



THE

IPSSAN

Mission Statement: The Independent Pool & Spa Service Association, Inc. exists for the mutual professional benefit and growth of its members and for the continued improvement of the pool and spa service industry.

VOLUME XXXII, NUMBER 7

July 2019

California Capitol Report

Legislature Returns to Work After Spring Recess

By John Norwood

Director of Government Relations, California Pool & Spa Association



This will impact ongoing business operations and our productive economy. Many of the labor bills moving through the State Legislature may certainly disrupt the pool and spa industry. Although some of those harmful bills have died or have been made into 2-year bills, there are other labor-related bills you should be aware of.

AB 170 (Gonzalez) pertains to sexual harassment liability in employment and would require a client employer to share with a

labor contractor all civil legal responsibility and civil liability for harassment for all workers supplied by that labor contractor. There are many concerns with this bill but a major sticking point is that if one of your employees is harassed by someone at a company you contract with, you and your company then become liable for their actions. This bill passed the Senate Labor, Public

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IPSSA Volunteer Spotlight

Jack Bigpond of Region 6, Murrieta/Temecula Chapter

1. Tell us about yourself

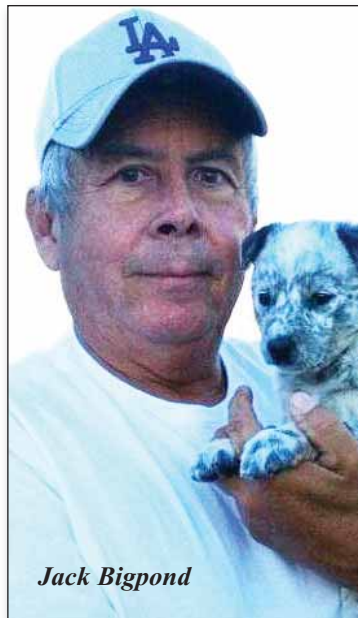
My name is Jack Bigpond. I have been married for 35 years and have 2 beautiful daughters and three amazing grandchildren. My wife and I started our pool business in August of 2004. Shortly after that I joined IPSSA.

2. Why did you decide to become a volunteer?

I get more satisfaction out of volunteering. Seeing that I can make a difference to whatever cause or purpose I am supporting is really enjoyable for me.

3. Tell us about your volunteer experience with IPSSA. Any projects in the past that would be featured as a spotlight.

After I attended the IPSSA Leadership Conference, where I listened to Blake Collingsworth tell his story, I gained more knowledge about the importance of water safety and drowning prevention. Because of that new knowledge, I was inspired to do more to educate parents/children on water safety. I went back to my chapter and asked the members how they felt about giving away swimming lessons as part of a water safety awareness pro-



Jack Bigpond

gram called ISR. What was also helpful, was IPSSA matched the lessons with a grant program. For each dollar we spent on swim lessons, IPSSA matched dollar for dollar.

4. How has volunteering impacted your career?

In terms of IPSSA, knowing that I have served on the chapter board and volunteered for various projects has caused more of an awareness in water safety. So, when I am servicing a customer's pool, I notice more things that are unsafe around the pool, and I let my customers know right away about my concerns.

5. How has being involved with IPSSA made a difference in your community or outreach to the public?

I have always been involved with community projects through different churches that I have been a member of. I have served on many leadership boards throughout my life. I enjoy being involved in organizations that I am affiliated with. I am not one that can just sit back watch life go by. There are so many things one can do to make a difference in their community.

IPSSA Partners with Pride Industries

IPSSA proudly partners with Pride Industries for the mailing of the IPSSAN to its subscribers. In addition to taking on the role of the "mail house" for the IPSSAN, Pride Industries will insert loose advertisements into the newsletter.

Pride Industries is a 501(c)3 nonprofit social enterprise that was founded in 1966 in the basement of a church in Auburn, California with a mission to create jobs for people with disabilities. Through a wide spectrum of services, Pride Industries helps people overcome employment obstacles and empower them to lead productive, independent lives as contributing members of their communities.

For more information about Pride Industries: <https://prideindustries.com/>

Associate Management Team

Rose Smoot IOM, CAE - Executive Director

Phone: (888) 360-9505 x3

Email: rose@ipssa.com

Duties: requests to and from BORD, associate member relations, governance information and requests for documents, IPSSA sick route oversight, Education Fund guidelines, grievance information, chapter governance tools, IPSSA.com website updates

Penny Gaumond - Project Resource Specialist

Phone: (888) 360-9595 x4

Email: info@ipssa.com

Duties: trade show materials requests, table top material requests, codes for water chemistry test, process orders from chapters for sick route coverage cards, IPSSA merchandise & book order fulfillment, social media posts

Financial Office Team

Elizabeth Hosea-Small - Account Manager

Phone: (888) 391-6012 x1

Email: liz@ipssa.com

Duties: submit tax data, Swim Fund, track members that are water chemistry certified

Melody Bond - Membership Assistant

Phone: (888) 391-6012 x1

Email: membership@ipssa.com

Duties: membership applications, transfers, cancellations, change of address or contact information, auto-pay sign up or one-time payments, update beneficiary on file, password help with portal, chapter officer updates

IPSSAN Newsletter

Doug S - IPSSAN Editor

Email: editor@ipssa.com

Duties: IPSSAN content, IPSSAN advertisements

Arrow Insurance

Diane Howard- Insurance Bookkeeper

Email: diane.howard@hubinternational.com Duties: proof of insurance requests

Tips on How to Recruit Members

An interview with Mike Lee, Region 8 Director

By Rose Smoot, IOM, CAE

IPSSA Executive Director

The other day, I had the opportunity to have a discussion with Michael Lee, Director of Region 8, East Valley Chapter member. He was able to provide a wealth of information on their successes in recruiting new members.

The methods used by Lee and his chapter to invite potential members are the following:

- Target an area. Maybe it is an area where you know you don't have many members, but

you know they could benefit from the sick route coverage if they became a member. Get out a map and target an area. Go to the targeted area vendor/supply house and ask about their events. Piggyback onto that event. And ask them to help promote the event, it gives them extra exposure and advertising. Emphasis it's a win-win situation.

- > Get a list of events the vendor/supply houses are having throughout the year.
- > Know this responsibility

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Rose Smoot

Things to do in July

- > Sunscreen > Hat > Drink lots of water



DO NOT HOLD DATED MATERIAL

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Deadline for submission of articles is the 20th of each month. Material submitted late will be considered for the following month.

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A Message from the President

By David Hawes
IPSSA President, Region 1
Director

Hi Everyone,
By the time you read this message, July 4th will have come and gone. For many years, this has been the apex of the season. Graduation parties, Father's Day BBQs, and Independence Day festivities are all planned and executed with our pools at the center of the activities. After the 4th we are still busy, but we are usually in our stride and have our rhythm in place till the Labor Day push. Clients are trying to get their summer vacations in this month, and before you know it, the kiddies are going back to school, and we breathe a big sigh of relief. I call these months, controlled chaos. It is sometimes overwhelming to try and keep up, and it happens every year because of the robust economy and clients with seemingly unlimited stream of funds. I have heard from a lot of the companies across the country, that business has been crazy busy this year. What a great living we are blessed

to have as a profession. We could be complaining that we don't have enough business. Did you ever look at the equation that way?

Even with all the business of the season, your IPSSA BORD has been busy with association activities. We are working on improving your experience with the website and continuing to increase our
Continued on page 17



WELCOME NEW MEMBERS!

REGION 2 – Bakersfield: Darrell Monsibais... **Ventura:** Joseph Manfredi... **REGION 5 – Tustin/Irvine:** Isaiah Coughran... **Orange Coast:** Steve Eaton... **REGION 6 – Ontario Rancho Cucamonga:** Eduardo Pena, Rodolfo Angeles... **Palm San Desert:** Enrique Rodriguez, Julio Rodriguez... **REGION 7 – San Diego:** Michael Pimentel, Joshua Parks... **REGION 8 – East Valley:** Derek Warby, Mark Monahan... **North Phoenix:** Curt Wacasey... **REGION 10 – Redwood Empire:** Jacob Hanley

Financial office thanks chapters with prompt payments

The Financial Office thanks the following xx chapters, whose members all paid promptly in June before second notices were required:
Region 1 – East Bay, Tracy, Modesto Central Valley, Sacramento City, West Placer, Elk Grove, El Dorado, East Contra Costa
Region 2 – Central Coast
Region 3 – Foothill, San Gabriel Valley, Santa Clarita
Region 4 – Central Los Angeles, South Bay
Region 5 – Anaheim, Central Orange County, North Orange County, Orange County #9, Surf City, Yorba Linda, Tustin/Irvine, Orange County Pool Pros
Region 6 – Hemet, Palm Springs, Riverside, Redlands
Region 7 – Carlsbad, Escondido, Rancho Del Mar, San Diego, North County Coastal
Region 8 – Scottsdale, Henderson
Region 9 – North Houston, North Austin, Austin, Houston, Corpus Christi
Region 10 – Mid Peninsula, Tri Valley, Fremont
Region 11 – Osceola, North Georgia, Manasota, Sarasota, Treasure Coast, Port Charlotte
Region 12 – Dallas, Fort Worth

IPSSA members eligible for 35% rebate on online education at www.ipssa.com

Through a partnership with the National Swimming Pool Foundation, IPSSA is pleased to offer online education through the IPSSA website. And, IPSSA members who complete classes through this online portal are eligible for 35% rebates!

There are dozens of courses available, in the following categories:

- Aquatic courses
- Electrical safety courses
- Occupational safety courses
- Environmental management courses
- Depart of Transportation courses

- Healthcare courses
 - Employment law courses
- Plus three courses are available in Spanish. It's easy to enroll. Visit www.ipssa.com and click on Shop to see all that is offered.

Once you have purchased your online training course, within one business day you will be emailed a link to the IPSSA training portal and an access code to activate your online class.

Prices for the classes range from \$19.95 to \$259, with most in the \$19.95 category. And, IPSSA members will be rebated 35% of their class fee upon completion.

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Tips on How to Recruit Members

Continued from page 1

falls on all chapter members not just the leaders such as the president or region director.

➤ Lee also leaves a flyer of the event at different vendor/supply house locations. If you need some help creating a flyer email info@ipssa.com for assistance.

➤ When you are at a supply house, go up to someone and give them a card, which states the date, time and location of the event. It is a personal invite, from the person handing out the card. These cards look like a business card with the IPSSA logo. Want

more information on the card, contact rose@ipssa.com

➤ Get list of event attendees from vendor/supply houses and call, email them to attend the event. If it is post event, call them to ask what they thought of the event. Don't sell IPSSA, it will sell itself once you have built a relationship of respect and trust.

➤ Make sure you explain to them via, phone, email or in person about giveaways and free food. Talk about perks of attending first, never start with the pitch on joining IPSSA.

o For face-to-face conversation with potential member

▪ Ask them about their business, which can lead into a conversation about IPSSA and its benefits.

▪ Listen to them first, show interest in their conversation. Remember you are not selling a product; you are asking them to be part of something that will benefit them down the road.

➤ When producing materials for any event, make sure you maintain a consistent message and look. If you need assistance reach out to East Valley Chapter or email rose@ipssa.com

➤ Make sure you have a "why IPSSA" brochure with you. You never know when you meet that person that might be interested in IPSSA. Did you know IPSSA Inc now has "why IPSSA" brochures in Spanish. If you would like brochures either language email info@ipssa.com

➤ Make sure you have an IPSSA banner displayed at several vendor/supply houses. For more information on banners email info@ipssa.com

➤ Create a map that outlines

your chapter, make that a trifold (if you can and have the energy), have that map available at the tabletop where potential members can visually see the areas of coverage for sick route.

➤ Explain how easy it is to join IPSSA.

o Have your recruits call IPSSA to sign up by phone or print a PDF application to email. Remind them to fill your name in the "Referred By" section of the application.

o If you are talking face-to-face with a colleague, offer to email them instructions for joining online.

o Follow-up.

o Offer to meet with them for coffee to talk about IPSSA benefits

o Offer to drive them to a chapter meeting

o Contact your recruit to see if they have joined and answer any questions they may have.

o Consider sending them a thank you note or email for considering IPSSA membership. Invite them to contact IPSSA if they have any questions you can't answer

o We are not "selling insurance", as there are other insurance products and other organizations that provide that as well. We are offering an opportunity to succeed in the growth of their company and a means of protecting their way of life from a business loss.

o They can be part of an "Association" of likeminded pool professionals who will support them by education, training, networking and companionship as well as the best insurance made available.

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The IPSSAN subscriptions available to employee members

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California Capitol Report

Continued from page 1

Employment and Retirement Committee on June 12 with a 4-1 vote, and will be heard next by the Senate Judiciary Committee on July 2.

AB 196 (Gonzalez) addresses paid family leave, revising the formula for determining benefits available pursuant to the Family Temporary Disability Insurance Program by redefining the weekly benefit amount to be equal to 100% of the wages paid to an individual for employment by employers during the quarter of the individual's disability base period in which these wages were highest. The bill is pending hearing in the Senate Labor, Public Employment and Retirement Committee.

AB 403 (Kalra) would amend the complaint process of the Division of Labor Standards Enforcement by extending the period to file a complaint to within two years after the occurrence of the violation, except that violations of certain provisions to be filed within one year. There's concern that this bill undermines the current DLSE process and provides for one-sided fees and costs for a prevailing plaintiff. This bill has been referred to the Senate Judiciary Committee.

AB 673 (Carrillo) concerns penalties around the failure to pay wages, providing that penalties for late payment of wages shall be recovered by the Labor Commissioner as civil penalties, payable to the affected employee, who may also enforce civil penalties for late payment of wages through the Private Attorneys General Act but cannot also recover statutory penalties for the

same violation. Opposition was removed with the most recent amendments to restrict multiple recovery of penalties for the same violation.

AB 1066 (Gonzalez) pertains to unemployment insurance as it allows workers involved in a trade dispute to collect unemployment benefits after a four-week waiting period. The bill would impact any companies that rely on union workers for any labor to construct pools or spas. This bill is pending hearing in the Senate Labor, Public Employment and Retirement Committee.

AB 1296 (Gonzalez) is a bill supported by California Pool & Spa Association regarding recovering taxes in the underground economy and establishes the Tax Recovery in the Underground Economy Criminal Enforcement Program (TRUE) in the Department of Justice to combat underground economic activities through a multi-agency collaboration. The bill is set for hearing in the Senate Judiciary Committee on July 2.

SB 530 (Galgiani) addresses discrimination and harassment in the construction industry by instructing the Division of Labor Standards Enforcement to develop an industry-specific harassment and discrimination prevention policy for the industry. This bill has garnered unanimous support to date and is set for its next hearing on June 26 in the Assembly Labor and Employment Committee.

To become a member to support the efforts of CPSA, visit www.thecpsa.org or email info@thecpsa.org.

Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker



By Ray Arouesty

Ray Arouesty is Senior Vice President of Arrow Insurance/HUB International and IPSSA's endorsed insurance provider. He can be reached at (800) 833-3433 or ray.arouesty@hubinternational.com.

Question:

I have an opportunity to do start-ups for a pool builder. He has given me an "Indemnification, Hold harmless and Insurance Agreement" and I am concerned about signing it. The agreement states that I agree to defend, indemnify and hold the builder harmless from everything that might go wrong at the job. He is also asking for workers compensation insurance, even

though I have no employees. He also wants me to buy an excess liability insurance policy and increase my truck insurance limit to \$1,000,000. Can he require all this?

Answer:

Those are some steep requirements to merely do start-ups. I understand why he may be requiring workers compensation insurance since there is no guaranty that you won't be hiring a worker and while the \$1 million dollar truck insurance limit is high, it's not an outrageous requirement.

The indemnification clause, however, gives me real concern since the agreement holds you responsible for the builder's attor-

ney fees, costs and expenses, even if he is partially at fault for the situation that caused the damages. Many of the items for which you will be responsible, his attorney fees, for example, are not covered by your insurance and you could be looking at a whopping claim for costs from him.

The builder can certainly require that you provide the additional coverage and sign the agreement as a requirement for getting the work. But I'd run from this agreement and under no circumstances would I sign it.

Ray Arouesty, J.D. is Senior Vice President of Arrow Insurance Service, a division of HUB International Insurance Services Inc.

NEW FEATURE! VOLUNTEER SPOTLIGHT

IPSSA's newly launched Volunteer Spotlight feature puts our amazing volunteers front and center in the IPSSA Community! We want to use this unique opportunity to thank the wonderful individuals that continuously donate their time and energy to help IPSSA and the pool and spa industry thrive. We encourage all IPSSA members to connect with these star volunteers to let them know about the Spotlight. To be featured in our next Volunteer Spotlight, in the IPSSAN, Face Book and YouTube email your picture, pictures of any information that supports the spotlight, and answer a few questions. Forward to info@ipssa.com.



1. Tell us about yourself
2. Tell us about your volunteer experience with IPSSA. Project in the past that would be featured as a spotlight.
3. Why did you decide to become a volunteer
4. How has volunteering impacted your career
5. How has being involved with IPSSA made a difference in your community or outreach to the public

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* IPSSA Education Fund *

The IPSSA Board of Regional Directors unanimously approved the new guidelines for the IPSSA Education (formally Scholarship) Fund, January 17, 2019. IPSSA Education Committee is charged with identifying educational needs at various industry trade shows.

The IPSSA Education Fund – Advancing Professional Training and Education in the Swimming Pool and Spa Industry

The Independent Pool and Spa Service Association (IPSSA), established in 1988, was formed to promote educational opportunities and provide business resources to its membership.

Scholarships through the IPSSA Education Fund are available to all self-employed swimming pool/spa service technicians in Arizona, California, Florida, Georgia, Nevada, and Texas. Based on the group class setting.

Funding is provided for qualified group classes through the IPSSA Education Fund. Those taking qualified group class will receive a DISCOUNTED ENROLLMENT FEE BASED ON A SUBSIDY PROVIDED BY THE FUND. The following classes

qualify, but are not limited to, under these guidelines:

- Certified Pool Operators (CPO)
- Aquatics Facility Operator (AFO)
- Contractor license schools
- And whatever other courses the committee deems appropriate

Qualified group classes may be offered at INDUSTRY TRADE SHOWS, INCLUDING BUT NOT LIMITED TO: The Desert, Orlando, PIE and Southwest Trade Shows.

If you have any questions about the program, please inquire info@ipssa.com or call 888-360-9505. Press 6

Mission Statement: IPSSA Scholarship [Education] Fund is to advance professional training and education of the Self-Employed Swimming Pool and Spa Service and Repair Professional by subsidizing group classes that will expand his/her knowledge of their profession.

For more information, please visit www.ipssa.com/resources/IPSSA_education_fund. There you will find details and application.

IPSSA Members:

We are going to start running an “Ask the Experts” Column, but we need YOU to submit questions to ask!! Please send us any questions regarding pools, business, equipment—you name it, we’ll find an answer for you! Please submit ALL questions to: editor@ipssa.com.



If you are having issues logging into your account on the IPSSA website/members only section, please contact Elizabeth in the IPSSA Financial Office at 888-391-6012 or liz@cramercpa.com and she can assist you.

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Introducing New IPSSA Merchandise!

IPSSA has some new items to help you grow your chapter and BOOST your meeting experience!

Orders can be billed to your Chapter account or Credit Card, Shipping Costs will vary depending on order size.
To order contact: info@ipssa.com

Are you a member of IPSSA?

We are an association of swimming pool and spa service professionals

Benefits of Joining IPSSA

- *Sick Route Coverage
Qualified association members step in to cover your route in times of illness or injury
- *Insurance options including: Life, Accidental Medical \$3M Liability including: HazMat, Pollution, and pop-up coverage Business Income Loss Coverage
- *Professional certifications and training

Contact IPSSA info@ipssa.com

Benefits of IPSSA Table Top and Supply House Banners!

- 2'x2' Banner Ideal for Supply House Placement—\$18
- 2'x3' Banner for Table Top Recruitment Events—\$25

New Members Coming in?

Pre order books to have on hand for the IPSSA Membership Required certification on Water Chemistry. It makes sense to have them on hand!

- BT1— \$24.95
- BT1 With Workbook \$31.95



New IPSSA Logo Wear— OH YES! These new embroidered hats and shirts are excellent as incentives for meeting attendance and table top event volunteering! Have your Chapter looking **GOOD!**

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Reduce operating costs with LEDs

Aquatic facilities are finding that changing to LED lighting can significantly reduce operating costs

By Mike Fowler

Mike Fowler is a commercial sales manager for Pentair in Sanford, N.C. He has been with the company since 1992, starting his career in the technical services department at Purex Pool Products. Fowler has held many managerial roles within the company, including marketing, trade show manager, and account manager. He can be reached via e-mail at mike.fowler@pentair.com.

Commercial aquatic facilities are continuously performing internal 'audits' on operational costs to find ways to save money for additional aquatic programming. In doing so, many are discovering one of the fastest, easiest ways to reduce energy consumption is to replace old incandescent pool lighting with today's improved light-emitting diode (LED) lighting. Today's service professionals should take the time to help facilities convert to LED lighting to help their clients reduce energy consumption, reduce energy consumption and obtain better visibility. It's important for service professionals to understand how these lights work in order to be able to up-sell their customers to this 'green' technology.

Understanding LED lights

LEDs are small semiconductor devices used to convert electrical energy directly into light. By combining these digital light sources with microprocessor intelligence, aquatic facility operators can control numerous aspects of illumination. The results are an amazing, crisp, bright yet dense saturation of light.

In addition to precise control, another benefit to using LED lighting is its lifespan, which is generally 10 to 15 times longer than traditional incandescent bulbs. Further, they also create light without reaching the high-heat extremes created by traditional lights bulbs. With less heat, they require less energy to operate and less energy is wasted.

LED circuits are extremely energy efficient; 80 per cent of the electrical energy an LED circuit produces is converted into light energy. The remaining 20 per cent is lost as heat energy. Comparatively, incandescent bulbs operate at 20 per cent efficiency, meaning 80 per cent of the energy is lost as heat. Even though incandescent light may seem cheaper initially, LED pool lights offer increased user benefits and reduce energy costs.

An example of this are today's new white LED lights, which use between 45 to 70 watts and are available in 300-, 400-, and 500-watt incandescent light equivalents. LED technology requires approximately 86 per cent less energy than comparable incandescent lights and because each light lasts much longer, the bulbs are changed less frequently, which offers aquatic facilities additional savings over the years.

Aquatic facilities can not only reduce their energy consumption, but also increase their savings by reducing the amount of time involved for routine maintenance (i.e. changing bulbs). Further, LED lights illuminate the pool area more effectively than traditional incandescent lights—making pool water clearer and easier to see in/through, while also brightening

the overall indoor space at night.

Brighter light, improved visibility

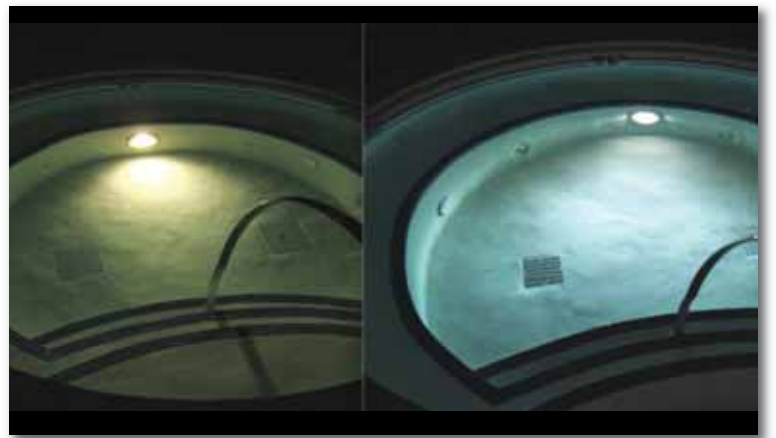
Light-emitting diode (LED) pool lights produce a high color temperature compared to incandescent pool lights. The 'bluer' LED light penetrates water better, giving higher brightness readings. Also, the dark-adapted human eye sees the higher color temperature as brighter. A good example of this is high intensity discharge (HID) lights found on luxury/sports vehicles. These lights emit brighter

light with a higher color temperature (e.g. cool blue).

Lower energy costs

It is important to understand 'watts' is the amount of power a bulb uses to provide a certain amount of light output or lumens. Traditional incandescent light bulbs used in indoor swimming pool facilities are traditionally 300-, 400-, and 500-watt bulbs, which are required to illuminate a large area of the pool water at night.

Continued on page 13



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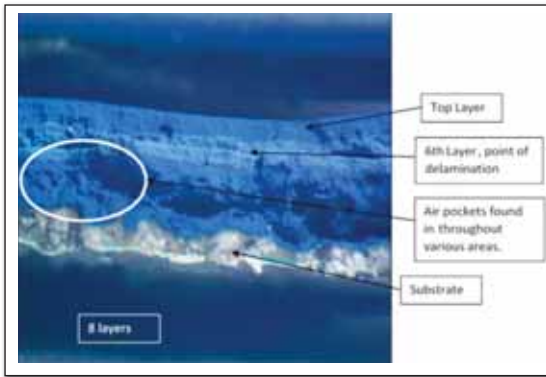
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Continued from page 10

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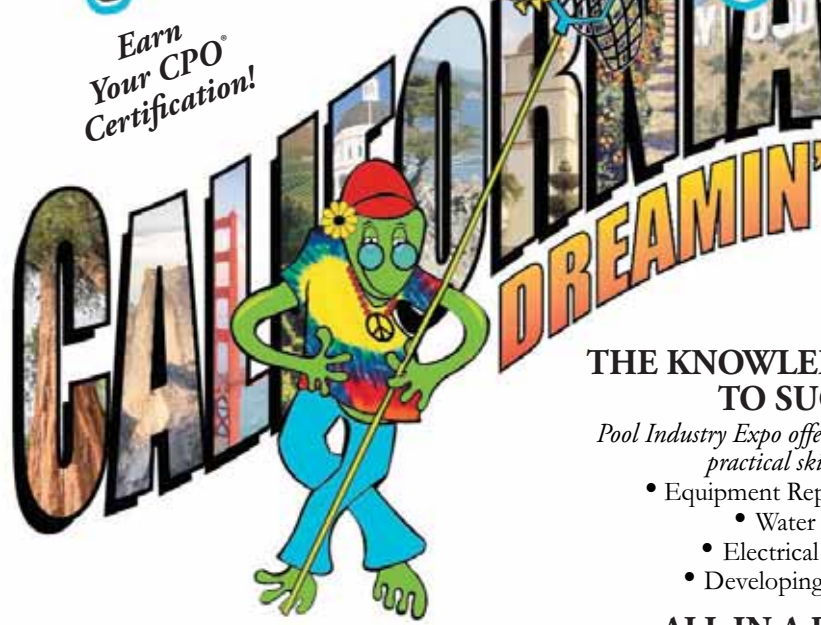
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Reduce operating costs with LEDs

Continued from page 9

A typical Olympic-size natatorium might use 30 to 40 lights to illuminate the pool water for nighttime swimming. The total watts used to provide the required amount of illumination draws an equivalent use of power to operate. For example, a 300-watt incandescent bulb uses 300 watts of power to operate; however, a typical LED bulb, which operates using only 45 to 70 watts of power, will provide the luminescence of a traditional 300- to 500-watt bulb.

In terms of energy savings, when looking at 30 to 40 bulbs per pool using less than 86 per cent (e.g. 70-watt LED bulb versus a 500-watt traditional bulb), an aquatic facility can cut its costs drastically by simply converting to LED lighting.¹

The following attributes specific financial savings to LED lighting by comparing a 40-watt LED bulb to the average 300-watt equivalent incandescent bulb. For this example, assume the bulb runs an average of eight hours per day and the cost of electricity is \$0.15 per kilowatt hour (kWh): A typical example is an Olympic-size pool that uses 40 lights, 500 watts each. If these 40 lights were to be switched to 70-watt LED lights, the facility would save approximately \$5,865 per year in energy costs or \$58,000 during the 10-year lifespan of the LED bulb.

Some argue that the savings are erased by the initial cost of the LED bulb. For instance, the average cost of a 300-watt incandescent bulb is \$25 landed, while the average cost of a 40-watt LED bulb is \$220. The return on investment (ROI) from energy

savings for the bulb only is slightly more than 1.5 years (at \$114/year in savings). However, this example simply compares the cost for one bulb. When a facility uses 12 to 30 bulbs in their swimming pools, these savings are multiplied.

Maintenance savings

In terms of maintenance, there are also 'hidden' costs involved with using traditional incandescent bulbs as they need to be replaced several times per year (if used nightly 365 days a year) as they last approximately 2,000 hours. Therefore, a facility operating its lights for 12 hours a day might need to replace the bulbs every six to seven months. The problem is light bulbs never burn out at the same time and most facilities find they regularly have one or two bulbs going out, creating dark spots in the pool that are unsafe and unsightly. This also eliminates facility staff having to continuously replace light bulbs as part of their routine maintenance schedule. Further, should an LED bulb need to be replaced, the time involved to perform this task is greatly reduced when compared to changing an incandescent bulb. The main reason for this is incandescent bulbs run much hotter than LED bulbs, which often causes the light fixture's gasket to expand and contract, thus making it harder to remove and replace the gasket during bulb replacement. Therefore, when changing an incandescent bulb, labor has to be figured in for both bulb and gasket replacement.

Another reason why maintenance costs are higher for a facility using incandescent bulbs is

because it usually takes one service professional approximately 30 minutes to change each light safely and replace the bulb without the need to drain the pool. Also, depending on the maintenance crew's experience, some aquatic facilities are obligated to hire an experienced service professional to perform the bulb replacements. Service companies typically charge \$115 for the process. There are new products available on the market, such as the Pentair AmerBrite LED Replacement Lamp, a system which allows users to replace commonly used AmerBrite incandescent bulbs with new LEDs without the hassle and cost of replacing the existing AmerLite light fixture.

LED rebate opportunities

In addition to lower monthly energy bills, many aquatic facilities are also taking advantage of rebates offered by utility companies should it convert from incandescent to LED lights. Many cities and provinces/states are offering sizable rebates to motivate more facilities to reduce energy consumption.

If more facility managers/operators took the time to document these potential savings as well as factor in the available rebates, which help to provide a quick ROI, the change to LED lighting would be a no-brainer.

Notes:

¹ To calculate the savings by choosing light-emitting diode (LED) lighting instead of incandescent lights, see Pentair IntelliBrite® White LED Savings Calculator at <http://pentairpool.com/pool-owner/resources/calculators/led-calc/index.htm>.

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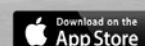
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Enzymes make water maintenance easier for service professionals

By Chris Marcano
NC Brands

Enzymes have evolved over the years to a point where there are now specific products based upon the needs of each and every body of water. Today, there are two different types of enzyme products available for use in the pool and spa/hot tub industry—broad spectrum produced through a fermentation process is one type while limited capacity commercially manufactured then blended enzymes are another. Both will provide visible results, but they work differently based upon how they are made.

For instance, a manufactured then blended enzyme focuses primarily on fats and oils. One benefit to using these enzymes is they can reduce the time and effort needed to maintain the cleanliness of the waterline in a pool and/or hot tub. When choosing between the two, however, broad-spectrum enzymes are the way to go.

Broad spectrum enzymes are made using a fermentation process (similar to how alcohol is made) and are capable of accelerating or catalyzing thousands of chemical reactions in pools and hot tubs. These enzymes naturally break down non-living organics such as bather waste, lotion, sunscreen, and oils. They break down these unwanted additions to pool and/or hot tub water piece-by-piece until there is little left—other than water and air.

In fact, enzymes are common-

ly discussed in many other industries, including health and wellness (in the digestive system), beauty products (in facial peels), and even at-home maintenance (in septic and drain cleaners). Enzymes are used everywhere, so why not include them in pools and/or hot tubs as part of a maintenance program? Interestingly enough, consumers are quite aware of the concept of enzymes, says Chris Corney of Aqua-Don Pools in St. Catharines, Ont. “I was shocked at how much consumers know about enzymes when we first started introducing these products to our customers five years ago,” he says. “It was a familiar concept because many consumers are aware of their benefits as a digestive aid, so it wasn’t a stretch for them to understand how they are a naturally based way to obtain clearer water in their pool and/or hot tub.”

Where enzymes should be added?

Enzyme products should be selected based on the body of water for which they are formulated. For example, a hot tub can have somewhat different needs than those of a pool. Hot tub water is mainly affected by non-living bather wastes, such as makeup, hair products, and lotions. Therefore, enzymes formulated for these bodies of water target the most commonly experienced non-living organic waste, which can build up in hot tub water. That said, it is important the same enzymes for hot tubs are not used

in pools.

Much like hot tubs, pool water is affected by many types of non-living organics (e.g. bather waste, lotion, sunscreen, etc.) in addition to many environmental factors such as pollen (which is heavy in the spring), bird waste, and even jet fuel that may be dropped by planes landing in the area. “We always choose the commercial strength enzyme when treating a public pool—especially those with high bather loads,” says Chris Corney of Aqua-Don Pools in St. Catharines, Ontario.

Corney is so confident about the results his customers will see by using enzymes that he suggests they try a bottle and if they do not like it, he will provide a full refund. “To this date, I have not had to give a customer their money back,” he says.

“I personally recommend naturally based enzymes. As consumers are not experts, they rely on our professional recommendations of products with proven effectiveness and ease of use,” says Amy Rullo, the residential division manager at Premier Pool Renovations in Pennsylvania.

Reports on the amount of non-living waste left behind by bathers are quite shocking. It is a commonly accepted standard in the pool and hot tub industry that each bather leaves behind approximately 473 mL (16 oz) of non-living waste in a body of water after a 45 to 60 minute swim. That said, enzymes formulated for pools and

hot tubs are designed with all of this in mind.

When are enzymes added?

Enzymes can (and really should) be used primarily as a maintenance product in addition to the regular sanitizer and balancing efforts. Enzyme maintenance

products are formulated to be administered in weekly doses (the dosage amount and product used is different for pools and hot tubs).

“Enzymes are a big part of our pool service success and I include them into the service process auto-

Continued on page 17

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Enzymes make water maintenance easier

Continued from page 15

matically because I know the client will be happy with the resulting water quality," says Joe Koch of Blue Wave Pools in Audobon, NJ. "We add enzymes in to the pool on every service visit to help break down the non-living organics in the water so the filter doesn't need to work as hard."

When using an enzyme maintenance product weekly, pool professionals can actually take it one step further by splitting the dose up to daily feed amounts (this works well in commercial pools). Enzymes work while bathers are swimming, so think of it like cleaning up in the midst of a party. As non-living organics are being added to the water via bathers, enzymes can be used to break them down at any time, rather than waiting for them to buildup and cause filter problems, water clarity issues, or stains along the waterline. "I always suggest the use of enzymes on a weekly basis—from pool opening to closing," says Rullo. "I have been offering these products for more than 13 years and I wouldn't have as many happy customers without the use of enzymes to clarify water."

Corney also points out to his customers that enzymes should be added at least six hours after shocking their pool. If they are added too soon, there is a risk the shock will reduce the effectiveness of the enzymes. "We prescribe our customers a custom water maintenance formula in which we instruct them to shock on day one and introduce the enzymes on day two," explains Corney.

Enzymes can also be used in a pool or hot tub as a problem-solving product. In extreme cases, such as vandalism (or other accident), enzymes have saved the day. For example, they can even break down motor oil.

"We had a situation a few years ago at a commercial pool in which there was an old chemical feed pump and the diaphragm of the pump had an oil fill chamber that was leaking," explains Koch. "Unfortunately the feed pump was mounted on top of the chlorine vat and no one realized the oil was dripping into the chlorine vat... obviously not a great installation and one which we did not do ourselves. But the facility called us when they opened the pool and discovered the oil all around the surface of the pool water. We went in that evening and administered a lot of enzyme products and by morning, 95 per cent of the oil had dissipated."

With this in mind, one can see how commercial pools can benefit from the use of these products, says Koch.

"For our commercial pool accounts, we put the enzyme on a metered feed so the pool gets a small dose seven days a week," he says. "Not only does this keep the water clear, but because enzymes break down non-living organics so they don't turn into smelly byproducts like chloramines."

"Enzymes are particularly effective in large outdoor commercial pools that are filled with the sweat, body oils, and sunscreen from bathers, in addition to being exposed to a lot of wild animal waste. The patrons of the pools always comment how the water feels nicer when the water is treated with enzymes."

Facility managers are a bit apprehensive at first because of the cost of using enzymes, but many quickly change their minds and

find room in their budgets after they see how the filters work more efficiently, the chloramine odour disappears, and the water clarity improves.

Why should enzymes be used?

The bottom line is enzymes should be used to make pool or hot tub maintenance easier. When using them as a part of a routine maintenance program, they work hard so aquatic facility managers do not have to. Additional benefits include:

Increased filter run cycles

Filters need to be cleaned less and work more efficiently because enzymes are working constantly to break down non-living waste in the water before it has a chance to build up on the filter.

"Those using enzymes on their pools are much less likely to have really bad filter cartridges at the end of the season," says Koch.

In fact, Corney said that using enzymes has reduced the number of filter backwashes by 50 percent. "Customers really like the idea of backwashing less, because they realize they are saving water," says Corney.

Further, Corney says his service team has to work less at keeping the pool and water clear since they started using enzymes. "We

are even using an enzyme that is formulated for cold water so we can use it for winterizing," he says.

Enzyme products make pool or spa systems much more efficient, says Rullo. "By breaking down non-living organics before they get into the pipes, the filters do not have to work as hard to keep the water clear, thus the filter media stays cleaner longer," she says.

Reduction of scum lines

Reducing scum lines means less scrubbing for pool professionals. When non-living organics partially breakdown, one of the places their remains like to stick is at the tile line. All maintenance professionals have seen this unsightly buildup at times, and enzymes will work to prevent it from coming back.

"We never have the issue of 'ring around the pool' with enzyme use," says Koch.

Before using enzymes, it was a given when opening pools in the spring, there would be a ring around the perimeter of the pool at the waterline. Because the water level is dropped for winterizing, the ring would be even more pronounced and visible than during the season—more at the mid-point of the tile line.

"It's natural to get a ring with

the organics accumulating at the water surface, however, by using enzymes, my service crews are more efficient because they don't have to work as hard and spend time removing the ring manually," says Koch. "Sometimes scum lines can be really tough to remove because organics can actually edge themselves into porous surfaces."

Superior water clarity

When there is less 'stuff' (non-living gunk and grime) in the water, it will show in its appearance.

"We recently dealt with an aquatic facility for seniors which had problematic water—it was also cloudy and wouldn't hold the required chlorine readings; we couldn't figure out what to do," says Rullo. "As a result, the pool was put on an enzyme-based water treatment program. It took approximately two weeks to resolve the problem, but eventually the enzymes removed the byproducts in the pool water and pipes."

Much like the rest of the world, the pool and hot tub industry—in this case water treatment—has evolved significantly. That said, considering a proactive pool and/or hot tub maintenance program as an alternative to the traditional 'put out the fire' approach, service professionals can be much more productive.

About the author:

Chris Marcano is the Director of Training and Education for NC Brands, makers of SeaKlear, Natural Chemistry and Coral Seas pool and spa specialty chemicals. Marcano has more than 16 years of experience in the industry and is a Certified Pool/Spa Operator® (CPO®) instructor, and a member of the education committee for the National Plasterers Council (NPC). He is also active on the Association of Pool & Spa Professionals' (APSP's) board of regents and is a local APSP chapter president. He can be reached via e-mail at chris@nbrands.com.

Message from the President

Continued from page 2

exposure on social media. We have a more streamlined online store with more offerings to wear your IPSSA logo proudly. Check it out when you have a chance. Your IPSSA committees continue their work through the summer months, with video meetings, and I want to thank them for their time and dedication despite being busy running a business. We are fortunate to have so many volunteers willing to keep IPSSA successful. Remember to thank your chapter leaders and committee chairs for the work they do. I feel very fortunate to be your president and work with so many committed individuals. I want to encourage you to get involved in your chapters and regions. We need your ideas and your energy. I would be remiss if I didn't

remind all of you that we spend a lot of time out by the pool and in the Sun and encourage you to maintain a healthy working environment. Sunglasses, hats, sunscreen, etc., should all be part of your tool kit. All this work and success is no good if it ends abruptly in an illness that takes our life. Let's enjoy our career and help others do the same. Make time for your family and especially grandkids if you have them. They make life worthwhile.

Short message this month. I am busy running a business as well.

Stay tuned.....

For Dave Hawes' video message and to keep current on other IPSSA events give us a LIKE and a FOLLOW on Facebook!

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Isaac Crouch | icrouch@lesl.com | 909-964-2108

SAN DIEGO - SOUTHERN OC

Rob Kerstner | rkerstner@lesl.com | 858-295-9847

DALLAS AREA

Brian Ethridge | bethridge@lesl.com | 469-585-9300

NORTHERN CALIFORNIA AREA

Christian Ballard | cballard@lesl.com | 916-806-6402

HOUSTON AREA

Erik Hoffman | ehoffman@lesl.com | 832-338-0781

ARIZONA & NEVADA

Aaron Wax | awax@lesl.com | 480-469-7504

SOUTH FLORIDA

Eric Menken | emenken@lesl.com | 407-861-8478



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For billing or Membership information: call Melody Bond at (888) 391-6012, FAX (888) 391-6203, e-mail melody@cramercpa.com or P.O. Box 1617, Rocklin, CA 95677
 Chapter treasurers contact: ipssafinancial@cramercpa.com
For insurance information: call Arrow Insurance (800) 833-3433 / Fax (805) 870-7625 / 2393 Townsgate Rd., Suite 101, Westlake Village, CA 91361, E-mail: ray@arrowinsuranceservice.com

REGION 1 (NORTHERN CALIFORNIA)
B.O.R.D. Member: David Hawes
 (925) 828-7665
 E-mail: david@hhpools.com

CAPITAL VALLEY: (Sacramento): First Wed., 7 p.m.
 VFW, 8990 Kruithof Way, Fair Oaks
 Pres. Scott Houseman (916) 638-4100
 scott@leisuretimepool.com

DELTA: (Stockton)
 Third Wed., 6:00 p.m., The Elks Lodge
 19071 N Lower Sacramento Road, Woodbridge
 Pres. Rick Plath (209) 456-1605
 service@rickspoolservice.com

EAST BAY
 Third Tues., 6 p.m., Pleasant Hill Community Center,
 320 Civic Drive, Pleasant Hill
 Pres. David Luthy (510) 435-5252
 townandcountrypool@comcast.net

EAST CONTRA COSTA
 Fourth Tues., 6:00 p.m., La Fuente Mexican Restaurant,
 642 1st Street, Brentwood
 Pres. Dale Vaughn (925) 759-3819
 dalevaughn1176@comcast.net

EL DORADO
 Second Thurs., 6:30 p.m., Shingle Springs Comm. Ctr.
 4440 S. Shingle Road, Shingle Springs
 Pres. Shawn Panico (916) 201-6245 / www.edipssa.com

ELK GROVE
 Second Wednesday, 7:00 p.m., Logan's Roadhouse,
 9105 W. Stockton Boulevard, Elk Grove
 Pres. Chris Bass (916) 704-1505
 basspoolservice@gmail.com

GOLD COUNTRY
 First Mon., 6:00 p.m., Sierra Grill Smokehouse,
 2515 Grass Valley Hwy., Auburn, CA
 Pres. Ryan Ruminson (530) 401-7346
 ryanruminson@sbcglobal.net

MODESTO CENTRAL VALLEY:
 Third Tues., 6 p.m.
 El Rosal Restaurant, 3401 Monte Vista Ave.
 Pres. Albert Camarillo (206) 628-2717
 acspoolserv@yahoo.com

SACRAMENTO CITY
 Fourth Wed., 7:00 p.m., Plaza Hofbrau
 2500 Watt Ave., Sacramento
 Pres. Nathan Williams (916) 213-6889

TRACY: Fourth Thurs., 6 p.m.,
 Perko's Café, 1321 W. 11th Street, Tracy 95376
 Pres. Kevin McLard (209) 833-9200
 kevin_m@klmpools.com

WEST PLACER: First Thurs., 5:30 p.m., Strikes
 Bowling Alley, 5681 Lonetree Blvd., Rocklin CA 95765
 Pres. Bryan Soto (916) 258-5114
 norcalpools916@gmail.com

REGION 2 (CENTRAL CALIFORNIA)
B.O.R.D. Member: Manuel Margain
 (559) 307-1072
 E-mail: manuelmargain1@gmail.com

BAKERSFIELD: First Tues., 5:30 p.m.,
 Rusty's Pizza, 6675 Ming Ave, Bakersfield
 Pres. Beau Braisher (661) 332-4952
 braisherpools@gmail.com

CENTRAL COAST
 Second Wed., 7 p.m., Mtgs alternate between
 N/S Co., Contact chapter Pres. for info.
 Pres. Ron Rusconi (805)549-7961

CONEJO:
 Second Wed., 7:30 p.m., Alpha Water
 Systems, 725 Cochran Street #A, Simi Valley
 Pres. Dennis Van Sloten, (805)813-6154
 dvs10@live.com

CONEJO VALLEY
 Second Wed., 6:30 p.m., Superior Pool Products
 1200 Lawrence Drive #400, Newbury Park
 Pres. Michael Flanagan (805) 444-7960

FRESNO: Fourth Tues., 7 p.m.
 Roundtable Pizza at First & Bullard, Fresno
 Pres. Norm Carpenter, (559) 217-1228
 ipssafresno@gmail.com

SANTA BARBARA
 Second Mon., 6:30 p.m., Rusty's Pizza Parlor
 232 W. Carrillo, Santa Barbara (downtown)
 Pres. Joe Burich (805) 451-1963
 mericks2001@yahoo.com

VENTURA: Third Thurs., 7 p.m.
 Poinsettia Pavilion, 3451 Foothill Rd, Ventura
 Pres. Max O'Brien (805) 794-6270 / gotomax@att.net

VISALIA: Third Wed., 6 p.m.
 Amigo's Cantina, 5113 W. Walnut Ave., Visalia
 Pres. Roman Gomez (559) 992-5779
 romangomez1251@yahoo.com

REGION 3 (NORTH L.A. COUNTY)
B.O.R.D. Member: Terry Snow
 (909) 982-9962
 E-mail: tfs.pools@verizon.net

ANTELOPE VALLEY: Second Monday, 6 p.m.
 SCP Antelope Valley, 4514 Runway Dr., Lancaster
 Pres. Bob Cranmer ph: (661) 609-3682
 warren_cranmer@msn.com

DIAMOND BAR
 First Thurs., 7:00 p.m.,
 PEP, 563 W. Terrace Dr., San Dimas 91773
 Pres. Johnny Hernandez (626) 833-7456
 justpools626@yahoo.com

FOOTHILL: Third Thurs., 7:00 p.m.
 849 Foothill Blvd. #4, La Cañada
 Pres. Raul Fernandez (818) 378-9231

SAN FERNANDO VALLEY
 Third Wed., 7:30 p.m. (March meeting is mandatory)
 Canoga Bowl, 20122 Vanowen, Canoga Park
 Pres. Blaine Enbody (805) 529-7562

SAN FERNANDO VALLEY METRO
 First Tues., 7 p.m., Canoga Bowl, 20122 Vanowen,
 Canoga Park / Web site: www.sfvmetro.com
 Pres. Eric Nielson (818) 710-1628
 willowcreekpools@gmail.com

SAN GABRIEL VALLEY
 Second Thurs., 7:00 p.m.
 PEP, 1862 Business Center Dr., Duarte, CA 91010
 Pres. Brian Nies (626) 536-2008
 brian@propoolm.com

SANTA CLARITA VALLEY
 First Thurs., 7:00 p.m.
 Vincenzo's Pizza, 24504 1/2 Lyons Avenue, Newhall
 Pres. Kent Simpson (661) 373-9901

REGION 4 (SOUTH L.A. COUNTY)
B.O.R.D. Member: Adam Morley
 (310) 493-3565
 E-mail: adam@paradisepools.biz

CENTRAL LOS ANGELES
 Second Mon., 6:30 p.m., Han Woo Ri Presbyterian
 Church, 1932 S. 10th Ave, Los Angeles
 Pres. Juno Yi (323) 850-8118
 juno8118@gmail.com

EAST LONG BEACH
 Second Tues., 6:30 p.m., Ecco's Pizza,
 2123 N. Bellflower Blvd, Long Beach
 Pres. Bill Rothwell (562) 301-4059
 pooboy1950@yahoo.com

SOUTH BAY
 Second Wed., 7 p.m., American Legion Hall
 412 S. Camino Real, Redondo Beach
 Pres. Rick Morris, (310) 755-5279
 Rick-morris@sbcglobal.net

WESTSIDE
 Second Tues., 6:30 p.m., American Legion Hall
 5309 S. Sepulveda, Culver City
 Pres. Rick Haro (310) 204-4327
 rick@haropools.com

WHITTIER
 First Wed., 7 p.m.
 Superior Pool Products in Santa Fe Springs
 Pres. Grant Hucko (714) 240-2099
 hucko@sbcglobal.net

REGION 5 (ORANGE COUNTY)
B.O.R.D. Member: Michael Kei Black
 (714) 891-0351
 E-mail: mblackels@netzero.com

ANAHEIM
 Third Wed., 6:30 p.m.
 Roundtable Pizza, 12829 Harbor Blvd., Garden Grove
 Pres. Cal Pratt (949) 230-7462

CENTRAL ORANGE COUNTY
 Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin
 Pres. Mark Harrison (949) 874-8234
 maharrison16@yahoo.com

DANA POINT
 Second Tues., 6 p.m., Coco's, Crown Valley and I-5
 Pres. Cliff Gross (949) 587-9773
 cliffgross@cox.net

MISSION VIEJO
 First Tues., 6 p.m.
 Claim Jumper, 27845 Santa Margarita Pkwy
 Pres. Tracy Simmons (949) 702-3545
 acmepoolcare@sbcglobal.net

NORTH ORANGE COUNTY
ORANGE COAST
 Last Monday, 5 p.m., Roundtable Pizza
 on Adams & Beach
 Pres. Rob Mangus (716) 318-1254
 thonrath@hotmail.com

ORANGE COUNTY #9
 Second Wed., 7 p.m., Dad Miller Golf Course
 North Gilbert Street, Anaheim
 Pres. Rob Tobias (714) 812-7993

ORANGE COUNTY POOL PROFESSIONALS
 Last Mon., 6:00 p.m.
 Claim Jumper Banquet Room, 18050 Brookhurst St.,
 Fountain Valley CA 92708
 Pres. Jim Romanowski (714) 404-2550
 poolperfection1@aol.com

SOUTHWEST:
 First Wed., 6 p.m., ABC Pools
 10560 Los Alamitos Blvd., Los Alamitos
 Pres. Ken Tipton (562) 430-8515

SURF CITY
 Third Tues., 6:30 p.m., Superior Pool Products,
 10865 Kalama River, Fountain Valley
 Pres. Frank Malavar (714) 960-3558

TUSTIN/IRVINE
 Second Tues., 6:00 p.m., PSOC Waterline
 Technologies,
 220 N. Santiago Street, Santa Ana
 Pres. Rich Foley (714) 974-1514

YORBA LINDA
 First Wed., 6:45 p.m., Lampost Pizza,
 21480 Yorba Linda Blvd. #D, Yorba Linda CA
 (call president to confirm mtg time).
 Pres. Jaime Aranda, (714) 746-5138
 jaimearanda@sbcglobal.net

REGION 6 (INLAND EMPIRE)
B.O.R.D. Member: John Dixon
 (951) 316-1675
 E-mail: waterwhisperer1@verizon.net

CORONA: Second Tues., 7:00 p.m., Marie Callenders
 160 E. Rincon St. (at Main St.), Corona
 Pres. Jennifer Meza (951) 833-0055
 aquatechpoolservice@earthlink.net

HEMET:
 Third Wed., 6:00 p.m.
 Megabites Pizza, 1153 S. State St., Hemet, CA 92543
 Pres. Kenny Campbell (951) 733-4330
 Kenny@WetworksPoolCare.com

MENIFEE VALLEY
 First Wed., 7 p.m. at My Buddies Pizza
 2503 E. Lakeshore Drive #A, Lake Elsinore
 Pres. Renee Marier, (951) 285-9672
 mangopoolnsa@verizon.net

ONTARIO/RANCHO CUCAMONGA
 Second Tues., 7 p.m., Location varies,

please contact chapter president for more info.
 Pres. Ron Goodwin (909) 989-0406
 good2win@msn.com

PALM DESERT
 Third Thurs., 6 p.m./7 p.m., please check with pres.
 Sloan's, 81539 US Hwy 111, Indio CA
 Pres. Gary Kauber (760) 702-5865

PALM SPRINGS:
 First Wed., 5:00 p.m.
 Superior, 5700 Indian Springs Rd, Palm Springs
 Pres. James Elliott (760) 413-0463

REDLANDS: Second Tues., 6 p.m.
 Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa
 Pres. Bill Brooks (909) 553-5780

RIVERSIDE:
 First Tues., 6:00 p.m., Cask N Clever,
 1333 University Ave., Riverside
 Pres. Nathan Smith (972) 296-7946
 info@riversidepools.com

TEMECULA/MURRIETA
 Third Wed., 7 p.m., Pat & Oscar's
 29375 Rancho California Rd., Temecula
 Pres. Scott Peterson (951) 255-4175
 ipssascot@yahoo.com

REGION 7 (SAN DIEGO COUNTY)
B.O.R.D. Member: Michael Harris
 (619) 395-6700
 E-mail: barrowpoolsd@gmail.com

CARLSBAD
 Third Wed., 6:00 p.m.
 El Rancho Restaurant, 1565 N. Santa Fe, Vista
 Pres. David Talbot (760) 845-6863
 ahoypools@sbcglobal.net

ESCONDIDO
 Third Wed., 6:30 p.m., Call for location.
 Pres. Bruce Smith (760) 741-3960
 Bsmith1956@cox.net

NORTH COUNTY COASTAL
 Third Tues., 6:30 p.m.
 Brett's BBQ, 1505 Encinitas Blvd., Encinitas
 Pres. Nick Nelson (760) 802-3391
 3genpools@gmail.com

RANCHO DEL MAR
 Third Mon., 5:30 p.m., Tio Leos
 3510 Valley Centre Drive, San Diego
 Pres. Wayne Maynard (858) 361-8313
 arrowheadpoolservice@yahoo.com

SAN DIEGO
 Third Wed., 7 p.m., Admiral Baker Clubhouse,
 2400 Admiral Baker Road, San Diego
 Pres. James Morketter (619) 708-4972
 Elccerritpool@yahoo.com

SAN DIEGO EAST COUNTY
 Third Tues., 6 p.m.,
 Superior Pool Products, 1973 Friendship Dr., El Cajon
 Pres. Berny Sweeney (619) 244-0496
 bernypoker@hotmail.com

SAN DIEGO METRO: Fourth Thurs., 6:00 p.m.
 Sammy's Woodfired Pizza, 8555 Fletcher Pkwy
 La Mesa, CA 9194
 Pres. Steven Elbik (619) 316-0690
 Poolsolutions72@gmail.com

REGION 8 (SOUTHWEST)
B.O.R.D. Member: Mike Lee
 (480) 786-0687
 E-mail: mountainsidepools@mac.com

EAST VALLEY
 Third Thurs., 5:45 p.m., Superior Pool Products
 2350 W. Broadway Rd. #110, Mesa
 Pres. Steve Ward (480) 213-0481
 wardspool@yahoo.com

NORTH PHOENIX
 Third Tues., 6 p.m., SCP
 18201 N. 25th Avenue, Phoenix AZ 85023
 Pres. William Goossen (623) 580-9802
 goosse-man@cox.net

SCOTTSDALE
 Third Mon., 6:00 p.m., Pool Water Products,
 20810 N. 25th Place, Phoenix
 Pres. Clifton Orson (480) 585-0000
 orson@hotmail.com

TUCSON:
 Third Wed., 6:30 p.m.
 Superior Pool Products, 4055 N. Runway Drive.
 Ken Sanders (520) 429-6959

WEST VALLEY
 Third Wed., 6:00 p.m., Cloud Supply
 1100 N. Eliseo Felix Way, Avondale
 Pres. Trent Brumfield (623) 210-1615

WESTERN LAS VEGAS
 First Mon., 6:30 p.m. (excl. holidays)
 Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas
 Pres. Laurie Beecher-Valenzuela (702) 556-4477
 ipssalauriebeecheer@gmail.com

REGION 9 (TEXAS)
B.O.R.D. Member: Becky Clayton
 (210) 240-3121
 E-mail: becky.clayton@yahoo.com

AUSTIN
 First Tues., 6 p.m., Cherry Creek Catfish Co.
 5712 Manchaca Rd. Austin
 Pres. Keith Timm (512) 636-3750
 keith@acuaticoinc.com

CLEARLAKE
 Fourth Tues., 7:00 p.m.,
 Rudy's BBQ, 21361 Gulf Fwy, Webster
 Pres. David Potts (208) 887-6486
 david@freedmpools-texas.com

CORPUS CHRISTI
 First Thurs., 6:30 p.m.
 SCP in Corpus Christie
 Pres. Michelle Wilkinson (209) 604-6460

HILL COUNTRY:
 Third Tues., Komal Latin Kitchen,
 2550 Hunter Rd., San Marcos, TX
 Pres. Jascha Wood (512) 216-7663

HOUSTON: Second Tues., 7 p.m.
 IHop, 11225 Katy Freeway, Houston
 Pres. Bryan Norris (713) 234-7649
 bryan@norrispools.com

NORTH AUSTIN
 Second Tues., 6 p.m.,
 Cedar Park Library, 550 Discovery Blvd.
 Pres. Jim Smith (512) 206-0606
 jim@aquamanpoolsnsa.com

NORTH HOUSTON
 Third Tues., 7 p.m., IHop
 25619 Interstate 45, Spring
 Pres. Stephen Titone (281) 773-8643
 Stitone2001@yahoo.com

SAN ANTONIO
 First Mon., 6:30 p.m.
 Longhorn Café, 17625 Blanco Rd., San Antonio, TX
 Pres. Jorge Martinez (210) 549-7665
 pooldoc@hotmail.com

WEST HOUSTON
 First Tuesday, 7 p.m.: Spring Creek Barbeque
 21000 Katy Freeway, Katy, TX 77449
 Pres. Bill Williams (832) 593-6299
 poolmaxxinc@gmail.com

REGION 10 (BAY AREA SOUTH)
B.O.R.D. Member: Stan Phillips
 (925) 518-1718
 E-mail: stan@aquacps.com

FREMONT
 Jan.-July: Second Mon., 6 p.m.,
 Mountain Mike's Pizza
 20261 Patio Dr, Castro Valley, CA 94546
 Pres. Michael Murphy (510) 579-1448

MID-PENINSULA
 Last Tues., 7 p.m., Superior Pool Products
 2692 Middlefield Rd, Redwood City
 Pres. Justin Lindley (650) 863-6661
 justinyourpool@gmail.com

MONTEREY COAST: Fourth Wed., 7:00 p.m.,
 85 Nielson St, Ste 201, Watsonville, CA 95076
 NO April meeting. May meeting in new location
 Pres. Terry Page (831) 297-2215
 pinnaclepoolsnsa@sbcglobal.net

MARIN & SONOMA COUNTY
 Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,
 320 N. McDowell Blvd., Petaluma
 Pres. Darrell O'Neal (707) 217-1546
 dandmpool@aol.com

SANTA CLARA VALLEY
 Third Thurs., 5:30 pm, 3050 Berryessa Rd., San Jose
 Pres. Tom Allen (408) 307-3196

SILICON VALLEY: Every Other Wed., 5:30 p.m.
 Armadillo Willy's, 1031 N. San Antonio Road, Los
 Altos
 Pres. David Guslani (650) 333-1351
 dguslani@earthlink.net

TRI-VALLEY:
 Second Thurs., 6 p.m.,
 Meeting locations vary. Check with chapter president.
 Pres. Gary Heath

REGION 11 (FLORIDA/GEORGIA)
B.O.R.D. Member: Derric Raymond
 (407) 908-4555
 E-mail: derric@raymondscustompools.com

GOLD COAST (Ft. Lauderdale area)
 Second Tues., 6:30 p.m., Wings Plus,
 9880 W. Sample Rd, Coral Springs
 Pres. Ana Labosky (954) 224-7733
 www.ipssagoldcoast.com;
 president@goldcoastipssa.com

MANASOTA (Bradenton/Sarasota)
 First Mon., 7:00 p.m., Call for meeting
 location and directions
 Pres. Todd Starner (941) 915-2135
 tstarner@tampabay.rr.com

NORTH GEORGIA
 Pres. Benjamin Decker (404) 405-0197
 ben@classicpoolsvc.com

OSCEOLA (Kissimmee/Orlando)
 Second Wed., 6:30 p.m.
 Fat Boy's Restaurant, 2512 13th Street, St. Cloud
 Pres. Diane Fowler (407) 460-6680
 poolldady2001@gmail.com

PORT CHARLOTTE
 Fourth Wednesday, 6:30 p.m., Buffalo Wings & Rings,
 1081 W. Price Blvd. North Port
 Donna GilDeMadrid (941) 626-3968

SARASOTA: First Tues., 6:30 pm
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TREASURE COAST: Fourth Tues., 7:00 pm
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B.O.R.D. Member: Neal Holt
 (972) 617-9877
 E-mail: poolguy713@gmail.com

DALLAS: Fourth Tues., 5:30 p.m.
 Rockfish Seafood Grill
 7639 Campbell Rd, Suite 800, Dallas
 Pres. Travis Coleman, (469) 585-4119

FORT WORTH
 Third Tues., 6:30 p.m., La Playa Maya Restaurant
 1540 N Main Street, Fort Worth
 Pres. Tina Slagle (817) 991-0555

MID CITIES DFW: First Mon., 7:00 p.m.,
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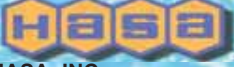
TARRANT COUNTY
 First Tues. 7 p.m., El Chico's Café
 7621 Baker Blvd., Richland Hills
 Pres. Will Ainsworth (817) 987-8580

WAXAHACHIE: Second Wed., 7 a.m., Denny's,
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 Pres. Tom Sheehy (214) 395-0143 / tsheehy@prodigy.net

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For more information about our associate members, please visit their web sites. If company representatives are available to speak at chapter meetings, their topics and geographic availability is indicated.

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