

California Capitol Report The Implications To A Business That Ignores The Dynamex Decision Are Severe

By **John Norwood**
General Counsel for the
CPSA



What will happen to a business who ignores the implications of the Dynamex opinion? Do you believe your entity is “too small” to come to the attention of the US Internal Revenue Service, California Franchise Tax Board (FTB), or the California Employment Development Department (EDD)? What are you risking when you contract with any independent contractor in California? There will be many small, mid-size corporations, partnerships, Limited Liability Corporations, and S-Corporations who choose to ignore the game-changing impact of the recent California Supreme Court Opinion in the case of Dynamex Operations West, Inc. v. Superior Court. It is with great risk that pool or spa businesses take the position that “They’ll never find us. We’re too small.” Or, “Our independent contractors only work for a few weeks or months at a time.” Or,

“Our independent contractors have their own business entity. Surely this does not apply to me!” Those who choose to ignore the Dynamex opinion are genuinely gambling with their company or entity as well potentially their own financial future. The impact of the Dynamex opinion cannot be exaggerated or overstated.

Independent Contractor or Misclassified Employee

The first thing that must be understood about the Dynamex opinion is that it literally changes the nature of worker classification across all businesses, entities, and organizations regardless of the nature of your industry or the type of work or business your organization undertakes. All California agencies (such as the EDD or FTB) and the IRS will immediately work under a new

Continued on page 15

Congratulations Region 8!!!



Left-to-right: Jay Arthur, DPCA Co-Vice President; Mike Lee, IPSSA Region 8 Director; Marc Cannon, Immediate Past Region 8 Director; Angela Clark, IPSSA Region 8 Drowning Prevention Representative; Jessica Curtis, DPCA Co-Vice President.

By **Angela M. Clark**
LizardPools & IPSSA East Valley Chapter

At 8:00 a.m. on a Thursday morning in August you would normally expect to find Mike Lee (Region 8 Director), Marc Cannon (Immediate Past Region 8 Director), and Angela M. Clark (Region 8 Drowning Prevention Representative) servicing pools for each of their individual pool companies. However, that was not the case on August 23, 2018. All three were sitting at the back of a beautifully renovated building in Downtown Phoenix. The event to entice these professionals from their swimming pools was the 2018 Drowning Prevention Coalition of Arizona (DPCA) Annual Awards Breakfast. What do you ask could be so important about this event to pull these pool servicers from their accounts after two weeks of storms? IPSSA Region 8 Arizona & Nevada had been nominated for the DPCA



Corporate Award. An award given to an organization that had committed itself to water safety and drowning prevention. Honored to be nominated amongst the eight organizations recognized in 2018 for their contributions to water safety, the need to represent Region 8 was felt by all three. Listening to the water safety contributions of the other nominees, it was an honor to know someone felt IPSSA Region 8’s contributions had been worthy of recognition with these organizations. However, the honor was not to stop there. IPSSA Region 8 Arizona & Nevada along with the Salt River Project, a local electric utility provider, was award the

2018 DPCA Corporate Award. Some of the contributions highlighted during the Awards Breakfast were having the DPCA attend all Region 8 Chapter meetings in May, distributing water safety information through membership out to home owners with swimming pools, donating swimming lessons across multiple cities, having chapters certify their members in CPR, and most of all donating 500 U.S. Coast Guard Approved Life Jackets to multiple events during the summer. Congratulations IPSSA Region 8 Arizona & Nevada on the recognition and award for all your hard work and contributions to drowning prevention & water safety.

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.

DO NOT HOLD
DATED MATERIAL

Things to do in October

- Evaluate previous season and start planning for next year
- Walk-throughs on properties, evaluate for upgrades
 - Deck seals
- Tax planning and investment planning

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THE IPSSAN

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Congratulations August Quiz winner is Sean Krider!

This is the first submission I've seen from Sean and it was not only all correct but also picked from the drawing!! Keep them coming Sean! You'll also be entered to win the big prize at the end of the year!

The correct answers for the August Quiz are 1. Hardness increaser is incompatible with sodium bicarb. A. True B. False. *The correct answer is B. False.*

The three categories of chlorine are: A. Elemental, organic, and natural B. Organic, inorganic, and natural C. Elemental, organic and inorganic, D. Dry, liquid and gas. *The correct answer is D. Dry, liquid and gas.* 3. Low total alkalinity will cause the pH to be

unstable: A. True B. False. *The correct answer is A. True.* 4. killing form of bromine. A. True B. False. *The correct answer is A. True.* HOBBr (hypobromous acid) is the

Calendar of Events

- Oct. 10-12** World Aquatic Health Conference
Charleston, SC
- Oct. 26-27** IPSSA BORD Meeting
Los Angeles, CA
- Oct. 31-Nov. 2** International Pool, Spa, and Patio Expo
Las Vegas, NV
- Feb. 8-9, 2019** IPSSA Leadership Seminar & Banquet
Annual Business Meeting February 8
Leadership Seminar & Banquet February 9
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REGION 2 – Conejo Valley: Jonathan Coronado...
Ventura: Brandon Peters... **REGION 5 – Mission Viejo:**
Jeff Brooks, Shane McCuistion... **REGION 9 – North Austin:** Jason Gold, Ukiah Soto... **REGION 10 – Santa Clara:** Myshel Portz... **REGION 12 – Dallas:** Brian Ivy...
Tarrant County: George Doest

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.

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 44 chapters, whose members all paid promptly in September before second notices were required:

- Region 1 – Tracy, Capital Valley, Gold Country, Elk Grove, and East Contra Costa
- Region 3 – Santa Clarita, San Fernando Valley, and San Gabriel Valley
- Region 4 – Central Los Angeles, South Bay, and Whittier
- Region 5 – Anaheim, Dana Point, Yorba Linda, Orange Coast, Southwest, Mission Viejo, Tustin/Irvine, and Surf City
- Region 6 – Menifee Valley, Riverside, Temecula/Murrieta, and Corona
- Region 7 – Rancho Del Mar and Carlsbad
- Region 8 – Scottsdale, North Phoenix, West Valley, and Henderson
- Region 9 – North Houston, Corpus Christi, Austin, West Houston and Hill Country
- Region 10 – Tri Valley
- Region 11 – Manasota, North Georgia, Sarasota, and Port Charlotte
- Region 12 – Mid Cities DFW, Fort Worth, and Tarrant County

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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 **NOVEMBER 20, 2018.**

1. A pH of 5.0 is 100 times more acidic than a pH of 7.0.
A. True
B. False
2. Normally, pools should be partially drained when the hardness reaches this level:
A. 1000 ppm
B. 500 ppm
C. 400 ppm
D. 800 ppm
3. The pH of the water does not affect chlorine effectiveness.
A. True
B. False
4. At a pH of 7.5 and a temperature of 68 degrees Fahrenheit, you have this much chlorine in the killing form (HOCl)
A. 55%
B. 60%
C. 49%
D. 38%

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, P.O. Box 3367, Rocklin, CA 95677

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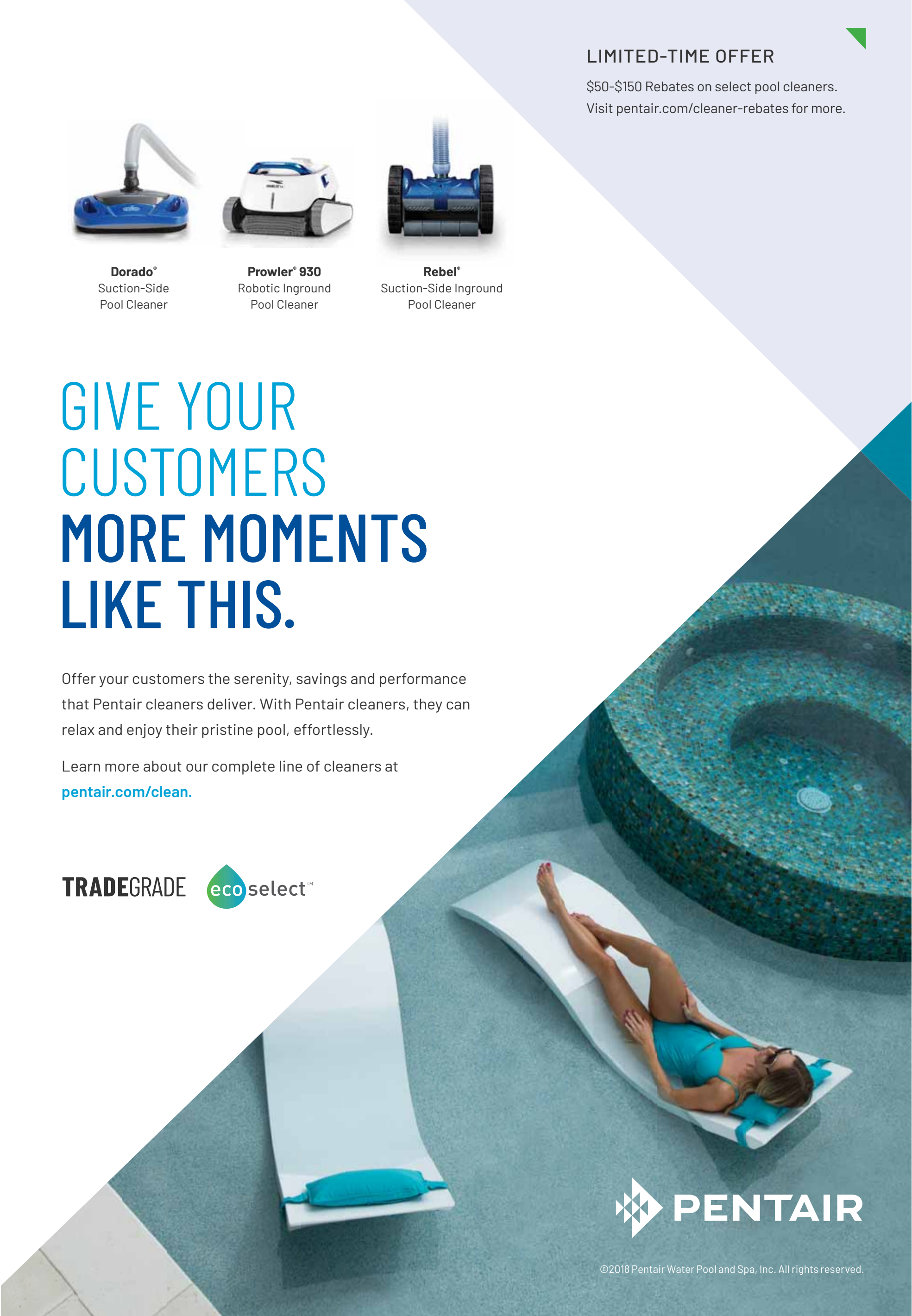
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Highlights of the Aug. 4, 2018 BORD meeting

BORD approved IPSSA Policy & Procedure Manual. Update to included changes to grammar and committee guidelines. BORD was provided the policy in draft form. BORD motioned that the IPSSA Policy & Procedure be approved as presented.

Motion: Margain

2nd: Hawes

All- 11

Absent: Snow

John Dixon, Region 6 Director, reported on the discussion with Jennifer Farewell of APSP and their education offerings. Possible relationship with APSP for members and IPSSA.

Adam Morley, Region 4 Director reported that the

IPSSAN has lost money over the past few years. Morley discussed the IPSSAN as a quarterly print version and electronic version the other months, to help contain costs.

Michael Harris, Region 7 Director, reported that the Membership Program Committee approved three new associate members, APi, CMP and Jack's Magic.

Becky Clayson, Region 9 Director, reported update on website initiative. Review of website interactive application in progress. In other words, IPSSA website to become mobile responsive.

Derric Raymond, Region 11 Director, reported on CE courses developed for Florida education.

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 was recently cleaning filter grids in my customer's driveway because there isn't a good place to do it in the backyard. As I was working a city truck pulled up across the street. The driver was intently watching me and all the while taking notes. As I left the job he remained and I'm worried. Other chapter members are telling me to expect trouble and one guy says he was fined \$1500 for doing some-

thing similar. What should I do?

Answer:

Tasks that were once routine in the pool service industry may now be subject to regulation from either the city, county, state or even federal government and navigating these laws can be challenging. In recent years municipalities have placed restrictions on what can be drained into city streets and sewers. A few have even prohibited draining pools into sewers and storm drains due to concerns about chlorides or metals. I remember a case many years ago where a service tech backwashed a filter through a hard-plumbed copper pipe that went underground. The pipe emptied into a creek and the pool

water killed some fish. A few weeks later he was charged with a misdemeanor for violating various fish and wildlife codes. The district attorney sought jail time and a large fine. Eventually the case resolved with the pool tech serving no time in jail, but he did pay a \$3,000 fine. Fines and penalties are NOT covered by insurance. You may want to check with your local health department about the city regulations and consider using a backwash sock to capture the DE and/or a canvas bag in which you can clean the grids.

I don't know if you will be fined or prosecuted for this incident but you'd be wise to check with an attorney if you do receive paperwork.

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
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A Message from the President

By David Hawes

IPSSA President, Region 1 Director

Hi All,
 What a year. Everyone I have spoken to seems to have had a really busy Summer. I hope it has been a profitable one for you as well. At the time of this writing, I have just returned from Pool Industry Expo. It was my 31st PIE show that I have attended and presented seminars at. I always look forward to these shows for a few reasons. The first one is the opportunity to reconnect with so many great people I have gotten to know in the industry. Manufacturer's reps, service techs, and new folks in the pool family are always present. It reminds me that

no matter how "big" the pool industry is, it really is a pretty small family. The cliché that "you are on your own, but not alone" really rang true this past weekend.

The second reason is the chance to see all of the new equipment, gadgets, chemicals, covers, and software advancements that have been developed for us service techs. These shows are sometimes the only chance some of us have to visit with those selling product or services, that we can see, touch, and watch in action. I want to encourage you to look at the show calendar and try to set time aside to attend and check them out.

The third reason is the education. I know many of us have been

"in the business" for a long time, but we can always learn something from attending the classes presented. As a speaker, I actually learn more from the discussions in the class than some of the attendees. The chance to talk about issues that you thought you were the only one having is invaluable and supportive when you find out several of us are going through the same thing. If nothing else, the saying "misery loves company" comes to mind. I hope you will continue to support the shows out there and continue increasing your learning curve. Hard to beat the product and candy they give away. Soooo much candy.

Let's move on to your Association updates. Your BORD

has been hard at work trying to make sure we continue providing as much as we can in terms of benefits. We have changed the template of your dues invoice every month. When asked how much IPSSA costs every month, we wanted to make sure you all answer correctly. Your Chapter dues and IPSSA Association Dues are now spelled out in the first two lines so it is clear what IPSSA actually costs. Take a look. Your invoice then lists the cost of the Insurance program if you are signed up for the HUB policy, which is our Officially Endorsed Insurance provider. All too often when someone asks how much IPSSA costs, the entire amount of your monthly invoice is quoted. I think it is important to look at all of the benefits we receive as a member of the Association and how little that costs. It also helps you understand how much you are truly paying for the incredible insurance program that is offered to you as a member of IPSSA through HUB insurance and Ray Aroustey, our Broker.

We are currently well into planning the Leadership Weekend. Our program is going to be geared toward the tools our Chapter Presidents and Treasurers need to be effective leaders. Please start making plans. Announcements will be forthcoming. We are continuing to work of the IPSSAN, and our website. You will be seeing some changes in both of these sources of communication in the coming months.



I cannot say enough about my BORD members that work hard to perform their duties, and they do it FOR FREE. The volunteer hours put into making sure IPSSA continues to thrive and build momentum are unbelievable. Those members of IPSSA that have been assisting on committees have been a tremendous help to all of us. We are soliciting help again from members that want to assist a specific committee. We will be taking volunteers and putting as many of you to work as the numbers allow. Our Executive Director, Rose Smoot, has been doing a great job of steering our BORD along a path of better governance and operation. She has been working with us for several months, and enjoys working with us. Imagine that. Overall, we are moving in the right direction and continuing our work with fiscal decisions and increasing the benefits of belonging to the largest service association in the world. Give yourself a pat on the back. Keep up the good work out there, and if you have some extra time, we sure could use the help and input. Stay Tuned...

10/27 NEXT BORD MEETING IS AT THE LAX MARRIOTT

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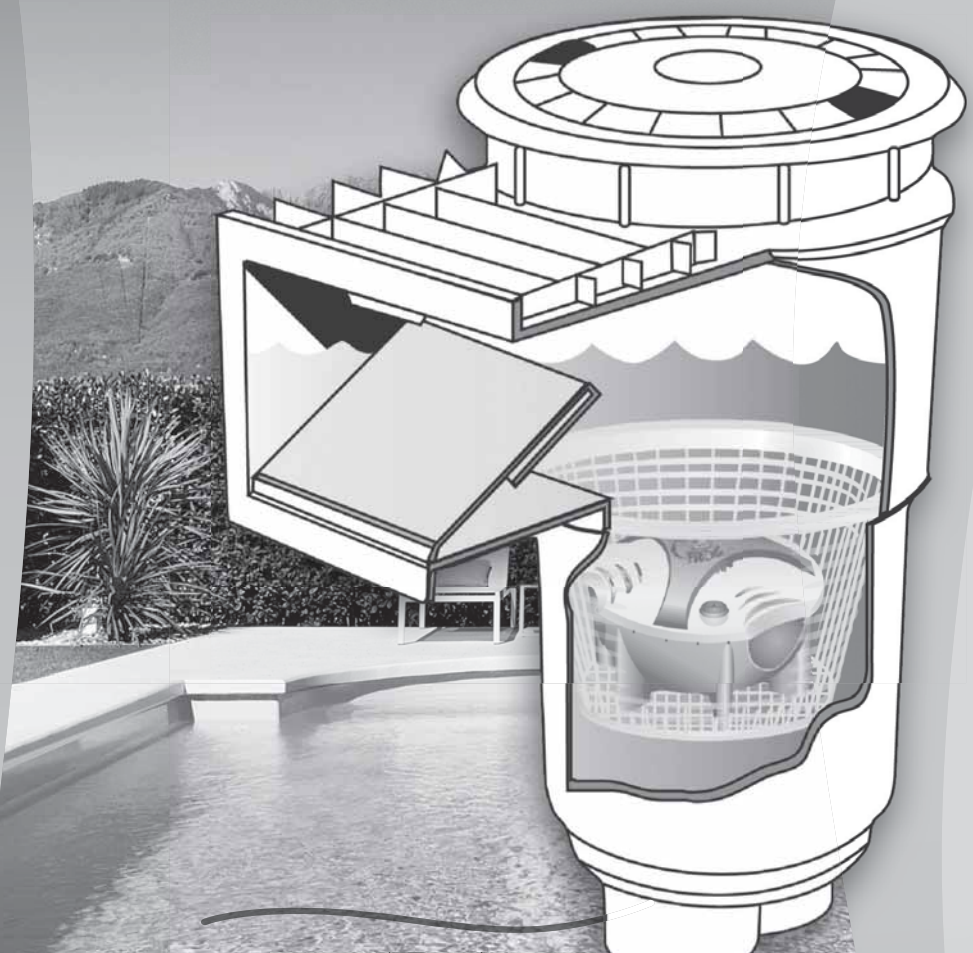
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GET CERTIFIED: New 1-Day Pool Chemistry Certification Course

By Greg Garrett

I did the below interview with Robert Lowry, well known chemist and author of 18 books on pool water chemistry including the IPSSA Basic Training Manual 2016 Revised Edition Part 1 - Chemicals and the IPSSA Intermediate Training Manual 2017 Revised Edition Part 1 - Chemicals. Also with us is Greg Garrett, well known instructor for the NPC (National Plasterers Council) education programs. Greg has given about 50 classes a year over the past several years. Together Bob and Greg have almost 100 years of experience.

IPSSAN: How did you guys come up with the idea for pool chemistry certification?

Bob: Well, in January of this year I wrote a new "how-to" handbook called Pool Chemistry for Service Pros for Residential Pools. In the last 5 years, I have done a lot of research and published a number of articles that have new information and a new understanding of pool chemistry. The handbook is a result of the new research and my 45 years as a chemist in this industry.

The handbook is a science based, logical, easy method of maintaining pool water chemistry using only basic chemicals - liquid chlorine or cal hypo, muriatic acid, sodium bicarb, borate and air. These are all chemicals that service techs are already using. The book is only 28 pages so it is a quick read and can be kept in a service truck for a quick look.

I printed 6 copies of the handbook to show some people at the

IPSSA Annual Leadership Conference in Anaheim, CA in February. I was asked to give a water chemistry seminar at the conference and I thought this might be a great place to get some feedback on the handbook. Greg and I showed the handbook to David Hawes, Terry Snow, John Dixon and Brian Duncan. They felt this was a great handbook for members and they showed the handbook to the BORD. That day, IPSSA ordered 3,000 books to give to each member.

Greg: Two days before the IPSSA Conference, Bob gave a Langelier Saturation Index seminar at the Annual NPC Conference. I showed the handbook to the NPC board of directors and 15 minutes later they ordered 2,500 copies.

Bob: While at the IPSSA conference, I ran into Eric Nielson who is the Director of the Western Pool and Spa Show. He asked if he could show the book to a couple of other board members who would

be attending the IPSSA Awards Banquet on Saturday night. After a few minutes, Eric said that WPSS would like to order 1,500 books for all attendees of the WPSS Education Program in March.

Wow. I thought that I was just going to show the handbook to a few people to get an idea of what they thought. I was absolutely amazed that I had orders for 7,000 handbooks in a week! I was even further amazed when each organization asked if I could make a Spanish version and ordered 500 each. Now I had orders for 8,500 and I would need some for the future so I needed to print 9,000 copies. IPSSA gave one book to each member as a member benefit. Additional copies are \$8.99 plus shipping and tax. NPC and IPSSA agreed to keep the price low so more people can obtain them.

IPSSAN: So what happened next?

Greg: We decided that maybe we could use the handbook and give some seminars to teach serv-

ice techs the new method. The longer we talked, the idea began to take shape that maybe something more than just a 2 hour seminar was needed. It was not long until we had an idea to create a one day course on water chemistry. And the next logical step was that we could certify people in residential pool chemistry. We realized that the industry needs this. There are

no chemistry courses and no one is certifying people in residential pool chemistry.

Bob: Our industry and especially service techs use chemistry and chemicals all day on all of their pools and sadly, there have been no courses or formal education on chemicals. Sure, you can attend a seminar, go to an

Continued on page 8



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Calling all IPSSA Regular Members!

IPSSA is recruiting for volunteers to serve on the IPSSA BORD committees.

The committees meet four times a year through video or conference call. With this format very little time is taken away from your business or family.

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organization is doing all it can to help the members and the community it serves.

The committees are as follows:

- Marketing and Communications - designs and implements strategies for promoting IPSSA by

continuously strengthening its brand and developing web, social media, and print materials (including the IPSSAN). MCC's objective will be to execute a comprehensive marketing and communications strategy which clearly

presents IPSSA's mission and its services.

- Legislation and Regulation - develops and implements strategies to ensure that the association's public policies and government affairs activities are fully addressed and communicated.

- Membership Program - promotes and facilitates the recruitment and continuity of IPSSA members.

- Education - provides advice to the BORD on the strategic directions and development of the educational activities of IPSSA and public awareness to the community.

Important information about the BORD Committees:

Please submit your email intent with your name, and committee you wish to serve by September 30, 2018. For those that are already serving on a com-

mittee please submit your email intent. At the Fall BORD meeting, committees for the following year will be composed, considering the volunteers that responded to the open call identified by the BORD. An email will go out to those selected as soon as the BORD has made their decision. Those wishing to volunteer may select one committee to serve. Committees may have no more than eight to serve on a committee. If interested, please submit your name right away. If you are not selected for the committee of choice, please know that committees change through out the year and we will keep your name on file.

If you are interested or would like more information about the committee purpose and how best you can serve, please feel free to contact me, Rose Smoot at 888-360-9505 or rose@ipssa.com



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GET CERTIFIED: New 1-Day Pool Chemistry Certification Course

Continued from page 7

educational program at a trade show or read articles in trade publications but many times these are just an hour or less of general information about chemistry or they are specific for problems like killing algae or understanding water balance and so on. They are kind of snap shots about chemistry, not really a course.

IPSSAN: *Isn't this the same as other pool operator courses?*

Bob: There are courses like CPO® (Certified Pool Operator), and PPSO (Professional Pool and Spa Operator) but these are courses that are for operating a public or commercial pool. These courses only have a chapter or two on chemicals and most of that is about feeding chemicals, testing and automation – not really chemistry.

Our course is only pool chem-

istry for residential pools.

IPSSAN: *So what organization offers the courses?*

Bob: We talked with IPSSA about making the course theirs and administering and managing it but in the end, having a course and all the inherent management challenges might take away from IPSSA's main mission plan. As a result, Greg and I started a new organization called Pool Chemistry Training Institute (PCTI). Our stated purpose is to have courses nationwide, provide instructors nationwide, provide books and handbooks, and provide honest, science based information.

IPSSAN: *You have a handbook and an idea for a course, what other course materials did you need?*

Continued on page 15

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The Birth of IPSSA and the Fight to Save Region 5

By Robert Foutz, Jr.

With IPSSA turning 30 years old this year I'd like to share a story or two from the first days of our fine association.

THE BIG SANTA BARBARA PARTY

I started my pool service business in 1985 and joined the Huntington Beach chapter of IPSSA right away. I heard stories of the great IPSSA split and that they were trying bring the two groups back together again, but most of the old timers said things like "fat chance," and "don't hold your breath." So I thought nothing of it; I was too busy learning the business and really didn't care.

The months and years go by and I am now the chapter president and the word is: Yes, the merger is going to happen. All the chapters were required to send their presidents and vice presidents to Santa Barbara for a big meeting and celebration party.

I arranged to get Friday off and

my wife and I drove up the coast. Having never to been to Santa Barbara before, I mapped out the trip with my trusty Thomas Guide. (A Thomas Guide was a big book filled with maps; unlike Google Maps, you move your finger on the page and you tell yourself where to go, it does not do it for you.)

We arrived in Santa Barbara about noon and had the day to explore the city; we visited the mission, the wharf, and we fell in love with the little town and its red tile roofs, we watched the sun set off the pacific from our hotel room.

Saturday we all convened in the hotel ballroom for the first set of meetings. The founding fathers explained how the merger came about - the meetings, the fighting, the late nights, the coffee, and the alcohol. They explained the chapters, the regions, and how the BORD was going to work. Then we broke up into regions and

elected our Reps. My Region 5 chose Dennis Ogle, a man who would become a very good friend.

Next on the agenda the founding fathers explained that they had adapted to the Cal IPSSA billing system and what that meant for our chapters. They also said that the new Regional Reps would vote on an executive secretary and our new insurance agent. The rest of us were free to enjoy the city, but to meet back there in a coat and tie for the formal dinner celebration. (If you know anybody who went to that dinner, the eye-watering garlic salad dressing was the talk of Sunday.)

I left Santa Barbara thinking I was there at the very beginning of something big, something big all

right - big fights, big loud meetings, and big upset members who told us we were sellouts. There were times in that first year I did think IPSSA wouldn't last 30 weeks, not 30 years.

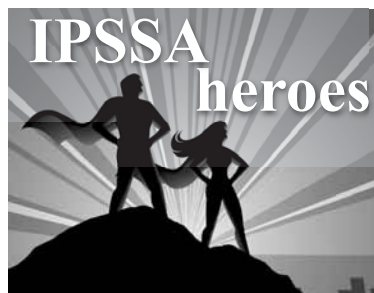
THE NEW BILLING SYSTEM

The old IPSSA system worked something like this: everybody walks into the monthly meeting with checkbook in hand, walks up to the treasurer and writes a check for the meeting or for two meetings if he missed last month. Then later that month the insurance company sent the chapter a bill and the treasurer wrote a check from the chapter. It was not a smooth system; the treasurer had keep track of all the members and

had to call members who were behind and get them to pay up, because sometimes there was not enough money in the bank to cover the insurance invoice. Whatever was left over was ours for pizza and beer night. But sometimes a member would leave the industry and forget to tell IPSSA, so the chapter kept paying his insurance for him for a month or two. (Our chapter lost almost \$300 in 1987 this way.)

IPSSA sent letters and published all the changes in the newsletter so all the members knew what was happening. (There was no e-mail yet.) I showed up to my meeting proud to be the president of the new

Continued on page 17

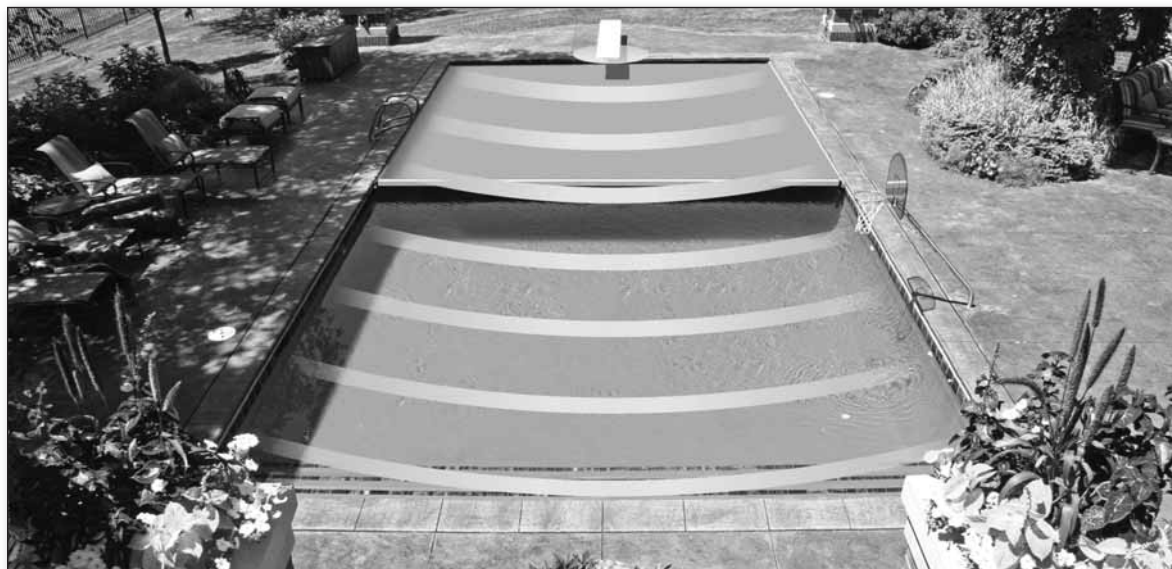


Let us know!

One of the great things about IPSSA is the underlying commitment to help others in the industry. After all, this association was created on the principle of sick route coverage. But, many members go above and beyond sick route, helping other members and their communities. These are IPSSA Heroes.

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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 pro-

bate, 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 "Member Portal" at www.ipssa.com.

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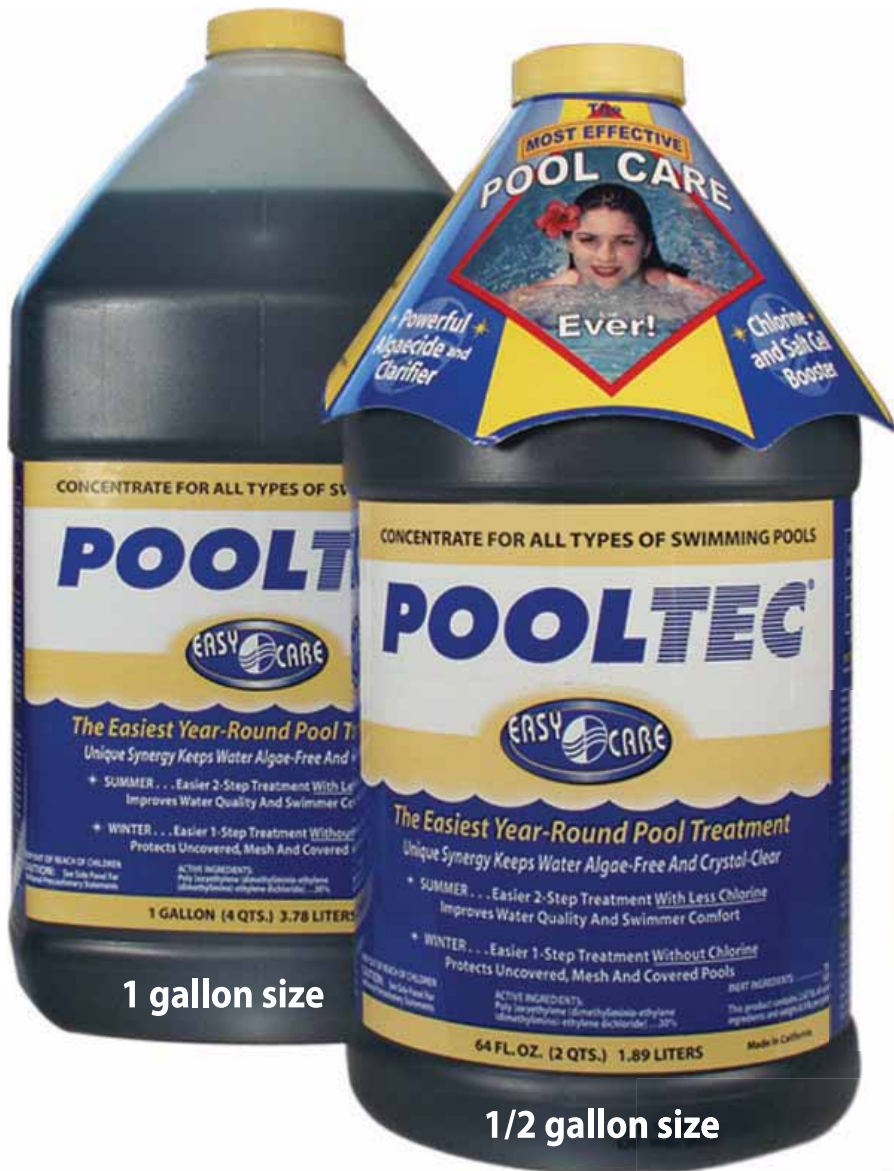
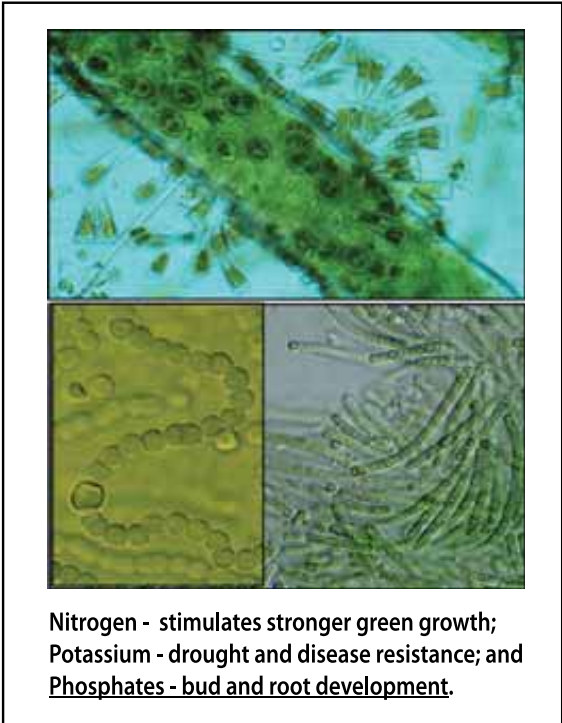
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Did you know it is nitrogen; not phosphates, that produce lush growth in algae and plants? In photosynthesis it is carbon, oxygen and hydrogen plus sunlight energy that creates a chemical reaction to produce *glucose*, the real food source for algae, not phosphates. Phosphates, nitrogen and potash are the three primary elements of fertilizer - *research the facts*.



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IPSSA Region 9 First Annual Fishing (Catching) Trip

By Gordon Slagle

IPSSA Fort Worth Chapter
There is this old saying that most fishermen know, which is usually uttered after a bad day fishing (which is still better than a good day at work). It goes "That's why they call it fishing and not catching!" The first annual IPSSA Region 9 trip turned out to be a "catching" trip.

We boarded the – Captain John – party boat around 7:00 am at pier 19 in Galveston. I've been out many times on this 12 hour trip but never with a group charter.

Chris Romero and Brian Norris arranged to charter the entire boat. It filled up fast, 83 pool guys, manufacture reps and guests. It just so happens this was the last day of red snapper season. The trip out was four hours, not the worst I've been on but by no means smooth. The choppy ride claimed about 25 percent of those on board who spent time chumming over the back of the boat. Sea sickness can happen to anyone. Sometimes you recover enough to fish and sometimes not until you get back to dry land. On a regular trip, that



Biggest red snapper: (left-to-right) Chris Romero, Jesse Arredondo Jr, and Brian Norris.



Josh Randall of J & J Electronics, one of the sponsors

means you come home empty handed. Our group continued until everyone went home with their limit (2 each) of some really nice snappers. It takes a good captain to take you to the best secret spots. Ours took us out far enough that the water was a beautiful cobalt blue and although there was no landmark above the water obviously there were some sort of debris field deep down as the action was fast and ongoing. The deck hands were kept hopping and worked hard. Smaller fish that on a normal trip would be keepers, were released as there was an

abundance of larger (over 10lbs.) fish to be had. We had a pool going for the largest red snapper and the largest non red snapper, splitting a substantial pot.

The largest red snapper was caught by Jesse Arredondo Jr., Jesse works for Superior Pool Products in Houston and I hear that his fellow employees get to hear about his big fish every day. The largest non red snapper was caught by Robert Duron, Robert owns "Pool and Spa by Robert Duron" in south Houston, the "b-liner" or "vermillion" snapper was small (less than 2lbs.) but it was

the largest non red snapper caught.

Robert told me he had been catching small fish all day and suffered verbal kidding about the size of these little fish, but he had a big grin on his face when I handed him an envelope full of cash. I'm sure he showed it to all the people who had been ribbing him that day. The four hour trip back to Galveston was long and hot but we all made it. There is something ok about having sore muscles from pulling in big fish all day. Next year's trip will hopefully be as eventful, but that's why they call it fishing and not catching.

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GET CERTIFIED: New 1-Day Pool Chemistry Certification Course

Continued from page 8

Bob: Greg and I realized that a course was just what the industry needed. But to have a course, you must have a book, not just a handbook. So I wrote a new 226 page book called Pool Chemistry for Residential Pools. This book and the Pool Chemistry for Service Pros for Residential Pools will be used as the course materials for our Pool Chemistry Certified – Residential (PCC-R) 1-Day Course. We have also produced a presentation with 212 slides to be used in the course. The class will be 6 hours of regular instruction, 1 hour for review and final questions and 1 hour to complete the exam.

IPSSAN: What are the benefits of taking the course?

Greg: Passing the exam provides you with certification for 3 years, a certificate of achievement, a PCC-R patch to wear, use of the PCC-R emblem in advertising and company literature and listed on the PCTI web page as a certified technician which has a search engine for pool owners to locate a certified technician.

Getting certified validates your skills and knowledge, proves to clients and prospective customers that you know what you are doing,

California Capitol Report

Continued from page 1

presumption in California that every worker is an employee. The burden of proof is now upon a business owner or shareholder to prove a worker is in fact an independent contractor and not an employee. The business, entity or individual providing work to the independent contractor must prove:

1. That the worker is free from control and direction over performance of the work both under the contract and in fact, and
2. That the work provided is outside the usual course of the business for which the work is performed, and,
3. That the worker is customarily engaged in an independently established trade, occupation or business.

The work of an independent contractor cannot have anything to do with your core business, or how you generate customers, income, profit, donations or relationships. If a worker undertakes any work associated with any operational, marketing, sales, support, production, service, delivery or management of your company or nonprofit organization they cannot be classified as an independent contractor. It does not matter how long they perform work, or how often. It does not matter if you create new "projects" or separate business transactions. It does not matter how you attempt to disguise the nature and essence of their work.

California agencies and the IRS are intently seeking out, investigating, and auditing all California businesses or organizations who have 1099 workers and are not in compliance with the Dynamex opinion. It is easy for these agencies to quickly identify you. A simple search within their

Continued on page 16

it attracts new business and you exceed your competitors.

IPSSAN: What courses are offered now?

Greg: Five 1-Day Pool Chemistry Certification Courses are scheduled for September – October 2018

September 27, 2018 / Concord, CA

September 29, 2018 /

Sacramento, CA

October 3, 2018 / Canoga Park, CA

October 5, 2018 / Ontario, CA

October 9, 2018 / Phoenix, AZ

Greg: More courses will be added soon and all courses will be listed on the web site.

The cost is \$300 and can be purchased online at: www.poolchemistrytraininginstitute.com

You do not need to attend a course to buy the handbook or book. They are available on the website.

Pool Chemistry for Service Pros for Residential Pools - \$8.99

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Get Certified.

Greg: PCTI supports IPSSA as an Associate Member.

IPSSAN: Thanks to Robert Lowry and Greg Garret. We wish you the best of luck with your new organization and new course.

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California Capitol Report

Continued from page 15

own databases quickly identifies all entities who submitted a 1099 to the IRS or FTB. The first question the EDD asks any provider of work is "do you have any 1099 workers?" A business who ignores the implications of the Dynamex opinion risks not only substantial financial consequences, but often the very survival of the company

itself.

What Happens Next If Found To Have Misclassified Employees

The Dynamex opinion provides all state and federal agencies with the absolute power and authority to simply declare you have misclassified your independent contractors. The EDD, FTB

and the IRS do not have to provide any proof. The burden of proof lies solely with you, the business owner. What happens to an entity who ignores the implications of the Dynamex opinion and is found to have misclassified independent contractors? The California Department of Industrial Relations' website clearly states: On September 8, 2011, the Legislature passed SB 459 prohibiting the willful misclassification of individuals as independent contractors. The new legislation, enacted on October 9, 2011, creates civil penalties of between \$5,000 and \$25,000 per violation. State law also prohibits charging fees to or making deductions from the compensation paid to those

misclassified workers. If the agency believes the "employer" has engaged in any pattern or practice of misclassification, the fines are increased to between \$10,000 and \$25,000 per violation. In practice, the penalties tend toward the higher end of the spectrum specified above. That's per violation. Separate for each separately misclassified independent contractor.

The IRS assesses a penalty of 1.5% of the wages paid to an independent contractor. The penalty will be doubled to 3% if your company or entity failed to file the appropriate 1099 with the IRS. Once intentional misclassification is established, your company or entity will be immediately liable

for all federal income tax which should have been withheld from the independent contractor as well as the employee's share of all Medicare and Social Security taxes. California agencies will require your company to pay all unpaid back state payroll taxes with an additional 10% penalty for "unpaid taxes." The failure to withhold and pay payroll taxes can be charged as a misdemeanor criminal offense in California, resulting in a fine up to \$1,000, a year in jail, or both. California agencies will then require your company to pay all back unemployment and workers compensation taxes which should have been collected for work performed by

Continued on page 19

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The Birth of IPSSA and the Fight to Save Region 5

Continued from page 9

IPSSA, and was met with a firestorm of upset members. They were the old timers who liked IPSSA just the way it was and hated change. And they really Really REALLY hated the fact that they were giving IPSSA their money and then IPSSA would send the dues portion back. I was able to explain it to them and got some of them to calm down. But Big John, one of the founding father of my chapter, was having none of it, so I had the treasurer total up all the money we lost last year from members leaving without telling us (almost \$300); that news shut down a few more complainers. Then the treasurer, one of the other founding fathers of the chapter, said he liked the new system, and THAT finally shut down the rest of the debate.

THE FIRST REGION 5 MEETING

After I put out the fire in my chapter a few weeks later, it was time for the first regional meeting. My VP and I walked into the restaurant and heard shouting as soon as we opened the door, "Wow, someone is sure mad," I said to my VP; we told the hostess who we were and where we were meeting. She rolled her eyes and pointed toward the shouting.

Most of the chapter presidents had had the same loud meetings with upset members that I had had the week before. Some of these guys called our Rep Dennis Ogle every name in the book and several threatened to break away and go back the old ways. There were definitely lines being drawn between the old IPSSA guys and the guys who wanted to give new IPSSA a try. Dennis and others got everyone to calm down and just try the new way for a few months. I met with Dennis and other new IPSSA guys in the bar later; he explained why the new BORD had voted to do things the way they did. Then we talked football, baseball, and crazy customers.

Several chapters got permission to have IPSSA collect only the insurance premiums from their members and they would collect the chapter dues at the meeting like before.

THE NEW INSURANCE GUY

Another fire I had to put out was who this new guy Ray Arouesty was, and what happened to Max What's-His-Name "Our Insurance Agent." I told them both men had a chance to present their policies to the BORD and they thought Ray had more to offer, including a 1-800 toll-free number for us to use. (Back in 1988 there were these things called "toll calls"; if you called too far away from home you had to pay a fee. It could cost me two or three dollars to call Max What's-His-Name, and back then three dollars bought two gallons of gas.)

I kept hearing about this special "Pool Man Insurance Policy" that Max had written just for IPSSA; no one else in the world had this and they wanted it back. I had heard about it too but had never seen it; in fact, I never met any body who had. Another long phone call to Region Rep Dennis Ogle, and he assured me it didn't exist and he had seen Ray's policy and Max's policy and they were

the same.

THE SECOND REGION 5 MEETING, OR THE BIRTH OF THE UP

Several months went by and things were starting to settle down in the HB chapter but trouble was brewing in the region. The second regional meeting was held at a different restaurant (the first place didn't want us back, and I don't blame them). The meeting was loud but there was no shouting when I got there. Ray was there to answer insurance questions and try to settle the special "Pool Man

Insurance Policy" question once and for all. Dennis waved me over to sit next to him and Ray Arouesty. I asked Ray about the special "Pool Man Insurance Policy," so he handed me two booklets; one said General Liability Insurance with Ray's logo on the cover, the other said General Liability Insurance with Max What's-His-Name's logo on the cover. They were page for page the same thing. Page 12 on Ray's policy was exactly the same as page 12 on Max's policy, there

Continued on page 21

IPSSA Members:



It's IPSSA's 30th anniversary and we want to celebrate all year!! We're looking for pictures and stories over the past 30 years which we will feature in the IPSSAN throughout the year. Please, if you have any great IPSSA memories you'd like to share email them to Katie Brunner at katiembrunner@gmail.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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Pro Series

California Capitol Report

Continued from page 16

the misclassified "employee."
 The next development will likely be a lawsuit from the individual "employee" or a class-action lawsuit on behalf of all your former independent contractors. These lawsuits will seek additional financial damages seeking payment based upon allegations of unpaid overtime, vacation pay and the monetary value of all benefits which should have been provided throughout the course of the "independent contractor's" "employment" period. The sum of the financial consequences for any entity which ignores the implications of the Dynamex opinion will be staggering for a company. If your business ignores the implications of the Dynamex opinion and is found to have misclassified employees as independent contractors, it may not be able to survive the extent of the resulting financial damages which would

lead to the closure of the business and in most cases bankruptcy.
Next Steps In The Fight Against Dynamex

While an effort in the California Legislature is planned next year by a coalition made up of nearly every business sector to delay implementation of the

Dynamex decision, much uncertainty remains about compliance. California Pool & Spa Association is working to unite and add new members to build its dues base to take on the well-financed trial lawyers and labor unions that were formidable enough this year to get Assembly and Senate leadership

to not consider a bill to delay implementation. It is of utmost importance the pool and spa industry, together with the massive California Chamber of Commerce Coalition industry membership, have the financial resources to conduct focus groups, polling, enlist expert third parties

such as academics and economists, and public relations strategists, so the lobbying corps are equipped to convince lawmakers through legislative testimony, written advocacy material, and direct legislator lobbying of the impact Dynamex has on employers and the economy.

Education Quiz

Try the **Education Quiz** on page 2 and **challenge your knowledge!**

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RIVERSIDE, CA (951) 682-7700	
LAS VEGAS, NV (702) 617-0010	
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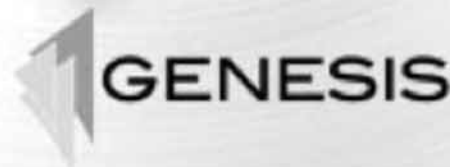


Paul Oliver
 Austin, TX

2017 Pleatco Perfect PoolGuy

Roberta Prygon
 North Cranbury, NJ

2017 Pleatco Perfect PoolGal



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.

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The Birth of IPSSA and the Fight to Save Region 5

Continued from page 17

never was a special "Pool Man Insurance Policy." Ray really got beat up that night but he answered all the questions asked of him. A couple of knuckleheads still didn't believe and instead insisted there was a special "Pool Man Insurance Policy." Ray won over a lot of people that night, but got his car keyed for his trouble. There still was some talk of breaking away and going back to the old billing system and back to Max What's-His-Name and his special "Pool Man Insurance Policy," which had to be better than Ray's.

I stayed it the bar afterwards with Dennis and some calmer heads, and we talked over our plan to save Region 5. By the time I got home I had at least six messages on my answering machine (no cell phones yet) from chapter presidents asking me and the Huntington Beach Chapter to join them in their new group. I said no. Several members brought up the new group at our next meeting, and I told them there was no special "Pool Man Insurance Policy." I have seen it with my own eyes (or not seen it) and I could not stop them from leaving, but I hoped they would stay, and they did. Many chapters were not so lucky; I went out many nights going to assist struggling chapters to talk to the membership into staying on to give IPSSA a real chance. I told the story of the special "Pool Man Insurance Policy" many times and drank a lot of beer in the bar afterwards.

I have been a proud member of IPSSA all 30 years. I have used sick route coverage and covered more pools than I care to count, I have worked in Region 5 and served my chapter for 20 years in various roles, and I've written for the IPSSAN for 24 years. I have made some great friends and sadly buried some of them too. All in all it's been a great ride.

IPSSA, I hope you go on for 30 more years; I will long be retired by then, as it should be.

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949-237-1589
JMaiers@hasapool.com

Jason Brown (Inland Empire/Desert)
951-634-1209
JBrown@hasapool.com

Northern California

Dave Shepard (Central/No. CA/ No. NV)
916-949-2662
DaveShepard@hasapool.com

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520-262-9786
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979-220-9688
JMcGuffee@hasapool.com

Eddie Lopez III (Austin-San Antonio)
210-347-9786
ELopez@hasapool.com

Arizona

Randy Johnson (AZ/NM/EI Paso)
520-262-0983
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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. Kyle Bridgman (916) 801-9155
 jkpoolservices@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. Tom Mazzo (805)550-6709
 tmazzopoolguru@yahoo.com

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) 921-1228
 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 Tues., 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: tls.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_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. Brad Jones, (310) 880-7665
 aaapools@verizon.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

Second Wed., 7 p.m., Graziano's Italian Restaurant,
 17487 Imperial Highway, Yorba Linda
 Pres. George Bonilla (714) 349-3326
 gbpsinc@ymail.com

ORANGE COAST

Last Monday, 5 p.m., Roundtable Pizza
 on Adams & Beach
 Pres. Tom Honrath (714) 642-5018
 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.
 Shooters, 121 E. Florida Ave, Hemet
 Pres. John Bettencourt (951) 925-2442
 bettencourt@msn.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
 mangopools@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. Jesse Vasquez (760) 636-2086
 cannonballpoolco@gmail.com

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
 ipssascott@yahoo.com

REGION 7 (SAN DIEGO COUNTY)

B.O.R.D. Member: Michael Harris

(619) 395-6700

E-mail: barrowpoolssd@gmail.com

CARLSBAD: Third Wed., 7 p.m.

El Rancho Restaurant, 1565 N. Santa Fe, Vista
 Pres. David Talbot (760) 845-6863
 ahoyoups@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
 Elcerritopool@yahoo.com

SAN DIEGO EAST COUNTY

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

SAN DIEGO METRO: Fourth Thurs., 7:00 p.m.
 Coco's, 1025 Fletcher Parkway, El Cajon
 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

First Wed., 7:00 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. Brian Pilgrim (702) 576-6631
 trinidadwaterllc@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@freedompools-texas.com

CORPUS CHRISTI

First Thurs., 6:30 p.m.
 SCP in Corpus Christie
 Pres. Michelle Wilkins (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@aquamanpoolsnspa.com

NORTH HOUSTON

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

Associate Members

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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