

# PMG Council Meeting

## APSP

### Understanding APSP's Value Propositions

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Senior Director

## Who we are:

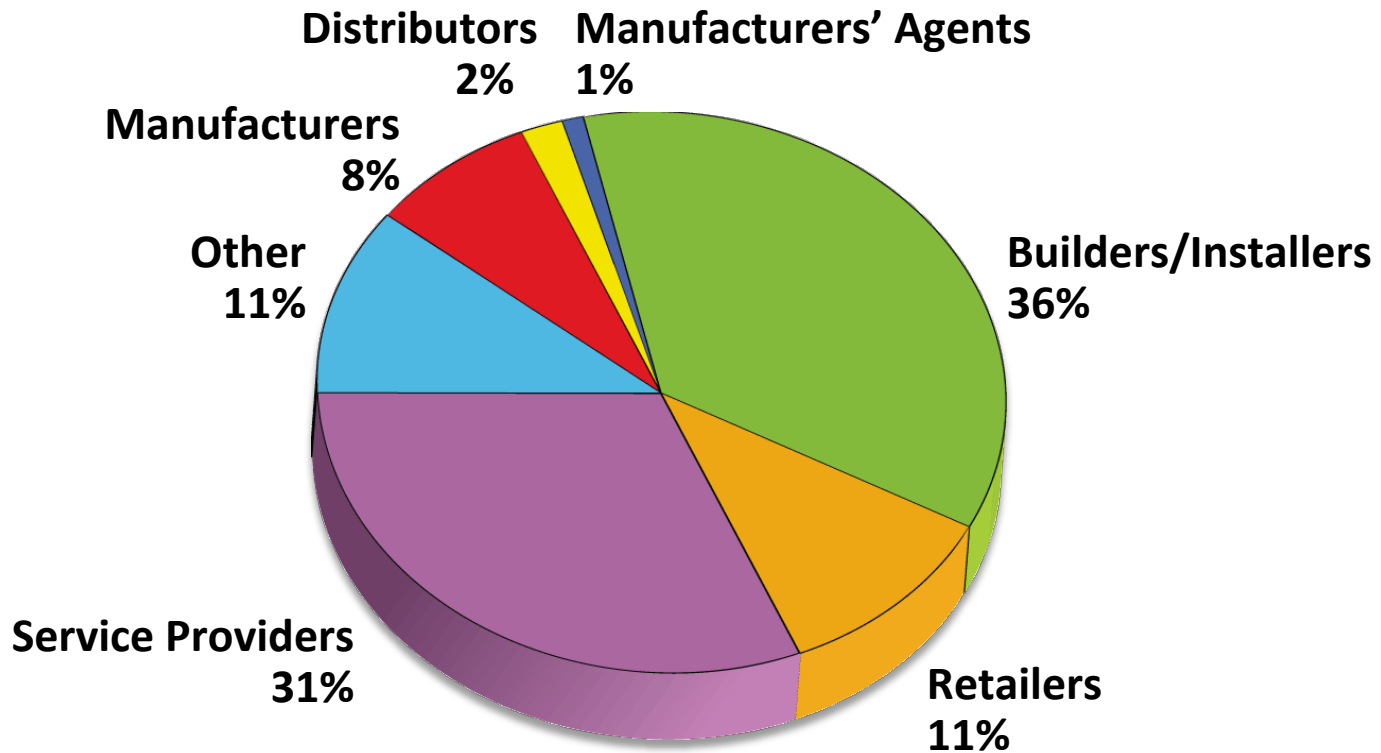
APSP is the world's largest international trade association representing all segments of the pool, spa and hot tub industry.

## Our mission:

To promote best practices and enhance the business success of our members.

# Our members are:

All segments of the pool, spa, and hot tub industry



# What is a value proposition?

Fifteen areas where APSP is structured to deliver value:

1. Government Relations
2. Standards
3. APSP Certification
4. Education and Training
5. Education Manuals
6. Networking
7. Credibility and Prestige
8. Industry Promotion
9. Industry Communication
10. Market Research & Statistics
11. Awards
12. Trade Shows
13. Leadership Opportunities
14. Business Services
15. Unite

# Standards

*Develop guidelines through ANSI process to protect customer interests, minimize company risk, provide government agencies with criteria for adoption into regulatory codes and facilitate productive relationships with building code and public health officials.*

- **One of a kind**

APSP is the **only** organization accredited to develop ANSI (American national) pool, spa, and hot tub standards.

- **The basis for our positions**

The content in the standards remains the industry's technical positions on government relations issues.

# Standards

One uniform set of requirements for public and private pools, spas, and hot tubs, means...



Less time and money spent tracking separate state codes

Less liability

Enhanced Consumer Safety

Greater Consumer Confidence in Products

Greater Professionalism

# Standards

**There are 14 standards (plus 3 in draft form) in the program:**

- **ANSI/APSP-1 2003 Standard for Public Swimming Pools**
- **ANSI/APSP-2 1999 Standard for Public Spas**
- **ANSI/APSP-3 1999 Standard for Permanently Installed Residential Spas**
- **ANSI/APSP-4 2007 Standard for Aboveground/Onground Residential Swimming Pools**
- **ANSI/APSP/ICC-5 2011 Standard for Residential Inground Swimming Pools**
- **ANSI/APSP-6 1999 Standard for Portable Spas**
- **ANSI/APSP-7 2006 Standard for Suction Entrapment Avoidance**
- **ANSI/APSP-8 2005 Model Barrier Code for Residential Swimming Pools, Spas and Hot Tubs**
- **ANSI/APSP-9 2005 Standard for Aquatic Recreation Facilities**
- **ANSI/APSP-11 2009 Standard for Water Quality in Public Pools and Spas**
- **ANSI/APSP/ICC-14 2011 Standard for Energy Efficiency of Self Contained Portable Electric Spas and Hot Tubs**
- **ANSI/APSP/ICC-15 2011 Standard for Residential Swimming Pool and Spa Energy Efficiency**
- **ANSI/APSP-16 2011 Standard Suction Fittings for Use in Swimming Pools, Wading Pools, Spas and Hot Tubs**
- **BSR/APSP-17 201X(NEW) Manufactured Safety Vacuum Release Systems (SVRS) for Residential and Commercial Swimming Pool, Spa, Hot Tub and Wading Pool Suction Systems**

# Standards

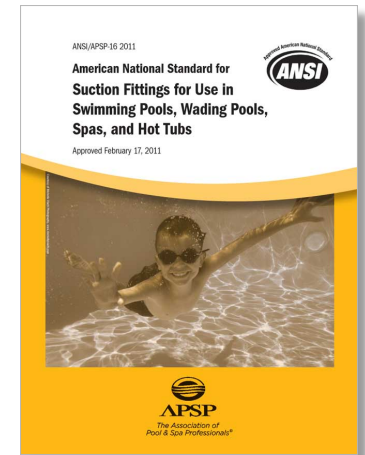
## Recent Successes

### 2010

- APSP wins CPSC contract for **VGB education**.
- APSP wins **exemption for portable hot tubs** from several pool requirements under VGB.

### 2011

- APSP successfully helps 7 drain cover manufacturers navigate a **CPSC drain cover recall**.
- **ANSI/APSP-16 becomes federal law** as successor standard to the Virginia Graeme Baker Pool and Spa Safety Act (VGBA), ASME 19.8.



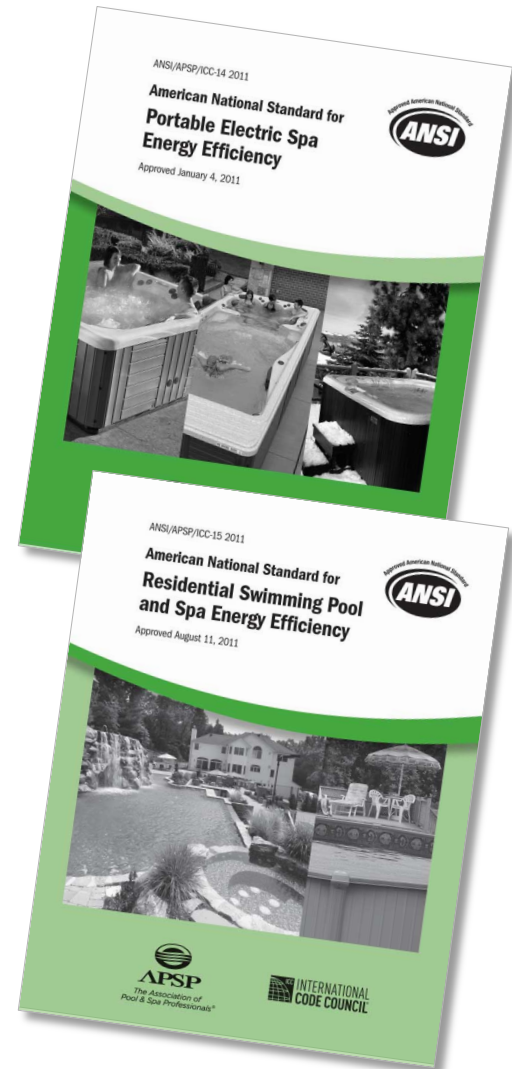


# Standards

## Recent Successes

### 2011

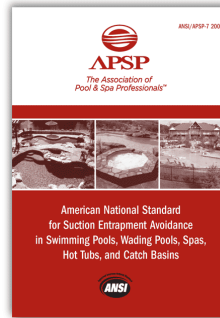
- ANSI/APSP/ICC-14 and 15 are the **first** industry energy efficiency standards to comply with **California Energy Commission** guidelines.
- ANSI/APSP/ICC-14 and 15 Standards voted **Best Green Product** of the 2011 International Pool | Spa | Patio Expo.



# Standards

## Recent Successes

### 2008



- **ANSI/APSP-7 Standard** for Suction Entrapment Avoidance **meets and exceeds** requirements under the VGB Act.
- APSP is instrumental in development of the **VGB Act**.

### 2009

- ANSI/APSP-7 is referenced in the **International Residential Code** and the **International Building Code**.

# Standards

- Why is it **vital to the industry** to get APSP Standards adopted into a national/international code (ISPSC)?  
Because...

**Instead of 50 Different Codes in 50 States...**

**APSP Standards  
create one inclusive  
uniform code.**

**All localities and  
states can use.**

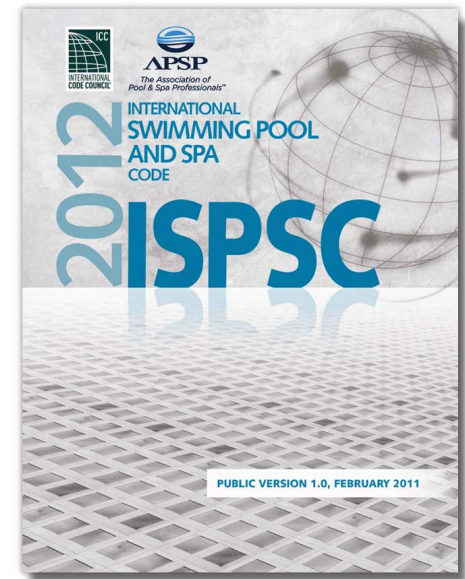
**Results in simplicity  
for manufacturers  
and builders.**

# Standards

## Recent Successes

### 2012

- ANSI/APSP Standards incorporated into the International Code Council's **International Swimming Pool and Spa Code**.
- Florida adopts ANSI/APSP/ICC-14 and 15 Energy Efficiency Standards for Hot Tubs, and Pools and Spas.



# APSP Certification

*Set high levels of performance in pool, spa, and hot tub-related competencies. Verify the education and experience levels to provide consumer confidence and peer recognition, and to meet current or potential licensing requirements.*



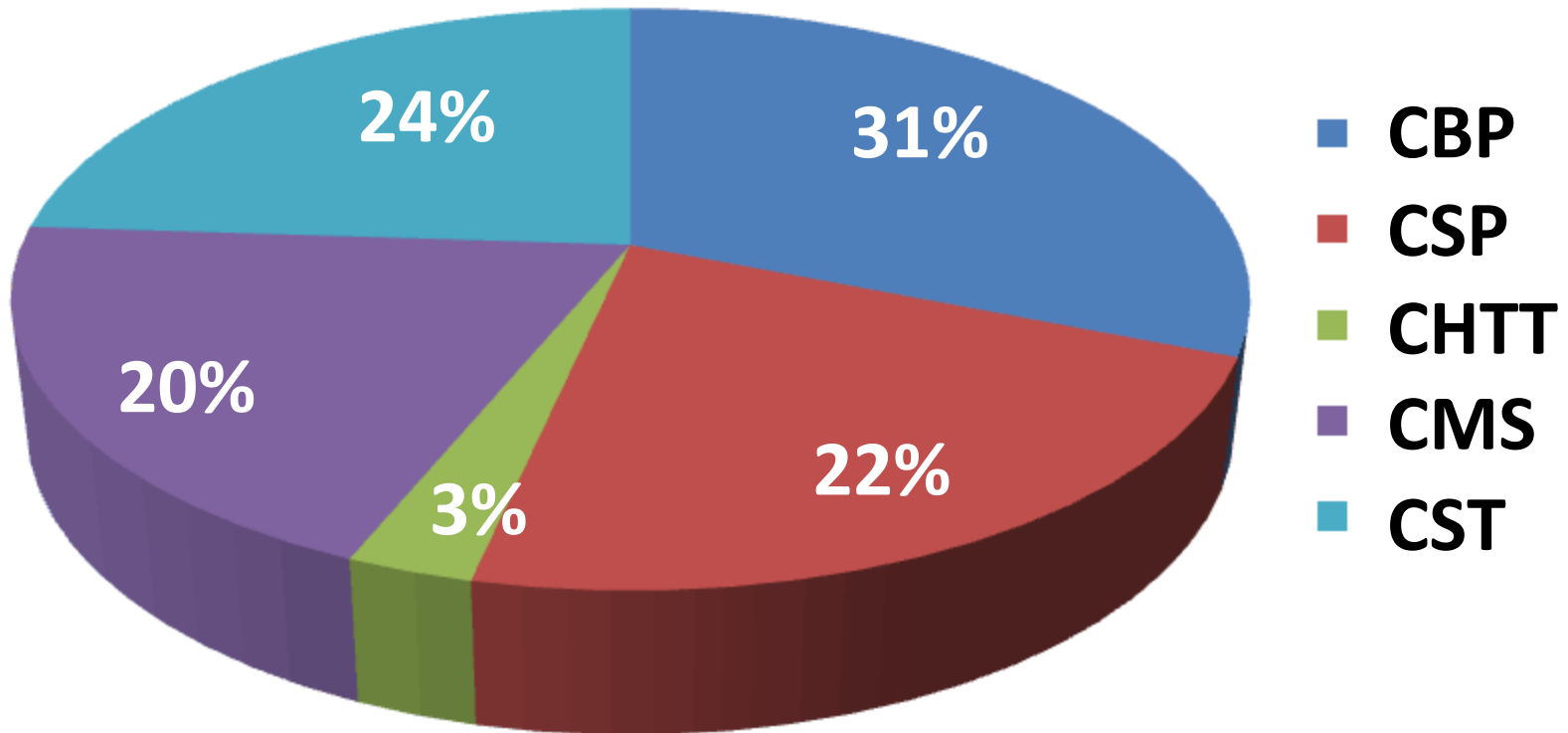
**Board of Regents**



**Certification**



# APSP Certification



# Education and Training

*Provide educational opportunities that address business, technical and customer service skills in classroom settings, through online education and state-of-the-art technical manuals.*

## How the Career Institute Model Delivers Training



Certification of  
industry personnel



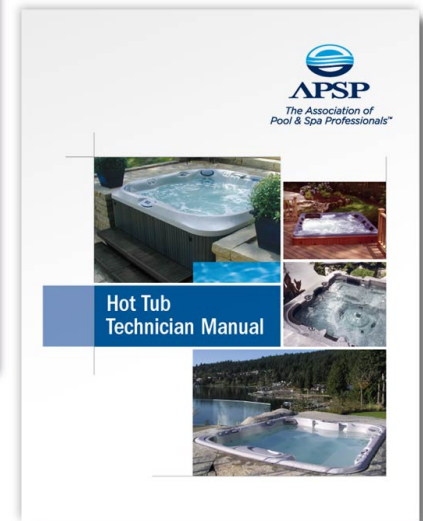
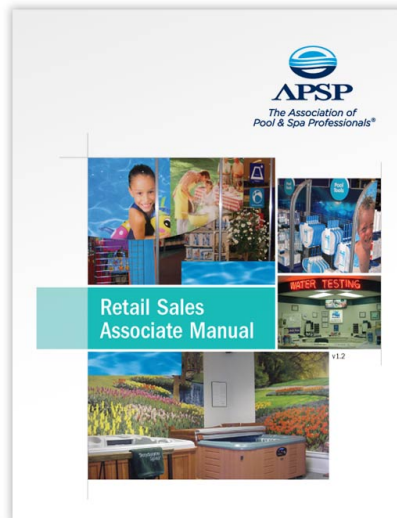
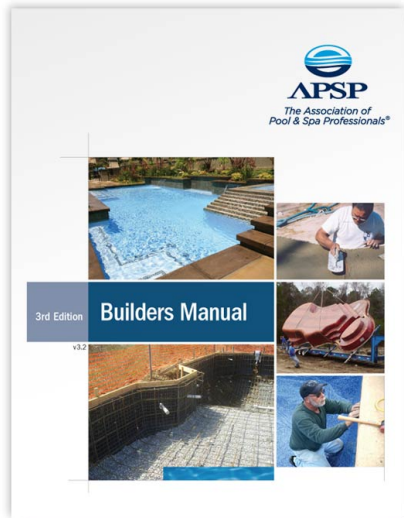
Online Training



Partnering with  
manufacturers &  
distributors to enhance  
their educational  
offerings

# Education Manuals

*Critical information that supports competent construction and service methods and industry best practices for use in APSP education programs.*





# Thank You

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