



**USPA 2010 Annual Meeting Schedule**

**Thursday November 4<sup>th</sup>**

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|-------------------|--|----------------------|
| <b>12:00-4:30</b> | <b>Tabletop Set Up – Expo Hall</b>   | <b>Hacienda Room</b> |
| <b>12:00-4:30</b> | <b>Golf at Mission Inn</b><br><i>Join us in a warm up round for Saturday's UPSA Golf Tournament.</i>                                 | <b>El Campeon</b>    |
| <b>6:30-9:30</b>  | <b>Welcome Reception / Expo Opens</b>  | <b>Hacienda Room</b> |
| <b>7:15-7:45</b>  | <b>Legislative Update – R. Bruce Kershner</b><br><i>Important updates from UPSA Lobbyist during active 2010 legislative session.</i> | <b>Hacienda Room</b> |
| <b>9:30-</b>      | <b>Dinner on your own (La Margarita, El Conquistador, Nickers)</b>   |                      |

**Friday, November 5<sup>th</sup>**

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|--------------------|---|------------------------|
| <b>8:00-9:00</b>   | <b>Complimentary Breakfast / Expo Open</b>  | <b>Hacienda Room</b>   |
| <b>9:00-9:45</b>   | <b>Emerging Technologies – VFD Applications</b><br><i>Thomas Chenoweth – Product Application Engineer, Schneider Electric reviews benefits and pitfalls of variable frequency drives in commercial applications.</i>  | <b>Cortes/Desoto</b>   |
| <b>10:00-10:45</b> | <b>Emerging Technologies - UV Sterilizers</b><br><i>Tom Schaefer – UV Product Manager, ETS reviews medium pressure UV technology and its benefits in inactivation of Recreational Water Illnesses and chloramine control.</i>   | <b>Cortes/Desoto</b>   |
| <b>11:00-11:45</b> | <b>Emerging Technologies – Handicap Lifts &amp; ADA</b><br><i>John Caden, SR Smith / Handicap Access pioneer, discusses the effects of recently enacted ADA laws and how it affects your commercial pool design, construction, and renovation.</i>  | <b>Cortes/Desoto</b>   |
| <b>12:00-1:00</b>  | <b>Complimentary Lunch / Expo Open</b>  | <b>Hacienda Room</b>   |
| <b>1:00-3:00</b>   | <b>Engineer's Roundtable</b> (Sessions may be combined)<br><i>Moderated by Bob Foster - Florida DOH. Leading Florida engineers discuss industry's most pressing issues with DOH officials including code-related items and energy opportunities.</i>  | <b>Cortes Room</b>     |
| <b>1:00-3:00</b>   | <b>Contractors Roundtable</b> (Sessions may be combined)<br><i>Mark Pabst – Florida DOH leads a session with regulations and pitfalls of code mandated surge tank modifications, and will address other DOH-code related issues in our marketplace.</i>   | <b>Desoto Room</b>     |
|                    | <b>Florida Building Commission Update – Ken Gregory</b><br><i>Ken will detail the recent legislative victories and discuss the challenges ahead.</i>  |                        |
| <b>3:00-5:00</b>   | <b>Professional Sales / Negotiations Seminar</b><br><i>Eric Shulman, Sandler Training, Orlando leads us through the most common sales issues that cost us jobs and profits. Includes session on successful negotiation tips, and provides a special "problem-solving" session to tackle your specific sales objections.</i> | <b>Cortes/Desoto</b>   |
| <b>6:00-7:00</b>   | <b>Cocktails &amp; Networking</b>   | <b>Los Reyes Foyer</b> |
| <b>7:00-9:00</b>   | <b>Dinner &amp; Awards Banquet</b>  | <b>Ballroom "A"</b>    |

**Saturday, November 6<sup>th</sup>**

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|-------------------|---|---------------------|
| <b>8:00-9:30</b>  | <b>Annual Business Meeting – Breakfast</b>  | <b>Ballroom "A"</b> |
| <b>10:30-2:30</b> | <b>UPSA Golf Tournament – Scramble Format</b><br><i>Test your Golf skills on one of Florida's top courses with 85' tee-to-green elevations. Designed in 1917, this Golf Digest "Best places to play" course is a great venue for the 2010 UPSA Scramble. Assemble your team today to challenge UPSA's renowned ringers.</i> | <b>El Campeon</b>   |