



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 XXVII, NUMBER 8

August 2015

California Capitol Report

CPSA announces new water safety study



By John Norwood

John Norwood is president of The California Pool and Spa Association (formerly SPEC).

The California Pool and Spa Association (CPSA) is pleased to announce a landmark study that will provide much-needed data on how to mitigate evaporation water loss in swimming pools. Sponsored by a wide range of industry associations including the CPSA, the National Plasterers Council, the Association of Pool & Spa Professionals, and the Independent Pool and Spa Service Association, the study will focus on measuring the water savings that can be achieved by different types of pool covers available to consumers. It will be conducted at the Cal Poly



National Pool Industry Research Center (NPIRC) on the California Polytechnic State University campus in San Luis Obispo throughout the months of July and August.

While it has been conclusively proven that pools use less water than the lawns they typically replace, there are as of yet no exact figures on how much water is saved with the installation of various types of pool covers. Estimates range from 50-90% in savings, an issue that is complicated even further when all of the variations in

Continued on page 16

Zodiac Pool Systems, Inc. launches “Pay-it-Forward” Campaign and hosts blood drive with the American Red Cross

Zodiac’s P.A.T.H. program kicks off two charitable community programs

Zodiac Pool Systems, Inc. (Zodiac), a leading manufacturer of automatic pool cleaners and equipment based in North County San Diego, is launching its first-ever “Pay-it-Forward” campaign in addition to hosting an internal Red Cross Blood Drive this summer.

Spearheaded by the company’s volunteer Providing Alternative Tomorrows with Hope (P.A.T.H.) program, the “Pay-it-Forward” initiative is the company’s first ongoing campaign to promote acts of kindness within both the company and the community. Starting on August 3, Zodiac employees will be encouraged to perform a good deed for a fellow employee, then use a customized Zodiac token to encourage that colleague to “pay-it-forward” to another staff member. On August 17, the campaign will expand beyond the company and will go into the local community.

“Our team aims to do all we can to encourage selfless acts of kindness among our employees both internally and in the community,” said Jill Rooks, director of information technologies and customer operations and head of the P.A.T.H. program at Zodiac. “Our goal is to have this campaign expand nationwide through the efforts of Zodiac employees, their friends and family.”

On Thursday, August 6, 2015, Zodiac will also host an employee Red Cross Blood Drive from 10 a.m. to 4:15 p.m. Zodiac staff will be encouraged to donate blood to the American Red Cross, helping



“Our team aims to do all we can to encourage selfless acts of kindness among our employees both internally and in the community...”

the organization accomplish its mission of preventing and alleviating human suffering in the face of emergencies.

Zodiac has collected a total of 178 pints of blood for the American Red Cross in past blood drives. This will be the seventh time Zodiac sponsors a Red Cross Blood Drive.

“The American Red Cross plays a critical role in our nation’s health care system,” said Bruce Brooks, CEO of Zodiac Global Pool Care. “Our team is grateful for the opportunity to support the largest single supplier of blood and blood products in the United States, helping others in times of emergency and disasters.”

IPSSA Chapter Membership Drive 2015

July 1st – December 31st, 2015

1st Place - \$3000

2nd Place - \$2000

3rd Place - \$1000

Contest rules: A chapter must be an approved chapter as of July 1st and bring in a minimum of 5 members to be entered into the contest. New and reinstated members only, transfer and employee members do not qualify. In the case of a tie, the prizes will be combined and awarded. Prizes will go to the winning chapters and not individuals.

Things to do in August

- Sunscreen ➤ Hats ➤ Drink lots of water



Attention IPSSA Members!

IPSSA is in the process of converting to new software and electronic billing, so we are trying to update our records. We ask that all IPSSA members please email the IPSSA Financial Office at membership@ipssa.com with your name, IPSSA ID#, phone number and email address. We want to make sure we have your most recent information on file. If you have any questions, you can call Sue at 888-391-6012. Thank you!

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THE IPSSAN

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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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Danny Johnson Wins the June Education Corner quiz

Danny Johnson, a member of the Redlands chapter, was selected randomly among all of the correct entries for the June Education Corner Quiz and will receive an IPSSA shoulder bag & backpack. All correct entries submitted during 2015 are eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the June quiz are 1. A water molecule has ___ atoms. A. 2 B. 3 C. 4 D. 5, *the correct answer is b) 3*. 2. Fiberglass is a material made from fine-spun filaments of glass woven into a fabric and used to reinforce plastic and other resins. A. True B. False, *the correct answer is a) True*. 3. There is no effective way to lower TDS in a pool except to drain all or part of the water and refill. A. True B. False, *the correct answer is a) True*. 4. The "ideal"

pH range for pool water is: A. 7.8 D. 7.2 to 7.6, *the correct answer is b) 7.4 to 7.6*.
7.2 to 7.8 B. 7.4 to 7.6 C. 7.4 to 7.4

Calendar of Events 2015

- August 1** **IPSSA Board of Regional Directors Meeting**
US Grant Hotel, San Diego, CA 10:00 am
info@ipssa.com
- August 6-7** **CPO Class**
Superior Pool Products, Anaheim, California
<http://www.anotherperfectpoolnews.com/cpo>
- August 20-21** **CPO Class**
SCP, Riverside, California
<http://www.anotherperfectpoolnews.com/cpo>
- Sept. 3-4** **CPO Class**
SCP, San Juan Capistrano, California
<http://www.anotherperfectpoolnews.com/cpo>
- Sept. 17-18** **CPO Class**
Superior Pool Products, El Cajon, California
<http://www.anotherperfectpoolnews.com/cpo>
- Sept. 24-25** **CPO Class**
Aquatic Center, El Monte, California
<http://www.anotherperfectpoolnews.com/cpo>
- Sept. 24-26** **Pool Industry Expo**
Monterey, California
www.poolindustryexpo.com
- Oct. 22-23** **CPO Class**
Superior Pool Products, Anaheim, California
<http://www.anotherperfectpoolnews.com/cpo>
- Oct. 29-30** **CPO Class**
Superior Pool Products, Palm Desert, California
<http://www.anotherperfectpoolnews.com/cpo>
- Feb. 5-6, 2016** **IPSSA Leadership Weekend**
The Sheraton Park Hotel, Anaheim, California
info@ipssa.com

*** WIN *
IPSSA Logo
Gear!**

Education

Corner

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for IPSSA logo gear. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by **SEPTEMBER 20, 2015**.

1. One percent is how many ppm?
A. 1.0
B. 10.0
C. 1,000
D. 10,000
2. Electricity pass through a solution of salt and water produces chlorine gas, hydrogen gas and
A. Sodium chloride
B. Sodium hydroxide
C. Sodium hypochlorite
D. Sodium hypochloride
3. One pound of salt is need in 10,000 gallons of water for each 10 ppm.
A. True
B. False
4. Stabilized chlorine refers to chlorine compounds that contain:
A. Sodium
B. Hydrochloric acid
C. Cyanuric acid
D. Calcium

Name _____
Address _____
City _____ State _____ Zip _____
Telephone Number (____) _____
Chapter _____

Correct Answers: 1. _____ 2. _____ 3. _____ 4. _____
(Please indicate A, B, C, or D for each answer.)

Mail Entry to:

**IPSSA Quiz, 10842 Noel Street, #107, Los Alamitos, CA 90720
Or Fax to: (888) 368-0432**

Entries for this month must be received by SEPTEMBER 20, 2015.

WELCOME NEW MEMBERS!

REGION 2 – Fresno: Robin Martinez. . . **Ventura:** Nathan Perkins.
. . . **REGION 3 – Santa Clarita:** Spencer Wygle. . . **REGION 4 – Whittier:** Alec Davis. . . **REGION 5 – Tustin/Irvine:** Kevin Bean.
. . . **REGION 6 – Corona:** David Stinson. . . **Redlands:** Greg Dicecca. . . **REGION 11 – Osceola:** Michelle Overhultz. . .
Sarasota: Don Nations, Susanne Roesicke.

**Enter To Win:
Basic Training Manual
Part 1
– Water Chemistry!**



We have a number of training manuals with slight imperfections on the outside cover that we are giving away! Simply fill out the form below and mail or fax it in for your chance to win! The winner will be randomly selected from all correct entries.

Answer the following question:

➤ How many chapter meetings must a prospective member attend in order to join IPSSA? *The answer can be found on www.ipssa.com.*

There will be a different question each time we have a book to give away. Check in next month!

Name _____
Address _____
City _____ State _____ Zip _____
Telephone Number (____) _____
Chapter _____
Correct Answer _____

Mail Entry to: Enter To Win
10842 Noel Street, #107, Los Alamitos, CA 90720 Or Fax to: (888) 368-0432
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Enter to win

2015 Conference dives deep to shape the future of aquatics

Professional growth, networking, and more presented To World Aquatic Health™ Conference Attendees



The twelfth World Aquatic Health™ Conference (WAHC) will host several unique and educational events to help leaders shape the future of aquatics, pools, and spas at the Scottsdale Plaza Resort in Scottsdale, Arizona. The National Swimming Pool Foundation hosted event will take place October 7-9.

This scientific and leadership conference promises a packed schedule and a robust networking environment. In conjunction with the WAHC, there will be two other aquatic-related conferences before and after the WAHC at the same hotel. "Vote on the Code 2015" by the Council of the Model Aquatic Health Code (CMAHC) will be held October 6-7. The WAHC will then start with a keynote address by Olympian and legendary announcer, Rowdy Gaines on Thursday, October 8. Following the end of WAHC will be the USA Swimming "Build-A-Pool" conference from October 10-11.

"In addition to a spectrum of scientific seminars, the WAHC has become a hub to leadership events" explained Thomas M. Lachocki, Ph.D., CEO of NSPF. "Science helps shed a light on the future, but the networking helps make it happen," he adds.

This year's conference theme is Shaping the Future Through

Aquatics. Seminars will focus on the most recent advances on health codes, Recreational Water Illness prevention, new industry technologies, advanced chemistry, disinfection byproduct prevention, and drowning prevention. A new track on Market Growth will reveal market research on how to create demand for pools, spas, and aquatic facilities. A series of short seminars on water immersion and activity health benefits will be presented to empower advocacy and growth.

Pre-conference events

Vote on the Code 2015: Council for the Model Aquatic Health Code (CMAHC)

Tuesday, October 6, 8:00 am to 6:00 pm-Wednesday, October 7, 8:00 am to 5:00 pm

CMAHC, a nonprofit organiza-



tion that oversees the collecting, assessing, and relaying to the CDC of important Model Aquatic Health Code (MAHC) update recommendations, will begin the organization's Biennial Conference two days before the WAHC. This co-pairing of conferences will give

members a better chance to comment, analyze, and vote on submitted MAHC change requests. For attendees to register for this important aquatic discussion on health and safety sign up at the WAHC's CMAHC registration portal, cost is \$220.00.

Insider's tour

Wednesday, October 7, 9:00 am to 2:00 pm

This year's pre-conference "Insider's Tour" will visit unique Scottsdale aquatic facilities. Participants will learn about different perspectives on designing and managing a profitable facility. Registration fee for this event is \$60, lunch will be provided. Sign up at the WAHC's registration portal.

NSPF instructor update meeting & marketing workshop

Wednesday, October 7, 1:30 pm to 5:00 pm

NSPF Instructors are invited to participate in the Marketing Workshop to learn new techniques for increasing your business and profitability. Immediately following is the NSPF 2015 International Instructor Update Meeting.

Noteworthy WAHC events

Welcome Reception: Celebrate National Swimming Pool Foundation's 50th Anniversary

Wednesday, October 7, 6:00 pm to 9:00 pm

Celebrate 50 years of Keeping Pools Safer and Open with NSPF, hosted at Desert Foothills. This special reception is a great opportunity to visit old friends, network, meet new contacts, experience the local



tastes of the city, and celebrate NSPF's 50th Anniversary! The reception is free for WAHC registered attendees; bus transportation to and from the reception will be provided.

Private film screening

Thursday, October 8, 6:00 pm to 8:00 pm

Be a part of a private screening of 2014's sport documentary, Touch the Wall, produced and directed by

Grant Barbeito and Christo Brock. The film follows four time gold medalist, Missy Franklin and Kara Lynn Joyce on their quest to the 2012 Olympic Games.

Keynote speakers and seminars

Thursday, October 8 – Friday, October 9

WAHC will begin with keynote speaker, Olympian Rowdy Gaines,

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Ask Sue

By Sue Robach

Sue Robach is national training manager for Pentair Aquatic Systems. If you have questions for Sue, send them to info@ipssa.com.

Here's a question I've been hearing a lot lately: What is ORP and do I need to know about it if I service only residential pools?

I'll answer the second part first. Yes. You should know about ORP.

Why? Automated chemical feed pump systems have been standard equipment in commercial pools for many years. They are becoming more popular for residential pools, so understanding

ORP is becoming more important for pool technicians everywhere.

ORP is an abbreviation for oxidation reduction potential. It measures the sanitizer's potential or lack thereof to oxidize the water. Oxidation is the process of removing harmful bacteria from the water by destroying the molecular makeup of a pathogen (the bad guy). ORP is a practical method for electronically measuring the effectiveness of a sanitizer.

Unlike sanitizer levels, which are measured in parts per million (ppm), ORP is measured in millivolts (a very small amount of voltage). Chemical controllers often have ORP meters built in, so they can sense and adjust water conditions for pH and ORP. You can also get a hand-held ORP meter.

It is important to note that ORP does not measure the level of san-

itizer residual but measures its effectiveness. Think of it this way: We know that chlorine effectiveness decreases as the pH increases and visa versa. That means your sanitizer residual may be high, but if the pH is also high, the sanitizer will be less effective. In this scenario, the ORP level would be low — indicating not that you need more sanitizer but that you need to balance the water.

The factors that can affect ORP are pH, total alkalinity, cyanuric acid and temperature. To find the right ORP level for a pool, bring everything into balance. Here's a guideline:

pH - 7.4 to 7.6

Total Alkalinity 110 - 120 takes into consideration Cyanuric Acid reading

Calcium Hardness - 200-275
Cyanuric Acid - 30 - 50



TDH below 3000 unless using salt for a generator

Chlorine residual 1.0 - 3.0 ppm colorimetric test kit

Once the pool is totally balanced, check the ORP reading. This will be the target or set point for that particular pool. Commonly, ideal ORP levels are in the range of 650 to 750 millivolts. For a good rule of thumb, effective levels are 680 and above.

If you arrive at a pool and the ORP reading is lower than the target, check and adjust pH first. If the pH is correct, next check and adjust the Total Alkalinity. Always allow time for the system to circulate and for the pH probes to adjust.

With ORP systems, you need to check more than the water

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Financial office thanks chapters with prompt payments

The Financial Office thanks the following 23 chapters, whose members all paid promptly in June before second notices were required:

- Region 1 – Tracy
- Region 2 – Central Coast
- Region 3 – San Gabriel Valley
- Region 4 – Central Los Angeles, East Long Beach, South Bay
- Region 5 – Anaheim, OCPP, Southwest, Tustin/Irvine
- Region 6 – Palm Desert, Palm Springs, Riverside
- Region 7 – Rancho Del Mar
- Region 8 – East Valley, Henderson
- Region 9 – Clearlake, West Houston
- Region 10 – Mid Peninsula, Silicon Valley
- Region 11 – Treasure Coast, Venice
- Region 12 – Tarrant County

*Send Your
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Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker

This month's question comes from a member in the San Fernando Valley.

Question:

On many occasions I've heard you recommend dropping a pool where there is a dangerous condition that the pool owner won't repair. Why is it not enough to notify the homeowner in writing that you recommend it be removed due to unsafe condition? Would not written notice be sufficient? Is that not enough or does dropping the account provide a better shield from liability? Why?

Answer:

Pool technicians have a legal duty to maintain the pool and equipment to avoid injury and/or property damage. Continuing to service a pool with a dangerous condition could result in any or all of the following:

- (1) Serious injury with you likely being sued based on your inadequate warning to the pool owner;
- (2) Serious injury to a guest with you being sued for damages relating to the injury;
- (3) Loss of time and money during meetings with attorneys, attending depositions, answering interrogatories, appearing at arbitration, mediation and possibly trial;
- (4) The emotional toll and feeling of responsibility for the serious injury or death of an adult or child;
- (5) A deterioration of your personal relationships based on the stress of litigation and feelings of guilt;
- (6) Possibly criminal charges if the dangerous condition rise to the level of criminal negligence;
- (7) Possibly administrative action and loss of license in an

action brought by the contractor's board;

- (8) Loss of reputation;
- (9) A judgment in excess of your insurance policy limits that risks your personal assets and future retirement plans;

For these reasons I continue to recommend that pool techs drop unsafe pools if the pool owner refuses to authorize corrective repairs. If you decide to drop the account, send a certified letter to the pool owners specifically advising them of the dangerous condition and advise them how that dangerous condition could result in injury or property damage. Keep a copy of this letter. If this is a commercial pool note that health departments in many cities will close a commercial pool that doesn't meet code or has safety issues.

Ask Sue

Continued from page 4

chemistry. You may need to replenish the chemicals in the feeding drums, for example, and it is also important to keep the ORP and pH probes clean of oils and calcification. If there is a build-up, use a soft-bristle toothbrush and clean them with dish soap.

We serve an automated industry today and chemical feed pump systems for residential pools is the newest trend. Learn as much as you can about these systems because they certainly will make your life easier in maintaining sanitizer effectiveness and pH control.

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President's message

By **Todd Starner**

Todd Starner is the Region 11 Director and current President of IPSSA.

There are times when I start to lose faith in IPSSA. Such was one of those times a few weeks ago.

The one thing I think we all forget is that IPSSA is a volunteer

association. Meaning your chapter board, region board and even the BORD are all volunteering to do that job.

We need to remember that we all share some common ground whether you have been around 20 years or 20 weeks. We all belong to a great association. We all

believe in the principle of the brotherhood of the association. We all volunteer in one way or another for the association. We all are successful business owners with great companies. We all have VERY different ideas on how to be successful and this is what can be a problem where IPSSA is concerned.

How you ask? Each chapter is like a small business. The problem is that each member in the chapter may have a different idea from yours. Just because their idea may be different, it does not make the idea good, bad, wrong or stupid. I believe every member has IPSSA's best interest in mind. What is important is that every idea from every member gets to be heard. It can be heard in chapter meetings, chapter board meetings, committee meetings, regional meetings, etc. You get the idea, just as long as every member gets to be heard.

Because of these differing opinions, IPSSA's founding members created bylaws, standing rules, policies and procedures and you regional and chapter standing rules. Please check with your chapter president or regional director for the proper procedure to get your ideas heard.

So as I said earlier, I started to lose faith in IPSSA. The main cause of this was negativity on or about IPSSA. For the past few weeks those were the kind of calls I was getting. So what does one do when feeling a bit blue? That's right - Road Trip! Region 9 had invited me to their region meeting in San Antonio, so I took them up on it and headed to their meeting. The meeting started at 9 am and as

I walked into the room I saw some old friends, people who had been around when I started coming to Region 9 meetings what seems like a lifetime ago. I also was happy to see all the new faces sitting at the board table. As the meeting started I listened to all the chapter reports and started to get that faith again. In the chapter reports all chapters reported that they had prospective members in the wings and all chapters had some kind community outreach program in the works. The meeting went on talking about region business and when we broke for lunch, we all ate together telling stories and having a good laugh. The meeting wrapped up around 2pm or so, a short meeting for Region 9. We all got a family picture and headed for the hospitality room.

Sitting there in the hospitality room I watched as all chapter reps came in at one time or another, some talking business, some talking family, and some just talking to talk. What stood out to me as I watched was the camaraderie this region has with each other and I asked myself was this one of the reasons why this region had two of the winning chapters from last year's membership drive? Good question. We all went to dinner as a group then hung out until 2am at the hospitality room. I said my goodbyes and called it a night.

The next morning as I headed for the airport and home I realized (something Amy tells me weekly) all I hear are the complaints about IPSSA. Because by the time members get to me they're already mad!!! So all I hear is the negative aspects



of IPSSA. Region 9 made me realize IPSSA is still a great association, with great people. Thanks guys for restoring my faith in IPSSA and sorry Amy, I will listen to you more often.

One thing that was discussed in the Region 9 meeting was elections. Half of the chapters and half of the regions will have elections in the next few months. For those of you out there thinking about running for a chapter position or region position, I say DO IT!!! Everybody has their reasons for not doing it but I think Jim Smith had the best reason for doing it. He said he ran for director because when he joined IPSSA, he needed IPSSA. When he ran for Region 9 director, IPSSA needed him so he gave back. I have been chapter president, regional director and your President and I love doing it. Serving IPSSA has been one of the best things I have done in my life. Not only do I get to give back to

Continued on page 7



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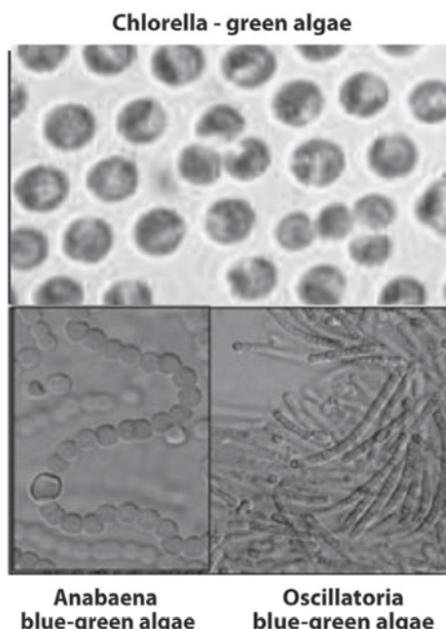
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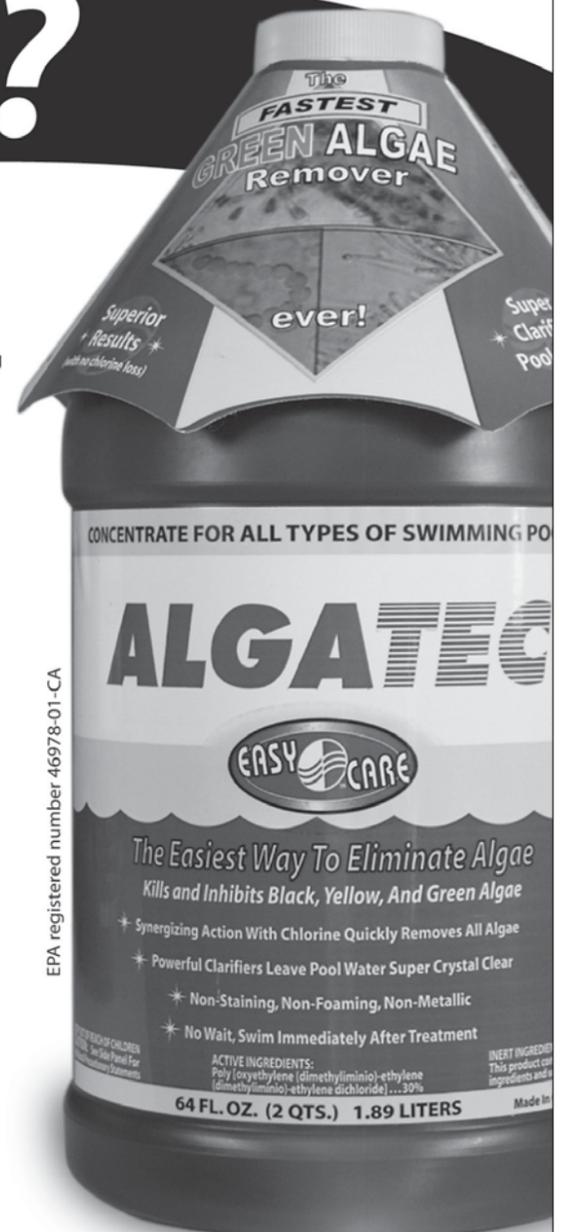
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Important things to know from the IPSSA Financial Office

As most of you are aware, in order to better facilitate the needs of our membership, we have new membership management software. Here are a few things you should know.

1. A renewal is the same as your monthly invoice.
2. Renewals are now sent to everyone who has an email on file. This was a decision made at the November 2014 BORD meeting.

If you are not receiving them, please make sure we have your correct email address.

3. Please make sure membership@ipssa.com is listed as a safe sender on your email.
4. If you are on auto pay by either credit card or automatic withdrawal (EFT) you will be receiving renewals each month. The auto pay will process as normal.

5. If paying through online banking, you need to schedule your payment before the 10th of the month. Please understand there is lag time in delivery and the check can take up to a week to reach our office.

6. Payments are due at the financial office no later than the 15th. We suggest you postmark the envelope by the 10th to avoid being late. In the event you get a

late fee, please feel free to contact our office and we will be able to assist you. Late fees are automatically applied after the 15th.

7. Your payment must be in our office by the last day of the month to avoid cancellation, as our cancellations are now automated.

8. All applications must be received with two months payment. You can get the exact

amount due from your chapter president or by contacting our office.

Thank you for your patience and understanding during this time of transition into the new program. If there is anything you need, please call us at 888-391-6012 or fax us at 888-391-6203. If we do not answer, we are on the line with another member and will get back to you as soon as possible.

It pays to designate beneficiaries

One of the benefits of membership in IPSSA is a \$50,000 life insurance policy. All you need to do is complete a Beneficiary Designation Form.

But, what happens if you haven't declared a beneficiary? You will lose control of who receives your benefits. The payment of funds will be delayed and, if the benefits are part of a probate, it could take a year or more for your loved ones to get those funds.

The good news is that, when your Beneficiary Designation Form is on file at the IPSSA financial office, the check for your life insurance benefit is issued as soon as the death certificate is received by the insurance company.

Call the financial office (888-391-6012) if you are not sure whether or not your Beneficiary Designation Form has been filed. If not, or if you want to change your beneficiary, you can download the form from the "Members Only" page of www.ipssa.com.

Don't neglect this small but important detail which could prevent headaches for those you love.

President's message

Continued from page 6

an industry that I love, I have also made lifelong friends. If any of you have questions regarding any type of office, contact your regional director or myself and we will

try to answer any question you might have.

As always thank you for your support!

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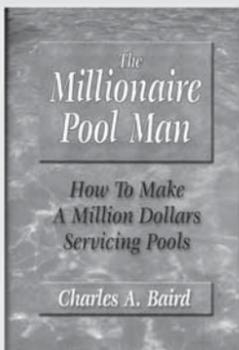


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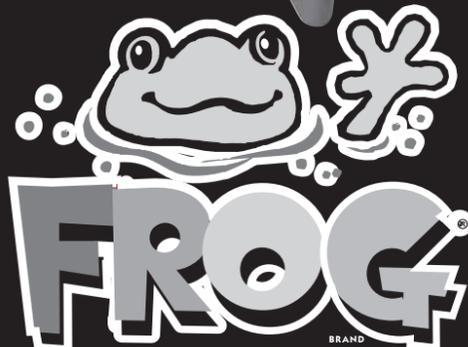
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Hot water basics for service pros

By Terry Arko

Terry Arko has more than 30 years' experience in the swimming pool and spa industry, working in service, repair, retail sales, chemical manufacturing, customer service, sales, and product development. A certified pool operator (CPO) and CPO Instructor through

the National Swimming Pool Foundation (NSPF). Arko is currently a Water Specialist for SeaKlear Pool and Spa Products including products that treat cloudy water. As members of the National Drowning Prevention Alliance (NDPA), Terry and the SeaKlear are passionate about water safety and drowning

prevention. SeaKlear is a subsidiary of Halosource Inc., a clean water technology company based in Bothell, Wash. He can be reached via e-mail at tarko@seaklear.com.

Not just a tiny swimming pool
Many pros who begin servicing tubs often do so with a misperception that caring for a small spa/hot tub will be easier and involve less chemical use and time than a swimming pool would. Those who have cared for spas/hot tubs know that nothing is farther from the truth. These individuals have discovered that spas and hot tubs aren't just tiny swimming pools.

The difference between pools and spa/hot tubs

In fact a spa/hot tub is much

more than just a tiny swimming pool. There are many differences between a pool and spa/hot tub and these differences call for a different and more strategic plan for care. Listed below are some of the major differences between spa/hot tubs and pools.

- Temperature- Most pools max temp 80° Spas/Hot tubs 92° to 104°
- Higher evaporation rate- leads to more scale and increased calcium levels
- Air jets and blowers cause quicker chemical reduction
- Water balance- smaller body of water means greater effect on pH, total alkalinity, calcium hardness and TDS from added chemicals

• Bather load ratio- 3 people in average spa/hot tub = 300 in a backyard swimming pool

There are a few simple basics to consider when servicing a spa/hot tub. These also apply anytime you drain and refill the tub.

Know your water

It is important to know what type of source water will be put into the spa/hot tub. Some areas have soft water and some have hard water. Some use well water others use treated water from a municipality or city.

Soft water means that there is very little mineral content and the water will be aggressive to the equipment of the spa/hot tub. If

Continued on page 13

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Why upgrading heaters for commercial pools is a great way to reduce operating costs

By Mike Fowler

Pentair Commercial Aquatics

Mike Fowler is the commercial marketing and sales manager for Pentair Commercial Aquatics in Sanford, N.C. He has been with Pentair 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, accounting and products. He can be reached via e-mail at mike.fowler@pentair.com.

Many parts of the country are experiencing colder winters. And energy costs continue to rise. During tight economic times, facility managers are all looking for ways to reduce their operating expenses. Commercial aquatic facilities that heat their pools and spas tend to notice their high energy bills this time of year. Pool professionals working with commercial pools as well as residential pools should offer customers a heater upgrade to energy savings and ultimately lower operational costs.

The buzz words these days are all about saving costs and being 'green' or energy efficient. And with heaters, it's a no brainer. The older model heaters of 7-10 years ago, might have started out being about 78% efficient. But over time, those same heaters are probably now only about 60% effi-

cient—as heat exchanger tubes fill with build up and even the burners get clogged.

Now is the time to bring up the subject of upgrading those old heaters—after seeing those high energy bills from this past season. Upgrading a heater is the perfect place to lower operating costs so you can re-invest your savings in other areas of your facility.

Why new heaters make sense

It is probably best to start by explaining how the heater works and why heaters become less efficient over time. It's important to be informed and understand exactly how your pool heater works and exactly how heater operation affects operating costs.

To begin with, the pool pump circulates the pool's water and is drawn from the pool then passes

through a filter and into the heater. The heater's combustion chamber ignites the gas, heating copper tubes arranged above the burner tray. As the water passes through, the heat from these copper tubes is conducted to the water, increasing the water temperature. The water then returns to the pool and re-circulates for consistent heating. This simple process provides quick, controlled heat.

So why should you upgrade to a new heater? The reasons are simple:

1. New heater models have much higher efficiencies (85-90%) than older models (60-78%) and use less energy (new heaters will immediately lower energy bills)
2. the heater they currently have is most likely not operating

anywhere near the its original efficiency rating

3. smaller/take up less space
4. have lower emissions today than years ago—for better air

quality and better for the environment

5. easier to maintain (plug and play)

Continued on page 11

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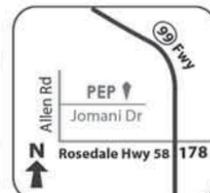
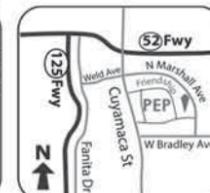
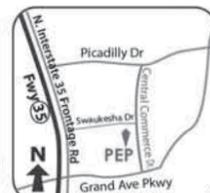
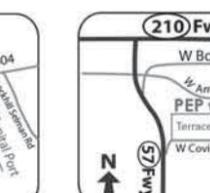
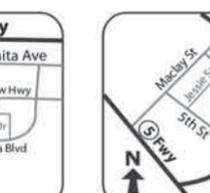
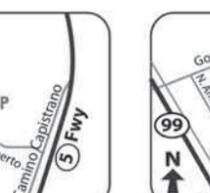
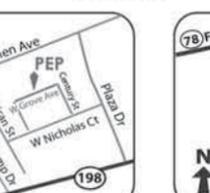
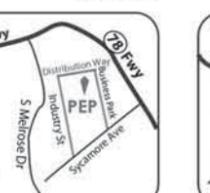






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Intermatic offers LED-compatible, code compliant PX50 Safety Transformer

PX50 safety transformers and rugged junction boxes for pool and spa use

Intermatic Incorporated, a leader in energy management solutions, announces the offering of the PX50 Safety Transformer for pool

and spa use. This latest addition to Intermatic's PX Series of transformers is a code compliant, 50 watt safety

transformer designed to supply underwater pool lights, submersible fixtures and outdoor garden lights with 12 to 14 volts. The

PX50 has been specially designed to operate reliably in harsh environments, such as high heat and humidity, as well as the chemicals typically found around pools and spas.

Intermatic designed the PX50 with critical safeguards built-in such as circuit protection that disconnects power to the transformer in case of defect or overload. The PX50 also features a grounded shield between primary and secondary windings to ensure safe operation. Compliant with NEC Code 680.23 for underwater luminaries, the PX50 is also in compli-

ance with UL-379 and CSA TILB44A standards.

"Contractors and end users can be confident that the PX50 provides code-compliant safety specifically for pool and spa use," says Intermatic Product Manager Ed Lang.

The PX50 also features:

- Removable cover for easy access to isolated high and low voltage compartments
- Knock-outs for quick and convenient wiring
- Selectable output voltage of the secondary, depending on input connections

In addition, the PX50 is universally compatible with LED lighting systems. "As more users turn to energy efficient lighting,

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Upgrading commercial pool heaters

Continued from page 9

The scoop on new high efficiency swimming pool heaters

Gas pool heaters are rated by BTU input output (BTU stands for British thermal unit). Inputs Outputs range from 75,000 Btu to 4,500,000 Btu. Today's swimming pool heaters start off being 85-90% efficient. This means that if you have a heater that is rated 85% efficient with a 400,000 BTU input, what comes out of the heater (OUTPUT) or actual heating capability is 85% of the total BTU—so in this case, it would be 340,000 BTU's that come out of the heater.

Heaters that are 7-10 years old

started off being about 78% efficient. So with the same example above, with a heater input of 400,000 BTUs you only receive an output of 280,000 BTUs. This is assuming the heater is still operating at the same rate as it did when it was first installed. However most heaters start losing efficiency over time just from basic operation.

Reasons for decreased efficiency

Why is your heater not as efficient as it was when it was first installed? Here are a few reasons for decreased efficiency:

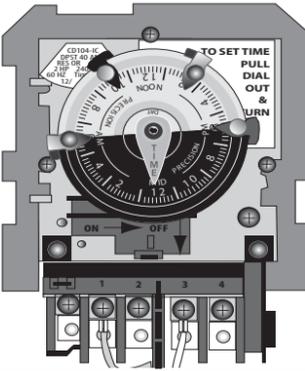
Build up on heat exchanger tubes: Heat exchanger tubes build up with chemical residuals and calcium that causes the unit to lower its water flow. When the flow is reduced then the heater loses its ability to heat the water making it less efficient than originally designed. This causes the unit to require more energy consumption to heat the same amount of water in the pool.

Reduced water flow: It's all about water flow. If the water flow is too fast, you get condensation. If the water flow is too slow, the heater is not warming the water efficiently. NOTE: A pump that isn't working properly can contribute to a heater's inefficiency due to

Continued on page 20



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Hot water basics for service pros

Continued from page 8

untreated this can cause damage to the pump, filter or heater. To prevent this calcium chloride should be added to the water. Calcium hardness should be maintained between 150 to 400ppm in a spa/hot tub.

Hard water contains a lot of minerals such as calcium and

to use a stain and scale control additive at least once a week.

Balance your water

Balanced water is critical in a spa/hot tub. There are two main adjustments to be made when dealing with spa/hot tub water.

- Total Alkalinity- This creates a buffer in your water so that it can

the water is more base or alkaline.

A good tool for adjusting and holding pH and alkalinity in place between drainings is to use a product that holds the pH steady by boosting the total alkalinity. The technology here raises up the alkalinity by adding a soft form of calcium to the water. The result is the pH gets locked in and can't be easily affected by acids. This is an ideal product for use in soft water low mineral areas. These products are not recommended for hard water areas.

Sanitize the water

When it comes to spa/hot tub sanitizers there are several choices although chlorine and bromine are still the two most popular. Chlorine should be maintained at 3ppm. The best type of chlorine to use for a hot tub is sodium di-chlor. This granular material is available in two different strengths 56% and 62%. The pH of both types of di-chlor is near neutral at 6 so it has much less capability of destroying total alkalinity and pulling down the pH.

Bromine should be between 4-6ppm. Bromine can be more practical than chlorine for a service pro. Especially if the service is just once weekly. Bromine holds longer in hot water than chlorine and the service rep can install a bromine feeder to ensure there is proper sanitizing during the week. Bromine generators that use sodium bromide and electrolysis to create sanitizer are another viable option for spas/hot tubs.

UV and Ozone

These units are available for spa/hot tubs. These can be very helpful to the service pro because

they work day in and day out keeping the water oxidized and purified. They are ideal along with a weekly chemical treatment.

Regular shocking

Spas/hot tubs should be shocked with a chlorine free shock or by using sodium di-chlor granular chlorine at each service.

Using the right chemicals

Many pool pros may fall in to

the trap of using the same chemicals in the spas as they do in their pools. This can seem to make sense because they get the products in bulk and save by using fewer chemicals. However this can also be a very costly mistake. For example Tri-Chlor tablets should never be used for stand-alone hot tubs. Trichlor tablets are

Continued on page 16



magnesium. This type of water will require special attention when balancing to account for the excess minerals. If hard water is not dealt with properly it can lead to the formation of scale on tub surfaces and damage to the equipment. Scale can form fast in a spa/hot tub because calcium becomes a solid and drops out of solution in hot water. The calcium combines quickly with carbonates to form tough, damaging scale. In hard water areas it is recommend-

resist any acids that may be added to the water. This is the first and most important adjustment to be made. Total alkalinity acts as a control to the pH. The pH cannot be properly adjusted if the total alkalinity is out of the suggested ranges. The recommended total alkalinity range in spas/hot tubs is 80 to 120ppm

- pH- This is a measurement of the acids or bases in the water. A low pH indicates the water is primarily acidic. A high pH means that

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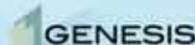
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Safely handling and using pool and spa chemicals

By Terry Arko

Terry Arko has more than 30 years' experience in the swimming pool and spa industry, working in service, repair, retail sales, chemical manufacturing, customer service, sales, and product development. A certified pool operator (CPO) and CPO Instructor through the National Swimming Pool Foundation (NSPF). Arko is currently a Water Specialist for SeaKlear Pool and Spa Products including products that treat cloudy water. As members of the National Drowning Prevention Alliance (NDPA), Terry and the SeaKlear are passionate about water safety and drowning prevention. SeaKlear is a subsidiary of Halosource Inc., a clean water technology company based in Bothell, Wash. He can be reached via e-mail at tarko@seaklear.com.

Owning a pool or a spa leads to many great benefits. Like family fun, relaxation, exercise and great memories of summer's spent by the pool. Whether it's a pool or a spa along with the benefits there is some responsibility to the up-keep and care that is needed. At the heartbeat of pool and spa care is the use of chemicals to keep water clean and sanitized. Understanding the proper use and storage of these chemicals ensures a safe and hazard free experience for the owners of swimming pools and spa.

Why chemicals are necessary

A glass of water may appear to be clean and clear to the human eye. However there is more to water than meets the eye. The water in swimming pools or spas can become a collecting site for contaminants, which include the following:

1) Dissolved Solids – These include salts, chemicals leached from the soil, sulfur, calcium and phosphates etc.

2) Trace Metal Oxides – Iron, manganese, cobalt and copper are just a few types of metal ions that can cause staining on pool and spa surfaces.

3) Un-dissolved Solids – Small particles of dirt, dust, pollen or floating algae.

4) Polluted Air – Chemical or bacteria that is airborne. A typical air blower on a spa will pump 50 cubic feet of air every minute into the water. Also, pools with fountains or airing devices. When air passes through water it leaves behind any pollutants it contains. Water acts as a natural filter to whatever is in the air, car exhaust, dust etc.

5) The Immediate Environment – Plants, trees, weeds, leaves, grass clippings and fertilizers are all potential threats to the quality of pool or spa water.

6) Insects and Animals – One dog in a pool is equal to the contamination of 50 people. Other culprits include ducks, frogs, birds, rats or even bears. Ants, flies and sow bugs all have an effect on sanitizer residual of pool water.

7) Weather – Rain can wash dirt, smog and silt into the pool. Acid rain can wreak havoc on the water balance and cause metal ions to precipitate. Windstorms can blow in materials that cause contamination. The sun causes evaporation which leads to a build up of solids left behind in the pool.

8) Humans – We carry a lot of stuff on our own bodies that can contaminate water. Every time we enter the water our bodies shed millions of bacteria. One person can exude 3 pints of perspiration in a spa in one hour. Deodorants, hairspray, body lotions and perfumes can also add to water quality demands.

Because of the many different

water contaminants that can be present water treatment chemicals are necessary. One of the most important factors in the treatment of swimming pool water is to ensure that it is clean, safe and free from disease causing germs. For this reason chemicals that are classified as sanitizers or disinfectants are used. Chlorine and bromine are two of the most common

chemicals used for the treatment of pool or spa water. Other chemicals include, water balance chemicals that can be corrosive or acidic. There are also an array of specialty chemicals and algaecides which all come with special use and handling instructions.

Understanding labels

Because chemicals can present various hazards if they are spilled

or used improperly it is a requirement that they are labeled to inform the user of any potential hazards from misuse or improper storage. All products that are classified as hazardous in any way will be required to post a hazard notice on the front of the bottle. There are three main words used on pool chemicals to describe the

Continued on page 25




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Hot water basics for service pros

Continued from page 13

highly acidic and heavily concentrated for treating larger bodies of water. The acidity of Tri-chlor tablets will rapidly destroy total

alkalinity's buffering capacity leading to severe drop in pH. Soda ash should not be used to manage the total alkalinity and pH. This

can cause problems and frustration due to the high pH of soda ash being introduced into a small amount of water. It will be particularly difficult to manage the total alkalinity without causing a spike in pH. This pH spike could reach

as high as the pH of the soda ash itself, which is 13. Then you play a catch twenty-two game adding acid to lower then adding more soda ash to raise but never being able to reach a balance. The best way to deal with both total alkalinity and pH adjustment in a hot tub is to use sodium bicarbonate. Sodium bicarb's pH maxes out at 8. So, total alkalinity can be indefinitely raised using sodium bicarb and the pH will go no higher than 8. It is much easier to adjust down from a pH of 8 than a pH of 13.

Another problem is using liquid chlorine to sanitize. There is approximately 1 pound of salt in every gallon of liquid chlorine. When that is being added to a small body of water such as in a hot tub it will cause the total alkalinity, pH and hardness to increase very rapidly. Because spas have a high evaporation rate caused by the higher temperature of the water and bather load, the TDS will also spike, which will mean the water will have to be frequently drained. You can also cause scale problems

that can lead to plugged filters and equipment failure.

Clarifiers

Many service pros only use clarifiers when the water turns cloudy. While clarifiers will work to clear cloudy water the real purpose of a clarifier is to prevent water from becoming cloudy in the first place. Therefore, clarifiers should be used weekly. It does make a difference what type or clarifier is used. Service pros should make sure to use a natural non-petroleum based clarifier. After all oil in hot water is not a good thing.

Hot tubs should be viewed as entirely different from a swimming pool and the service pro should take care to make sure that there is understanding of the make up of the source water, the equip and most particularly that the proper chemicals are used.

Water change out formula

$$\text{Spa gallons} \div 3 \div \text{Users per Day} = \text{Number of days to draining}$$

Example: 500 gallon spa $\div 3 \div 2$ Users per Day = Drain every 84 days.

Fresh water and proper chemical balance and use will keep spa clean and safe

Common hot water problems:

- Cloudy water- Lack of sanitizer, shocking and clarifier. Check filter and clean or replace cartridge. Check water balance-shock and clarify water proactively on a weekly basis.
- Colored water- Metals i.e. copper, iron. Check water balance. Low or high pH can cause copper to precipitate. Oxidation can cause iron to drop out. Check water balance use stain and scale prevention products.
- Foaming- Caused by soft water or by high dirt and oils in water. Increase water hardness with calcium chloride. Use a clarifier that flocs organics and oils or an enzyme. De-foamers help temporarily but many are straight silicone oil and exacerbate the problem in the long run-
- Chemical odors and eye and skin irritation- Need for shock, water balance, make sure cover is left off when shocking. Check TDS and drain water if needed
- Skin rashes- Source water bacteria pseudomonas. Allergy to chemicals chlorine or bromine. Improper water balance, lack of sanitizer or water in need of draining.
- Bio-films- If spa and hot tubs are not maintained and sanitized properly a bacteria-containing slime can form on filters and in plumbing. This bio-film can contain disease-causing bacteria. Clean filter cartridges monthly with a good filter cleaner follow by rinsing thoroughly with a high-pressure nozzle to break up and prevent the formation of bio-film.

California Capitol Report

Continued from page 1

cover design and style are considered. This study aims to end that uncertainty by examining a pool's water usage with many different types of covers, accurately measuring and tracking the differences in each. This will include measuring the water levels of eight different pools at the NPIRC for a full sixty days, taking into account such factors as climate conditions, wind, and rainfall during the study.

Swimming pool owners seem to understand that pool covers are one of the best methods to save water. However, consumers have not been provided accurate information on the performance of the various systems. In addition to the traditional air bubble covers, there are different kinds of permanent covers, solar rings and solar squares, and now a range of liquid pool covers that provide systematic water savings while maintaining the landscape features of the pool. This study seeks to more clearly inform the pool and spa industry on the exact numbers of evaporation and water loss, as well as empower pool owners to make the best choice to protect and maintain their investment.

In this time of drought and water scarcity, it is more important than ever to fully understand the entirety of a pool's water usage, and actively look for new and innovative ways to lower a pool's already minimal water footprint. In our meetings with water districts and cities throughout California, CPSA has repeatedly recommended the use of pool covers as a means for pool owners to reduce their water usage while still being allowed to fill and maintain their pools. However some cities have expressed the desire for more concrete information and data on this particular subject. With this study in hand, we will have all the information we need to show cities and water districts that pools are a responsible part of any water savings plan.

This study is a crucial part of CPSA's Let's Pool Together campaign. It will help demonstrate to water management professionals throughout the state that pools and spas can contribute to the water saving effort, and we are grateful to all those who have come together to make it a reality. Stay tuned for more information.

To learn more, contact Brittany with the CPSA.



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I give consent for my company name, company address, company phone number, company fax and company website to be published in CPSA documents such as publications, directories, the association website, and be distributed to other members and consumers when requested.

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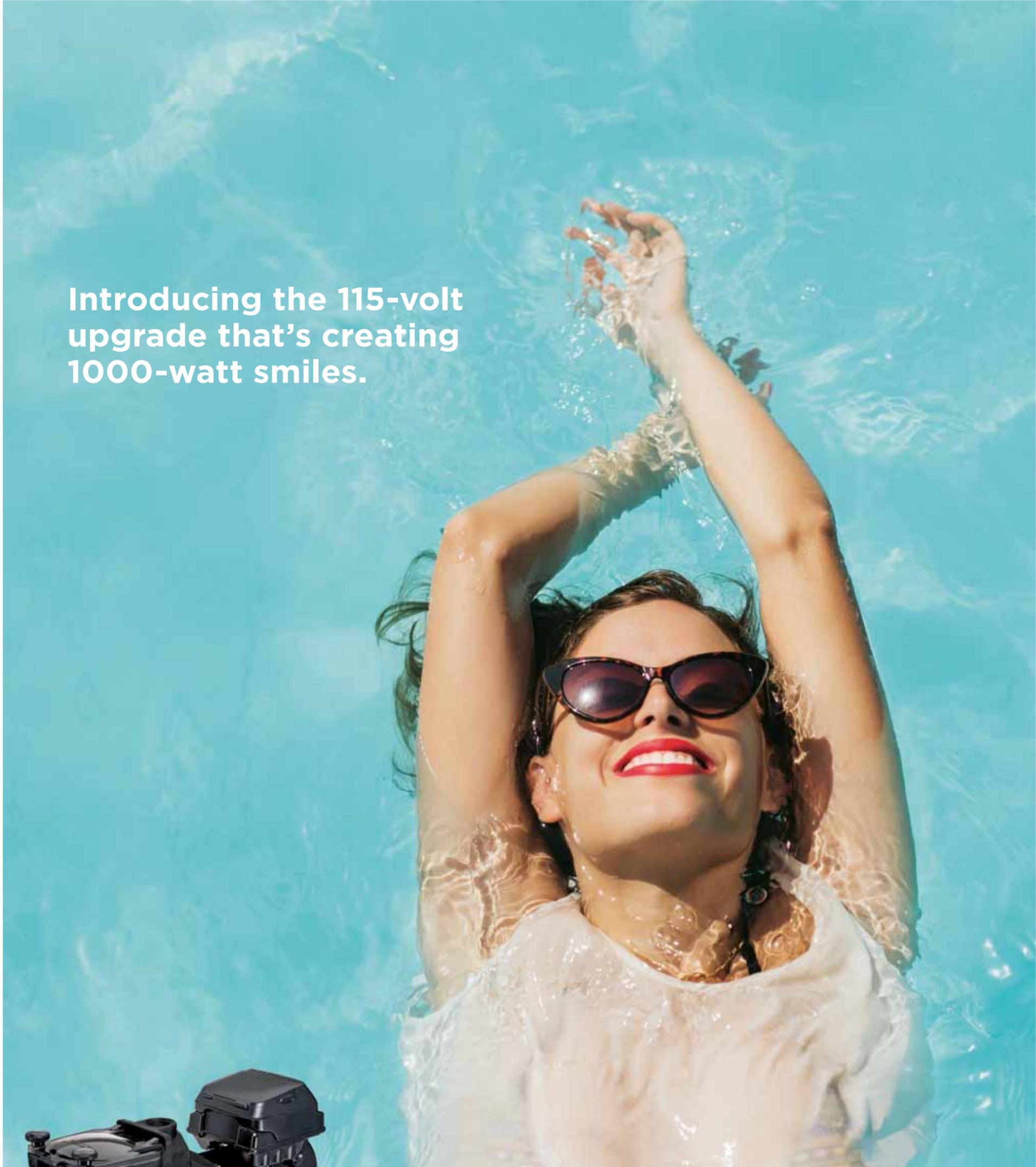
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Questions? Please contact us via phone, fax or email. Fax or mail this form with your business information and credit card data or check to the address below.

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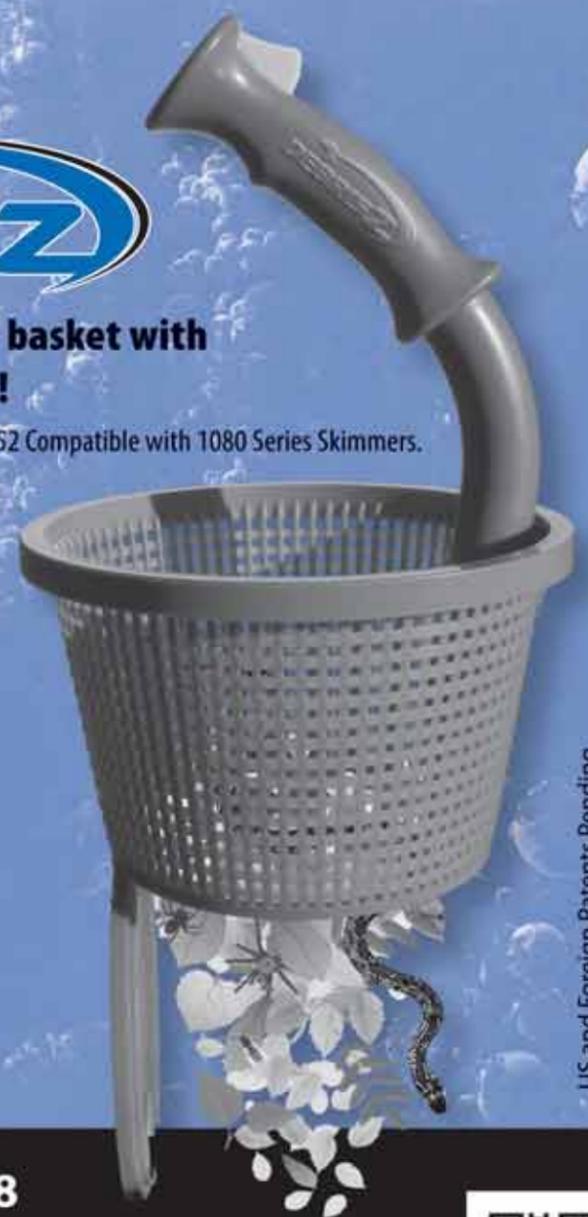


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How to hire and keep the right employees

By Arif Sealey

Arif Sealey is a former pool service operator and owner of Sealey Business Brokers that helps owners and future entrepreneurs buy and sell businesses in Texas, Arizona and California. For more information, go online to SealeyBB.com or call toll-free 1-844-POOL-RTE.

The ultimate dream for most business owners is to build a company that works even when we're not "in the office." We want a self-sustaining system that will generate the desired level of profits and income – independent of our personal daily input. While on the links or sipping beer in courtside seats, we want to feel confident that the team in the office has the knowledge, skill sets, and personal drive to get the job done. Building that self-replicating system requires developing policies and procedures that cover hiring, training and monitoring of employees.

Let's start by examining the onboarding process. When considering whether to hire an employee, as a company owner and former route owner, I start by quantifying what the job position must accomplish to further the company. Then I identify and prioritize the skills and personality traits of people who have been most successful in the role I want to fill; this provides a description of the ideal candidate to target. It also lays out which features I can forgo if a compromise is neces-

sary – since it's rare that every candidate will have all the desired experience and traits. Then it's necessary to develop questionnaires/preliminary tests, or contract for electronic employment systems, to screen any job applicant against your wish list.

Once, you've hired that applicant, you'll need a training period to ensure the new hire learns your company's core values and systems for servicing a route. The training of a new hire should be inspirational but also transparent and goal-oriented. Every employee wants to know what they must do to please the boss. I recommend creating a training program that:

- outlines 4-5 clear, measurable and reasonable goals for the new hire
- ties job performance only to the tasks that relate to those goals
- models for the new employee

how to do each task up to corporate standards, and

- shadows and provides feedback to the new hire as he/she performs those tasks until satisfactory.

Testing of knowledge and your business culture is a must before training concludes.

Then it's key to provide incentives for the attaining goals and to minimize all other unrelated tasks as much as possible. In one study*, there were 4 primary reasons why companies fail to implement their business strategies; two of which were that only 5% of the workforce understood the company's business strategy and only 25% of managers had incentives linked to the strategy.

Bringing on a great employee requires thinking through your company's needs and structures before the job description is post-

ed, providing proper training, and taking time to share information and clear expectations for the employee and the company. But for those companies that invest the time and resources, it can make the difference between hiring a

hotshot who's unreliable or difficult to work with, and hiring a timely, responsive pool route tech who grows the business.

Source: "5 Key Principles of Corporate Performance Management" by Bob Paladino



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Upgrading commercial pool heaters

Continued from page 11

irregular water flow. This might be an opportunity to look at a variable frequency drive to ensure the water flow through the heater remains consistent.

Condensation: Propane and natural gas, when burned, produce water as a by-product. If the heat exchanger is too 'cool' the humid flue gases will condense on the fins of the heater. Condensation on the heat exchanger causes the carbon to adhere to the heat exchanger. The condensate collects then drops on to the burners. The combustion is then compromised as 'raining' condensate that interferes with the flame pattern. This poor combustion turns into 'soot' and the 'soot' collects on the fins, which causes the flue gasses to be impeded. Not only will the condensation cause inefficiencies in the heater functionality, but will also cause oxidation on copper

from low return water temperatures.

Low gas pressure: Low gas pressure can cause damage to the internal parts of the heater causing build up that leads to blocking of the heat exchanger.

Lack of proper ventilation: Can cause what is called 'sooting' and thus not allow the heater to work to its maximum efficiencies. The soot layer is like insulating the heat exchanger and heat does not transfer to the water as well.

Costs of reduced efficiency

Let's take a 20,000 gallon pool as an example of how these less efficient heaters affect a facility's costs. It is important to note that 1 BTU will raise 1 LB. of water 1 degree Fahrenheit

Natural Gas example

Initial heat up time and cost

Let's say you have a 20,000 gallon pool that requires a 20 degree temperature rise

NOTE: (1gal of water weighs 8.33lbs)

20,000 gal x 8.33 lbs = 166,600 lbs of water in the pool that will need to be heated.

166,600 lbs x 20 degree rise = 3,332,000 BTUs required

(BTUs is a measurement / hour)

So you need 3,332,000 BTUs to raise the water 20 degrees or 138,833 BTUs per hour.

(3,332,000 ÷ 24 hours = 138,833 output BTU per hour required)

Going back to our original example of a new 400,000 BTU heater that is 85% efficient, or in other words, has a 340,000 BTU output.

With at 340,000 BTU output it will take 9.8 hours to raise that 20,000 gal pool by 20 degrees

3,332,000 BTU's ÷ 340,000 = **9.8 Hours**

As we all know, gas companies charge by the THERM. So to figure out how much it will cost to heat, you need to know that 100,000 BTU's = 1 THERM.

If we know that it takes 9.8 hours to heat a 20,000 gallon pool with a 20 degree temp rise using a 400,000 BTU heater that is rated at 85% efficient (i.e. 340,000 BTU output), then to figure out the cost of the gas required to heat that pool with that heater:

Hours of heat up time X input BTU's / by 100,000 X cost of a therm

9.8 X 400,000 = 3,920,000 total Btu's

3,920,000 ÷ 100,000 = 39.2 therms used

If the cost of a THERM of gas is \$1.20/therm then:

39.2 therms X \$1.20 = \$47.04

or \$47.04 to raise that 20,000 gal pool by 20 degrees in that 9.8 hour period.

But if we had an 5-7 year old 400,000 BTU heater that was rated 78% efficient but is now probably only operating at 65% efficient, then you are looking at a heater that outputs only 260,000 BTUs so:

3,332,000 BTUs required ÷ 260,000 = **12.8 Hours**

12.8 x 400,000 = 5,120,000 BTUs

5,120,000 BTUs ÷ 100,000 = 51.2 therms

51.2 therms x \$1.20 = \$61.44

This means that it costs the facility 30% more to heat the same body of water with their older heater.

Continued on page 21

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Upgrading commercial pool heaters

Continued from page 20

Propane Example

Now let's look at a similar example for propane use:

1 Gallon of propane = 92,000 BTU

9.8 hours of run time X 400,000 BTU input = 3,920,000 Total BTU's required

$3,920,000 \div 92,000 \text{ BTU} = 42.61 \text{ Gallons of Propane}$

If the cost of 1 Gallon of propane = \$3.00

$42.61 \text{ gallons} \times \$3.00 \text{ per Gallon} = \127.83

But if it takes 12.8 hours to increase the temperature then:

$12.8 \times 400,000 = 5,120,000 \text{ BTU}$

$5,120,000 \div 92,000 = 55.65 \text{ Gallons}$

$55.65 \times \$3.00/\text{gal} = \166.95

Again it will cost the facility 29% more to heat their pool with their older, less efficient heater.

Choosing a heater for a particular commercial pool

Now that you understand how the heater works and why your current, older heater is not operating efficiently—causing drastically increased energy consumption for a reduced output—now it's time to determine what kind of heating unit is appropriate for your aquatic facility.

Pool size does matter—as do factors such as whether or not the pool is an indoor or outdoor pool.

To calculate an approximate heater size for a pool, facility managers need to:

a) Determine the desired swimming pool temperature (average is 82 degrees for competitive swimming)

b) Determine the average temperature for the coldest month of pool use (if the pool is an outdoor pool)

c) Subtract the average temperature for the coldest month from the desired pool temperature.

This will give the TEMPERATURE RISE needed.

d) Calculate the pool surface area in square feet

e) Use the following formula provided by the U.S. Department of Energy:

$\text{Pool area} \times \text{Temperature Rise} \times 12 = \text{the btu/ hour output required}$

To clarify, heaters are sized based on a 24 hr temperature rise. So a heater with a 1million BTU takes 24 hours to raise the pool temperature 15 degrees

Based on this information, you can which heater is appropriate for your aquatic facility.

Additional benefits to a new heater upgrade

Here are a few additional reasons to upgrade to a new heater:

1. *Lower Emissions:* Now there are cleaner burning heaters or Low NOx heaters which have minimal emissions. LoNox—environmentally friendly—nitrous oxide emissions below 10%. In most of California, as well as Texas, these are required and have a regulated emission standard. Other states are sure to follow in the coming years.

2. *Easier Maintenance:* "Plug & Play": Today's commercial pool heaters face changing conditions as many installers have not been trained in commercial application techniques. Plus facilities find that pool cleaning staff, lifeguards and facility managers are all adjusting heater settings frequently. So having a unit that is

completely enclosed and is ready to go, leaves less room for problems caused by facility staff. Heaters are constantly faced with:

#1 Improper control of return water temp > results in HX condensing & failing

#2 Insufficient combustion air & chemicals > attack HX & chamber

#3 Changes in flow rates from > dirty filters, human error when

backwashing, improper settings on by-pass valves

Today's newer heaters are much easier to install and maintain (Pentair Commercial's PowerMax heater is an example of a heater designed as more of a plug and play plus, as a sealed combustion type heat, there's less of a chance for internal issues to occur such as condensation.)

3. *Sealed Combustion:* Many

new heaters today have sealed combustion units. These are safer because:

a) Pool heaters installed indoors are frequently located next to stored chemicals—so if they are sealed they are less of a fire hazard (even if chemicals are not present when heater is installed, chemicals maybe present later.

b) Adequate combustion air is guaranteed when outside air is

ducted with a sealed combustion unit.

Conclusion

Now you have all the facts and are ready to upgrade to a newer, more efficient heater that will immediately reduce your energy bills. Updating your heater will surely make you happy when you see how it lowers the monthly operating costs of your recreational aquatic facility.

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PX50 safety transformer

Continued from page 10

such as LED, it's critical that they have access to a transformer that has been specifically tested for compatibility with LED lighting," Lang said.

Other new offerings include the PJB4175 and PJB2175, light

junction boxes specially designed for pools, pool-spa combinations and landscape applications. These rugged, easy-to-install J-Boxes support up to four pool and spa lights and are rated for luminaries, ensuring safe operation.



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- Electrical safety courses
- Occupational safety courses
- Environmental management courses
- Department 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 under the Resources tab click on Online Training Store 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.

IPSSA CODE OF ETHICS

As a member of the Independent Pool and Spa Service Association, Inc., I will utilize my professional knowledge and skilled practical workmanship in providing quality customer service. To that end, it will be my responsibility to keep informed of developments in the pool and spa industry including new techniques and product applications.

My second obligation will be to the members of IPSSA by giving them any professional assistance they may need including sick route coverage. With respect to sick route coverage, I will treat sick route clientele with professionalism and respect, and will not solicit the business of a sick route client while providing sick route coverage.

My final responsibility will be to my community and its citizens. I will strive to communicate the necessity for pool safety and other issues of importance to pool and spa owners.

In these ways, I will promote the ideals and objective of the Independent Pool and Spa Service Association, Inc.

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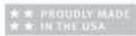
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World Aquatic Health Conference

Continued from page 3

on the morning of October 8. Two keynote speakers from Float On, Graham Talley & Ashkahn Jahromi, speaking as a team, on Friday morning of October 9.

NSPF is partnering with Platinum Sponsor, PlayCore, to host a special "Water Immersion Works" symposium on Friday, October 9. Eight established researchers in the Aquatics Field will present 5-7

minute, TED-Style talks focused on the benefits of water immersion.

Details on all seminars and presenters can be found at TheWAHC.org. Included are links to a complete information package, secure online registration and hotel reservations. The deadline to take advantage of a \$50.00 early registration discount is July 31. Full-time college students (12+ credit

hours) may register for only \$150.00 by providing proof of enrollment at an accredited college or university. For additional information, emailconference@nspf.org or call 719-540-9119.

Post conference event

USA Swimming — Two-Day Build & Program-A-Pool Conference

Saturday, October 10, 8:00 am

to 5:00 pm - Sunday, October 11, 8:00 am to 1:00 pm

Registration Fee is \$35 for WAHC conference attendees; sign up at Build & Program-A-Pool's registration portal. The Regional Build Program-A-Pool Conference is not just about building pools. Participants will learn how to program pools for financial sustainability, renovate, upgrade or expand existing pools, and design/build new facilities.

Conference sponsors

The lead sponsors for the World Aquatic Health Conference are Hayward Commercial Products, provider of worldwide technology-advanced pool equipment, and PlayCore, a leader in developing programs, resources, and education around how child development is positively affected through inclusive play. Additional sponsors include Pentair Aquatic Systems, Councilman-Hunsaker, WAPOTEC, Industrial Test Systems, Inc., ETS UV Technology, AQUASALT, Everything About Water Magazine,

Clear Comfort, and Delta UV. Conference sponsors help us all by bringing the best and brightest together every year. Sponsorship is still available, please email conference@nspf.org for more information.

Tabletops

Tabletop displays are available for key sponsors. Also, 501(c)(3) non-profit organizations may receive a tabletop at no cost with two paid registrations on a first come, first serve basis. Organizations are encouraged to contact the National Swimming Pool Foundation early, as space is limited.

Hotel and travel

Discounted hotel rooms at the Scottsdale Plaza Resort can be reserved in advance of a conference registration for a rate of \$154 per night plus taxes. The hotel room block is available through September 13, 2015, but will sell out early; attendees are encouraged to reserve a room online or call (800) 832-2025 and ask for the NSPF/WAHC rate.

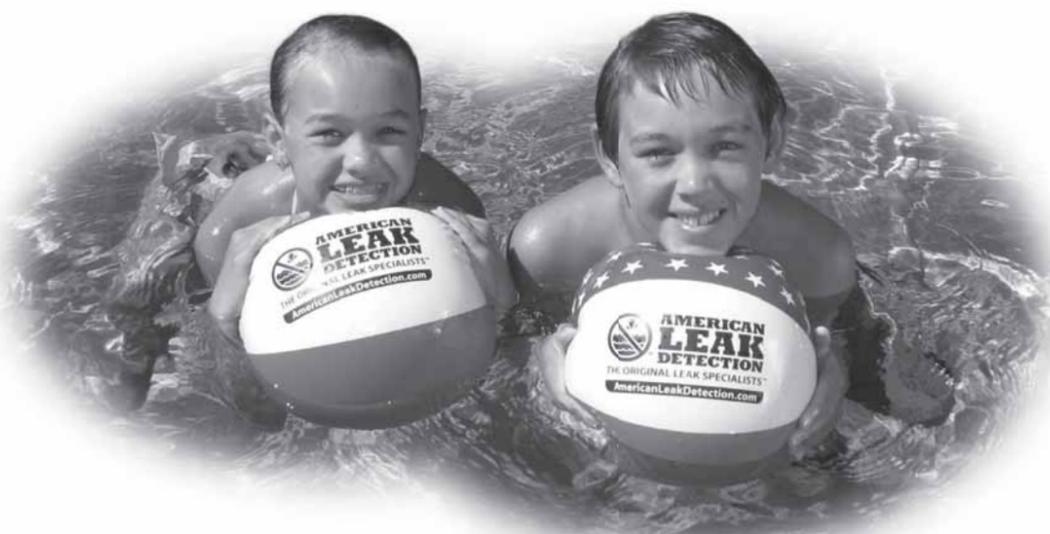
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Pool and spa chemicals

Continued from page 15

degree of the hazard from the chemical.

• **Caution:** This indicates a potential hazard which MAY cause injury if product is used or handled improperly.

• **Warning:** Indicates a potential hazard that when product is used or handled improperly COULD result in serious injury and may be fatal.

• **Danger:** This indicates an immediate hazardous danger from improper handling and storage. Product WILL cause an immediate injury and/or death

These three words on the front of a chemical are known as “signal” or “alert” words to inform the users of the potential hazards of using the chemical. These signal words are meant to direct the user to more information usually found on the back label of the bottle or container. This further information can indicate if the chemical is an eye, skin or lung irritant for example and there will be instructions to medical professionals on the treatment if there is exposure to the chemical.

Any chemical that is classified



Photo Courtesy of SeaKlear Pool & Spa

as hazardous must state on the label the active hazardous chemical. Many specialty chemicals that don't fall into a hazardous category are not required to list the active ingredient on the label. Many of these products may still be irritants or have specific handling instructions such as “extremely slippery if spilled” for example.

Most labels for chemicals classified as hazardous also list an 800 number where a medical professional can call to get further information on the chemical and what the counter measures are for any improper exposure.

All chlorine products carry the signal word DANGER on the front label for various reasons depending on the type of chlorine. Calcium Hypo-Chlorite for example is classified as a extreme oxidizer. If calcium hypochlorite is improperly stored or disposed of it has the potential to create a fire.

Proper use

When using any product with a signal warning it is important to read and understand all instructions and warnings on the label. When applying any type of chlorine to a pool or hot tub it is advisable to wear rubber gloves and even eye protection. If using a dry powder or granular form, never apply when wind is blowing toward you as this can cause the chemical to blow back into your face. When pouring liquids be careful to avoid splash back which can ruin clothing and could be an irritant to skin. If directions of chemicals call for dilution before adding make sure to always add the chemical TO water, never add water to the chemical. When you pour water onto chemicals it can cause a reaction or splash back

onto your face or hands. Always add chemicals to water. Also, NEVER mix chemicals physically in a bucket or container together as this can cause a hazardous reaction that could create an irritating gas.

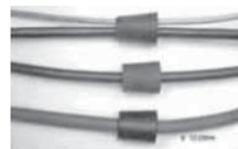
When using chlorine feeders or floater never mix chemicals or different types of chlorine in the floater as this to can cause a violent reaction or even an explosion. Always check with a pool or spa

professional when changing brands or types of chlorine to be applied in a floater or feeder. Unless specifically instructed on label NEVER put chlorine tablets into the skimmer basket of the pool as this can cause corrosion that will damage the equipment. When applying dry chemicals using measuring cups or scoops always make sure these are clean and dry

Continued on page 26

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Pool Safely's Top 10 Tips to stay safer around the pool or spa

1. Learn how to swim and teach your child how to swim.
2. Install a four-foot or taller fence around the entire perimeter of the pool and use self-closing and self-latching gates; ask your neighbors to do the same at their pools.
3. Never leave a child unattended in or near a pool or spa and always watch your children closely around all bodies of water.

4. Designate a Water Watcher to supervise children in the pool or spa. This person should not be reading, texting, using a smart phone or be otherwise distracted. Adults can take turns being a Water Watcher.
5. If a child is missing, look for him or her in the pool or spa first.
6. Keep children away from pool drains, pipes and other openings to avoid entrapments.

7. Ensure any public pool and spa you use has drain covers that comply with federal safety requirements, and, if you do not know, ask the pool manager if the facility complies with the "VGB Act."
8. Learn how to perform CPR on children and adults, and update those skills regularly.
9. Install and use a lockable safety cover on your spa.

10. Have lifesaving equipment such as a life ring, float or fiberglass reaching pole available and accessible.
- Pool Safely, a national public education campaign supporting the requirements of Section 1407 of the Virginia Graeme Baker Pool and Spa Safety Act, works with partners around the country to reduce fatal child drownings, non-fatal drownings and entrapment*



incidents in swimming pools and spas. Parents, caregivers and the media are encouraged to visit: PoolSafely.gov or @PoolSafely on Twitter for vital safety information regarding the prevention of child drownings in and around pools and spas.

Pool and spa chemicals

Continued from page 25

and never use the same scoop or cup for two different chemicals as this can cause a contamination and reaction.

Lastly, read all use instructions and warnings of any new chemical you will be using, if in doubt consult a pool and spa professional.

Proper storage

When storing pool or spa chemicals the two most important words are CLEAN and DRY. You want to keep your chemicals in an area that is clean and free from moisture. Also, chemicals should be stored in an area with good ventilation and that is not subject to extremes in temperature. All chemicals should be stored in an area that is out of the reach of small children. All liquid chemicals should be stored closer to the ground and BELOW dry chemicals. NEVER put liquid chemicals on top of or over dry chemicals. If a spill of dry chemicals should occur carefully sweep up the dry material and dispose of it in a bucket of water or in the pool. Dry forms of chlorine should never be disposed of in a trash can or dumpster as this can lead to a spontaneous reaction with organic material and could cause a fire. When dealing with a liquid spill always use disposable towels or absorbent materials to contain the spill, follow label directions or contact a local hazardous spill authority for disposal instructions. Chemicals should NEVER be stored in bedroom closets or any cabinets in a living space. Certain chemicals such as oxidizers, bromine or chlorine can create off-gassing when they become moist or begin to degrade this can cause a nauseous gas which can be harmful when breathed in. All chemicals should be stored in an area out of the house that is dry and has good ventilation.

To gain the greatest enjoyment from your pool or spa means that the water is clean and sanitary. The best way to keep water pure is by using chemicals that are designed to disinfect and keep the water free of contaminants. The use of these chemicals requires responsibility to see that these beneficial chemicals don't become something that causes harm in your house. Taking the time to read and understand the proper use and storage of these chemicals will help ensure that you have an enjoyable and safe experience with your pool or spa.

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For Association information: call Amy Nijjar, (888) 360-9505 / • (888) 368-0432 FAX / 10842 Noel Street #107, Los Alamitos CA 90720, E-mail: anijjar@ipssa.com
For billing or Membership information: call Sue Neronde at (888) 391-6012, FAX (888) 391-6203, e-mail sue@cramerpcpa.com or P.O. Box 1617, Rocklin, CA 95677

Chapter treasurers contact: ipssafinancial@cramerpcpa.com

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REGION 1 (NORTHERN CALIFORNIA)

B.O.R.D. Member: Brian Duncan
(925) 370-6675
E-mail: brian@pppsinc.com

CAPITAL VALLEY: (Sacramento)

First Wed., 7 p.m.
VFW, 8990 Kruithof Way, Fair Oaks
Pres. Gregg Simon (916) 536-9165
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., Canton Garden Restaurant
7840 Brentwood Blvd., Brentwood
Pres. Martin Stenhouse (925) 240-8222
justapoolman@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
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ELK GROVE

Second Wednesday, 7:00 p.m., Logan's Roadhouse,
9105 W. Stockton Boulevard, Elk Grove
Pres. Jerry Marquardsen (209) 747-4953
jerryrpoolservice@yahoo.com

GOLD COUNTRY

First Mon., 6:00 p.m., Max's Restaurant
110 Grass Valley Hwy, Auburn
Pres. Allan Leas (530) 887-8074
al@townpools.com

MODESTO CENTRAL VALLEY:

Third Tues., 6 p.m.
Perkos Restaurant, Kiernand Road & 99, Salida
Pres. Mike Imelio (209) 581-3294

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. Greg Mongeau (209) 833-8109

WEST PLACER

First Thurs., 5:30 p.m., Strikes Bowling Alley
5681 Lonetree Blvd., Rocklin CA 95765
Pres. Kim Silva (916) 955-2990

REGION 2 (CENTRAL CALIFORNIA)

B.O.R.D. Member: Manuel Margain
(559) 307-1072
E-mail: manuelmargain@comcast.net

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. Tom Mazzo (805)550-6709
tmazzopoolguru@yahoo.com

CONEJO: Second Wed., 7:30 p.m.,

Cisco's, 1712 Avenida de Los Arboles, Thousand Oaks
Pres. Dennis Van Sloten, (805)813-6154
dvs10@live.com

CONEJO VALLEY

Second Wed., 6:30 p.m., Superior Pool Products
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Pres. Michael Flanagan (805) 444-7960

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Roundtable Pizza at First & Bullard, Fresno
Pres. Norm Carpenter, (559) 217-1228
ipssafresno@gmail.com

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Pres. Joe Burich (805) 451-1963
mericks2001@yahoo.com

VENTURA: Third Tues., 7 p.m.

Yolanda's Mexican Cafe, 2753 Main St., Ventura
Pres. Jason Trone (805) 660-6344

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: Ivan Vance
(818) 376-8541
E-mail: ivanvance@att.net

ANTELOPE VALLEY

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

DIAMOND BAR

First Thurs., 7:30 p.m., Oak Tree Lanes, Diamond Bar
Pres. Robert Nichols (626) 914-4813

FOOTHILL

Third Thurs., 7:00 p.m., American Legion Hall
La Crescenta at Manhattan, La Crescenta
Pres. Raul Fernandez (818) 563-9410

SAN FERNANDO VALLEY

Third Wed., 7:30 p.m., Canoga Bowl
20122 Vanowen, Canoga Park
Pres. Elias Duran (818) 360-4769

SAN FERNANDO VALLEY METRO

First Tues., 7 p.m., Canoga Bowl
20122 Vanowen, Canoga Park
Web site: www.sfvmetro.com

Pres. Saul Krochmal (818) 609-8252

SAN GABRIEL VALLEY

Second Thurs., 7:00 p.m.

Call or email Terry Snow for location

Pres. Terry Snow (909) 985-1830
tls.pools@verizon.net

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: Jason Briggs

(310) 370-2144

E-mail: jason@paradisepools.biz

CENTRAL LOS ANGELES

Second Mon., 6:30 p.m., Han Woo Ri Presbyterian

Church, 1932 S. 10th Ave, Los Angeles

Pres. Se Hwan Kim (323) 733-8712

EAST LONG BEACH

Second Tues., 6:30 p.m., Ecco's Pizza,

2123 N. Bellflower Blvd, Long Beach

Pres. Bill Rothwell (562) 425-8249

poolboy1950@yahoo.com

SOUTH BAY

Second Wed., 7 p.m., American Legion Hall

412 S. Camino Real, Redondo Beach

Pres. Randy Mahler, (310) 832-1785

rmahler@oceanviewpools.net

WESTSIDE

Second Tues., 6:30 p.m., American Legion Hall

5309 S. Sepulveda, Culver City

Pres. Jeff Von Dwingelo (310) 749-1853

waterdogpoolservice@msn.com

WHITTIER: First Wed., 7 p.m.

Superior Pool Products in Santa Fe Springs

Pres. Tom Horning, (562) 458-2881

tomspoolcare@roadrunner.com

REGION 5 (ORANGE COUNTY)

B.O.R.D. Member: Steve Donohoe

(949) 235-5888

E-mail: steve@anotherperfectpool.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. Jeff Steinker (949) 586-4860 jsteinker@cox.net

DANA POINT: Second Tues., 6 p.m.,

Coco's, Crown Valley and I-5

Pres. Brian Bottrell, (949) 697-8544

vambrian@gmail.com

HUNTINGTON BEACH

Third Mon., 6:30 p.m., Round Table Pizza

Warner & Euclid, Huntington Beach

Pres. Greg Beard (714) 903-8607

MISSION VIEJO: First Tues., 6 p.m.

Claim Jumper, 27845 Santa Margarita Pkwy

Pres. Mark Byrne, (949) 690-6381

eternitypool@gmail.com

NORTH ORANGE COUNTY

Second Wed., 7 p.m., Graziano's Italian Restaurant,

17487 Imperial Highway, Yorba Linda

Pres. Rick Reyes (714) 635-5459

rickmreyes50@yahoo.com

ORANGE COAST

Last Monday, 5 p.m., Carrow's Restaurant

Warner & Magnolia, Huntington Beach

Pres. Michael Kei Black (714) 891-0351

mblackels@netzero.com

ORANGE COUNTY #1

Second Wednesday, 7:00 p.m., Graziano's,

17487 Imperial Hwy, Yorba Linda

Pres. Bill Walton (714) 632-8888

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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,

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Pres. Jim Romanowski (714) 404-2550

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SADDLEBACK VALLEY

Last Tues., 6 p.m., Lone Star Steakhouse,

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Pres. Scott Kather (714) 742-9597

SOUTHWEST: First Wed., 6 p.m., ABC Pools

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Pres. Ken Tipton (562) 430-8515

SURF CITY

Third Tues., 6:30 p.m., Superior Pool Products,

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Pres. Frank Malavar (714) 960-3558

TUSTIN/IRVINE

Second Tues., 6:00 p.m., PSOC Waterline Technologies,

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Pres. Rich Foley (714) 974-1514

YORBA LINDA

First Wed., 6:45 p.m., Lampost Pizza,

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(call president to confirm mtg time).

Pres. Jaime Aranda, (714) 746-5138

jaimearanda@sbcglobal.net

REGION 6 (INLAND EMPIRE)

B.O.R.D. Member: Scott Peterson

(951) 699-8407

E-mail: ipssascott@yahoo.com

CORONA: Second Tues., 7:00 p.m., Marie Callenders

160 E. Rincon St. (at Main St.), Corona

Pres. Johnny Springer (951) 741-6189

johnnypoolandspa@sbcglobal.net

HEMET: Third Wed., 6:00 p.m., El Jalapeno

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Pres. Dan Riley V (951) 588-9035

dan@hemetpoolcare.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., Carows Restaurant

11669 Foothill Blvd., Rancho Cucamonga

Pres. Ron Goodwin (909) 989-0406

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PALM DESERT

Third Thurs., 6 p.m./7 p.m., please check with pres.

Sloan's, 81539 US Hwy 111, Indio CA

Pres. Matt Kauber (760) 702-0160

salernopools@yahoo.com

PALM SPRINGS

First Wed., 6:30 p.m.

Elks Lodge, 67491 Elk Drive, Palm Springs

Pres. Ken Pomije (760) 413-6022

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,

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Pres. Scott Zahn, (951) 966-0592

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TEMECULA/MURRIETA

Third Wed., 7 p.m., Pat & Oscar's

29375 Rancho California Rd., Temecula

Pres. Jack Delaney (951) 674-6318

REGION 7 (SAN DIEGO COUNTY)

B.O.R.D. Member: Joe Lukacik

(619) 508-8587

E-mail: joe.sunpools@yahoo.com

CARLSBAD: Third Wed., 7 p.m.

Grandma's Restaurant, 539 Vista Bella, Oceanside

Pres. David Talbot (760) 845-6863

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Third Wed., 6:30 p.m., Call for location.

Pres. James Leisten (760) 737-3058

jim@blueribbonpools.com

NORTH COUNTY COASTAL

Third Tues., 6:30 p.m.

Brett's BBQ, 1505 Encinitas Blvd., Encinitas

Pres. Daniel Carlson (760) 613-1552

RANCHO DEL MAR

Third Mon., 5:30 p.m., Tio Leos

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Pres. Joshua McKee (858) 337-4482

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