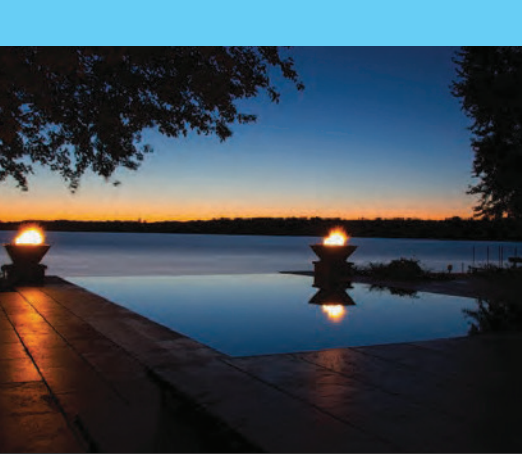




Pool & Hot Tub Council of Canada
Conseil canadien des piscines et spas

MEMBERSHIP

What are you waiting for?



Great Reasons to Belong

- Access to Education
- Canadian Pool & Spa Conference & EXPO
- The Peer Network
- Industry Representation & Advocacy
- Promotion of the Industry
- Promotion of the Member
- Advertising
- Affiliated Membership with PHTA
- Affiliated Membership with SPASA*
- Affinity Program
- Chapters
- National Awards Program
- Information Source
- Publications

* applies to membership classes 5 & 12.
See page 6 for class descriptions.

BENEFITS OF BEING A MEMBER

Becoming a member of the Pool & Hot Tub Council of Canada will provide your business with many opportunities and business services designed to help give you an edge over the competition.

Some benefits of being a member include:



Access to Education – The PHTCC regularly organizes technical training and professional development opportunities that are provided to Members at preferred rates. Courses and seminars are held during the annual Conference and also at some Chapter meetings.



Industry Certification Program - Become qualified as an Aquatic Recreation Industry SPECIALIST (Level One - Fundamentals) and Achieve the designation of Aquatic Recreation Industry EXPERT (Level Two – Advanced) at the Member rate.



Canadian Pool & Spa Conference & EXPO – Thousands attend this annual event, and Members are eligible to register to attend at a special rate for both delegates and exhibiting companies.



The Network – The Council makes up an extensive network of pool and spa professionals across the country. The exchange of information and knowledge shared among peers and industry experts provides tremendous value to all Members that choose to actively participate.



Industry Representation & Advocacy - As a Member, you have an active voice in important industry issues. The PHTCC works with allied organizations to promote the safe and healthy enjoyment of use of pool and spa products. As well, the Council effectively represents the industry to governments and regulatory authorities at all levels.



Promotion of the Industry - Through a variety of media, the Pool & Hot Tub Council of Canada promotes the many benefits of owning pools and hot tubs. Regional public awareness campaigns on water safety are also supported.



Promotion of the Member - All Members abide by the Code of Ethics, and in so doing are recognized as reputable and responsible companies that perform to the highest of standards. These attributes are broadcast widely to consumers.



Magazine – Members receive free subscriptions to the Kenilworth Media Inc. magazine Pool & Spa Marketing as well as a free member listing in Pool & Spa Marketing or Pools, Spas & Patios. Members are eligible for reduced advertising rates.

BENEFITS OF BEING A MEMBER



Affiliated Membership with PHTA - Members in categories 5 and 12 automatically become members of the Pool & Hot Tub Alliance (PHTA) -Formerly APSP &NSPF.



Affiliated Membership with SPASA - Members in categories 5 and 12 automatically become members of the Swimming Pool & Spa Association of Australia Ltd. (SPASA).



Publications – Members are able to purchase a number of industry publications at a reduced rate.



Affinity Program – Members can take advantage of some exclusive products and services offered at special group rates.



Chapters – Regional meetings and social activities take place from coast to coast throughout the year. These are ideal venues at which to learn from one another, and gain awareness of current industry issues and new products and technologies.



National Awards Program – Outstanding performance is recognized through an extensive awards program that rewards excellence in design, construction, service and contributions to the industry.



Information Source – The Council provides regular news updates on key issues and events, and is a source of recommended operating guidelines for the industry.



THE AFFINITY PROGRAM

Exclusively for Members of the Pool & Hot Tub Council of Canada

Preferred rates and specialized products and services are only a phone call away...
Please have your PHTCC Membership number at hand when applying for any of the following offerings from our partners:



Advertise in the magazine Pools, Spas & Patios at prices that are 15% below the regular rates.

Our partner is Kenilworth Media Inc. at TEL: 1-800-409-8688



Group Benefits Plan for you and your staff - Options include extended health benefits, extended dental benefits, long- and short- term disability insurance, accidental death and dismemberment insurance, as well as basic life insurance. Our partner is Morneau Shepell Ltd. TEL: Stuart Macdonald at 416-445-8899 ext: 2670



Take advantage of the UPS Members Benefit Program and save on a variety of UPS services! You'll receive 40% off small package shipments within Canada, to the U.S. and to worldwide destinations, 25% off imports into Canada, at least 70% off freight shipments and more. Plus, you get FREE Automatic Daily Pickup and UPS On-Call Pickup® service, so you can ship from the comfort of your office or home. New and existing customers can enroll for free!

To get started today, visit membersbenefitprogram.com/PHTCC or call 1-800-MEMBERS (1-800-636-2377)



Perfect Partner Program: Business forms and cheques at reduced rates.

Quote #19992 and receive a 15% discount on new orders and re-orders of all Deluxe products.

Our Partner is DELUXE at TEL: 1-705-526-4233 WEB: www.deluxe.ca



MARK's IMAGEWEAR honours a 10% discount on select industrial workwear, including rainwear, shirts, jeans, thermal underwear, work gloves, work socks and safety accessories.



STAPLES ADVANTAGE (Eway.ca) offers preferred pricing on Office Products, Toner and Consumables, Technology products, Facility Supplies, Furniture, Printing and additional items. Contact: Jennie Czata at 1-800-867-4876 option 3 ext.3298.



SHELL CANADA offers many benefits such as tiered discounts, access to roadside assistance and custom reports with the use of their Navigator Fleet card. Contact Chad Welechenko at Chad.Welechenko@shell.com or (403)-384-5342

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Oracle RMS is an award-winning insurance brokerage in Ontario, recognized by our expertise in the Pool & Hot Tub industry. We offer preferred rates and specific programs tailored to your Pool Insurance needs. With over 15 years of experience serving the industry, we've developed an understanding of the business that remains unmatched. Michael Di Nardo, our Founder & specialist in Pool Insurance, is respected for his commitment to providing the absolute best insurance products and services the market has to offer. You can contact Michael Di Nardo at 905.660.8280 or via email at michael@oraclerms.com.



SCHOOLEY MITCHELL is the largest independent telecom and merchant services consulting company in North America, with offices from coast to coast. Our consultants deliver telecom and merchant services expertise to companies large and small from all industries, offering a broad range of services that include analysis of existing and future needs, assessment of best alternatives and implementation of cost-effective solutions. Call Neil Brady neil.brady@schooleymitchell.com at 855-572-SMTC (7682).



HOME TRUST RETAIL CREDIT Services is a dedicated division of Home Trust that specializes in the home improvement market. We give our merchants the ability to offer handcrafted financing programs at the job site with our device-friendly app and web based loans manager. Stay competitive. Get started with us today. Contact Wendy Mootoosingh at 416-508-2191 OR wendy.mootoosingh@hometrust.ca



QUEST AUTOMOTIVE Leasing Services is a nationwide vehicle and equipment leasing company serving our clients for over three decades. We deal with companies that have small- to medium-sized fleets with the mission to help drive productivity by providing a cost effective and convenient fleet management solution. At Quest, we don't believe that one size fits all and as your dedicated Fleet Consultant, we can tailor a program that fits your specific needs. Contact Mr. Chris Carr at 416-275-9344 or chrisc@questauto.com.



HOMESTARS is Canada's #1 home services marketplace for contractors and homeowners. Every year over 6 million Canadians turn to HomeStars to find reputable contractors. With hundreds of thousands of reviews on our platform, HomeStars is Canada's largest and most-trusted source for connecting homeowners with home professionals. HomeStars can help you rapidly grow and expand your business with exclusive membership benefits and support. To get started, call our Strategic Partnership team today at 844-334-4399 or email poolcouncilpros@homestars.com

MEMBERSHIP CATEGORIES

There are many different classifications for membership in the Pool & Hot Tub Council of Canada. This list accommodates most companies and organizations. If your business does not fit one of these categories, or if you have any questions about membership in the Pool & Hot Tub Council of Canada, please contact our Council Office at 800-879-7066.

For purposes of definition, companies in class 1-4 are considered those with manufacturing, warehouse or an office in Canada with one or more full-time Canadian employees. Companies are considered distributors if more than 50% of their Canadian sales are to wholesale trade and are considered retail members if more than 50% of their Canadian sales are to retail customers. Unless otherwise noted in the class description, each member present at Council meetings shall have the right to exercise one (1) vote.

Class #1	Manufacturers, Distributors: Any individual, firm or corporation which supplies the industry on a national or regional basis, including package pool manufacturers, spa and hot tub manufacturers, equipment and chemical manufacturers and wholesale distributors of the aforementioned products with annual sales volume in Canada under \$1,000,000.
Class #2	Manufacturers, Distributors: Same as Class 1, but with annual sales volume in Canada of \$1,000,001 to \$5,000,000.
Class #3	Manufacturers, Distributors: Same as Class 1, but with annual sales volume in Canada of \$5,000,001 to \$10,000,000.
Class #4	Manufacturers, Distributors: Same as Class 1, but with annual sales volume in Canada over \$10,000,000.
Class #5	Builders, Dealers, Installers, Retailers, Franchisees and Buying Groups: Any individual, firm or corporation dealing at the retail level in the industry including, without limitation, retail stores, franchise outlets, construction, service and landscaping contractors, etc., employing three (3) full-time employees or more.
Class #6	Clubs, Associations, Individuals, Public Pool Owners: Any individual, organization or group interested in or allied with the industry or who the board of directors of a Chapter deems to be eligible for membership in the Council.
Class #7	Related Supplier: Any individual, firm or corporation supplying products and services to the pool and hot tub industry, but whose primary business is not directly related to the swimming pool and hot tub industry.
Class #8	International: Any individual or retail firm whose head office is not located in Canada and does not carry out swimming pool or hot tub related business in Canada. Members of this class shall not have any voting rights.
Class #9	Associate: An individual sales representative or employee of a corporation or firm where the company is a Member in any of classes 1 through 4 inclusively, or any branch operation of a Class 5 Member in good standing. Members in this class shall not have any voting rights unless they are affiliated with a Chapter other than that with which the parent company is affiliated.
Class #10	Manufacturer's Sales Agent: Any individual, firm or corporation who acts as an individual sales agent for a manufacturer supplying products to the industry.
Class #11	Honorary Member: Any individual or organization granted honorary membership by a vote of the Board of Directors.
Class #12	Independent Contractor: Any company or person that builds, sells or provides service to swimming pools or hot tubs and has 2 or fewer full-time employees (including the owner & seasonal employees) and that does not conduct any retail operations from a fixed location.
Class #13	Manufacturers, Distributors Branch: A secondary location or division of a company where the parent is a Member in good standing in any of the Classes 1 to 4 inclusively and the secondary location or division is operating under the same business name. To gain admission as a Member, the branch of the corporation shall be required to submit to the Council an application for membership independent of the application filed by its parent corporation.
Class #14	Manufacturers, Distributors Division: A secondary location or division of a corporation or firm where the parent company is a Member in good standing in any of the Classes 1 to 4 inclusively and the secondary location or division operates under a different business name. To gain admission as a Member, the branch or division of the corporation shall be required to submit to the Council an application for membership independent of the application filed by its parent corporation.
Class #15	Affiliate Manufacturer: Any firm or corporation whose head office is located outside of Canada and which is a member in good standing of an affiliated organization that is recognized and deemed eligible by the Council. The firm or corporation cannot own or operate a warehouse or manufacturing facility in Canada, nor have any direct employees in Canada and must operate in Canada under the same name as that of its native membership. To gain admission as a Member, the applicant must submit proof of current membership in the affiliated organization. Members in this class shall not have any voting rights.

MEMBERSHIP APPLICATION

APPLICANT INFORMATION

Company Name: _____ Main Contact: _____

Address: _____

City: _____ Province/State: _____ Postal/Zip Code: _____

Telephone #: _____ Fax #: _____ Cell #: _____

Email: _____ Company Website: _____

Classification Requested (please refer to Membeship Categories): Class Code: _____ Chapter: _____

GENERAL INFORMATION

This company has been in business for _____ years. This Company has _____ full time employees
(To be eligible for membership your company must have been in business at least 1 year.)

Additional company locations (if applicable) _____

Do you have all required licenses to operate legally in this business? YES ☐ NO ☐

Has the company or its principals previously been a member of the NSPI of Canada or the Pool & Hot Tub Council of Canada? YES ☐ NO ☐

REFERENCE INFORMATION - Please provide references from current Pool Council members or suppliers to the industry.

Pool Council Reference Company: _____

City: _____ Reference Contact: _____

Pool Council Reference Company: _____

City: _____ Reference Contact: _____

SUPPORTING DOCUMENTS - Copies of the following documents must be submitted with the application unless applying for membership in class 6, 8 or 15.

☐ Valid Clearance Certificate issued by your Provincial Workers Compensation Agency

☐ CSIO Certificate of Insurance (i.e., proof of General Liability coverage) issued by your Insurance Company

PAYMENT INFORMATION Add applicable taxes (GST or HST) to posted fee

Payment by cheque

Make cheques payable to:
Pool & Hot Tub Council of Canada

Return Completed Application to:
Pool & Hot Tub Council of Canada
5775 Atlantic Dr. Unit 17
Mississauga, ON L4W 4P3
Fax to: 905-670-3069
Email to: EAldajuste@poolcouncil.ca

Payment by credit card:

Credit Card Type: _____

Credit card number: _____

Expiry Date: _____ CVC: _____

Signature: _____

I hereby certify that the information supplied on this form is correct and in accordance with the guidelines and conditions printed on the reverse of the application and agree to abide by the Code of Ethic and Bylaws of the Pool & Hot Tub Council of Canada.

Signature: _____ Title: _____ Date: _____

LIST OF COMPANY PRODUCTS & SERVICES

To complete the application, enhance your company's profile by completing this form...

Each Member Company of the Pool & Hot Tub Council of Canada is provided with a free corporate listing on the PHTCC website. It allows consumers visiting the site to identify companies operating within their region of the country. Once the membership application is approved, we encourage you to visit the website, log-in, update the information, and upload your company logo. (It only takes a few short minutes. PHTCC staff can provide direction if required.) NOTE: Upon approval of the membership application, every New Member is provided with a unique Membership Number and Password permitting access to the exclusive Member area of the website.

When submitting the membership application please include this form, duly completed. Kindly place a tick (✓) in the box beside each of the products and services that your company presently offers.

- | | |
|---|--|
| <input type="checkbox"/> Pool/Hot Tub Chemical Retail | <input type="checkbox"/> Chemical Manufacturer |
| <input type="checkbox"/> Residential Inground Concrete Pools | <input type="checkbox"/> Original Equipment Manufacturer |
| <input type="checkbox"/> Residential Inground Fiberglass Pools | <input type="checkbox"/> Wholesale Distributor |
| <input type="checkbox"/> Residential Inground Vinyl Liner Pools | <input type="checkbox"/> Government Agency |
| <input type="checkbox"/> Above Ground Pools | <input type="checkbox"/> Recreation Facility |
| <input type="checkbox"/> Onground Pools | <input type="checkbox"/> Related Association |
| <input type="checkbox"/> Hot Tub and Spa Sales | <input type="checkbox"/> Pool Design and Specification |
| <input type="checkbox"/> Hot Tub Service | <input type="checkbox"/> Public Pool Construction |
| <input type="checkbox"/> Residential Pool Service | <input type="checkbox"/> Public Pool Service |
| <input type="checkbox"/> Landscaping Products and Services | <input type="checkbox"/> Public Pool Management |
| <input type="checkbox"/> Pool/Hot Tub Accessories | <input type="checkbox"/> Pool Safety Covers |
| <input type="checkbox"/> Sauna Sales and Installation | <input type="checkbox"/> Thermal Finishes |
| <input type="checkbox"/> BBQ Retail | <input type="checkbox"/> Education |
| <input type="checkbox"/> Patio Furniture Retail | <input type="checkbox"/> Site Inspections |
| <input type="checkbox"/> Manufacturer Agent | <input type="checkbox"/> Leak Detection |

Would you like to be involved in the Council in other areas? (Check areas of interest)

- | | |
|--|--|
| <input type="checkbox"/> Local Chapter (Board) | <input type="checkbox"/> Promotion & Marketing Committee |
| <input type="checkbox"/> Course Leader | <input type="checkbox"/> Technical & Standards Committee |
| | <input type="checkbox"/> Training & Education Committee |
| | <input type="checkbox"/> Awards Committee |



MEMBERSHIP APPLICATION

CLASSIFICATION CODES AND FEES - CLASS IS DETERMINED BY THE TYPE OF BUSINESS. Dues rates effective June 1, 2019

Class Code	Type of Business	Summary of Category	Annual Dues	Applicable Tax (HST or GST)	Total Payable
1	Manufacturer/Distributor	Annual Canadian sales under \$1,000,000.	\$1,015.00		
2	Manufacturer/Distributor	Annual Canadian sales \$1,000,001-\$5,000,000.	\$1,690.00		
3	Manufacturer/Distributor	Annual Canadian sales \$5,000,001-\$10,000,00.	\$2,170.00		
4	Manufacturer/Distributor	Annual Canadian sales over \$10,000,000.	\$2,710.00		
5	Retail, Builder, Service Company	Retail stores, franchise outlets, etc., employing three (3) full-time employees or more.	\$566.00		
6	Associations, Clubs, Schools, Individuals	Any individual, organization or group interested in or allied with the industry.	\$268.00		
7	Related Supplier	Supplying products and services to the pool and hot tub industry, but your business is not directly related to the swimming pool and hot tub industry.	\$268.00		
8	International (non-voting)	Individual or retail firm whose head office is not in Canada and does not carry out swimming pool or hot tub related business in Canada.	\$268.00		
9	Associate Branch or Employee	Any individual of a company where the parent is a Member in good standing or any branch operation of Classes 1 to 5 Member.	\$278.00		
10	Manufacturer's Sales Agent	Any individual, firm or corporation who acts as an individual sales agent for a manufacturer.	\$268.00		
12	Independent Contractor	Any company or person that builds, sells or provides service to swimming pools or hot tubs and has 2 or fewer full-time employees, including seasonal employees.	\$385.00		
13	Manufacturer/Distributor Branch with Same Name	A secondary location or division of a company where the parent is a Member.	\$369.00		
14	Manufacturer/Distributor Branch with Different Name	A secondary location or division of a corporation or firm where the parent company is a Member that operates under a different business name.	\$860.00		
15	Affiliated Manufacturer	Any firm or corporation whose head office is located outside of Canada and which is a member in good standing of an affiliated organization that is recognized and deemed eligible by the Council.	\$369.00		

CHAPTER DESIGNATION - EACH MEMBER WILL BE DEEMED TO BE PART OF THE CHAPTER MOST SUITED TO THEIR BUSINESS. NATIONAL - for all companies and agents who sell their products on a national basis. All other branch operations, retailers, builders, and associates should join locally. The Local Chapters in Canada are: BC—ISLAND, BC—CENTRAL (Okanagan Valley), BC—VANCOUVER (all other areas of the province), ALBERTA, PRAIRIES, WESTERN ONTARIO, CENTRAL ONTARIO, NIAGARA, GREATER TORONTO, EASTERN ONTARIO, QUEBEC and ATLANTIC CANADA. International members are those outside of Canada.

TERMS AND CONDITIONS OF MEMBERSHIP APPROVAL

- The Bylaws and Code of Ethics of the Pool & Hot Tub Council of Canada shall be adhered to at all times.
- Should I/we be denied membership at any time and following all requests for review and an appeal, I/we agree to accept the final decision of the National Board of directors. In the event of denial, all dues, fees and taxes forwarded will be fully refunded.
- I/we understand that membership in the Council is not transferable, including changes in control and or ownership of a member company.
- The use of the Pool & Hot Tub Council of Canada logo and trademarks is restricted to members in good standing. In the event that membership is lapsed or terminated for any reason, all rights to use the Pool Council name, logo, other registered trademarks and all benefits of membership are terminated and continued usage may result in prosecution.
- All applications for membership will be presented to the local Chapter for approval and processed within 30 days of receipt.
- Full payment must accompany this application. The membership dues year begins on October 1 each year and ends September 30 the following year.

MEMBERSHIP REFERENCE INFORMATION

Members of the Pool & Hot Tub Council of Canada place a high importance on the protection of consumers and users of swimming pool and hot tub industry products. As a measure to improve industry standards of operation, members of the Pool & Hot Tub Council of Canada must now submit proof of liability insurance coverage and registration with their provincial workplace safety agency. This policy is required at the annual renewal date. Please call the Pool & Hot Tub Council at 1-800-879-7066 if you have any questions.

Workplace Safety

You are required to submit a Clearance Certificate from your provincial workplace safety agency (WCB, WSIB, etc.). A Clearance Certificate is an acknowledgement that your account is in good standing. In all provinces this is a free service to registered employers.

We further recommend that all contracting companies regularly use these certificates in sales presentations to provide assurances that your company is properly covered against workplace injuries. To adequately protect your own business, we also highly recommend that you obtain a Clearance Certificate from every subcontractor you use on your jobsites.

Here is a handy list of contacts for you to easily obtain a Clearance Certificate.

BC	www.worksafebc.com	online request or 1-888-922-2768
Alberta	www.wcb.ab.ca	online request or 1-866-922-9221
Saskatchewan	www.wcbsask.com	online request or 1-800-667-7590
Manitoba	www.wcb.mb.ca	online request or 1-855-954-4321
Ontario	www.wsib.on.ca	online request or 1-800-387-0750
Quebec	www.cnesst.gouv.qc.ca	online request or 1 844 838-0808
New Brunswick	www.worksafenb.ca	online request or 1-800-222-9775
Nova Scotia	www.wcb.ns.ca	online request or 1-800-870-3331
Prince Edward Island	www.wcb.pe.ca	online request or 1-800-237-5049
Newfoundland/Labrador	www.whscc.nf.ca	online request or 1-800-563-9000

Liability Insurance

If your company does not currently have commercial general liability insurance, you are leaving your clients, your business and yourself exposed to potential losses in the event of any accident or unforeseen incident relating to the products and services you provide.

You are required to submit a standardized Certificate of Insurance issued by your insurance carrier. This form is available to you at no charge from your current insurance broker.

Members of the Pool & Hot Tub Council of Canada have access to an exclusive program of comprehensive insurance coverage at special rates. If you need further information on this program or for any of your general insurance needs, we encourage members to contact Oracle RMS Insurance at 1-855-884-6150.





Pool & Hot Tub Council of Canada Conseil canadien des piscines et spas

CODE OF ETHICS

18.01 All Members shall observe and be dedicated to the following principles and policies:

- (1) To encourage free enterprise and unselfish service to the public and to the Industry.
- (2) To continually strive to promote the image of the Industry at the local community, and on regional and national levels.
- (3) To make the greatest contribution possible to the health, safety and welfare of the public in the installation, maintenance and operation of swimming pools, hot tubs and spas.
- (4) To support all efforts to improve swimming pool, hot tub and spa services and products; and to encourage research and development of new materials, techniques and methods.
- (5) To advertise and sell the merits of the Industry's products and services; and to refrain from attacking competitors or reflecting unfairly on their products, services or methods of doing business.
- (6) To reveal all material facts and to refrain from the use of misleading advertising or innuendo in advertising and selling to ensure that products or services are fully understood by the consuming public.
- (7) To design, build, service and maintain swimming pools, hot tubs and spas in a manner consistent in all ways with the concepts of public health and safety; and to comply at all times with applicable laws, ordinances and regulations.
- (8) To fulfill promptly and completely all contractual obligations; to offer a reasonable warranty, whether explicit or implied, written or oral; and to process justifiable claims without hesitation or delay in accordance with the Standards & Ethics Procedure for Consumer Complaints.

18.02 Failure to abide by this Code of Ethics may result in a Member having his membership revoked or suspended in accordance with Paragraph 5.10 of this By law.

