

# BEL-AQUA SEMINARS 2012

Bel-Aqua Pool Supply, in conjunction with our most valued vendors, is pleased to offer...

## 3 Days of Jam-Packed Dealer Seminars

### Seminar

# 1

Thursday  
February 16<sup>th</sup>

### Raypak Service & Advanced Water Chemistry

- Raypak Heater Sales Training
- Heater Trouble Shooting
- Heater Service Tips
- Heater Install, Gas Sizing & Venting
- New Raypak Heat Pump
- New Raypak Professional Series
- Presented by *Advantis Technologies*
- Advanced Water Chemistry
- Stain Removal and Prevention
- Phosphate Removal and Control
- Service Specific Products
- Ancillary Products for Salt Generator

**Bonus Topic:** New ANSI 7 Standard for Suction Entrapment Avoidance  
*Presented by NESPA*

### Seminar

# 2

Wednesday  
February 29<sup>th</sup>

### Lighting Technologies and Water Features

#### Morning Session

#### Feature Presentations

- *Savi Pool and Spa Lights*
  - LED Pool and Spa Lights that fit into standard return fitting.
  - Design, Layout and Installation
  - No more Large Niches needed
  - Perfect for Concrete, Vinyl and all Pools
- *Fiberstars* PAL LED Lights and Lighted Water Features, Replace old Yellowing Fiber with Brighter LED Lights
- Manufacturer Introductions and Overview of Product Features

#### Manufacturers Brands Represented

- *Savi Pool and Spa Lights*
  - Fits into Return Fittings
- *Fiberstars*
  - PAL LED Lights
- *Hayward Pool Products*
  - New Universal Color Logic Light, Fits most Light Niches. Brighter and Economical
- *Pentair Pool Products*
  - Intellibrite LED Color and White Lights
- *Zodiac / Jandy*
  - Jandy LED Lights
- *Smartpool*
  - ABG and IG NightLighter and Aurora
- *J & J Electronics*
  - Color Splash Replacement for Traditional light bulbs

#### Product Showcase

In addition to our Feature Presentations, the manufacturer reps will be on site with extensive product demonstrations, displays and programs.

- ❖ *Meet the Reps*
- ❖ *Show Specials*
- ❖ *Try Me Offers*

### Pool Kits, Liner Measuring and Related Products

#### Afternoon Session

#### Feature Presentations

- **Liner Measuring Presented by Merlin**
- AQUA STEEL Pool Kit Capabilities
- Selling Steel Steps and Benches
- Pool Cover Specialist Automatic Pool Covers
  - New and Replacement Covers

#### Manufacturers Brands Represented

- *AQUA STEEL Pool Kits*
- *Merlin Industries*
- *Loop-Loc*
- *GLI Pool Products*
- *Latham Performance Liners and Steps*
- *Pool Cover Specialists*
- *Air Supply / Liner Vac*
- *Bostic Spray Tak*
- *Stegmeier Building Products*



**BEL~AQUA**  
pool supply, inc.

20 Commerce Drive ❖ New Rochelle, NY 10801 ❖ 914.235.2200 ❖ sales@bel-aqua.com

# BEL-AQUA SEMINARS 2012

Bel-Aqua Pool Supply, in conjunction with our most valued vendors, is pleased to offer...

## 3 Days of Jam-Packed Dealer Seminars

### Seminar

# 3

Thursday  
March 1<sup>st</sup>

#### Product Showcase

In addition to our Feature Presentations, the manufacturer reps will be on site with extensive product demonstrations, displays and programs.

- ❖ **Meet the Reps**
- ❖ **Show Specials**
- ❖ **Try Me Offers**

### Heat Pumps, Automatic Cleaners, ADA Pool Lifts

#### AM Feature Presentation

**Starts Promptly at 8:30am**

#### **ADA Requirements, ADA Pool Lifts**

Brief overview of ADA requirements and Pool Lift Product info will be covered during the morning session, starting at 8:30am.

#### Morning Session - Cleaner Presentations

- Manufacturer Introductions and Overview of Product Features
- Brick and Mortar Cleaners, for Pool Dealers only and not authorized for sale on-line.
- MAP Pricing Policies
- Rebates and Trade-In Programs
- Robotic, Suction, Pressure Cleaners

#### Afternoon Session – Heat Pumps Presentations

- How Heat Pumps Work
- Sizing and Installation
- Selling Energy Efficiency
- Perfect for the Northeast
- Pentair Pool Products
- Hayward Pool Products
- Zodiac / Jandy
- Raypak

#### Heat Pump Manufacturers Represented

- Pentair Pool Product
- Hayward Pool Products
- Raypak
- Zodiac / Jandy

#### Cleaner Manufacturers Represented

- Hayward Pool Products
- Pentair Pool Products
- Zodiac / Polaris / Baracuda
- Maytronics / Dolphins
- Aqua Products / Aquabot
- Smartpool / Clean and Scrub / Wall Climber
- GLI Pool Products / Dirt Devil
- Watertech – Hand Held Pool and Spa Cleaners and Robotics

#### ADA Pool Lifts Manufacturers Represented

- S.R. Smith
- Pentair
- Inter-Fab
- Global Lifts

***Space is Limited • Sign up Today!***

***Registration form link available at [www.bel-aqua.com](http://www.bel-aqua.com)***

*Please fill out a separate registration form for each attendee*

#### ***Seminar Information***

**Location: Greentree Country Club, 538 Davenport Avenue, New Rochelle, NY 10805**

**Registration: 8:00am (Program will start promptly at 8:30am)**

**Program: Each Day 8:30am – 3:30pm (lunch provided)**



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*Distributors of everything for a pool or spa except the water and the worries*

**Bel-Aqua Pool Supply 2012 Seminars**  
**February 16<sup>th</sup> , 29<sup>th</sup> & March 1<sup>st</sup>**  
**Greentree Country Club, 538 Davenport Avenue,**  
**New Rochelle, NY 10805**

**Registration each day: 8:00am**

**Seminars will *Start Promptly* at 8:30am each day**

**You can Register online at [www.bel-aqua.com](http://www.bel-aqua.com)**

**Fax Back Sign Up Form (You must register to attend)**  
**Space is limited and will fill up fast!**

<b>Company Name:</b>	<b>Address:</b>
<b>Contact Name:</b>	<b>Contact Number:</b>
<b>Email Address:</b>	

Please print clearly and ✓check the boxes for the seminars that each person will be attending.

	<b>Seminar #1</b>	<b>Seminar #2</b>	<b>Seminar #3</b>
<b>Attendee First AND Last Name</b>	<b>Raypak Service Water Chemistry ANSI-7 Thurs. Feb 16<sup>th</sup></b>	<b>Lighting Liners Pool Kits Wed. Feb 29<sup>th</sup></b>	<b>Heat Pumps Pool Cleaners ADA Lifts Thur. Mar 1<sup>st</sup></b>
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3.			
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5.			
6.			

**You can Register online at [www.bel-aqua.com](http://www.bel-aqua.com)**

**Fax Back to: 914-235-2588**