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Preview of Canadian Pool & Spa
Conference and Expo

look who's talking



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"Winter is the time to step back and retool."

BRIAN QUINT
president
Aqua Quip
Seattle



80

"You never know what might turn into a big deal for you. Take every little opportunity that arises and see what you can do."

KEN BREAU
president
Crystal Clear Pool & Spa
Brantford, Ontario, Canada



108

"A common misconception [about] skimmer efficiency is the assumption that more is better: 'If one skimmer will work, three will be wonderful.'"

LEW AKINS
owner
Ocean Quest Pools by Lew Akins
Holland, Texas

inside...



SAFETY SERMON

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It's not enough to simply preach safety to your crews, you also have to practice it.

management

36 Business Currents

Pool and spa industry continues to test international waters

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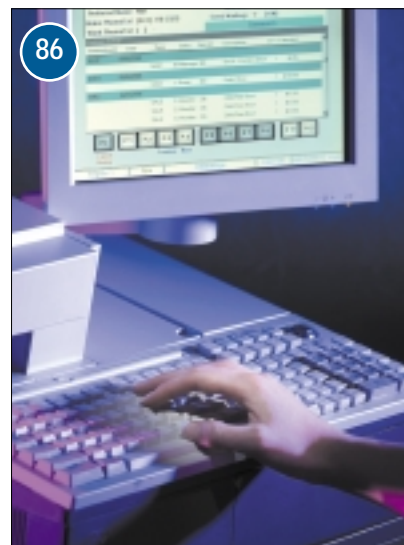
80 Safeguarding Your Secrets

Developing a new product is one thing. Protecting your idea and getting it into the marketplace is another challenge, as our two case studies show.

retailing

86 Working the System

With the ability to quickly manage information and automate tasks, point-of-sale systems give retailers a competitive edge.



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