

California Capitol Report

## Game-changer landscape ordinance to drive pool design

By John Norwood

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

The challenges to the swimming pool and spa industry just keep coming. As a result of legislation passed in 2006, each public entity was required to adopt a Water Efficient Landscape Ordinance by January 1, 2010 that was at least as stringent as the Model Water Efficient Landscape Ordinance (MWELO) established by the Department of Water Resources. For residential construction, the MWELO applies to developer-installed landscaping that is 2,500 square feet or more, and to owner-installed or contracted landscaping that is 5,000 square feet or more. However, these standards were never adopted into the building code and therefore were not enforced, which means that many pool builders and contractors were not familiar with the law.

The MWELO measures water use by backyards in terms of "low water users" and "high water users", balancing out the two to



create an efficient landscape. An area of high water use must be counterbalanced with a larger area of low water use such as drought resistant landscaping, leading to complex calculations for water use totals and allowable square footage. The problem is that when it comes to making these calculations, the MWELO classifies pools and spas in the same category as decorative ponds, classifying them as a high water user. Since only the water-using part of the yard is taken into account, all of the hardscape surrounding the pool that takes no water at all and often replaces water-intensive lawns is left out of the calculation.

While the MWELO has existed for years but has not been enforced, this will all change thanks to the Emergency Building Regulations that went into effect on June 1, 2015. The California

*Continued on page 20*



L-R: Frank Woods, Jerry Marquardsen, and Chris Bass

## Elk Grove chapter hosts water safety booth

By Chris Bass

Chris Bass is the Vice President of the Elk Grove chapter.

For the sixth year in a row, The Elk Grove IPSSA chapter hosted a water safety booth at the Elk Grove Western Festival in early May. The booth was organized by Safety Chairman Frank Woods, President Jerry Marquardsen, and Vice President Chris Bass. The chapter was able to pass on valuable safety information to the public, provided by the NDPA (National Drowning Prevention Alliance), IPSSA, and the Joshua Collinsworth Foundation.

The information was helpful for both children and adults. Elk

Grove IPSSA handed out drowning prevention information, tools, and literature for parents. Children were given copies of the book, Josh the Otter as well as coloring books. The feedback was very positive from the public, and this

has become an event that Elk Grove IPSSA looks forward to every year. It continues to be a great way to support the community, work together, and more importantly spread water safety awareness.

### 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 July

- 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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DO NOT HOLD DATED MATERIAL

**THE IPSSAN**

Official Publication of the  
Independent Pool & Spa Service Association, Inc.  
10842 Noel Street #107, Los Alamitos CA90720  
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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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**Ken Cordero Wins the May Education Corner quiz**

Ken Cordero, a member of the San Antonio chapter, was selected randomly among all of the correct entries for the May 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 May quiz are 1. The chemical we use in the pool industry to raise calcium hardness is: A. Calcium hydroxide B. Calcium hypochlorite C. Calcium chloride D. Calcium phosphate, *the correct answer is c) Calcium hypochlorite*. 2. The chemical that protects chlorine from sunlight destruction is called: A. Cyanuric acid B. Conditioner C. Stabilizer D. All of the above, *the correct answer is d) All of the*

*above*. 3. The regular sanitizer you are using determines the proper total alkalinity for the pool. A. True B. False, *the correct answer is a) True*. 4. Adding

10.6 fl.oz. of sodium hypochlorite to 10,000 gallons of water will increase the chlorine level by 1.5ppm. A. True B. False, *the correct answer is b) False*.

**Calendar of Events 2015**

<b>July 9-10</b>	<b>CPO Class</b> Superior Pool Products, Indio, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>July 23-24</b>	<b>CPO Class</b> Superior Pool Products, Canoga Park, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>August 1</b>	<b>IPSSA Board of Regional Directors Meeting</b> US Grant Hotel, San Diego, CA 10:00 am info@ipssa.com
<b>August 6-7</b>	<b>CPO Class</b> Superior Pool Products, Anaheim, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>August 20-21</b>	<b>CPO Class</b> SCP, Riverside, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Sept. 3-4</b>	<b>CPO Class</b> SCP, San Juan Capistrano, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Sept. 17-18</b>	<b>CPO Class</b> Superior Pool Products, El Cajon, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Sept. 24-25</b>	<b>CPO Class</b> Aquatic Center, El Monte, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Sept. 24-26</b>	<b>Pool Industry Expo</b> Monterey, California <a href="http://www.poolindustryexpo.com">www.poolindustryexpo.com</a>
<b>Feb. 5-6, 2016</b>	<b>IPSSA Leadership Weekend</b> 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 **AUGUST 20, 2015**.

- ORP is short for:
  - Oxidation Reaction Potential
  - Oxidation Reduction Potential
  - Oxidizer-Reducer Potential
  - Oxygen Reducible Particles
- A 12 percent solution of liquid chlorine (sodium hypochlorite 12%) weighs 9.74 lbs. per gallon and it contains how much pure chlorine?
  - 1.0 pound
  - 2.0 pounds
  - 3.0 pounds
  - 1.2 pounds
- Chemicals are all that are required to produce safe, clear and pleasing water.
  - True
  - False
- You should compare test kit colors in direct sunlight.
  - True
  - False

Name \_\_\_\_\_ *Continued on page <None>*  
 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 AUGUST 20, 2015.**

**Financial office thanks chapters with prompt payments**

The Financial Office thanks the following 29 chapters, whose members all paid promptly in May before second notices were required:

- Region 1 – East Contra Costa, Gold County
- Region 2 – Central Coast, Conejo, Fresno
- Region 3 – Antelope Valley, Santa Clarita
- Region 4 – Central Los Angeles, East Long Beach
- Region 5 – Anaheim, Central Orange County, Huntington Beach, Orange Coast, Orange County #9, OCPP, Surf City
- Region 6 – Hemet, Menifee Valley, Palm Springs
- Region 7 – Carlsbad, North County Coastal
- Region 8 – Henderson, Northwest Las Vegas
- Region 9 – Clearlake, West Houston
- Region 11 – Cape Coral, Treasure Coast
- Region 12 – Tarrant County, Waxahachie

**WELCOME NEW MEMBERS!**

**REGION 2 – Visalia:** John Threadgill. . . **REGION 8 – Northwest Las Vegas:** Norberto Ramirez. . . **REGION 9 – North Houston:** Ron Deming. . . **REGION 12 – Tarrant County:** Ruben Rodriguez.

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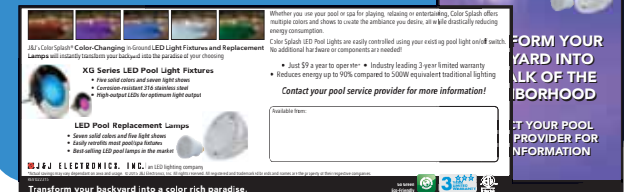
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# Ask Sue

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.*

A few months ago, I wrote about Pentair's new TechSmart Troubleshooter app – a logic-

based tool for mobile phones and tablets that the training team has spent a lot of time lately working on and refining. It guides a technician in the field through standard troubleshooting steps for Max-E-Therm and MasterTemp heaters.

TechSmart is easier to use than

paper troubleshooting guides because it adjusts next steps based on what the technician finds at each stage in the troubleshooting process. For example, if you tell TechSmart that there is no voltage at the secondary side of the transformer, it will next ask you if you have voltage on the primary side.

Just last month, TechSmart got even easier to use, as we added and refined troubleshooting tips for faster repairs. For example, the upgrade has more details on troubleshooting the blower connector and the hot surface ignitor.

Also, in the Charts and Tables section, you can now find heater schematics for the water, electrical and burner components. Simply select which heater model you are working on, along with schematic you wish to research (water, electrical or burner components). Then tap on the part and TechSmart will display the part number and description. This will simplify ordering parts or retrieving them from your truck or inventory. Each

schematic includes kit numbers and displays what parts are included in each kit.

Another addition to the Charts and Tables section is a Heater Tools tab, which lists the tools needed for troubleshooting – a handy reminder of the required wrench and nut driver sizes and to bring a manometer and multi meter.

Early versions of the tool were demonstrated at trade shows in 2013 and early 2014, and the feedback from both the shows and field tests has been very positive. Some of the feedback led to great suggestions that have already been incorporated – like providing the part number for the identified defective part. We even added pictures of the parts!

Even though it works on an Apple or Android phone or tablet, TechSmart, once downloaded, does not require Internet access, so you can use it any time and it does not consume data on your mobile plan. You just click the TechSmart



Send Your  
Technical Questions to:  
The IPSSAN  
10842 Noel Street #107  
Los Alamitos, CA 90720  
Fax: (888) 368-0432  
or email: info@ipssa.com

icon and the program launches. It provides immediate, portable access to how-to videos, clear step-by-step directions on how to troubleshoot symptoms for each specific heater, and reference materials. The how-to section provides videos that take the technician through each step of testing gas pressure, continuity, voltage and resistance. Commonly used charts and tables are loaded into the tool, so you can easily find gas line sizing, water flow requirements, gas and air orifice reference charts, and more. Techs can consult the tool en route to a job-site, or during an actual service call — whenever the need arises.

TechSmart has been designed to be very user-friendly, but in case a user needs help in the field,

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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 San Diego:

**Question**

I need your help. I drained a customer's pool 9 months ago because the TDS levels were very high. The plaster is 14 years old and there are now a couple of areas where the plaster has delaminated. She is suggesting that I've done something wrong, even though another pool technician has told her that my chemistry is spot-on. Additionally, she is insisting that I stop using chlorine because of her skin allergies and wants me to find a chemical-free, natural way to keep the water sanitized. I don't know what to do. Any suggestions?

**Answer**

I hear similar stories frequently; demanding customers insisting on unrealistic solutions and looking for every opportunity to blame the swimming pool technician for even a bit of bird poop around the pool deck. Maybe it is the stressful times in which we live. Personally, I think everyone should eat more avocados, which are said to be rich in stress-relieving B vitamins\*. Attempt to explain to your customer that the average life of pool plaster is about 10 years and any damage resulting from the draining of her pool would have been apparent long before now. She may not accept that answer and

you may be speaking with me again about an insurance claim.

But you are also dealing with a customer that is objecting to your use of commonly accepted sanitizers that are proven to eliminate harmful bacteria from pool water. A pool technician has a duty to maintain a swimming pool in a manner that is safe for its users and you are doing that. The customer can't dictate those measures. I'd look for an opportunity to "consolidate" your route and this may be the first candidate toward you meeting that goal.

*\*When not at his desk at Arrow Insurance Service, Ray can usually be found in his avocado orchard, where he deals with the issues of drought, avocado-loving insects and other agricultural concerns.*

## Ask Sue

Continued from page 4

our technical support phone number is on each diagnosis screen and there is an on-board "About TechSmart" tool built in, as well.

At this time, the TechSmart program is for onsite troubleshooting of Pentair's most popular heaters: Max-E-Therm and MasterTemp. Additional products like EasyTouch programming and troubleshooting will be added in the future.

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3. Tablet Users: Tap on Pentair University from the menu on the left. Mobile Phone Users: Scroll down and tap on Pentair University.
4. Tap on Visit Pentair University.
5. Tablet Users: Tap on TechSmart on the top toolbar to the right of Workshops. Mobile Phone Users: Tap on TechSmart in the menu.
6. Tap on Download Now then, on the white screen, tap on Click Here to launch in the top left corner.
7. After reading the user information, tap on the iPhone, iPad, or Android icon at the bottom of the page.
8. Tap on Install and the TechSmart App should take just a few minutes to load onto your

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*New variable speed pump is the only 115V VSP with a permanent magnet motor for the ultimate in energy efficiency.*

Hayward Pool Products® announced it is introducing the Super Pump® VS 115V, adding to the industry's broadest and highest

quality lineup of variable speed pumps. The new pump is specifically designed as an easy drop-in replacement for 115V single-speed

pumps, and is the only 115V variable speed pump with a permanent magnet motor for the ultimate in energy efficiency. The ENERGY

STAR approved Super Pump VS 115V is right-sized for applications with 1.5" plumbing, providing outstanding energy savings

and an even faster return on investment compared to oversized variable speed models. In fact, it can provide up to 80 percent energy savings over ordinary single-speed pumps.

"We know that installation flexibility and energy efficiency are critical, so we wanted to offer a variable speed pump upgrade for pumps wired for 115V," said Hayward Global Product Manager — Pumps and Above-Ground Equipment, Scott Petty.

The Super Pump VS 115V features such upgrades as a built-in time clock and an intuitive user interface that is rotatable. This user interface can be turned in four different directions or removed and wall-mounted if the pool owner wants to locate it remotely. Super Pump VS 115V is also easily connected to any automation system with relays.

"It's an accepted industry fact that VSPs are the ultimate way to save on pool related energy costs," Petty said. "Most other variable-speed models, however, are oversized when compared to medium-head pool pumps. The Super Pump VS 115V is right-sized, particularly for applications with 1.5" plumbing, providing outstanding energy savings and an even faster return on investment."

*Continued on page 7*



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Rod Carpenter Pool Service

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- Nathan Smith  
Riverside Pools,  
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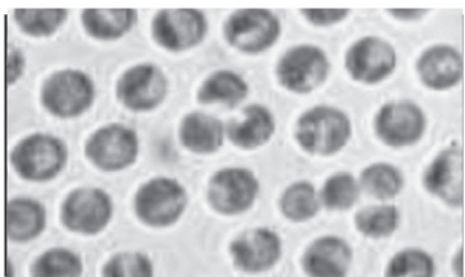
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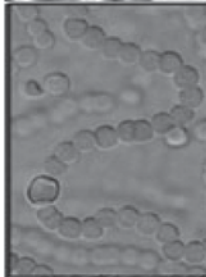
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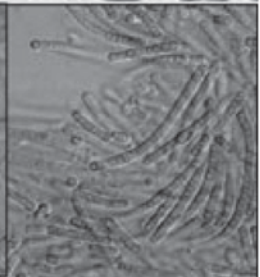
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# President's message

By Todd Starner

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

Hope this find all of you doing well.

What a crazy summer this is turning out to be. No rain (yet) in California, tropical storm Bill in Texas, triple digit heat in Arizona, eight inches of rain just last week in my neck of the woods. We all have got our work cut out for us this year.

This month I want to touch on change, not Obama's change either. Now I know some of you don't like change, but sometimes change has to happen.

I believe there are three major types of change:

Bad change - I don't even want to go here.

Good change - Like the birth of a new grandbaby. Congratulations Terry Snow!

Scary change - Like when your daughter graduates high school. Congratulations Jazmin Nijjar! Or your daughter gets her driver's license and starts her first job. Proud of you Isabelle Starner!

This is the kind of change I want to touch on with IPSSA in mind. I know that we have had a few problems with the new software in the financial office. I have been in communication with the financial office since learning about these problems. We feel that we have worked them out. I'm working on changing the wording of your online statement from renewal notice to invoice. Accountants use strange language... I also want to make you aware that if you just hate this online billing you my request a hard copy to be mailed to you. Contact your Regional Director and he can take care of it for you.

This is just the first of many good changes affecting IPSSA over the next year. Some of the upcoming changes you will be asked to make in the way of a vote. When that time comes I ask two things of you. First, please get



informed on what it is we are talking about. This can be done through your chapter President, Regional Director, Executive Director, myself or ask Ray. Just kidding don't ask Ray. Remember to ask all the questions you need to feel comfortable in your decision. Second VOTE, VOTE, VOTE. This is your association let your voice be heard. The changes being proposed, I truly believe in my heart, will make IPSSA a stronger association.

As you read this, July will have started a repeat to last year's membership drive. Starting July 1st and going to December 31st the chapter that signs up the most new members will win \$3000, the second place chapter \$2000 and the third place chapter \$1000. Just like last year, a chapter needs five new members to qualify for the membership drive.

Last year we add 77 new members during the membership drive and this year my goal is 100. Please help IPSSA reach that goal. I know that at Leadership Weekend 2016 I will be handing out 3 checks to deserving chapters. Make one of those chapters yours.

The next BORD meeting will be on August 1st in San Diego at the US Grant Hotel. All are welcome to attend. Contact the Executive Office for any and all information on the meeting. I would love to see you there.

## Hayward's new Super Pump®

Continued from page 6

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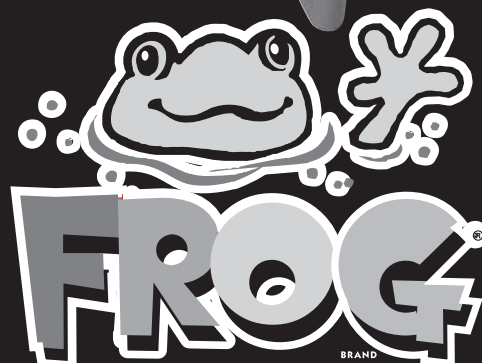
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# 3 Tech tips to connect you with more homeowners

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.

As the owner of several businesses over the years, including a pool service route, I learned to focus on maximizing the 4 P's — that is price, product, promotion, and place — in order to maximize profits. In each case, the driver of any selection was the customer. So I modeled the successful "big boys"

that tailor their offerings to the roughly 20% of customers who generate the majority of sales. However, in advising other route owners recently, I learned it sometimes can be hard to identify or reach your most valuable customers. One answer: online technology; it can help your business cut through the clutter and reach the homeowners most likely to purchase your services. Here are 3 tips to successful tech marketing:

**Acquire Third-Party References.** Consumers want to entrust their needs to people they can trust. So they frequently check out a business on Yelp.com, AngiesList.com or BetterBusinessBureau.com (bbb.org) to see what others have

said about the company. Invest the time and dollars to get on these lists and invite reviews on online customer review sites.

**Connect online with Clients.** People do business with people they know. So create a personal and business site online and become "Friends" on Facebook, Twitter or other social media sites with customers. Acknowledge their posted accomplishments and share projects they are promoting. Then when you post your own successful projects, they will be inclined to do likewise. Not only will you be touching your clients to stay top of mind with your existing customer base but your posts will be seen by the client's entire online network.

**Optimize your Web site for Searches.** Small business owners often are so busy servicing clients and handling the day-to-day immediate tasks that they don't stop to maintain their in-house technology. It's not enough to have a website. The site should also have regular content updates that speak to homeowners' needs and new trends in consumer products, usually in blog format. In addition, a potential customer should be able to find you when ready to buy. That's where search engine optimization (SEO) comes into play. Incorporating SEO will boost your company higher in online customer searches. It involves tagging your web pages,

*Continued on page 9*

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# Zodiac Academy offers several additional training options for busy pool pros

Do you or your service technicians need more training on pool equipment installation and troubleshooting? Zodiac® Academy from Zodiac Pool Systems has expanded its learning opportunities to be easily accessible and to appeal to a variety of learning styles.

It now offers easy-access, dynamic technical training that covers selection, installation, operation, troubleshooting and sales through webinars, videos and online courses, in addition to the in-person classes previously announced. These options make it easy for busy professionals to get the instructional support they need, when they need it.

### Webinars

Technical training is offered through 45-60-minute webinars available online, with a new topic made available each month. Each webinar is devoted to a specific topic and also includes the opportunity for questions and answers via an interactive "Questions" tab. Because the webinars are all archived, busy pros who can't attend at a set time can still register and access the full recorded session via a link.

The full webinar schedule can be found on the Zodiac Premium® website: <https://premium.zodiacpoolsystems.com/Programs/Dealer/Webinars.aspx>

### Videos

Pool professionals may also access a comprehensive library of

videos with detailed instruction on installation and troubleshooting techniques. Each video is only 2-3 minutes long, making them easy to view while on the job.

### Online training courses

Online courses are taught through a combination of interactive slides, presentations, and technical downloads, covering similar topics and products as offered in in-person classes. Quizzes issued in conjunction with each course help to reinforce the knowledge gained and allow a participant to track his or her own progress. As with in-person training, attendees to the online courses earn course completion certificates that can be applied to APSP credits.

### In-person classes

On-site training will continue to be offered in 61 cities across the U.S., covering topics such as heaters, pumps, automation, salt systems, lights and a "wildcard" topic. Wild cards are specific to the class region, such as information on local energy regulations or dealing

with typical debris problems in an area. New classes in Canada will start in the fall of 2015 as well. Zodiac experts refer to simulators as they teach the class, enabling hands-on instruction. Attendees receive workbooks, technical binders, and a handy tool set for working on Jandy® Pro Series, Polaris®, and Zodiac products, in addition to earning a certificate of completion that qualifies them for APSP credits. Most important, participants have the opportunity to gather countless tips, techniques and shortcuts to make repairs faster and more reliable, increasing customer satisfaction and profits. Live classes run from late August through May each year. The schedule of classes and the cities in which they are being offered can be found on Zodiac's website.

### How to enroll

All online coursework as well as the in-person trainings have been designed and are offered by Zodiac training experts with years of experience. Interested pool professionals

## 3 Tech tips

*Continued from page 8*

along with the videos, attachments, and images on those pages, with the keywords that current customers are using to search for your industry's products or services. In addition, the URL names for each page should incorporate the words that customers use in search engines.

Connecting to customers can be tricky in this age of continuous online updates, 24-hour access to information, and customers who have found ways to bypass traditional media that run advertisements. However, by staying up-to-date with technology and how consumers access the Internet, I've learned, you can keep your business top of mind.

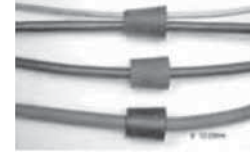
can register for Zodiac Academy and access its training resources at [www.trainyu.com/zodiac](http://www.trainyu.com/zodiac).

With these great instructors and the in-depth content provided through these various methods,

pool pros in any location will have the opportunity to improve their own expertise and build loyalty among their clients. The Zodiac Academy technical training program is the latest in Zodiac Pool Systems' efforts to enhance partnerships with pool retailers, builders, distributors and service technicians by investing in product training and professional development initiatives.

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# Bakersfield chapter holds ice cream social



**By Beau Braisher**

*Beau Braisher is the Bakersfield chapter President.*

During this busy time of year we are spending more and more time working, and less time with our families. Last year we decided to hold our 1st annual ice cream social/family night. It was a big hit with all the members, and their families. The meeting was held at the local PEP branch both last year and this year. It was a good 'ole fashion ice cream social, with all the classic ice cream flavors and every topping you can think of. There was a bounce house and Scott Irvin of PEP made balloon animals for all the kids, both young and old. The ice cream social is a great way for us to have our monthly meeting, then afterwards spend some much needed quality time with the ones we love as well as expand our waistlines. It's sure to be a yearly event!



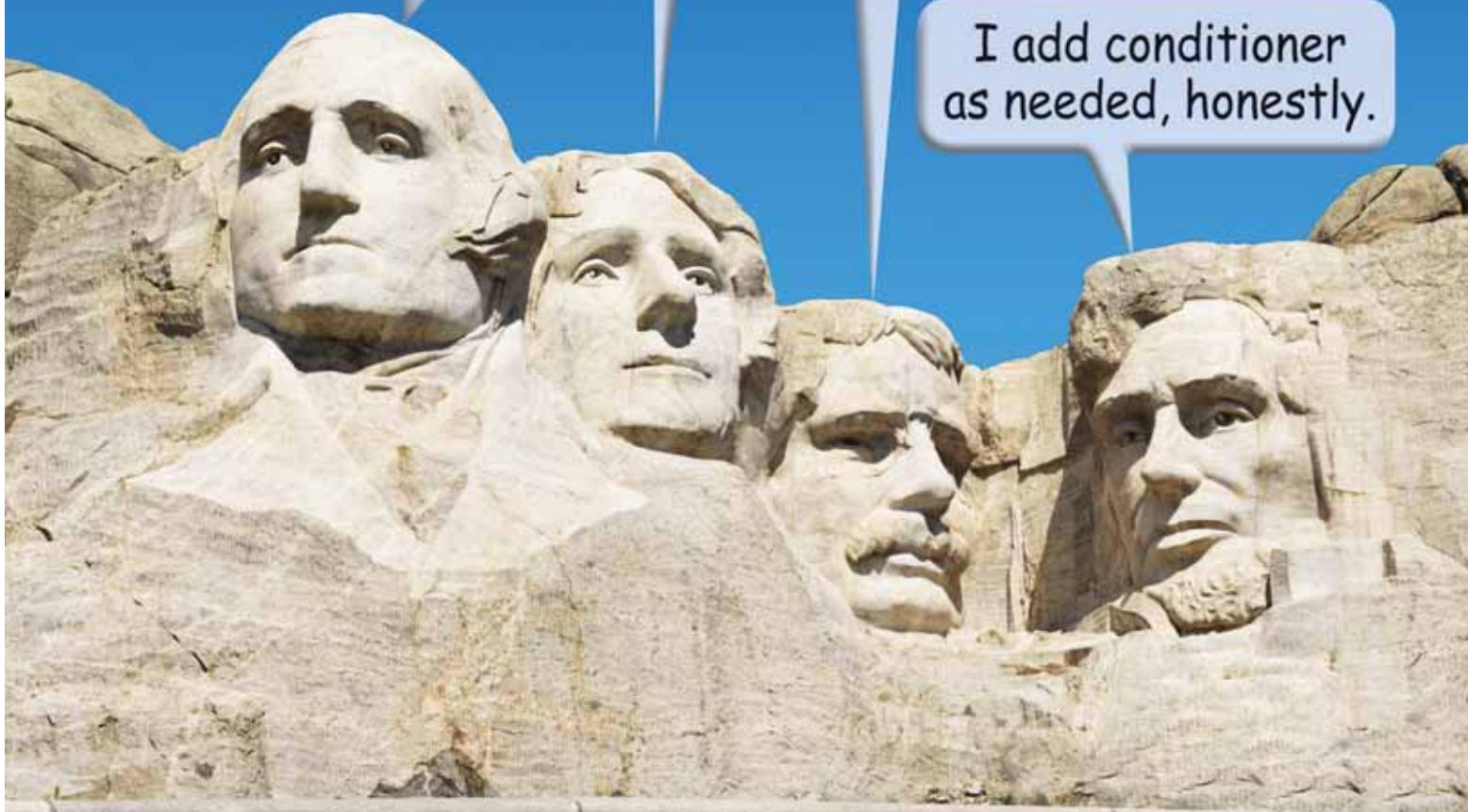
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### Ask Sue

*Continued from page 5*  
device.

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Let us know what you think of this new tool. We hope users not only find it helpful as an in-the-field troubleshooting guide, but also that it sets them apart as being the most technologically savvy techs servicing the most advanced products in the field.

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To find a CPO Class near you see **Calendar of Events** on page 2 or visit [www.anotherperfectpoolnews.com/cpo](http://www.anotherperfectpoolnews.com/cpo)

# Sarasota chapter holds 3rd Annual Pool & Spa Show

By Todd Starner

Todd Starner is a Sarasota chapter member, Region 11 Director and the current President of IPSSA.

On Friday June 19th the Sarasota chapter held its 3rd Annual Sarasota Pool & Spa Show.

Twenty nine vendors, FSPA and IPSSA were all represented at this year's show. Over 200 people between 3pm and 8pm walked thru the doors to learn about new products from vendors, enjoy dinner, network with other pool professionals and win over \$4000 in prize giveaways.

Andy Homner, President of the Sarasota chapter said this show was the biggest of the three past shows he has been involved with. It was also the most attended. He said the trade show committee was able to get an increase of 25% in

attendance over last year's show.

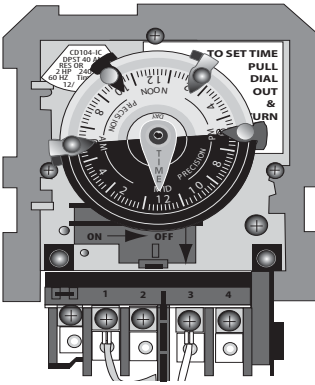
Andy would like to thank a few people for making the show a success. Many thanks to the Sarasota chapter members who donated their time and talents to the show, the show committee consisting of Andy Homner, Jamie Messer and Dustin Weaver, and John Glenn (chapter member) for preparing all the food for the event.

The Sarasota chapter would also like to thank all the vendors who gave up a Friday night with their families and came out to support the chapter. Without your help this chapter would not be able to do its outreach in the Sarasota community.

The chapter would also like to thank all of you who attended the show. Tell your friends about it so next year's show can be even bigger than this year's.



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# The science behind pool cleaning: Aquatic Facility Maintenance

## Best practices for using robotic pool cleaners in commercial pools

By Richard K. Cacioppo, Sr, J.D.

*Editor's note: In November 2011, this author started working with North American and international aquatic health organizations in anticipation of the United States' Centers for Disease Control's (CDC's) recently published initial version of its Model Aquatic Health Code (MAHC). His passion*

*and main focus was the need to improve methodology and equipment to properly clean public swimming pools. His first step was to found the Center for Public and Lodging Pool Study (CPLPS), headquartered in Princeton, NJ. The Center is currently working with several major manufacturers of robotic cleaners and handheld,*

*extended-reach pool and spa vacuums to conduct a survey in the U.S. and Canada (visiting many of the former Canadian Pacific and Grand Trunk Railway hotels and resorts) on the current methods and equipment being used to clean the pools of the most elite hotels and resorts in both countries. As part of this effort, these facilities*

*are being supplied with product at no cost for use and evaluation. He is also collaborating with the National Sanitation Foundation International to establish standards and protocol for testing and certification of pool cleaners and vacuums.*

Pool cleaning, namely brushing and vacuuming, is a science

not an art. A pool (i.e. the water) is a living thing as it constantly changes. Beyond the water and the supporting structure, every pool is composed of millions of living and non-living organisms. Some are innocuous, while others are deadly. Pool water is exposed to every change in the surrounding environment—from temperature and humidity to wind and precipitation, but most of all, bather loads. Indoor pools are less affected by weather and the surrounding environment, but are still affected by their own surroundings as they are restricted to a confined space. It is almost like a reverse process. What is in the pool water evaporates into the air in the indoor space and is inhaled by bathers and pool personnel.

Pool operators have a responsibility to their employers and, most importantly, bathers who use the pool (and spa) facility. An improperly cleaned pool is a breach of responsibility. This can result in financial losses to the organization, and possibly even criminal prosecution.

Failure to properly clean a pool allows dangerous contaminants to remain in the water or even evaporate into the air after it passes through the pool's circulation system. In fact, there is a misconception that most filtration systems will sufficiently remove all contaminants from the pool. However, this is not the case and there are several problems with relying solely on the main pump and filter:

- Filter systems do not clean the entire pool. They primarily draw water from the surface and pool floor. Debris and contaminants that adhere to the walls, floors, corners, and other parts of the pool's vertical structure are filtered only when they initially enter the water.

- Filter systems do not brush and/or vacuum the pool. The walls, steps, floor, and hard-to-reach areas of the pool must be continuously brushed to release contaminants into the water, where dirt, leaves, and even microscopic debris are then sucked into the skimmers or into the floor drains after settling to the bottom of the pool, almost always in the deep end.

Most pools, when they are being used during the day, are not properly maintained—other than those with state-of-the-art automatic controllers that help pool operators monitor and correct water imbalance, sanitation, lights, pumps, heaters, modes (between spas and pools) and valve actuators. Even the most responsible pool operators monitor proper sanitation not more than a few times per day, some at far greater intervals. In the summer, when bather loads hit peak levels, most pools operate at least 12 hours per day. It is during this time that they are rarely cleaned. Between regular sanitation checks and any corrective measures, bathers can be exposed to whatever is floating in the water or attached to the pool's walls, steps, and floors as well as any cracks, crevices, and corners.

**Manual brushing is inadequate**  
It is virtually, if not literally

*Continued on page 16*

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# Menifee Valley chapter promotes water safety


By Sally Smith

*Sally Smith is the Menifee Valley chapter Treasurer and Secretary*  
 The IPSSA Menifee Valley chapter attended a drowning prevention event at the Canyon Lake Farmers Market on Earth Day weekend, April 19th from 9am-1pm. Canyon Lake, CA is a resort type city with many homeowners with swimming pools and spas along with many water sports on the lake. President Renee Marier, Tres./Sec. Sally Smith, along with member Lance Sada attended and spoke with many parents, grandparent, and children about drowning and watching out for others while in the pool. For the kids we had coloring books, books purchased from Joshua Collingsworth Memorial Foundation Josh the Otter Water Safety & Awareness Project, activity sheets, and water watcher tags. Many items were provided by Pool Safely and IPSSA. We raffled off two US Coast Guard approved life jackets that the chapter purchased, one infant and one small child 30-50 lbs. It was a fun and important day. We are encouraging other chapters to do the same.




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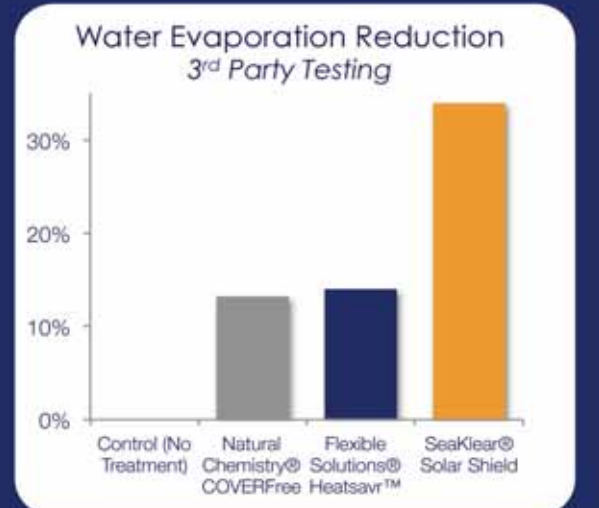
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\*Savings based on variable speed pump compared to a single-speed pump running 12 hours per day at an average of \$0.16 per kWh in a 20,000 gallon pool. Actual savings may vary based on local utility rates, pool size, pump run time, pump horsepower, pump rpm, plumbing size and length, pump model, service factor and other hydraulic factors.

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# Pentair Commercial Aquatics sponsors 2015 CIF State Swimming and Diving Competition

Pentair Commercial Aquatics was pleased to be a sponsor of the first ever, California Interscholastic Federation (CIF) Swimming and Diving competition that took place Memorial Day weekend at the Clovis Olympic Swim Complex at Clovis West High School in Clovis, California. ([http://www.cifstate.org/sports/swimming\\_and\\_diving/index](http://www.cifstate.org/sports/swimming_and_diving/index)). In addition to providing financial support of this state-wide competition, Pentair Commercial Aquatics provided the host-pool, Clovis West High School, with all new, customized backplates for its starting platforms. The new Pentair Paragon STS Starting block backplates are one of the latest innovations from Pentair Commercial, which allows Paragon starting blocks to be retrofitted with adjustable backplates that adjust from side-to-side for swimmer comfort and enhanced performance. These back-plates can be customized, as they were for this pool, with school logos and colors. "It was terrific to be a part of this state-wide-swimming event that brought together over 900 swimmers and divers from across the state to this huge meet," said Mike Fowler, Commercial Marketing Manager for Pentair Commercial.



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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](http://www.ipssa.com).

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# The science behind pool cleaning

Continued from page 12

impossible to manually brush the entire surface of a pool (i.e. walls, floor, and other areas) on a regular basis as there is simply too much area to cover. Further, even if it were possible, workers are limited to what they can see and, in most cases, if any area of the pool appears to be dirt-free, it will not likely be cleaned. Pool cleaning is one of the three main disciplines

of proper water hygiene, the other two being sanitation and filtration.

### Robotic pool cleaners: Past, present, and future

As noted in this author's 2011 short book, A Brief History of Pool Cleaners, the first pool cleaner was patented in the United States and the first major investigation into pool hygiene was addressed by the American Public

Health Association (APHA), the same year, 1912. Thereafter, the organization started creating reports and proposals to develop laws and guidelines for proper pool hygiene and safety. And, in In September 2014, the CDC released the long awaited MAHC (this author is a member of the Constitutional Committee of the Conference on the MAHC to modify and implement it).

Commencing in the APHA's

first official report in 1921, which was issued in narrative form by its Joint Committee of Safety Engineers, and continuing through 1984, nine additional reports were issued. In almost each case, it was highly recommended that all commercial pools should use pool vac-

uums on a regular basis.

A current study being conducted in Canada and the U.S. by the Center for Public and Lodging Pool Study (CPLPS) has revealed many pools at the most elite hotels and resorts are way behind the

Continued on page 17

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## The science behind pool cleaning

Continued from page 16

time as it comes to pool maintenance. According to this author, the study estimates only one per cent of all of these facilities currently use robotic pool cleaners, while the remaining opt to clean their pools manually.

Fairmont Hotels & Resorts, a Toronto-based operator of luxury hotels and resorts has been invited to participate in the CPLPS study and being offered a complimentary high-end robotic pool cleaner as well as a handheld pool and spa commercial vacuum, which are ideal for commercial pool operators and service professionals who manage both public and private pools.<sup>2</sup>

As a result, several other facilities have proactively started to incorporate robotic pool cleaners into their pool maintenance routines.

### Routine robotics

Robotic pool cleaners can be easily incorporated into the protocol of any medium-to-large aquatic facility. Their operation is simple: plug it in, program the unit for coverage and length of operating time, and drop it in the water. For example, a typical YMCA pool might be 23-m (75-ft) long, have more than 329,330 L (87,000 gal) of water, and see heavy usage in terms of swimming lessons, water aerobics, swim meets etc. At the end of the day, after all swimmers have left, the facility manager/operator starts the daily pool cleaning regimen—in compliance with provincial health codes—before the pool can be reopened

the next day.

The daily closing routine typically involves testing and treating the water. However, one of the latest best management practices (BMPs) used by facility managers is to start the pool cleaning routine by placing a robotic cleaner into the pool first, before performing any other maintenance.

Alex Sutherland, a certified pool operator (CPO) and director of facility services for Family YMCA in St. Thomas, Ont., now has his staff begin their normal pool closing routine by plugging in a robotic cleaner and placing it in the centre of the pool first. In one of the United States' grand hotels, The Homestead in Warm Springs, Virginia, managed by nother property management company like Fairmont which specializes in ultra luxury hotels and resorts that has numerous pools and even a lazy river, an hour after they are closed, the

manager directs a staff of many employees to spend hours manually cleaning them. This is the rule, not the exception in most lodging facility pools.

"We started using robotic cleaners three years ago when regulations changed and we could no longer use our suction-side cleaning system due to the potential risk of entrapment," (Author's note: Suction and Pressure side so-called "automatic swimming pool cleaners" are designed and almost universally used for residential pools) says Sutherland, whose facility is open 16 hours a day, 364 days a year. "Before we started using robotic cleaners, the 25 m pool was manually vacuumed three times per week, taking approximately two hours each time, and we didn't necessarily get every square inch of the pool either." By using a robotic pool cleaner, Sutherland feels like he has hired a worker who continually cleans the pool seven-to-eight hours every night without taking

breaks. That said, robotic cleaners are programmable to run any length of time and most aquatic facility operators leave the unit in the pool to operate overnight. Once it has completed its cleaning cycle, the unit should be removed from the pool, drained, and stored for the next day's use.

According to Richard Deakin, commercial project manager at

Hollandia Pools in Toronto, most of his customers have started to incorporate the use of robotic cleaners into their regular maintenance as well. "Our customers tend to be those who are proactively working to ensure the highest water and air quality at their facilities—above and beyond what is dictated by the board of health,

Continued on page 18



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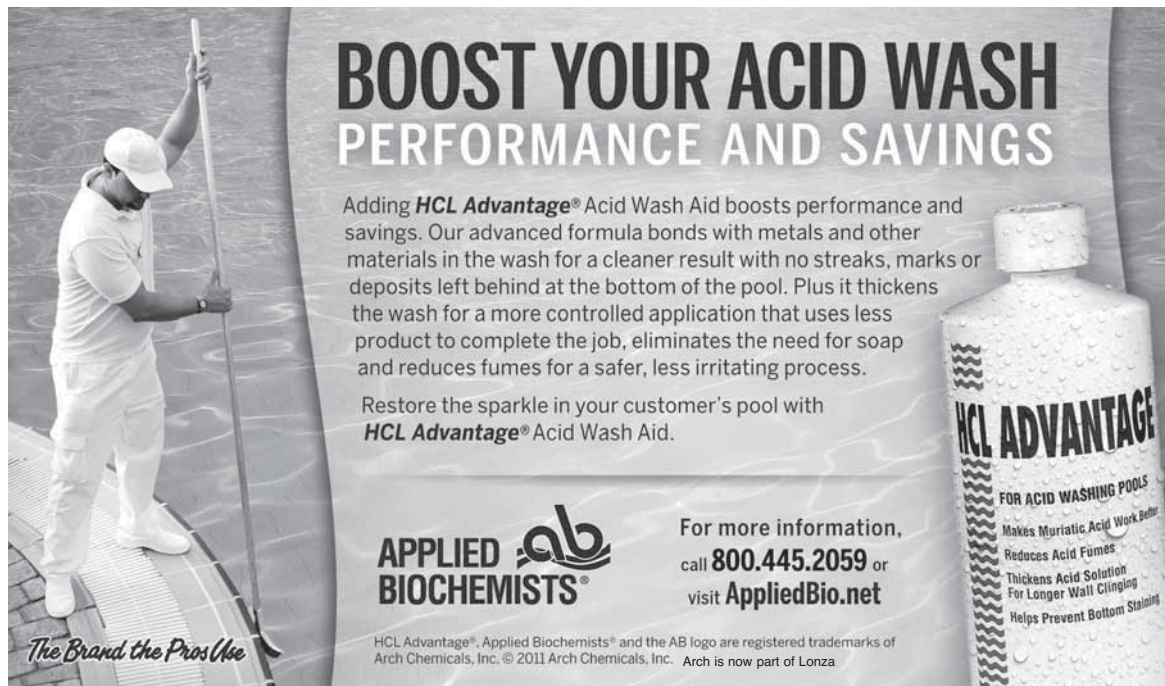
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## The science behind pool cleaning

Continued from page 17

says Deakin. "Robotic cleaners are just another tool to ensure the cleanest pool possible using today's technology, in addition to ultraviolet (UV) light, chemical controllers, etc."

Another benefit of robotic cleaners is that at times, commercial pools can become so dirty that they require more than one full cleaning; therefore, a nice feature to look for in a robotic cleaner is a 'time delay' option which allows the user to set the cleaner to start again, three to five hours after completing the first cleaning. This allows any dirt that has been lifted to settle back down to the pool floor to be picked up on the second pass.

"The robotic cleaner has become central to our entire system of cleaning," says Sutherland who owns two units just in case one fails for any particular reason. "A robotic cleaner is a piece of

equipment just like any other which needs belts, cords, and other parts that may need to be changed and/or repaired. We can no longer survive a day without our robotic cleaner, so having a backup unit allows us to always be prepared."

On another note, by eliminating the time-consuming task of manually cleaning the pool, a robotic pool cleaner can provide a service professional with additional time to work on other aspects involved in maintaining an aquatic facility. "We have gained six-plus hours for pool maintenance which I have redirected to have our staff clean the change rooms at our facility," says Sutherland. "We understand that first impressions are important and we want to be sure our customers always come into a clean change room every morning. "Further, staff can now also focus on water chemistry, pool safety checks, and general interaction with customers. Plus, the cleaner the pool is keeps customers happier and healthier."

### Notes

1 For more information on the book *A Brief History of Pool Cleaners*, visit <http://centerforpoolstudy.org/library.htm> or contact the Center to receive a complimentary copy of it and its other recent publications, including *The Ultimate Guide (to Effective and Efficient Cleaning of Any Commercial Pool or Spa)*;

2 As part of the Center for Public and Lodging Pool Study (CPLPS) initiative, the invitation to participate and receive a commercial robotic pool cleaner to use free of charge will also be extended to any Canadian hotel and/or resort with at least one large pool and selected service professionals who contact the organization. The CPLPS will also distribute *Official Pool Cleaning Manual* to any pool operator who requests a copy.

Continued on page 19

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### Benefits of using robotic pool cleaners

- No skill or training is required. Computerized guidance system does all the work.
- Saves effort and labor. Simply plug it in and set the program and timer.
- Efficiently covers up to 99 per cent of the pool floor.
- Robotic pool cleaners travel up to 22.2 m per minute (73 fpm), which is much faster than manual cleaning.
- Cleans, brushes, and filters simultaneously. The rotating scrubbing brushes are made of durable, absorbent materials.
- Quickly removes debris (e.g. dirt, sand, leaves, insects, hair, pebbles, etc), and breaks up and removes algae and bacteria.
- Reduces energy/electricity costs.
- Smoothens surfaces and helps to preserve concrete pool finishes.
- Certified safe with no chance of shock or injuries to operators or bathers.
- A robotic cleaner can pay for itself approximately two years after it is incorporated into an aquatic facility's maintenance regime.
- Manufacturers offer different plans to aquatic facilities for leasing and/or purchase options.

Functions	Manual Brushing/Vacuuming	Main Pump and Filter System	Robotic Cleaners	Handheld, Battery-Powered Vacuums
Ability to remove dangerous and unsightly debris and contaminants between two and 20 microns	None	None	High	High
Direct filtering ability	None	High	High	High
Brushing ability for visible debris	High	None	High	High
Brushing ability for invisible debris	None	None	High	High
Ability to clean corners, steps, and in and around ladders	Low	None	Low-moderate	High
Vacuuming ability of surfaces (e.g. walls, floors, steps, etc.)	None	None	High	High
Scrubbing of waterline	None	None	Moderate (for wall-climbing models)	Moderate (with attachment)
Maintenance requirement	Low	High	Low	Very low
Reduction or elimination of backwashing and cleaning	None	None	High	Moderate
Electricity cost per year	Moderate	High	Very low	None
Labor cost per year for each laborer	\$28,000	N/A	\$28,400	\$547.50
Electricity Savings per Year	None	None	93%*	25%

\* When used with a variable speed filter pump.

## The science behind pool cleaning

Continued from page 18

Under its program, the CPLPS will ship at no expense or formal commitment to any major hotel or resort a state-of-the-art high end commercial swimming pool cleaner and handheld commercial extended-reach battery-powered pool and spa vacuum to use and informally evaluate for up to six months with no strings attached other than to agree to provide the Center with

periodic feedback and evaluation of the products. The rationale is that Grand, ultra-luxury hotels promote their facilities often with multi-million dollar show pools that symbolize their entire facilities. Winning over these 4 and 5-Star hotels and resorts by allowing them to see for themselves the enormous benefits of these products will help convince owners and

operators of the approximately 40,000 pool-equipped American and Canadian hotels, motels and other lodging facilities on the wisdom of following suit.

Contact Information: Cynthia Mancini, Executive Administrator, Center for Lodging and Public Pools, 10 Alvin Court, Suite 111, East Brunswick, New Jersey 08816 / (908) 227-3270; Info@centerforpoolstudy.org. Website: http://www.centerforpoolstudy.org



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# Avoiding Dead Zones by selecting the right pump

By Mike Fowler

Mike Fowler is with Pentair Commercial Aquatics

Proper pump selection and optimal flow rates are extremely important to ensure proper flow, avoiding “dead spots” in pools, especially in today’s pools that often have multiple curves, inlets, grottos and vanishing edges. Pool professionals can also increase the

energy savings for their customers with properly sized pumps for the pool. This article focuses on how to choose the right size and speed pump for different pools. With a few tips and rules of thumb, proper pump select will result in better water flow while minimizing energy consumption.

**Sizing**

Affinity laws indicate the power

er demanded by a pump is proportional to the cube of the flow rate. For example, if the pump’s flow rate is doubled, then its power demand is increased by a factor of eight. Therefore, it is important to utilize the smallest pump that is capable of completely turning over the pool water in an acceptable amount of time.

Furthermore, during the pump

selection phase, the facility’s auxiliary features (e.g. spray pads, fountains and waterfalls) should also be considered, as it is common for them to use the pool’s main pump. Some building codes, however, require the use of a multi-speed pump, or in some cases, a separate pump for each auxiliary pool load. Pumps on many pools are oversized by

design, sometimes more than 20 to 40 percent bigger than they need to be; this happens because many architects and engineers look at what is required, then pick the next size up to be sure the pump can handle the job.

Pump selection tips:

1. Determine flow rate in gallons per minute.
2. Calculate total dynamic head (TDH—the pressure head difference between the inlet and outlet of the pump) to account for friction loss. Adding 20 feet of head for a dirty filter is optional.
3. Refer to the pump’s performance curve to select the preferred unit.
4. Locate the required horsepower of the pump by plotting GPM vs. TDH (if plotted point falls between two pump sizes, select the next larger pump size in terms of horsepower).
5. Do not oversize the pump. Choose the best pump available for the facility’s flow rate requirements (i.e. do not install a 20-hp pump where a 10-hp pump will suffice just because that is all that is available). If the preferred pump does not provide a proper fit, consider a different pump model.
6. Verify the selected filter can handle the system’s flow rate and be sure the minimum backwash flow rates can be achieved.

**Avoiding dead zones**

There are two solid ways to make sure a swimming pool is designed and circulated to eliminate ‘dead zones’ of circulation in today’s swimming pools, which are often designed with multiple

*Continued on page 21*

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## California Capitol Report

*Continued from page 1*

Building Standards Commission will be developing permanent regulations over the next 180 days, and the CPSA will be working to ensure that swimming pools and standalone spas are not included in the definition of “water feature” that includes decorative ponds and fountains. As it currently stands, to put in a new pool in a backyard would require an enormous amount of drought friendly landscaping to counterbalance it, even if the pool is surrounded by a large amount of hardscape. Putting in a family friendly backyard with a small patch of lawn would be impossible.

The CPSA put through legislation in 2010 when the MWELo was being developed to ensure that pools and spas were not included in the definition of water feature. However since the MWELo was not being enforced at the time nothing happened with it and it was not changed to reflect the true water usage of pools and spas. Hopefully that legislation can provide the basis for requiring that the MWELo account for hardscapes and pool covers, but that is far from certain. The CPSA will be working with the Department of Water Resources and the Building Standard Commission over the next 180 as the permanent regulations are developed, with more information to follow as the process moves along.

## Selecting the right pump

Continued from page 20

insets, curves, grottos, water fountains and slides.

Properly balanced plumbing: One of the most important parts of a well-balanced circulated pool is having a hydraulically sound plumbing layout throughout the both the suction and return sides of the system. Taking larger pipe sizes to the pool and then breaking them down to smaller sizes in balanced way around the pool will ensure that you have proper circulation throughout the entire body of water and don't leave any dead spots in the pool.

Proper placement and directions of return lines: When bringing water back to the pool after it passes through the filtration system, the whole key is to make sure it goes back to the pool completely and as evenly distributed as possible. Once again, the importance of balancing your piping around the pool and location of the returns will help to make sure that all areas of the pool are circulating water. Many contractors today will align the return lines throughout the pool so the water is returned in a circular motion around the pool and designed in a way that as the circulation around the pool is complete the water is also passed by skimmers in a strategic fashion to aide in cleaning the surface, as well as distributing the water. One suggestion is to cap the end of the return line plumbing to increase the performance of those returns that are furthest away in your plumbing layout. This will ensure that all areas are getting proper circulation around all spots of the pool.

In larger pools, it often makes sense to divide the plumbing and pumps into three sections, each with their own pump system. In this way, each section of the pool is its own "zone" and the equipment and plumbing is set up for each zone. For example, in a 20x40 pool with a grotto with cascading water fall and a slide with its own water system in the deep end and a sundeck with fountain and cuddle cove/play area/reverse radius section in the shallow end, you would divide the shallow end area of the first 10 feet into one zone, the mid-section of 15+ feet into a second zone, and the deep end area, or last 15 feet, into a third zone with pumps and plumbing sized accordingly.

### Speed

Historically, pool pumps with induction motors, which operate at only one or two speeds, have drawn more energy than is required to circulate pool water. These units must constantly operate at high speed to perform their most demanding jobs, such as running a waterfall or pool cleaner. However, it takes far less power to simply keep the pool water filtered—a difference single-speed pumps cannot address.

Variable speed pumps, on the other hand, are able to be programmed to operate at set speeds to deliver the correct flow rate for each task they perform. This allows the pool's pump to reduce energy consumption and ultimately reduce operating costs. Variable speed pumps can also be programmed to achieve turnover times of exactly six hours, even if the filter is dirty. This allows motor speed, power and energy to be reduced during times when the filters are clean, instead of sizing the pump to assume worst-case

operating conditions.

Some VSPs have built-in constant-flow software, which maximizes the advantages these pumps have, as it will automatically adjust its speed to deliver the required flow rate for each programmed task. For instance, if an arcing laminar water feature requires 40 gpm to produce a smooth 6-foot arc of water, the pump will automatically ramp up its speed when it senses resistance in the circulation system (e.g. as the filter accumulates dirt) to continually provide the proper flow rate. With other pump types, the water feature will gradually throw a shorter arc of water as the filter gets dirtier.

No matter what type of pump is being used, however, slower pump speeds save energy. Slower speeds also dramatically reduce noise levels and wear and tear on the other pool equipment the water flows through.

# Pentair offers incentive program for IPSSA

By Steve Zorn

Steve Zorn is California regional sales manager for Pentair.

All of us at Pentair Aquatic Systems appreciate the support of the IPSSA membership. We are pleased to offer IPSSA a rebate incentive based on the individual product purchases of each member.

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Dick Nichols, IPSSA's past Region 10 director, commented, "This partnership is a perfect match between the largest swimming pool service organization and the largest manufacturer of pool products. The funds generated will be used for IPSSA's continuing education and research programs."

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Name: _____ Acct #: _____	
Name: _____ Acct #: _____	

Member Signature \_\_\_\_\_ Date \_\_\_\_\_



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# IPSSA CHAPTER LISTINGS

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@cramercpa.com or P.O. Box 1617, Rocklin, CA 95677  
Chapter treasurers contact: ipssafinancial@cramercpa.com

For insurance information: call Arrow Insurance (800) 833-3433 / Fax (805) 955-9535 / 40 W. Cochran Street #112, Simi Valley CA 93065, E-mail: ray@arrowinsuranceservice.com

**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  
www.edipssa.com  
**ELK GROVE**  
Second Wednesday, 7:00 p.m., Logan's Roadhouse,  
9105 W. Stockton Boulevard, Elk Grove  
Pres. Jerry Marquardsen (209) 747-4953  
jerry@spoolservice@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 Mazza (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  
1200 Lawrence Drive #400, Newbury Park  
Pres. Michael Flanagan (805) 444-7960  
**FRESNO:**  
Fourth Tues., 7 p.m.  
Roundtable Pizza at First & Bullard, Fresno  
Pres. Norm Carpenter, (559) 217-1228  
ipssafresno@gmail.com  
**SANTA BARBARA**  
Second Mon., 6:30 p.m., Rusty's Pizza Parlor  
232 W. Carrillo, Santa Barbara (downtown)  
Pres. Joe Burich (805) 451-1963  
mericks2001@yahoo.com  
**VENTURA:** Third 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

**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

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 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  
**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  
**SADDLEBACK VALLEY**  
Last Tues., 6 p.m., Lone Star Steakhouse,  
24231 Avenida de la Carlotta, Laguna Hills  
Pres. Scott Kather (714) 742-9597  
**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: Scott Peterson  
(951) 699-8407  
E-mail: ipsasscott@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  
johnnyspoolandspa@sbcglobal.net  
**HEMET:** Third Wed., 6:00 p.m., El Jalapeno  
1999 N. State Street, Hemet  
Pres. John Bettencourt (951) 925-2442

**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  
**ESCONDIDO**  
Third Wed., 6:30 p.m., Call for location.  
Pres. James Leisten (760) 737-3058  
jim@blueribbonps.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  
3510 Valley Centre Drive, San Diego  
Pres. Joshua McKee (858) 337-4482  
josh@makaipools.com  
**SAN DIEGO**  
Third Wed., 7 p.m., Mission Valley Resort  
875 Hotel Circle S., Mission Valley  
Pres. Austin Gardiner (619) 449-6345  
austingardinerps@hotmail.com  
**SAN DIEGO EAST COUNTY**  
Third Tues., 6 p.m.,  
Superior Pool Products, 1973 Friendship Dr., El Cajon  
Pres. Berny Sweeney (619) 244-0496  
bernypoker@hotmail.com  
**SAN DIEGO METRO**  
Fourth Thurs., 7:00 p.m.  
Coco's, 1025 Fletcher Parkway, El Cajon  
Pres. Mike McCourtney (760) 788-0823  
sunrisepools1@hotmail.com

**REGION 8 (SOUTHWEST)**  
B.O.R.D. Member: Marc Cannon  
(602) 432-3371  
E-mail: rescueh2o@aol.com

**EAST VALLEY**  
Third Thurs., 6:45 p.m., Superior Pool Products  
2350 W. Broadway Rd. #110, Mesa  
Pres. Mike Lee (480) 786-0687  
**HENDERSON:**  
First Wed., 7 p.m., Village Pub-Horizon Ridge  
10900 S Eastern Ave, Henderson NV  
Pres. Forrest Owen (702) 372-7200, poolboys@cox.net  
**IPSSA VIPS**  
Third Wed., 7:00 p.m.  
Elk's Lodge #335, 14424 No. 32nd St., Phoenix  
Pres. Joe Mischik (602) 290-5547  
**NORTH PHOENIX**  
Third Tues., 7 p.m., SCP  
18201 N. 25th Avenue, Phoenix AZ 85023  
Pres. William Goossen (623) 580-9802  
goosse-man@cox.net  
**NORTHWEST LAS VEGAS**  
First Thursday, 7:00 pm  
Joey's Bar & Grill, 7081 W. Craig Road, Las Vegas  
Pres. Robert Fazio, (702) 591-1624  
**SCOTTSDALE**  
Third Mon., 6:00 p.m., SCP, 7841 E Gray Rd.,  
Scottsdale, AZ 85260-3461  
Pres. Kurt Schuster (602) 488-7335  
**TUCSON:**  
Third Wed., 7 p.m.  
Superior Pool Products, 4055 N. Runway Drive.  
John Greenough (520) 440-5671  
**WEST VALLEY**  
First Wed., 7:00 p.m., Cloud Supply  
1100 N. Eliseo, Felix Way, Avondale  
Pres. Patrick Pace (623) 853-6859  
**WESTERN LAS VEGAS**  
First Mon., 6:30 p.m. (excl. holidays)  
Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas  
Pres. Linda Cross 702-524-8453  
ipssalindacross@gmail.com

**REGION 9 (TEXAS)**  
B.O.R.D. Member: Jim Smith  
(512) 206-0606  
E-mail: jim@aquamanpoolandspa.com

**AUSTIN**  
First Tues., 6 p.m., Cherry Creek Catfish Co.  
5712 Manchaca Rd, Austin  
Pres. Todd Swearingen (512) 326-4695

**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., Carrows Restaurant  
11669 Foothill Blvd., Rancho Cucamonga  
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. 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,  
1333 University Ave., Riverside  
Pres. Scott Zahn, (951) 966-0592  
libertypoolservice@hotmail.com  
**TEMECULA/MURRIETA**  
Third Wed., 7 p.m., Pat & Oscar's  
29375 Rancho California Rd., Temecula  
Pres. Jack Delaney (951) 674-6318

**REGION 10 (BAY AREA SOUTH)**  
B.O.R.D. Member: John Oldfield  
(888) 641-8047  
E-mail: joldfield@oldfieldinc.com

**FREMONT:** Second Mon., 6 p.m.,  
El Patio Restaurant, 37311 Fremont Blvd., Fremont  
Pres. Michael Murphy (510) 579-1448  
**MID-PENINSULA**  
Last Tues., 7 p.m., Highland Community Club  
1665 Fernside Ave., Redwood City  
Pres. Jerry Lindley (650) 366-6637  
**MONTEREY COAST:** Fourth Wed., 7:00 p.m.,  
Holiday Inn Express, 1855 Main Street, Watsonville  
Pres. Bob Blade, (831) 647-8680  
alohapoolbob@sbcglobal.net  
**REDWOOD EMPIRE (Marin Co.)**  
Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,  
320 N. McDowell Blvd., Petaluma  
Pres. Darrell O'Neal (707) 544-3060  
dandmpool@aol.com  
**SANTA CLARA VALLEY**  
Third Thurs., 7:30 p.m., Napredak Hall  
770 Montague Expressway, San Jose  
Pres. Mark Lyons (408) 691-2663  
santaclaraipssa@gmail.com  
**SILICON VALLEY:** First Wed., 6 p.m.  
Armadillo Willy's, 1031 N. San Antonio Road, Los Altos  
Pres. David Guslani (650) 333-1351  
dguslani@earthlink.net  
**TRI-VALLEY:** Second Thurs., 6 p.m.,  
Meeting locations vary. Check with chapter president.  
Pres. Stan Phillips (925) 518-1718  
stan@aquacps.com

**REGION 11 (FLORIDA/GEORGIA)**  
B.O.R.D. Member: Todd Starnes  
(941) 915-2135  
E-mail: tstarnes@tampabay.rr.com

**GOLD COAST (Ft. Lauderdale area)**  
Second Tues., 6:30 p.m., Wings Plus9,  
9880 W. Sample Rd., Coral Springs  
Pres. Ana Labosky (954) 224-7733  
www.ipssagoldcoast.com;  
president@goldcoastipssa.com  
**MANASOTA (Bradenton/Sarasota)**  
First Mon., 7:00 p.m., Call for meeting  
location and directions  
Pres. Andrea Dospel (941) 920-2205  
**NORTH GEORGIA**  
Pres. James Anderson (678) 947-3600  
**OSCEOLA (Kissimmee/Orlando)**  
Second Wed., 6:30 p.m.  
Fat Boy's Restaurant, 2512 13th Street, St. Cloud  
Pres. David Bianco (407) 957-2609  
biancopools@aol.com  
**SARASOTA:** First Tues., 6:30 pm  
Papa Nicks, 4940 Fruitville Road, Sarasota  
Pres. Andy Homner (941) 330-5757  
**TREASURE COAST**  
Fourth Tues., 7:00 pm  
Duffy's Sports Bar, 6431 SE Federal Hwy, Stuart  
Pres. Allen Schroeder (772) 215-1884  
**VENICE:** Fourth Monday, 6:30 p.m.,  
Valenti's Ristoranti, 1200 E. Venice Avenue, Venice  
Pres. Ray Kurilivicius, (941) 743-2010  
ray@dartpoolsolutions.com

**REGION 12**  
B.O.R.D. Member: Jason Lehmann  
(817) 605-0194  
E-mail: waterconnection@att.net

**DALLAS**  
Fourth Tues., 5:30 p.m., Tony's Diner  
3112 N. Jupiter Rd #307 Garland TX  
Pres. Eustaquio Portillo (214) 325-6746  
**FORT WORTH**  
Third Tues., 6:30 p.m., La Playa Maya Restaurant  
1540 N Main Street, Fort Worth  
Pres. Tina Lehmann (817) 991-0555  
**MID CITIES DFW:** First Mon., 7:00 p.m.,  
SCP, 2107 Hutton Drive, Carrollton TX 75006  
Pres. Casey Gardner (469)835-5674  
**TARRANT COUNTY**  
First Tues. 7 p.m., El Chico's Café  
7621 Baker Blvd., Richland Hills  
Pres. Will Ainsworth (817) 987-8580  
**WAXAHACHIE**  
Second Wed., 7 a.m., Denny's,  
408 Westchase Drive, Grand Prairie  
Pres. Neal Holt, (972) 617-9877

**CLEARLAKE**  
Fourth Tues., 7:00 p.m., Red River BBQ,  
1911 Hwy 518 at 270, League City,  
Pres. Jim Jacobsmeyer (281) 787-6116  
**CORPUS CHRISTI**  
First Thurs., 6:30 p.m., Schlitterbahn Upper Padre  
14353 Commodores Drive, Corpus Christi  
Pres. Michael Baker (361) 563-7655  
**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. Rick Beaubouef (512) 466-9672  
**NORTH HOUSTON:** Third Thurs., 7 p.m., IHop  
25619 Interstate 45, Spring  
Pres. Gary Lindsey (936) 448-4208  
**SAN ANTONIO**  
First Mon., 6:30 p.m., Willies Grill  
15801 San Pedro, San Antonio  
Pres. Becky Clayton (210) 240-3121  
beckyclayson@yahoo.com  
**WEST HOUSTON:** First Mon., 7 p.m.  
Texas Land & Cattle, 12313 Katy Fwy, Houston  
Pres. Earl Jones (832) 573-8279  
earl@texaspooltechs.com

**REGION 13**  
B.O.R.D. Member: [Name not fully visible]  
([Phone number]) [Email not fully visible]

[Chapter Name]  
[Meeting details and contact information]

**REGION 14**  
B.O.R.D. Member: [Name not fully visible]  
([Phone number]) [Email not fully visible]

[Chapter Name]  
[Meeting details and contact information]

**REGION 15**  
B.O.R.D. Member: [Name not fully visible]  
([Phone number]) [Email not fully visible]

[Chapter Name]  
[Meeting details and contact information]

# 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.

### TITANIUM PARTNERS



**HASA INC.\***  
www.hasapool.com  
Mary Flynn / maryflynn@hasapool.com  
818-361-1258 / 661-259-5848  
Liquid swimming pool chemicals, dry chemicals, pool and spa specialty products. ③

### PLATINUM PARTNERS



**HAYWARD POOL PRODUCTS INC.\***  
www.haywardnet.com  
Fred Manno / fmanno@haywardnet.com  
John Rodriguez / jrodriguez@haywardnet.com  
Bob Seward / bseward@haywardnet.com  
909-594-1600  
Manufacturer of swimming pool equipment. ①



**SCP/SUPERIOR/NPT\***  
www.poolcorp.com  
Robert Rankin / 714-693-8035 X 293  
Mike Felechner / 714-288-1940  
Service industry related ①



**ZODIAC POOL SYSTEMS INC.**  
www.zodiacpoolsystems.com  
800-822-7933 X3323  
Steve Gutai / steve.gutai@zodiac.com  
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