool provides industry profiles, referrals and vendor showcases. Learn more at poolandspaindustrysearch.com
### Items for the CBP Certified Pool & Spa Building Professional℠ Designation

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>CBP personalized self inking stamp</td>
<td>$45</td>
</tr>
<tr>
<td>CBP personalized round handheld embosser</td>
<td>$85</td>
</tr>
<tr>
<td>CBP personalized gold embossing labels</td>
<td>$15</td>
</tr>
<tr>
<td>Personalized round handheld embosser insert for dual certifications</td>
<td>$60</td>
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</table>

### Items for the CSP Certified Pool & Spa Service Professional℠ Designation

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>CSP personalized self inking stamp</td>
<td>$45</td>
</tr>
<tr>
<td>CSP personalized round handheld embosser</td>
<td>$85</td>
</tr>
<tr>
<td>CSP personalized gold embossing labels</td>
<td>$15</td>
</tr>
<tr>
<td>Personalized round handheld embosser insert for dual certifications</td>
<td>$60</td>
</tr>
</tbody>
</table>

### 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>Price</th>
</tr>
</thead>
<tbody>
<tr>
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<td>$10</td>
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<tr>
<td>CMS Certified Pool &amp; Spa Maintenance Specialist℠</td>
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<tr>
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<td>$10</td>
</tr>
<tr>
<td>PPSO Professional Pool &amp; Spa Operator℠</td>
<td>$5</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>Price</th>
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<tbody>
<tr>
<td>CBP Certified Pool &amp; Spa Building Professional℠</td>
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<tr>
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<td>$5</td>
</tr>
<tr>
<td>PPSO Professional Pool &amp; Spa Operator℠</td>
<td>$5</td>
</tr>
</tbody>
</table>
The CBP and CSP Toolkit Package
You’ve earned your CBP Certified Pool & Spa Building Professional℠ or CSP Certified Pool & Spa 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:**
- CBP Brochure
- CBP Decal (5 pack)
- CBP Rack Card

<table>
<thead>
<tr>
<th>Pack Size</th>
<th>Price</th>
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<tbody>
<tr>
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<tr>
<td>100 pack</td>
<td>$308.25</td>
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<td>150 pack</td>
<td>$399.70</td>
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<tr>
<td>200 pack</td>
<td>$532.94</td>
</tr>
</tbody>
</table>

**Customized CSP Toolkit Package Includes:**
- CSP Brochure
- CSP Decal (5 pack)
- CSP Rack Card

<table>
<thead>
<tr>
<th>Pack Size</th>
<th>Price</th>
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<td>$399.70</td>
</tr>
<tr>
<td>200 pack</td>
<td>$532.94</td>
</tr>
</tbody>
</table>

**CBP and CSP Certificates**

**Why Choose a CBP**
- 25 pack $38.65
- 50 pack $45.20
- 100 pack $58.82
- 250 pack $100.26
- 500 pack $169.80

**Why Choose a CSP**
- 25 pack $38.65
- 50 pack $45.20
- 100 pack $58.82
- 250 pack $100.26
- 500 pack $169.80

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

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

**Personalized Brochures:**
- CBP Brochure
- CSP Brochure

<table>
<thead>
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<tr>
<td>500 pack</td>
<td>$376.09</td>
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**Personalized Rack Cards:**
- CBP Rack Card
- CSP Rack Card

<table>
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<th>Pack Size</th>
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<tr>
<td>250 pack</td>
<td>$71.84</td>
</tr>
<tr>
<td>500 pack</td>
<td>$85.34</td>
</tr>
</tbody>
</table>

Order Today at APSPCustomized.org
Members can now pay monthly.
Renew for less than $50 a month.

APSP.org/Renew | 703.838.0083 ext. 301
We embrace the future by connecting young leaders.

For more information about the WAVE Network, email wave@apsp.org.
Membership Marketing Tools

Tools to market yourself to your customers and prospects

**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  - $38.65
- 50 pack  - $45.20
- 100 pack - $58.82
- 250 pack - $100.26
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

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**

[Image of customizable products]

**APSPCustomized.org**
### Executive Office

- **President & CEO**
  - Lawrence Caniglia, JD, CAE
  - 703.838.0083 Ext. 180
  - lcaniglia@apsp.org

- **Executive Assistant**
  - Lorna Watkins
  - 703.838.0083 Ext. 121
  - lwatkins@apsp.org

### Membership

- **Director of Membership & Business Development**
  - Seth Ewing
  - 703.838.0083 Ext. 159
  - sewing@apsp.org

- **Manager of Membership**
  - Kenya Thomas
  - 703.838.0083 Ext. 146
  - kthomas@apsp.org

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  - jhatfield@apsp.org

- **Government Affairs Associate**
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  - rratliff@apsp.org

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  - suribe@apsp.org

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  - Ana Hernandez
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  - aherandez@apsp.org

- **Director of Education Content & Workforce Development**
  - Alex Antoniou, Ph.D.
  - 703.838.0083 Ext. 213
  - aantoniou@apsp.org

- **Education and Membership Development Manager**
  - Lindsey Turner
  - 703.838.0083 Ext. 155
  - lturner@apsp.org

### Marketing & Communications

- **Director, Marketing & Communications**
  - Andrea Wells
  - 703.838.0083 Ext. 166
  - awells@apsp.org

### Standards and Technical

- **Vice President, Technical & Standards**
  - Carvin DiGiovanni
  - 703.838.0083 Ext. 149
  - cdigioanni@apsp.org

- **Director, Standards Promotion & Adoption**
  - Susan J. Hilaski
  - 703.838.0083 Ext. 150
  - shilaski@apsp.org

### Finance

- **Director, Finance & Administration**
  - Linda Beza
  - 703.838.0083 Ext. 130
  - lbeza@apsp.org

- **Accounting Manager**
  - Vitu Ngwira
  - 703.838.0083 Ext. 176
  - vngwira@apsp.org
Discounts for APSP Members

Save Time. Save Money. Increase Your Bottom Line.

Aqualine
Aqualine is APSP’s members go to source for questions and information regarding group medical benefits, general liability, auto, property and workers compensation. They represent multiple insurance carriers nationwide that offer a variety of insurance solutions. In addition to insurance offerings, they offer 401K programs where companies can outsource the fiduciary liabilities of running the plan to them. They work with clients to develop specific processes and plans to keep them in compliance and help reduce their tax liability. For more information, email Brandon Riggs at briggs@aqualineinsurance.com or call 949.421.3522.

Hotel Engine
APSP has partnered with Hotel Engine to offer members discounted rates on hotel stays and services. Members save up to 60% off of corporate hotel rates, get intuitive search and filtering for intelligent booking, enjoy time saving expense tracking tools and available direct bill and booking management tools, gain access 24/7 to U.S. based customer support and get it all without contracts, annual fees or minimums. For more information, visit HotelEngine.com/Join/Join-APSP, email Brett Power at power@unapurchasing.com or call 816.668.0386.

Deluxe
Deluxe provides a powerful suite of business services and marketing tools to help you run more efficiently, grow at your own pace and evolve as you grow. Save up to 50% on your first order and 15% on your everyday orders. Visit Deluxe.com/APSP or call 1.888.554.3538.

TSYS
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 800.354.3988.

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.

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.

AT&T
Save up to 40% monthly utilizing Powernet’s Cellular Discount Program. Go to PowerMobility.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 when you use AWD# D423500, 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. Skip the counter and paperwork at many locations and go straight to your car. To make a reservation, visit Avis.com/APSP or call 1.800.331.1212.

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. Subscribing takes the unsure out of hazmat management. For more information, email memberservices@apsp.org.

Budget
APSP members always save up to 25% off Budget base rates with offer code BCD# D836600, plus get other great offers like dollars off, a complimentary upgrade, or a free weekend day. Plus with a complimentary membership in Budget Fastbreak, enjoy our fastest, easiest rental experience! To make a reservation, visit Budget.com/APSP or call 1.800.527.0700.
Discounts for APSP Members

**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 www3.lenovo.com/us/en/apsp.

**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 (Yellow Transportation & Roadway) and Estes. Whether shipping an envelope or a truckload, these carriers can provide a solution.

**To Sign Up for UPS**
Visit savewithups.com/apsp or call 1-800-MEMBERS, M-F, 8 a.m. – 6 p.m. EST.

**For More Information on YRC and Estes**
Visit: 1-800member.com/apsp or call 1-800-MEMBERS, M-F, 8 a.m. – 6 p.m. EST.

**Office Supplies**
Receive up to 80% off on office and school supplies from Office Depot and OfficeMax. To order online, visit apsp.ctcshares.com. For more information, email info@itppurchasingpower.com 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.

**APPI Energy – Energy Procurement & Consulting**
The Association of Pool and Spa Professionals has endorsed APPI Energy to provide data-driven procurement solutions that reduce and manage electricity and natural gas supply costs for members on an ongoing basis. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S., and the lowest prices available among many vetted, competing suppliers. To take advantage of this membership benefit program, contact Carrie Shepard at APPI Energy at 667.330.1167.

**Office Supplies**
Receive up to 80% off on office and school supplies from Office Depot and OfficeMax. To order online, visit apsp.ctcshares.com. For more information, email info@itppurchasingpower.com or call 866.598.9320.

Get complete details at APSP.org/Discounts

What’s with your product?

Follow an industry best practice by including a variety of APSP safety brochures with every customer purchase.

APSP.org/Store
Partner Program

Build Your Brand Through Personal Connections

Sponsorship Opportunities

All Partners Receive:

- Recognition as a partner on APSP website
- 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 - $15,000

All benefits listed above PLUS:

- Company information in sponsor highlights section of e-newsletter (10 weeks)
- Company ad on APSP.org (2 months)
- Email to APSP membership – content supported by Platinum Partner (3 emails)
- Special APSP Partner discounts on company orders of APSP products
- APSP Partner Announcement
- 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
- 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 (6 weeks)
- Company ad on APSP.org (2 months)
- (2) Emails to APSP membership – content supported by Gold Partner
- Special APSP Partner discounts on company orders of APSP products
- APSP Partner Announcement

APSP Silver Partner - $5,000

All benefits listed above PLUS:

- Company information in sponsor highlights section of e-newsletter (4 weeks)
- Email to APSP Membership – Content supported by Silver Partner

For more information Contact:

Seth Ewing
703.647.2542
sewing@apsp.org
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)

- Distributor
- Manufacturer
- Manufacturers’ Agent = $599

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>
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<td>$1M - $2M</td>
<td>$2,195</td>
</tr>
<tr>
<td>$2M - $3M</td>
<td>$3,695</td>
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<td>$3M - $5M</td>
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<tr>
<td>$5M - $10M</td>
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<tr>
<td>$10M - $20M</td>
<td>$8,995</td>
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<td>$20M - $50M</td>
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<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>
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<tr>
<th>Annual Sales U.S.</th>
<th>Annual Dues Amount</th>
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<tr>
<td>Under $3 Million</td>
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<td>$10M - $20M</td>
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<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%.

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
- APSP Research

Get Started!
sewing@apsp.org • 703.647.2542

Reserve Your Ad Today!

Deadline: August 1

sewing@apsp.org • 703.647.2542

Link Your Name With Safety. Build Your Brand.

Spreading the safety enjoyment of water starts here. Sponsor National Water Safety Month and connect your name with safety while building your brand.

Seth Ewing
sewing@apsp.org • 703.647.2542

May 2019!
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, Health, Auto, Property and Causality, Personal Lines and Umbrella Insurance
- Tradeshow Attendee and Exhibit Discounts
- OSHA Required Hazmat Compliance Tools (SDS)
- Credit Card Processing
- UPS, YRC and Estes
- Office & school supplies
- Cellular Services
- Rental Cars
- Computer Systems and Products
- Referral Services
- Hotel Discounts

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

Get Connected!
- Facebook.com/TheAPSP
- Twitter.com/TheAPSP
- Youtube.com/MyAPSP
- Linkedin.com
- Member Locator: APSP.org/MemberLocator
- Facebook.com/APSPWAVENetwork
- Facebook.com/WaterSafetyMonth

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
- Retail Store $599
- Single-Person Service Company $230
- Professional Pool Management $599
- Commercial Facility $230
- Allied Supplier $599
- Professional Affiliate $599
- Associate $118
- 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@nespapool.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.

### ADDITIONAL SERVICES AND CONTRIBUTIONS:

**Branch Listings on Our Member Locator:**
Add your branch listing to our member locator for a fee of $50 per location. Please attach a separate sheet indicating your branch’s name, address, city, state, ZIP and phone number.

- $50 per location: QTY ______

**APSP Hazmat Management and SDS Hotline Service:**
Accidents are going to happen. Don’t let your employees handle chemicals without this service. Be OSHA-compliant. Includes chemical spill or exposure 24/7 emergency hotline, Safety Data Sheet Information, and chemical disposal/clean-up guidance.

- Builders, Retailers, Service Companies: $109/year
- Additional locations $49/per location: QTY ______
- Manufacturers, Distributors, Manufacturers’ Agents: $399/year
- Additional locations $49/per location: QTY ______

**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  q $100  q $250  q $500  q $1000
- Other ____________________

**PAYMENT:**
I want to pay my annual dues in:

- q Annual Payment-payable by check or credit card (Will Receive an Invoice Once Per Year)
- q Monthly Payments—must pay by credit card (Automatically Charged to the Credit Card on File)

*Monthly Option Unavailable for dues amounts under $230

Dues: $ __________
Branch Listing(s): $ __________
SDS Hazmat Hotline Service*: $ __________
Additional Locations: $ __________
Government Relations(GR) Contribution*: $ __________
TOTAL: $ __________

* SDS Service and GR Contribution are included in your first payment—no installments.

- q Check enclosed payable to APSP for the total amount.
- q Charge my:  q MasterCard  q Visa  q AmEx  q Discover as indicated above.

Name on Card: ________________________________
Card #: ________________________________
Expiration Date: ___________ CVV: ___________
Name on Card: ________________________________
Signature: ________________________________
ANSI/APSP/ICC-5 2011 Standard for Residential Inground Swimming Pools*  
For new construction and remodeling of permanently installed residential inground swimming pools, including design, construction, equipment, operation, and installation, intended for noncommercial use by not more than three owner families and their guests and exceeding 24 in. (61 cm) in water depth.  
20-116 – Single copy (printed version)  
$165 $87 member price  
20-116-PDF – Single copy (PDF version)  
$165 $87 member price  

ANSI/APSP/ICC-6 2013 Standard for Residential Portable Spas and Swim Spas*  
For the design, equipment and installation of factory built residential portable (self-contained) spas or swim spas that are used for bathing.  
20-129 – Single copy (printed version)  
$165 $87 member price  
20-129-PDF – Single copy (PDF version)  
$165 $87 member price  

For design and performance criteria for circulation systems including components, devices, and related technology installed to protect against entrapment hazards in residential and public swimming pools, wading pools, inground spas, infinity edge basins, catch pools, and aquatic recreation facilities. This standard applies to new and, when retrofitting, existing installations. 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, the 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 is currently recognized in 21 states and over 80 local jurisdictions. It meets and exceeds the Virginia Graeme Baker Pool and Spa Safety Act and current U.S. Consumer Product Safety Commission (CPSC) interpretations.  
20-127 – Single copy (printed version)  
$165 $87 member price  
20-127-PDF – Single copy (PDF version)  
$165 $87 member price  

ANSI/APSP/ICC-1 2014 Standard for Public Swimming Pools*  
For the design, construction, equipment, operation, warning signs, installation, sanitation, new construction, and renovation of public swimming pools.  
20-122 – Single copy (printed version)  
$165 $87 member price  
20-122-PDF – Single copy (PDF version)  
$165 $87 member price  

ANSI/NSPI-2 1999 Standard for Public Spas*  
For the design, construction, equipment and installation of public spas.  
20-126 – Single copy (printed version)  
$165 $87 member price  
20-126-PDF – Single copy (PDF version)  
$165 $87 member price  

ANSI/APSP/ICC-3 2014 Standard for Permanently Installed Residential Spas and Swim Spas*  
For the design, construction, equipment and installation of permanently installed residential spas and swim spas.  
20-123 – Single copy (printed version)  
$165 $87 member price  
20-123-PDF – Single copy (PDF version)  
$165 $87 member price  

For the design, manufacturing, testing, care, and use of aboveground/onground residential (Type-0) non-diving swimming pools and their components.  
20-128 – Single copy (printed version)  
$165 $87 member price  
20-128-PDF – Single copy (PDF version)  
$165 $87 member price  

*Recognized by the International Code Council (ICC)  
**Referenced in the International Swimming Pool and Spa Code (ISPSC)
This standard is designed to protect young children from accidental drowning by layers of protection that limit or delay 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)
$165 $87 member price
20-150-PDF – Single copy (PDF version)
$165 $87 member price

ANSI/IAF-9 2005 Standard for Aquatic Recreation Facilities*
For the design, construction, equipment, operation, signs, installation, sanitation, new construction, and rehabilitation 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)
$165 $87 member price
20-151-PDF – Single copy (PDF version)
$165 $87 member price

ANSI/APSP/ICC-11 2017 Standard for Water Quality in Public Pools and Spas*
For ideal water quality parameters in public swimming pools and spas to be used for bathing. Minimum guidelines are provided without specifying the technologies needed to achieve the recommended values.

20-160 – Single copy (printed version)
$165 $87 member price
20-160-PDF – Single copy (PDF version)
$165 $87 member price

ANSI/APSP/ICC/NPC-12 2016 Standard for the Plastering of Swimming Pools and Spas*
For the plastering of cementitious finish coatings for inground swimming pools or other cementitious water-containment vessels covering both material and application.

20-165 – Single copy (printed version)
$165 $87 member price
20-165-PDF – Single copy (PDF version)
$165 $87 member price

For residential and public recreational pools, spas, portable spas and swim spas equipped with a filtration circulation system. This standard covers methods and technologies to increase the efficient use and conservation of water. This standard applies to both new and existing facilities to address water use by pools, spas, portable spas and swim spas, and provide a means of achieving a higher degree of water use efficiency, including but not limited to: 1) evaporation, 2) filtration, 3) leaks, 4) people use, 5) maintenance, and 6) total dissolved solids control. Variable pool owner tips and guidelines in the appendices.

20-313 – Single copy (printed version)
$165 $87 member price
20-313-PDF – Single copy (PDF version)
$165 $87 member price

For determining the energy efficiency of self-contained portable electric spas and hot tubs through test procedures and methodology. To establish minimum energy efficiency requirements for portable electric spas and swim spas.

20-190 – Single copy (printed version)
$165 $87 member price
20-190-PDF – Single copy (PDF version)
$165 $87 member price

*Recognized by the International Code Council (ICC)
**Referenced in the International Swimming Pool and Spa Code (ISPSC)
ICC/APSP International Swimming Pool and Spa Code 2012 (ISPSC12)

Developed jointly by APSP and the International Code Council (ICC), the 2012 ISPSC is mandatory in Georgia, Virginia and Washington, D.C. and has been adopted by over 50 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)
$90  $70 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)
$93  $73 member price


Strive for quality and excellence! 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 intended to be in sync with ANSI/APSP/ICC-3 2014 Standard for Permanently Installed Residential Spas and Swim Spas and ANSI/APSP/ICC-5 2011 Standard for Residential Inground Swimming Pools.

20-121 – Single copy (printed version)
$75  $45 member price
**ICC/APSP International Swimming Pool and Spa Code 2015 (ISPSC15)**

Developed jointly by APSP and the International Code Council (ICC), the 2015 ISPSC is mandatory in Louisiana, Massachusetts, Michigan, Montana, New Hampshire, New Jersey, Washington, and West Virginia and has been locally adopted by nearly 30 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, accessibility, diving, sanitizing equipment, filter, and suction fitting provisions coordinating with the IBC and IRC. It also references an energy standard for residential portable electric spas and for residential in-ground swimming pools and spas.

**20-310 - Single copy (printed version)**
$104 $84 member price

**ICC/APSP International Swimming Pool and Spa Code with Commentary 2015 (ISPSC 15)**

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)**
$106 $96 member price

**ICC/APSP International Swimming Pool and Spa Code (ISPSC18)**

Developed jointly by APSP and International Code Council (ICC), this is the only comprehensive swimming pool code coordinated with the current requirements in the I-Codes and APSP standards. The ISPSC establishes minimum regulations for public and residential pools, spas, and hot tubs using prescriptive and performance-related provisions. The 2018 ISPSC integrates seamlessly with the family of I-Codes and contains requirements that meet or exceed the Virginia Graeme Baker Pool & Spa Safety Act. The ISPSC also contains the ANSI/APSP/ICC-7 Standard for Suction Entrapment Avoidance in Swimming Pools, Wading Pools, Spas, Hot Tubs and Basins. In addition, hot water storage tanks are now required to be listed and labeled to a standard. New sections were introduced into the code to cover solar thermal water heating systems.

**20-318 - Single copy (printed version)**
$109 $99 member price

**20-319 - Single copy (printed Spanish version)**
$109 $99 member price

**2018 International Swimming Pool and Spa Code (ISPSC) with Commentary**

The commentary edition of the 2018 ISPSC provides a convenient reference for regulations in the 2018 International Swimming Pool and Spa Code™ (ISPSC™). Presented in an easy-to-reference format, the commentary includes the full text of the code, including tables and figures, followed by corresponding commentary at the end of each section in one document. Every chapter begins with “General Comments” and “Purpose” sections followed by code and commentary to subsequent sections, tables and figures. This in-depth publication focuses on providing the full meaning and implications of the 2018 ISPSC™. The commentaries are designed to suggest the most effective method of application and the consequences of not adhering to the code.

**20-320 - Single copy (printed version)**
$112 $102 member price


This new standard, developed in partnership with the International Code Council (ICC), establishes minimum criteria for the design and installation of solar water heating systems for pool and spa applications. It allows pools and spas to benefit from sustainable heating technologies without sacrificing safety or performance. It addresses both residential and commercial pools and spas, consistent with the requirements of ICC’s International Swimming Pool and Spa Code® (ISPSC®) and other relevant ICC/APSP standards for these applications.

**20-350 - Single copy (printed version)**
$165 $87 member price
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, 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.

2018 Yearbook 40-106 (PDF only)
$999  $299 member price

2016 Yearbook 40-105 (PDF only)
$999  $299 member price

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

Attention APSP Chapters!

Discover the Power of PPSO

Let our team speak to your chapter about taking or teaching PPSO.

Find Out More!
APSPUniversity@apsp.org
Safety & Consumer Awareness

APSP is your source for all of your consumer product needs.

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 no diving and jumping based on depth restrictions, plus drowning prevention tips and key maintenance information.

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-350</td>
<td>$55</td>
</tr>
<tr>
<td>50 booklets</td>
<td>$37 member price</td>
</tr>
<tr>
<td>100 booklets*</td>
<td>$99</td>
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<td>500 booklets*</td>
<td>$445</td>
</tr>
<tr>
<td>1,000 booklets*</td>
<td>$824</td>
</tr>
</tbody>
</table>

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, drain covers, suction entrapment avoidance, diving, safety rules and ideas for pool enjoyment. Refer to specific manufacturer’s instructions for more details on installation, use, maintenance and pool safety.

<table>
<thead>
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<tbody>
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</tr>
<tr>
<td>1,000 booklets*</td>
<td>$824</td>
</tr>
</tbody>
</table>

The Sensible Way to Enjoy Your Spa or Portable 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.

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-109</td>
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<td>$824</td>
</tr>
</tbody>
</table>

Need Higher Quantities?
Contact APSP Member Services
memberservices@apsp.org | 703.838.0083 ext. 301
Safety & 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
$44   $30 member price
500 pamphlets*
$180   $115 member price
1,000 pamphlets*
$305   $205 member price

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 that follows VGB guidelines.
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
$44   $30 member price
500 pamphlets*
$180   $115 member price
1,000 pamphlets*
$305   $205 member price

Layers of Protection
Learn the importance of adult supervision and the various supplemental “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
$44   $30 member price
500 pamphlets*
$180   $115 member price
1,000 pamphlets*
$305   $205 member price

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
$44   $30 member price
500 pamphlets*
$180   $115 member price
1,000 pamphlets*
$305   $205 member price

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 into a diving pool.

10-216
100 pamphlets
$44   $30 member price
500 pamphlets*
$180   $115 member price
1,000 pamphlets*
$305   $205 member price

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   $33 member price

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

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.

Customizable Products Include:
• CBP Certified Pool & Spa Building Professional™ and CSP Certified Pool & Spa Professional™ 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.

Update Your Standards Library Now!
APSP.org/Store
Celebrate May 2019 as National Water Safety Month!

Follow a best industry practice and distribute them with every purchase. It’s a great way to help link your company name with safety while promoting the safe enjoyment of water.

Shop Now! APSP.org/Store

Use Code Safety19 at Checkout

NationalWaterSafetyMonth.org
Government Relations

APSP is the industry’s trusted and powerful voice in government.

On Capitol Hill and in front of state and local government entities, APSP fights for pool and spa safety and our member interests, while opposing overly restrictive and unreasonable policies that could unnecessarily damage both member businesses and local economies.

APSP responds to a rapidly changing economic and regulatory environment and continues to evolve, not just to keep pace, but to march ahead of emerging trends and future challenges. Through government relations and standards development that become key components to state and local building codes, APSP advances key legislation and regulation at the federal, state and local levels.

Highlights:
APSP successes and next steps:

• To continue to unite and strengthen the industry through unified standards and building code regulations by advocating for adoption of the International Swimming Pool & Spa Code. With 20 states and nearly 150 local jurisdictions having already adopted this code, members benefit from consistent requirements among the jurisdictions they work in and consumers benefit by having the peace of mind that their pool, spa or hot tub is built to industry standards.

• Through APSP’s work with the Department of Energy, effective July 19, 2021 one national energy efficiency standard for dedicated purpose pool pumps will be law of the land; eliminating the patchwork of regulations that currently exist across the country. APSP and its members are now advocating for a similar regulation for dedicated purpose pool pump motors. Providing for one national energy efficiency standard for manufacturers to comply with also benefits installers and consumers by providing more affordable energy efficiency pump and motor choices.

• APSP fights to protect the U.S. State Department J-1 Summer Work Travel Program for seasonal lifeguards and H2B visa program to ensure our members continue to have a workforce that enables them to continue doing business. At the same time, APSP looks at opportunities to encourage entry into the pool and spa profession by those looking to enter the workforce here at home.

• To protect the public and raise professionalism in the industry, APSP supports state pool and spa licensing efforts around the country to safeguard APSP members and to defeat consumer exploitation by unskilled laborers. APSP members who would like to see the development of licensing in their state are encouraged to reach out to APSP.

• APSP’s acclaimed leadership role on Capitol Hill and with federal agencies such as the Environmental Protection Agency, Consumer Product Safety Commission, Department of Energy and Department of State protects members. Additionally, our grassroots efforts at the state and local level only continue to grow as APSP staff comb thru thousands of legislation, proposed rules and local ordinances each year to determine any impact on the pool & spa industry and how to move forward. In turn, items we believe are critical for member input, knowledge and action are sent out in our newsletter and alerts—check out what issues are being addressed by visiting APSP.org/Advocacy.

Helps Us Continue the Fight!

APSP serves as your voice for legislative and regulatory 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. Visit APSP.org/Donate to make your contribution.

“APSP’s government relations initiatives provides an incredibly valuable service for our industry by raising our professionalism and ultimately benefiting our pool-owning customers while also improving our industry’s reputation in both the national and international markets. APSP facilitates initiatives and coalitions that tap into our industry’s deep subject matter expertise that allows competitors to ethically collaborate for the common good of our industry. This kind of unified contribution amongst stakeholders just couldn’t happen without APSP’s leadership in government relations…they’re an invaluable resource.”

Jeff Farlow
Program Manager of Energy Initiatives
Aquatic Systems
Jennifer Hatfield
APSP Director of Government Affairs
jhatfield@apsp.org
703.838.0083 Ext. 211

Jennifer Hatfield is APSP’s Director of Government Affairs. For over 12 years, she has been involved with government and public affairs for the pool & spa industry. She is the owner of J. Hatfield & Associates which is a government consulting business that provides clients with federal, state and local legislative and regulatory services. Through her work with clients she has developed expertise in state and national building code processes, energy efficiency and construction contractor issues. Jennifer is a native of Virginia, has a Bachelor of Arts in Government from the College of William & Mary and is a graduate of the Frederic G. Levin College of Law at the University of Florida. She is a member of the Florida Bar and previously worked at the Florida Legislature as a committee attorney for the Florida House of Representatives. Prior to moving to Florida, Jennifer worked for the National Republican Senatorial Committee in Washington, D.C. She currently lives in Florida with her husband and son.

Regan Ratliff
APSP Government Relations Associate
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703.838.0083 Ext. 165

Regan Ratliff joined The Association of Pool and Spa Professionals in July 2018 as the Government Relations Associate. She has worked with organizations at the Federal and State levels to develop, strengthen, and implement policy and advocacy strategies. Prior to joining The Association of Pool and Spa Professionals, Regan was the Executive Assistant to the President for a Naval defense contracting company. She also spent time lobbying on Capitol Hill and was a Graduate Intern in the office of Congressman John Carter (R-TX). Regan holds a Master’s Degree in Statecraft and National Security Affairs from The Institute of World Politics and a Bachelor’s Degree in Justice Studies from Arizona State University.

Carl Chidlow
APSP’s Lobbyist on Capitol Hill and Principal of Winning Strategies Washington

Carl Chidlow is APSP’s Lobbyist on Capitol Hill and is the Principal of Winning Strategies Washington. For over 25 years, he has been involved in Party Politics, which has given him opportunities to work on campaigns for U.S. Congress, the U.S. Senate and the Presidency. Prior to joining Winning Strategies Washington, Carl spent five years as a partner in a small DC-based lobbying practice. Through his work with clients, he has developed particular expertise in the areas of energy efficiency, environmental impact, federal contracting and higher education. Carl is a native of New York State and a graduate of Syracuse University. During college and shortly after, he served in the National Guard in both New York and Maryland as an infantry soldier. He currently lives in Northern Virginia with his wife and two children.

Joining your local chapter is the best way to be the first to know about changes with specific state issues regarding permitting, codes, licensing and water restrictions. APSP stays on the forefront of industry issues and provides the industry the most comprehensive, detailed and applicable library for today’s pool and hot tub professional. If you are new to the industry or a long time veteran, there’s always something new to learn with the continual updates to manuals and codes.

Shawn Still, Olympic Pool Plastering, Norcross, GA
Immediate past president and board member of the APSP Georgia Chapter

APSP.org/Donate

APSP is your voice for legislative matters that works to advance and protect your right to do business. The need for APSP’s advocacy continues to grow. Contributing to APSP’s Government Relations/Advocacy Efforts Makes a Difference!
Thank You To Our Partners!

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Achieve business success through using APSP resources, knowledge, networking tools and educational programs.

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Effective October 2018