



THE

IPSSAN

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

VOLUME XXX, NUMBER 2

Happy 30th Anniversary IPSSA!

February 2018

California Capitol Report

New Labor & Employment Laws Effective in 2018

By John Norwood

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



In 2017, California enacted new employment laws that may affect your business's day operations beginning in 2018. Employers must be aware of significant changes in key areas, such as a small business parental leave law and new hiring restrictions. Unless identified, all new legislation goes into effect on January 1, 2018.

Parental Leave for Small Employers

An important new law requires that small employers provide new parents with up to 12 workweeks of unpaid leave.

SB 63 - New Parent Leave Act - requires small businesses with 20 or more employees to provide eligible employees up to 12 weeks of unpaid, job-protected leave to bond with a new child - leave that must be taken within one year of the child's birth, adoption or foster care placement. SB 63 requires employers to provide parental leave only for baby bonding; it does not require employers to provide leave for other reasons, such as a family member's medical issue.

This new law will have the greatest impact on employers with 20 to 49 employees who are not currently required to provide baby bonding leave under the federal Family and Medical Leave Act or the California Family Rights Act. If an employee takes this leave, an employer must maintain and pay for coverage under a group health plan at the same level and conditions that coverage would have been provided if the employee had continued working. Before the leave starts, an employer must provide

the employee with a guarantee of reinstatement to the same or comparable position. Failure to provide the guarantee will be deemed a violation of the law, as if the employer refused to provide leave. Employers can be sued if they do not comply with provisions of the Act.

Hiring Practices & Enforcement

Employers will see significant changes to their hiring practices in 2018, including applicant selection processes and compliance with Form I-9 and immigration laws.

AB 1008 - Ban the Box - prohibits employers with five or more employees from asking about criminal history information on job applications and from inquiring about or considering criminal history at any time before a conditional offer of employment has been made. There are limited exemptions for certain positions, such as those where a criminal background check is required by federal, state or local law. Once an employer has made a conditional offer of employment, it may seek certain criminal history information. However, before denying employment because of a criminal conviction, these specific steps must be followed:

- The employer must first conduct an individualized assessment to determine whether the conviction has a direct and adverse relationship with the job's specific duties that justifies denying employment.
- Any preliminary decision

Continued on page 8



From left: Glen Knecht, Ivan Vance, and Saul Krochmal with LAFD volunteers.



Ivan Vance with LAFD Certificate of Special Recognition.



Westside chapter participated in the Spark of Love. (L-to-R) Paul Martenson, Kent Landman, Richie Okamoto, and Jason Rosales.



Glen Knecht, Western Pool & Spa Show president, displays Spark of Love donation at the holiday function.



Sertoma volunteers.



Glen Knecht and Saul Krochmal with LAFD volunteer.



LAFD Training Center, aka "Toy Central."

Spark of Love, The San Fernando Valley's Annual Toy Drive is Successful Yet Again!

By Ivan Vance

Ivan Vance is a member of the San Fernando Valley chapter.

Once again, in 2017, the San Fernando Valley IPSSA toy drive for needy kids, a chapter venture going back some thirty years, proved to be huge success. Through members soliciting toys and cash donations from customers and by partnering with

affiliated IPSSA chapters: SFV Metro, Santa Clarita, and Westside, as well as the Western Pool & Spa Show, we were able to amass many hundreds of toys and almost \$5500.00 in checks to contribute to LAFD SERTOMA/Spark of Love. Then on December 16 the said largesse was crammed into a couple of pool trucks and transported down to the LAFD

training center near Dodger Stadium where it could be sorted and earmarked for worthy charities helping deserving families during the holidays. The volunteer LAFD firefighters continue to provide an outstanding and selfless service to the less fortunate in our community this season distributing over 150,000 toys. We were gratified to play a small part.

DO NOT HOLD
DATED MATERIAL

Things to do in February

- Driving safety
- Truck maintenance
- Hose bibs
- Heater tune-ups
- Education at the Orlando Pool & Spa Show
- During the rainy season, don't drain pools

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THE IPSSAN

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

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Larry Kirkorian is the winner of the December Education Corner quiz and is also the Big Annual Winner for 2017!

Larry Kirkorian, a member of the Fresno Chapter, not only was the only correct submission for December but was also chosen randomly amongst all other 100% correct quizzes received for the year-and the second year in a row! He will receive an IPSSA messenger logo bag as well as other IPSSA logo items.

The correct answers for the January quiz are 1. The APSP recommended ORP level for safe water is: A. 600 to 650 mV, B. 650 to 750 mV C. 650 to 700 mV, D. more than 750 mV, *the correct answer is b) 650 o 750 mV*. 2. Liquid chlorine must be packaged in a container with a non-vented, leak proof top or cap : A. True or B. False, *the correct answer is b) false*. 3. The element Chlorine (Cl) is a gas is: A. True or B. False, *the correct answer is a) true*. 4. The customary units used

to express pool surface area is: A. Cubic Feet, D. Cubic Yards, *the correct answer is A) Square Feet*. B. Square Yards C. Square Feet

Calendar of Events

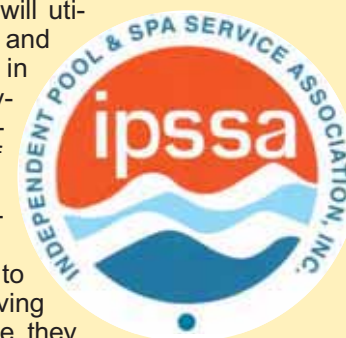
- Feb. 1-3** **Desert Pool & Spa Show**
Phoenix Convention Center, Phoenix, AZ
www.dps-show.com
- Feb. 9-10** **IPSSA Leadership Weekend**
Wyndham Anaheim Garden Grove, Garden Grove, CA
info@ipssa.com
- Feb. 21** **Inland Empire Pool Expo**
University of Redlands Orton Hall, Redlands, CA
www.inlandempirepoolexpo.com
- Mar. 15-17** **Western Pool & Spa Show**
Long Beach Convention Center, Long Beach, CA
www.westernshow.com

WELCOME NEW MEMBERS!

- REGION 2 – Fresno:** Brant Clayton... **REGION 3 – Santa Clarita:** Jonathan Loudermilk... **REGION 4 – East Long Beach:** Michael Cipko... **San Diego Metro:** Philip Coon... **REGION 8 – East Valley:** Jesse Walker... **REGION 7 – San Diego:** Brooke Cunningham... **San Diego Metro:** Robert King.o... **REGION 10 – Silicon Valley:** Craig Matteis.

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 31 chapters, whose members all paid promptly in January before second notices were required:

- Region 1 – East Bay, Capital Valley, El Dorado, East Contra Costa, Delta, Tracy
- Region 3 – San Gabriel Valley and San Fernando Metro
- Region 4 – Westside and Whittier
- Region 5 – Central Orange County, Dana Point, OCPP, Orange Coast, Orange County #9, Surf City, Southwest
- Region 6 – Hemet, Redlands, Riverside
- Region 7 – Carlsbad
- Region 8 – Henderson
- Region 9 – North Houston, Corpus Christi, Hill Country
- Region 10 – Fremont and Tri Valley
- Region 11 – Osceola, North Georgia, Manasota, Sarasota, Treasure Coast, Port Charlotte
- Region 12 – Dallas, Fort Worth, Mid Cities DFW, Waxahachie, Tarrant County

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*** WIN *
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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 **MARCH 20, 2018**.

1. The recommended ozone residual for residential spas is
 - A. 1.0 ppm
 - B. .01ppm
 - C. .04 ppm
 - D. None of the above
2. If there are more hydrogen ions (H+) in the water than hydroxyl ions (OH-) the pH will be:
 - A. Higher
 - B. Lower
 - C. Neutral
 - D. Not affected
3. Which of the following is not a result of low pH?
 - A. Corrosive water
 - B. Stains
 - C. Scale formation
 - D. Etched plaster
4. pH and total alkalinity are related and it is not possible to change one without having some effect on the other.
 - A. True
 - B. False

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

or Fax to: (888) 368-0432

Entries for this month must be received by **MARCH 20, 2018**.

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- AFTER MARCH 4TH: \$95



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Mar. 16 ~ 8AM-3PM

Mar. 17 ~ 8AM-2PM

Exhibit Hours:

Mar. 15 ~ 6PM-9PM

Mar. 16 ~ 2PM-6PM

Mar. 17 ~ 1PM-6PM



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- **NSPF Certified Pool Operator Course (CPO) March 15-16
- **NSPF Advanced Service Technician™ Course March 15
- Water Chemistry for the Service Professional March 16 & 17
- GENESIS® Transitioning from Service to Construction March 17

**SEPARATE FEE: Visit westernshow.com for details

FLOOR ACCESS: No Charge For Online Pre-Registration
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WPSS 40th Anniversary Celebration Party

Friday, March 16, 2018

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40th Annual Western Pool & Spa Show ~ March 15-17, 2018

Seminars & Speakers subject to change or cancellation without notice / CHECK westernshow.com FOR UPDATES OR CHANGES

THURSDAY, MARCH 15, 2018 / EXHIBIT HOURS 6-9 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 40+ New Classes

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
1 PM TO 2:45 PM	Heater Overview ETI and the Hybrid, Pentair	How to Install Water Features That Work Ron Hetzner, Oreq	Service & Retail with The Pool Program - Enterprise Jason Wise	In-Floor Cleaning Systems, Jaime Guzman	Navigator AquaNaut and The Pool Cleaner Repair David Jones	MEETING ROOM	Design and Troubleshoot Solar Pool Heating Systems SunTrek Industries	Basic Water Chemistry Gabe Talese, HASA	Raypak LoNox Heater - Installation and Troubleshooting Clases En Español
3 P.M. TO 3:45 P.M.		Hazardous Material Transport & Your Route Truck, Ron Hetzner	How it Works for Beginners Dennis Rettela	Ultimate Pool Care for the Next Decade Mike Quaka	Limpiadores de Succión Daniel Jazo	Proactive Pool Start Ups and Surface Protection Scott Niehols	Solar Pool Heaters Troubleshooting Service and Lessons Learned, Daniel Sizelove	MEETING ROOM	Secrets to Algae Free Pools Evangelina Serrano Clases En Español
4 P.M. TO 5:45 P.M.	Easy Touch Controls with Mobile Devices Pentair	Algae: Why we get it. How we get rid of it. And the truth about CYA Chris Marcano	How to sell the importance of Proper Water Chemistry to your customer, Terry Snow, Rich Gallo	Pool Lighting Decoded - How to Light today's pools, Graham Orme	VS Pump de Hayward y Sistemas de sal, Daniel Jazo Clases En Español	How to manage and Grow your Business Christine Hester	Good Mastic Installation Jim Dill Deck-O-Seal	Cement Surfaces Issues & Answers Ed Rock	Business Management Pedro Correa Clases En Español

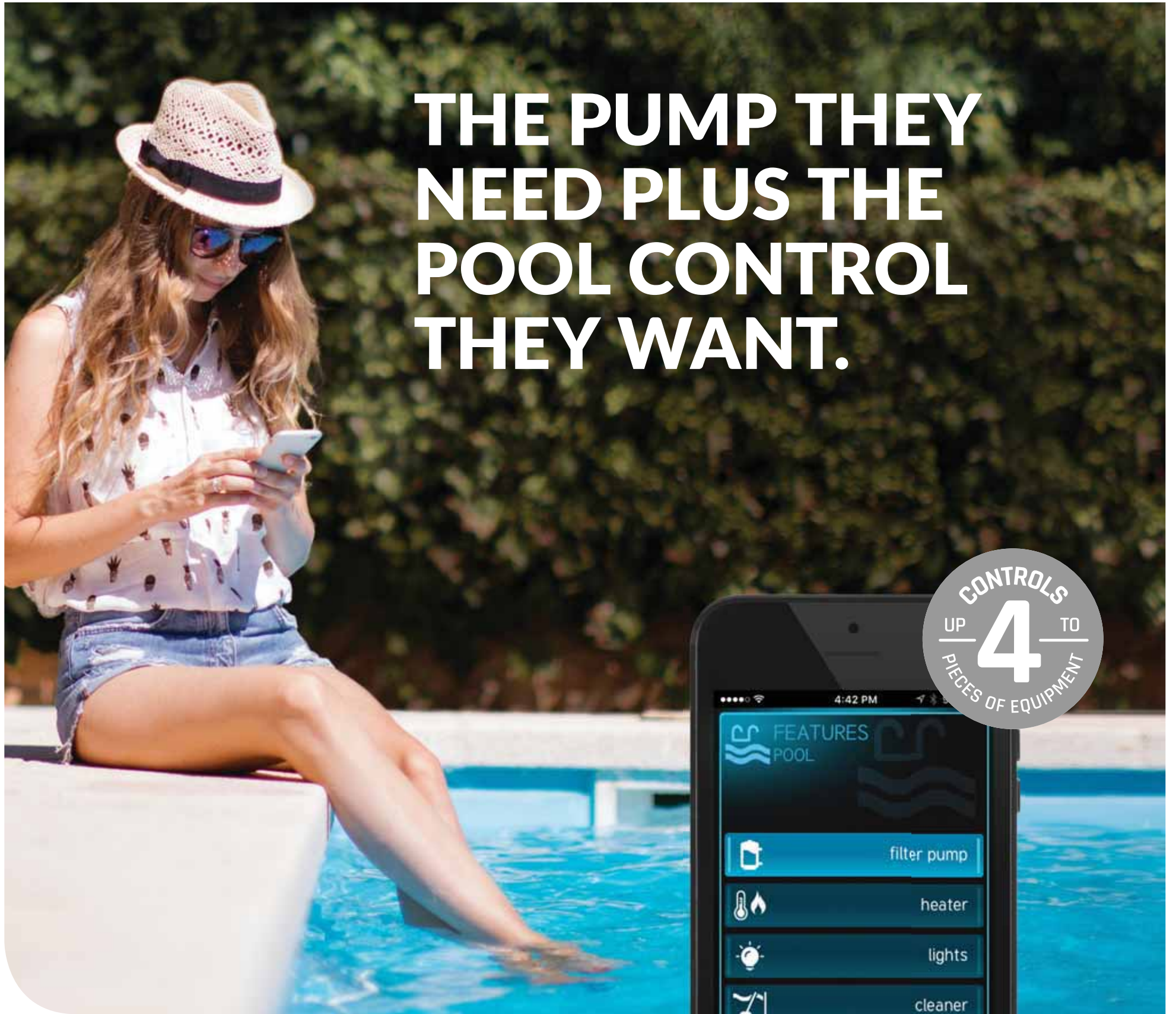
FRIDAY, MARCH 16, 2018 / EXHIBIT HOURS 2-6 P.M. / OPEN TO THE TRADE ONLY / REGISTRATION REQUIRED / 40+ New Classes

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	New IntelliFlow VSF Pump Hands-On Programingng Pentair	Pool Plaster Concepts for Service Professionals OnBalance	How to Manage and Grow Your Business Christine Hester	Introduction to QuickBooks Pedro Correa Clases En Español	AquaRite & HydroRite UV03, Do's and Don'ts Ben Carver, John Rodriguez	Basic Water Chemistry & Testing Wayne Ivusich	Certified Stain Specialist Jack's Magic	MEETING ROOM	Pentair Chemical Automation Pentair Clases En Español
10 A.M. TO 10:45 A.M.	Hydraulics for the Service Pro, Pentair	Pool & Spa Filtration Concepts and Capabilities and Comparisons Mark Dunlop	Periodic Cleaning of Particulate Filters Maintains Optimal Performance Vance D. Fiegel	How to Find & Keep Today's High-End Pool Owner Customers Mike Quaka	California Commercial Title 22 Trevor Stiff	MEETING ROOM	Electrical Bonding and Grounding, Bill Hamilton	Stand Out Online and Win New Customers Jamie Taggart	Saving time, labor, and money with Combo/Connect Jbox & Ready/Set Actuator Intermatic
11 A.M. TO 12:45 P.M.	Electricity for the Service Pro Pentair	Tips & Tricks for the New Pool Professionals, Peter Haverlation	Understanding the LSI and General Water Chemistry Harold Evans	Controles basados en la red Alex Valdovinos Clases En Español	Hayward Heaters Installation and Repairs Basics Dan Smith	Water Chemistry for the Pool Service Professional Bob Lowry	Changes to the NEC 2020 Bill Hamilton	Customer Billing with The Pool Program 8 Jason Wise	Ozone/Chlorine Generators Arturo Torres Clases En Español
1 P.M. TO 2:45 P.M.		Advanced Water Chemistry OnBalance	Comprension del LSI y quimica general del agua Emie Peniedo Clases En Español	Bombas de velocidad variables y sus controles Alex Valdovinos Clases En Español	VS Pump Connecting to Hayward / All Controls Bryan Chrissan & Ben Carver	Hydraulic Component Compatibility Prolo Benedetti SWD Master, Dave Penton		MEETING ROOM	Basic Chemistry Pedro Correa Clases En Español

SATURDAY, MARCH 17, 2018 / EXHIBIT HOURS 1-6 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 40+ New Classes

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	Pentair Chemical Automation	Chemistry 101, Basic Water Chemistry, Terry Arko, SeaKlear	Why Am I at Fault? Lessons Learned from Over 2,000 Claims & Lawsuits, Ray Arouesty	Raypak LoNox Heater - Installation & Troubleshooting Brad Duncan	Profitable Inspections Rick English Served on the APSP Builders Education Commission	Pool & Spa Water Testing Treatment Wayne Ivusich	CPSA, NSPF/Genesis Town Hall-Future of the Alliance	MEETING ROOM	New Pentair IntelliFlo VSF Pumps Pentair Clases En Español
10 A.M. TO 11:45 A.M.	How a Pool Works Purity Pool Robert Foutz Jr.	Chemical Controls - How they Work and their Challenges Steve Dunn	Sodium Bromide- What Manufacturers Aren't Telling You United Chemical	Jandy Web Based Control Alex Krajewski	Water Chemistry for the Pool Service Professional Bob Lowry	Transitioning From Service to Construction, Paolo Benedetti and David Penton SWD Master	Plaster Stains & Discolorations Jack's Magic	MEETING ROOM	Licenciada Contratista Guiatista Class En Español
NOON TO 1:45 P.M.	Raypak x 94 Commercial Heater Brad Duncan	Which do you want to be? AMAZON, a Pool Professional or BOTH!! Dennis Chapman	Creating the Backyard Water Park Selling Entertainment Centers for Additions Kathryn Varden	Variable Speed Pumps and their Controls Alex Krajewski	Millionaire Pool Man Thinking Outside of the Box Charles Baird	Show Your Customer Why they Need to Upgrade their Equipment David Peterson	Rola-Chem ORP/Ph Controllers & How They Function, Todd Schwab	Secrets to Algae Free Pools Todd Wilson	Advanced Chemistry Pedro Correa Clases En Español

LONG BEACH CONVENTION CENTER, 300 E. OCEAN BLVD., LONG BEACH, CALIFORNIA / HALL "C" / Speakers' views are their own and not necessarily those of the Western Pool & Spa Show, Inc.



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Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker



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@arrowinsuranceservice.com

Hey Ray,

I have a client that's part of a national hotel chain.

Last week they informed me that the spa light had blown.

I got a new bulb and gasket, which they said they could install. I decided to visit the pool as it was being installed by their maintenance guys on Friday. It turned out there was no retaining screw and no screw socket in the light fixture for it to screw into. In other words the light was purely being held in place by being wedged in via the retaining clip.

I verbally informed the maintenance guys, and the general manager of the safety issues, not only from the light working loose but also from the lack of bonding that the retaining screw helps to satisfy, but they were insistent on using the spa the way that they were going to reinstall the light, claiming it had never been a problem in the past.

I also noticed a lack of potting compound holding the bonding wire in place in the back of the niche. I also regard this as a potential safety issue, if the connecting

nut/wire should eventually corrode.

Anyway, this is a letter I have prepared....what do you think?

PROPOSED LETTER TO CUSTOMER

Hi _____,
As discussed, I just want to bring to your attention and emphasize the potential danger of the spa light not being installed properly.

Although your maintenance guys have managed to wedge the light in place, the fact that the retaining screw is missing along with its screw socket presents a serious safety issue.

The retaining screw satisfies two things:

1. It obviously secures the light in place, and prevents it from becoming dislodged and falling out.

2. It creates a "bonding" between its case and the light niche that it's installed into.

This bonding helps to ensure an "equalized voltage potential" if there is any stray electricity which may enter the pool via a short in the electrical equipment.

Also, the No 8 bonding wire which enters the back of the light niche, (shown in the picture) should be secured and protected by a potting compound. This compound ensures that the wire does-

n't become detached due to corrosion, also potentially causing an eventual safety issue.

At this stage, I do not recommend using the spa, until the thorough safety of the light and the way its installed can be checked/repared by a licensed electrician, and a construction expert also familiar with the "bonding" issues of swimming pools.

Here is an article which helps to explain the intricacies of "bonding".

<https://iaeimagazine.org/magazine/2017/03/14/taking-the-mystery-out-of-equipotential-bonding-requirements-for-swimming-pools/>

Signature

ANSWER:

It is very rare that I see such a well crafted letter from a pool tech to a customer regarding a safety hazard.

You clearly explained the issue and even provided an authoritative reference to support the reason for your concern. Good job!

Going forward I would contact the local health department for assistance if the hotel management does not follow through with the repair necessary to make the spa safe and compliant with the electrical code.

A First in the Insurance Industry: New Disaster Related Income Loss Coverage Coming in April

A new insurance benefit will be offered to members who have lost monthly revenue from disaster-related events beginning in April 2018. The recent wildfires in Northern and Southern California, as well as the floods in Houston and hurricanes in Florida have resulted in IPSSA members losing monthly income from pools that are no longer serviceable. I heard of one member in Northern California that lost most of his route; the new coverage aims to replace that lost monthly income. The current plan is to reimburse a member for income loss up to \$25,000 for one year. This type of

coverage has never been written for a service contractor and Arrow Insurance is writing the policy forms.

The new income replacement plan is the latest unique insurance benefit offered exclusively to IPSSA members by its endorsed insurance provider. We included coverage for medical expenses resulting from accidental injury at the customer's job site a few years ago and it's been a great success. Our expanded coverage for chemical injury, workmanship and pool inspection claims have given members the gold standard in insurance protection.

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Tax Corner

How Will The New Tax Reform Affect You??

By **Clint Cramer**

Head of IPSSA's Financial Office and CPA for 30 years

The New Year is upon us, and 2018 will see the most significant tax reform in over 30 years. In

fact, this tax reform will affect the majority of tax payers in 2018. Here are a few of the key points to be aware of:

- Individual and corporate tax rates have changed. The maximum

individual rate has been reduced to 37 percent and the corporate rate is now a flat 21 percent. This rate change will benefit some taxpayers or cause an increase in tax liability for others.

- The standard deduction has increased; however, the personal exemption deduction has been eliminated.

- The Child Tax Credit has been increased for each child to \$2,000, up to \$1,400 of which is refundable for each child. A new non-child dependent tax credit has been initiated, and you can now receive a \$500 credit. The phase out threshold for these credits have been drastically increased. Married taxpayers filing a joint tax return are eligible for the credits if their adjusted gross income is \$400,000 or less, and \$200,000 for all other taxpayers. This tax cred-

it eligibility is capped at \$440,000 for married filing joint taxpayers, and \$240,000 for all other taxpayers.

- The exemption credit or deduction for yourself, your spouse, or your dependents will no longer be in effect.

- A powerful new deduction for self-employed and "pass-through" businesses allowing up to 20% of business net income to be deducted from individual taxable income (with some limits, as usual!).

Additionally, there have been several other benefits established for individuals and small business, as well as some deductions that have been removed including changes to mortgage interest deductions. Cramer & Associates has been serving the greater Sacramento region for 14 years,



Clint Cramer

and provides excellent tax and accounting services to small businesses and individuals. If you have questions about how these new tax laws will affect you, please call to schedule your free consultation, (916) 864-4272.

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FEBRUARY 2018 SHOW DETAILS

- NPC Annual Conference in San Diego on February 9th
- Central CA Pool Professionals Workshop in Fresno on February 16th
- Inland Empire Pool Expo in Redlands on February 21st

PEP BRANCHES

CALIFORNIA LOCATIONS						TEXAS LOCATIONS	
ANAHEIM 714-738-9038	BAKERSFIELD 661-679-1193	CATHEDRAL CITY 760-202-9075	CORONA 951-479-4670	DUARTE 626-359-1918	EL CAJON 619-562-0313	INDIO 760-776-1366	LIVERMORE 925-449-4259
LONG BEACH 562-333-4989	LOS ANGELES 310-945-4601	MURRIETA 951-600-7180	ONTARIO 909-969-2260	OXNARD 805-288-5226	PALM DESERT 760-601-3400	PALM SPRINGS 760-969-7378	RIVERSIDE 951-653-1490
SAN DIMAS 909-305-9839	SAN FERNANDO 818-365-8481	SAN JUAN CAPISTRANO 949-373-0010	VISALIA 559-297-7500	VISTA 760-477-1477	YUCAIPA 909-794-8340	N. AUSTIN 512-251-0400	SAN ANTONIO 210-479-0032

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.

It pays to designate beneficiaries

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

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

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

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

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

IPSSA is on Facebook!

Visit our page at www.facebook.com/ipssa where you'll see photo albums from recent industry events.

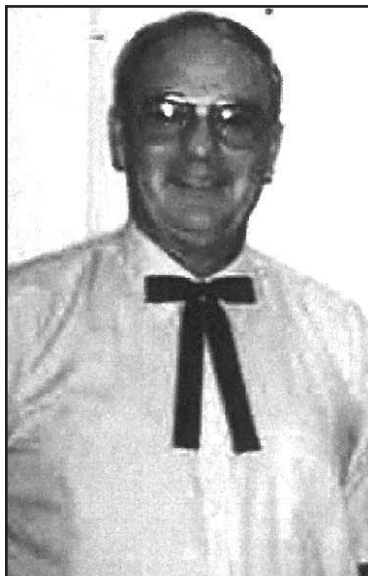


In Memory – Chester A. Van Meter

We are always sad to hear of the passing of our members and try to honor them whenever we can.

The following submission is from Barb Van Meter

Chester A. Van Meter was born in Ashley, Ohio on July 4, 1941. He graduated from Ashley High School and was involved in FFA for 4 years. He got his start in the pool business at the age of 19 with a friend of his. After some years later he moved to Arizona and started his own pool repair business. He worked on pools for 31 years and spas for 4 years with a total of 59 years in the business. He loved his profession. He loved people, and most of all loved God. He was married to Barb, the love of his life for 35 years. Chester will be forever missed.



Central California Pool Pro Workshops
Save The Date!
February 15,16 2018
www.poolproworkshops.com
Clovis Memorial District
808 4th St, Clovis, CA

2018 Registration & Schedule
"Education and Training for Growth and Profit"

Clovis Veterans Memorial District
808 4th St, Clovis CA
Thursday, February 15, 2018

On-Site Registration*	10:00am-11:00am
Workshops	8:00am-5:30pm

*For Pentair Controls class only and includes admission to February 16th workshops

Boardroom A	Veterans A	Boardroom A
8:00am-11:00am	11:15am-2:15pm	2:30pm-5:30pm
CPR Certification*	Pentair Controls	CPR Certification*
Blue Ocean Safety	Roger Rodriguez	Blue Ocean Safety

*Space is limited, sign up early – Must be pre-registered for CPR Certification class

Friday, February 16, 2018

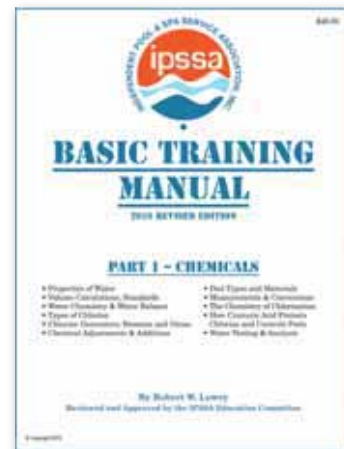
Event Hours	8:00am-4:30pm
On-site Registration	7:00am-1:00pm
Workshops	8:00am-1:45pm
Exhibit Hall Opens	12:00pm-4:30pm
Sponsor Trailers	All Day
Catering	All Day
Prize Drawings	1:00pm-3:30pm
Grand Prize Drawing	4:00pm

Boardroom A	Boardroom B	Freedom	Veterans B
8:00am-9:30am	8:00am-9:30am	8:00am-9:30am	8:00am-11:00am
Basic Electricity	Filters: Operation & Service	Suction Side Cleaners	Pumpology
9:45am-11:15am	9:45am-11:15am	9:45am-11:15am	9:45am-11:15am
Introduction to Heaters	Zodiac Controls	Pressure Side Cleaners	Hydrology
11:30am-12:30pm	11:30am-1:00pm	11:45am-1:45pm	11:45am-1:45pm
Comparing Chlorine Products	Commercial Pool Regulations	Water Chemistry	Hayward Controls

Exhibit Hall Open From 12:00-4:30 (Liberty Ballroom)
You can register online at www.poolproworkshops.com

The Basic Training Manual errata is now available!

The errata for the **Basic Training Manual – Part 1 Water Chemistry – Revised Edition 2016** is now available in English and Spanish! You can download a copy from the IPSSA member portal or call the IPSSA Executive Office at 888-360-9505 and request a printed copy.



Value Added Business Opportunity for a Larger Pool Service Company or IPSSA Chapter



Purified Pool Water is selling one of their large capacity high speed 2014 model Reverse Osmosis Water Trailers (90gpm-120gpm) We are concentrating on the Larger Municipal sized pool market and need the much larger (180gpm-200gpm) model for 500,000 gal-1,000,000 gal capacity pools. Our current low hour 2014 is perfect for large residential 20,000 gal to medium sized commercial 150,000 gal pools. **Retails new at \$250,000. Now selling at \$120,000.** This includes all hoses, one week of operational instruction and the small deionized water cleaning trailer. Best use of this unit other than water conservation is implementing the "No Drain" acid wash system on your pools then remove all the dissolved solids with the trailers multiple membrane filtration system. This gentle no drain system we have perfected, maintains the pool surfaces integrity while gently melting/dissolving away most all the stains and calcium build ups. Everybody's Happy! And you're the hero. With Sacramento's looming pool water conservation mandates, this is a timely value added business opportunity at a good entry level price.

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2018

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Our 11th Annual Show: February 1, 2, 3

- Free Classes (except the CPO Class)
- Day & Evening Classes Thursday - Saturday
- Show Exhibits Saturday 10 am - 4 pm
- Education and training from the top professionals in their field
- Discover new products & techniques
- Learn from the experts in the Pool & Spa Industry
- All Indoors in a comfortable, climate control environment
- Hands on training with fellow pool service professionals
- Understand the fundamentals of pool maintenance
- Become more proficient in basic water chemistry
- Sharpen your skills in operating your pool service as a profitable business. Legal aspects, proper bookkeeping, billing to name a few.
- Last year we gave away: Apple iPad, Samsung Galaxy tablet, and a 50" HDTV. Grand Prize drawing last year was by Hayward: The Pool Cleaner, SwimClear cartridge filter, Tri-Star Variable Speed Pump.
- Not yet an IPSSA member? There is a class on Saturday just for you to answer any question you may have! Ask anyone of the members attending and they will be glad to assist you.

at the Phoenix Convention Center
www.dps-show.com
Contact Liza 602-705-9240
Scan the QR Code and it will take you to our website

California Capitol Report

Continued from page 1

not to hire because a conviction history requires written notice to the applicant, who must be given the opportunity to respond. A specific timeline and process for this step must be followed. The employer must consider any information provided by the applicant

before making a final decision.

- Any final decision to deny employment because of the criminal conviction requires another specific written notice to the applicant.

AB 168 - No More Salary History Questions - bans employ-

ers from asking about a job applicant's prior salary, compensation or benefits (either directly or through an agent, such as a third-party recruiter). In addition, employers cannot rely on salary history information as a factor in determining whether to hire the

applicant or how much to pay the applicant. However, an employer may consider salary information that is voluntarily disclosed by the applicant without any prompting. AB 168 further requires an employer to provide a job applicant, upon reasonable request, with the payscale for the position. Employers can no longer ask

applicants about prior salary.

Worksite Immigration Enforcement & Protections

AB 450 - Immigrant Worker Protection Act - provides workers with protection from immigration enforcement while on the job and imposes varying fines from \$2,000 to \$10,000 for violating its

Continued on page 10

PG&E Pool Pump Rebate Sunset

Dear Pool Pump Installers:

Effective January 1, 2018, PG&E is closing the \$100 rebate offering (\$200 for installers) for qualified pool pump and motor products, due to recent improvement in state energy efficiency standards.

- Qualified pool pumps and motors must be purchased and installed by 12/31/2017.

- All paper or online applications must be postmarked or received by 3/1/2018.

- Please see PG&E's Residential Rebate Catalog for additional information and require-

ments.

Thank you for your participation in PG&E's energy efficiency programs. For further questions, please contact the Smart Energy Line at 1-800-933-9555.

Sincerely,
PG&E Customer Care Team

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EXCLUSIVE

California Capitol Report

Continued from page 8

provisions. AB 450's provisions include the following:

• Employers cannot give federal immigration enforcement agents access to non-public areas of a business without a judicial warrant.

• Employers cannot provide these enforcement agents access to employee records without a sub-

poena or judicial warrant. This prohibition does not apply to Form I-9 or other documents for which a Notice of Inspection was provided to the employer.

• Employers must follow specific requirements related to Form I-9 inspections. Those requirements are to:

» Post a notice to all current

employees informing them of any federal immigration agency's inspections of Forms I-9 or other employment records within 72 hours of receiving the Notice of Inspection. This notice must also be given to the collective bargaining representative, if any.

» Provide a copy of the Notice of Inspection to an affected

employee upon reasonable request.

» Once the inspection is over, provide each "affected employee" and the employee's collective bargaining representative a copy of the inspection results and a written notice of the employer's and employee's obligations arising from the inspection. This must be

done within 72 hours of receiving the results. An "affected employee" is one identified by the inspection results as potentially lacking work authorization or having document deficiencies.

This bill also makes it unlawful for employers to re-verify the employment eligibility of current employees in a time or manner not allowed by federal employment eligibility verification laws.

Discrimination, Harassment & Retaliation Protections

Several new laws expand employee protections for 2018. Many of these laws focus on gender equality and gender identity / gender expression protections.

Under SB 396 - Gender Identity Harassment Prevention - California employers with 50 or more employees must provide supervisors with two hours of sexual harassment prevention training every two years. Covered employers will have to make sure that any mandatory training course they use also discusses harassment based on gender identity, gender expression, and sexual orientation. SB 396 also requires employers to display a poster on transgender rights that the Department of Fair Employment and Housing will develop.

SB 179 - Gender Identification - will allow California residents to choose from three equally recognized gender options - female, male, or non-binary - on state-issued identification cards, birth certificates, and driver's licenses. For changes to birth certificates,

Continued on page 19

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Dave and Rosemary Way of Calypso Pool and Spa are Retiring After Over 26 years in Business

By **Bob Dundon**
President of the East Bay Chapter
The East Bay Chapter honored the Way's during the January Chapter meeting. Rosemary and Dave joined IPSSA and the East Bay Chapter

in June of 1991. Dave has served as the Chapter Treasurer for many years, stepping down at the end of last year. Rosemary is a past President of the East Bay Chapter. Rosemary also arranged all the meals for the Chapter meetings for many years, something we all appreciated!

Retired members and retired chapter supporters were in attendance to help celebrate the Way's. Also in attendance were past and present Region 1 Directors, Brian Duncan and David Hawes, respectively.

During our recognition of Rosemary and Dave, we recounted some of the monumental events that also occurred in history during June of 1991 besides the Way's joining IPSSA. A bit of a roast ensued, with some funny and embarrassing stories being shared involving Rosemary and Dave in the early days of the Chapter. Then the Way's turned the tables and gave the group a huge surprise by sharing that the January meeting night coincided with their 25th wedding anniversary!

In appreciation of Rosemary and Dave's many years of service to the Chapter, we were delighted to present them with a gift certificate for a trip and gourmet lunch on the Napa Valley Wine Train, along with 2 nights stay in a Napa Valley Bed and Breakfast. In closing of our acknowledgement of the Way's, all in attendance



enjoyed a delicious cake.

The day after the meeting, the Board received the following email from Rosemary and Dave:

No two people could have been more unaware and surprised than we were yesterday evening. From the lack of cookies to the appearance of Phil, Gary, Brian, Eric, Steve etc. We couldn't understand why they would be at an IPSSA meeting in January. Even seeing a card going around we thought it must be someone's birthday. Eventually the penny dropped and we realized it was for us.

Thanks to all of you for the planning and time you spent arranging our retirement celebration. The wine train was a great

idea and extra money for hotel expenses was very generous. Then the cake, which was so beautifully decorated it was a shame to slice it, was delicious. The card too we shall treasure.

You made us feel very special and we appreciate all the years we have been involved with IPSSA, especially the last few years getting to know you fabulous board members. It has been a memorable time, particularly the Vic Stewart evenings.

With our few pools still unsold we will still attend the meetings so that our involvement can lessen gradually and it won't be so sad when we eventually leave.

Thanks again and for making
Continued on page 19

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Golftoberfest celebrates 10 years!

By Brian Duncan, Region 1 Director

October 2017 marked the 10 year anniversary of the Region 1 golf tournament known as Golftoberfest. The event which now donates all of the proceeds to FPSIE – The Foundation for Swimming Pool Industry Education, was started by members of the El Dorado Chapter. Mark Becker and Shawn Panico have developed the Northern California golf tournament into a consistently quality golf outing enjoyed by service techs, builders, and vendors representing all facets of the industry.

With volunteers from Region 1 IPSSA, local vendors, as well as FPSIE, and administration from FPSIE’s Carole Dittmer the tournament provides plenty of fun, prizes and comradery for everyone involved. Some of the staples of



the tournament are the infamous skirt hole (where male players are required to don skirts prior to tee-

ing off). The putting contest provides a great start to the day where contestants have the opportunity to win \$10,000. The longest drive contest, hole in one contest and the ball launch help to keep the day exciting.

Some of the industry’s finest provide sponsorship that help make the event happen. They are as follows:

- Adams’s Pool Specialties – Hole Sign sponsor + 1 team
- American Leak Detection – Team Photo sponsor
- Chem Quip – 1 team
- Dennett Pools – 1 team
- East Bay Ipsa – 2 Hole Signs sponsor

Continued on page 21



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John Oldfield and Carrie Dibrell, Publisher of Service Industry News collaborating on the IPSSA Playbook at the Northeast Spa and Pool Show In Atlantic City, NJ.

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.

Pentair will reimburse IPSSA one dollar (\$1.00) for each whole good that a member purchases throughout the year. The listing of qualifying whole goods are the same that are listed in Pentair's PIP program, but basically pumps, filters, heaters, heat pumps, cleaners, automation systems, IntelliChlor and colored lights.

In order for IPSSA to receive payment each member must register individually on the Pentair- IPSSA Incentive Program Registration Form (available on the members-only page of www.ipssa.com). This will allow Pentair to monitor and collect electronically from participating distributors purchase details, or direct from the member purchases for the rebate accumulation.

If a member does not register, their purchases will not qualify and cannot be added later.

The Pentair Incentive Program dates reflect purchases made from October 1 thru September 30, 2018.

This program does not affect any member purchases that may also currently be individually enrolled in our PIP program.

If dealers have any questions regarding the program, please have them dial 800-693-0171 and speak with their Program Coordinator.

Jason Lehmann, past Region 12 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."

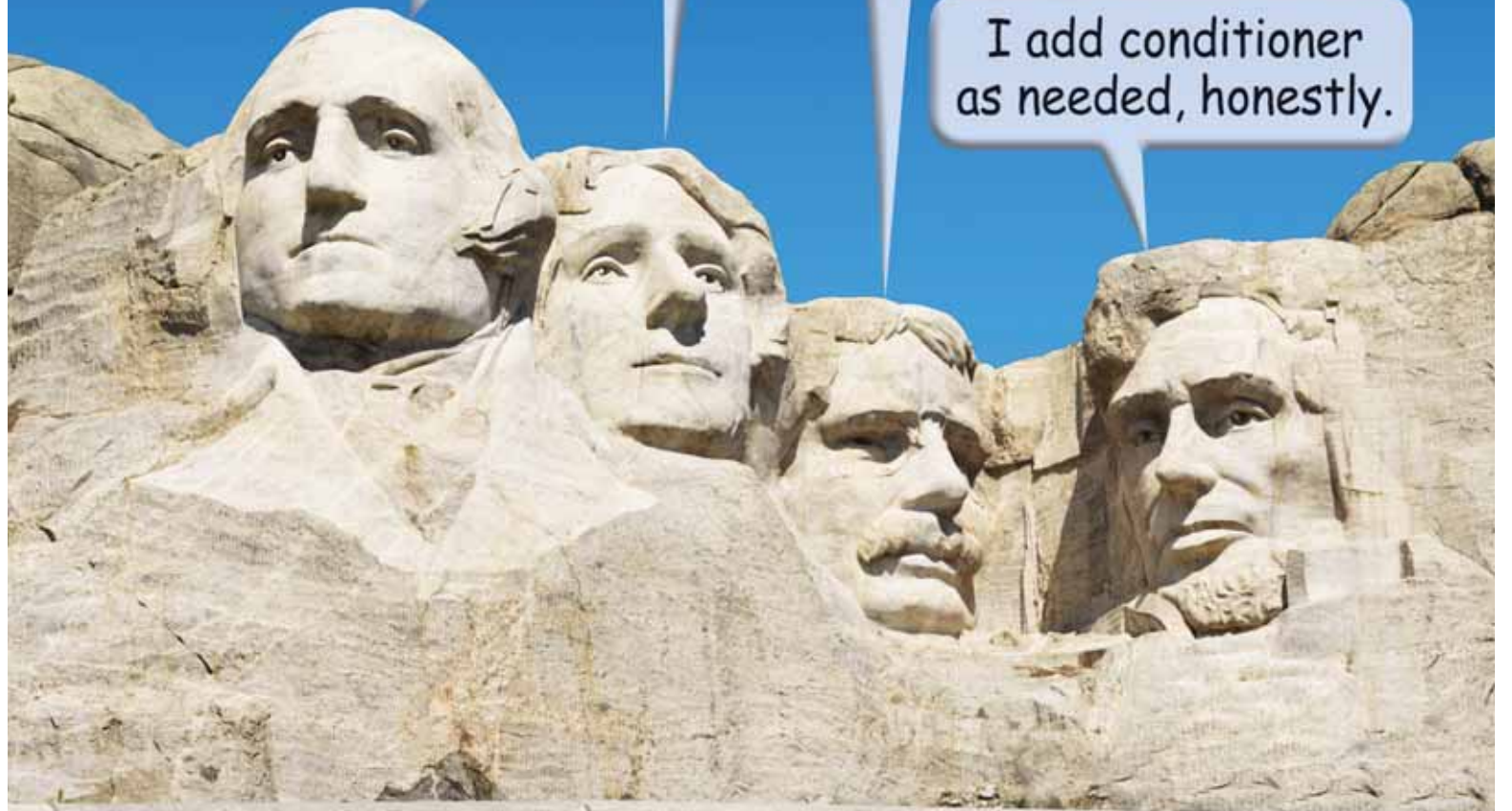
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California Capitol Report

Continued from page 10

the law is effective on September 1, 2018. For changes to driver's licenses, the law is effective on January 1, 2019. The bill also makes it easier for individuals to change their gender on legal documents, effective on September 1, 2018.

AB 1556 - Gender Neutral Employment Discrimination - revises the Fair Employment and Housing Act by deleting gender-specific personal pronouns in California's anti-discrimination, anti-harassment, pregnancy disability, and family / medical leave laws by changing "he" or "she," for example, to "the person" or "the employee."

AB 677 - Sexual Orientation Data Collection - requires that, beginning no later than July 1, 2019, various state labor agencies collect voluntary, self-identified information pertaining to sexual orientation and gender identity in the regular course of collecting other types of demographic data.

AB 1710 - Veterans Anti-Discrimination Protections - expands the current protections for members of the armed services by prohibiting discrimination in all "terms, conditions, or privileges" of employment. This legislation conforms state law to the federal Uniformed Services Employment and Reemployment Rights Act by protecting service members in civilian jobs from hostile work environments.

Wage & Hour

A few new California laws

affect employers' wage-and-hour obligations in 2018, some of which are related to enforcement. Keep in mind that on January 1, 2018, the state minimum wage increases to \$10.50 per hour for employers with 25 or fewer employees and to \$11 per hour for employers with 26 or more employees. Also, remember to determine whether any local minimum wage ordinances apply to your business.

SB 306 - Labor Law Enforcement, Retaliation - allows the Labor Commissioner to investigate an employer - even without a complaint from an employee - when the Labor Commissioner suspects retaliation or discrimination against a worker during a wage claim or other investigation. The Labor Commissioner also can obtain a court order prohibiting an employer from firing or disciplining an employee, even before completing its investigation or determining retaliation has occurred. SB 306 also creates a new citation process for alleged violations and penalties.

Increased Liability for Construction Contractors

For certain private construction contracts entered into after January 1, 2018, AB 1701 imposes liability onto the general contractor for any unpaid wages, benefits, or contributions that a subcontractor owes to a laborer who performed work under the contract.

Updated Energy Regulations

In addition, the California Energy Commission updated the energy efficiency standards for battery charging systems, which apply to pool and spa equipment such as battery operated pool lifts and other mobility tools. Under the Appliance Efficiency Regulations California Code of Regulations, Title 20: Division 2, Chapter 4, Article 4, Sections 1601-1609, pool lift battery charging systems must comply with updated requirements. Failure to comply with the new regulation could result in multiple \$2,500 fines for manufacturers and distributors of non-compliant pool lift battery charging systems.

Dave and Rosemary Way Retire

Continued from page 12

our twenty fifth wedding anniversary an evening to remember.

Best wishes and, hopefully, see you at the next meeting.

Rose and Dave

A big thank you to Dave and Rosemary and we wish you all the best on your retirement. You leave some very big shoes for us to try and fill!

We have IPSSA logo gear available. Call the IPSSA Executive Office at 888-360-9505 to order!

Education Quiz

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

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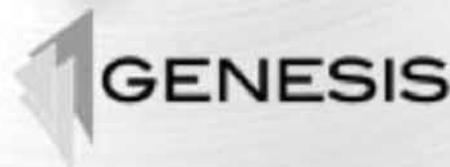


Paul Oliver
 Austin, TX

2017 Pleatco Perfect PoolGuy

Roberta Prygon
 North Cranbury, NJ

2017 Pleatco Perfect PoolGal



Golftoberfest celebrates 10 years!

Continued from page 13

El Dorado Ipsa – 2 teams
 Hasa – Golfball Launcher sponsor + 3 teams
 Leisure Supply – 3 teams
 Hayward – ½ team
 NC Brands – Beverage Cart sponsor

Pentair – Champion of FPSIE sponsor
 • Pentair – 2 teams misc
 • Pentair / Adams Pool Specialties – 1 team
 • Pentair / Aztec Solar – 1 team
 • Pentair / SCP – 1 team

• Pentair / Wells Pools – 1 team
 Picture Perfect Pool Service – Hole Sign sponsor
 Pool Time – 1 team
 Precision Pools – 1 team
 Prestige Gunite – Hole Sign sponsor + 1 team
 Sac City Ipsa – 1 ½ team
 Sierra Pacific Home & Comfort – 1 team
 SCP/SPP – 1 team
 US Motors – Hole Sign sponsor
 Valley Leak Detection – Beer

Keg sponsor
 West Placer Ipsa – Beer Keg sponsor
 Zodiac – 1 team
Volunteers:
 Billie Miller – FPSIE
 Brian Dittmer – BK Dittmer Service & Repair
 Brian Duncan – Picture Perfect Pool Service
 Carole Dittmer – FPSIE
 Harold Whiffen – Diamond Brite Tile Cleaning
 Mario Esparza – East Bay

Ipsa
 Michael Orr – FPSIE
 Monte Routon – American Leak Detection
 Nathan Williams & daughter – Sac City Ipsa
 Nina Whiffen – American Leak Detection
 Sean Duncan – Picture Perfect Pool Service
 Sherry Panico – Hydro Pure Pool & Spa / El Dorado Ipsa
 Thanks to all who have made Golftober possible.



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Members participating in the IPSSA Group Insurance Program are automatically insured to \$5,000 for medical bills due to accidentally injury at the customer jobsite. This coverage can pay for an emergency room or urgent care visit and covers injuries like dog bites, lacerations and slips and falls. It's even available to pay a deductible expense if you already have health insurance.

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 SACRAMENTO, CA (916) 927-2882
 RIVERSIDE, CA (951) 682-7700
 LAS VEGAS, NV (702) 617-0010
 MESA, AZ (480) 351-2929
 PHOENIX, AZ (602) 244-2727
 PHOENIX, AZ (602) 569-3177
 TUCSON, AZ (520) 887-1100

FORT LAUDERDALE, FL (954) 771-1110
 LONGWOOD, FL (407) 260-2323
 SARASOTA, FL (941) 922-1919
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Palm Desert Chapter Donates to Many Local Charities

By Gary Kauber

IPSSA member of 33 years

The Palm Desert Chapter has quietly been donating to local charities for many years. There are over 600 non-profit charities in the Coachella Valley. These are a few of our favorites:

Matt Kauber our Chapter President presented a check for \$500 to Shelter from the Storm, Coachella Valley's only shelter based provider of Emergency and adjunctive services to victims of domestic violence. They provide all the core programs needed by families as they begin to create safe and healthy lives.

Our chapter has also sponsored 22 kids for safety swim lessons through the Coachella Valley Recreation Center, a value of \$990.

We've also donated \$560 to Michelle's Place, which helps cancer patients and families.

Our chapter has 23 members in a community of hundreds of pool service personnel. Over the years



Steve Miller-chapter secretary-holding future member, Rhett, 1 year old, and other future member Richard, 4 years old, presents a \$500 check to R.A.W. (Rebuilding America's Warrior). 370 Board Certified Surgeons and Dentists stand ready to provide their skills to help our wounded. Please go to rebuildingamericaswarriors.org to learn more.

I've heard so many excuses for why not to become a member of IPSSA, but I believe the benefits far outweigh the cost.

I thank the good lord every day that I get to be associated with a group of professionals with hearts

as big as these 23 men.

Tell us your story, or let us know who has helped you. Email us at info@ipssa.com.



Gary Kauber-chapter treasurer-presents a \$500 check to Variety Childrens' Charities. Variety Childrens' purpose is to serve the children who live and grow up with serious illness, disability or disadvantage.



Bruce Gallagher presents a \$500 check to F.I.N.D. (Food in need of distribution) Food Bank. Please go to findfoodbank.org to learn more.



Darryl Jackson-Chapter Vice President-presents a \$500 check to The Narrow Door. The Narrow Door is a volunteer driven organization that finds the needs of the Coachella Valley, from desolate to homeless, addicted and abused, widowed and orphaned. Please go to thenarrowdoor.org to learn more.

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It's easy to enroll. Visit www.ipssa.com and under the Resources tab click on Online Training Store to see all that is offered.

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

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

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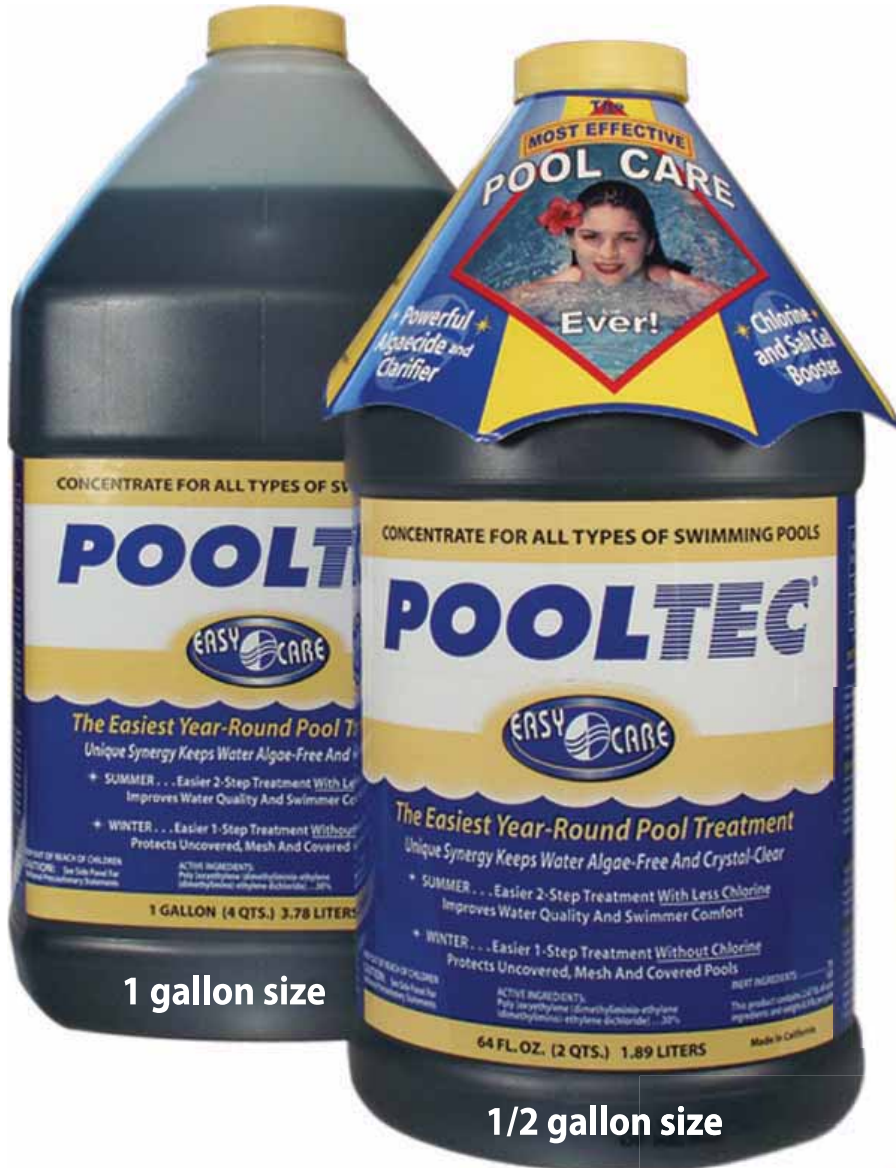
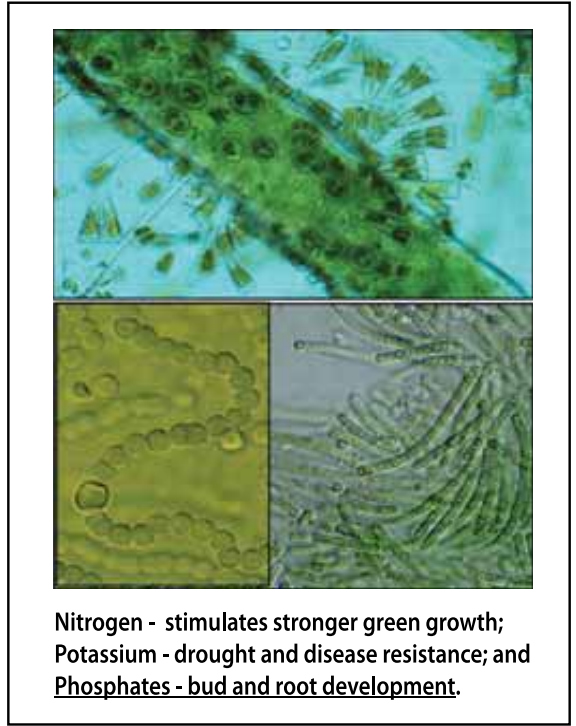
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ALGAE and PHOSPHATES have existed for billions of years. In the past, pool service techs kept pools clean and free of algae with just chlorine, pH control and with an occasional algaecide. In recent years, flocculation removal of phosphates and other suspended pool particles have supposedly become useful under certain conditions to improve chlorination and the control of algae.

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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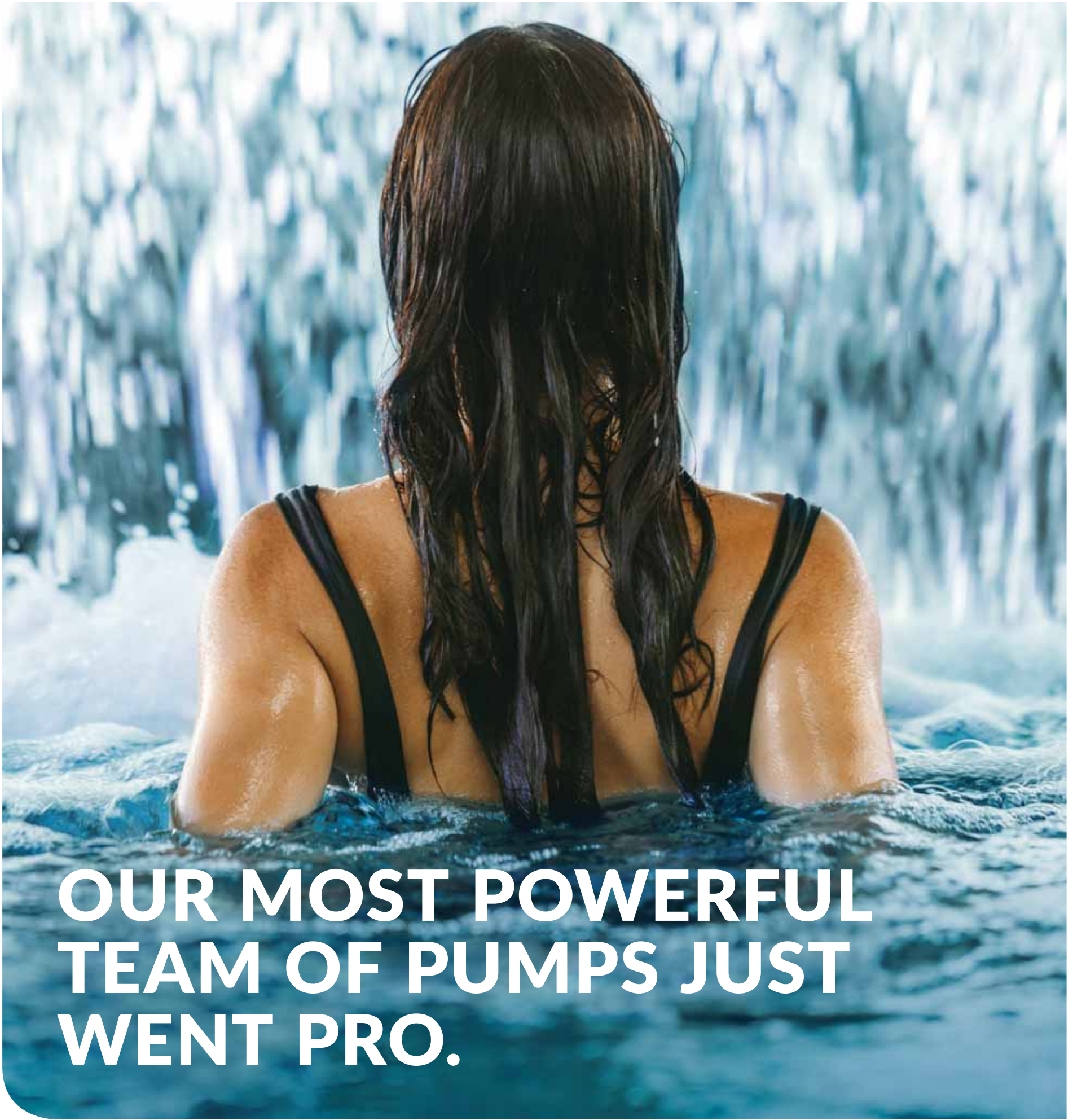
- 1 - Prevents & kills green, yellow and black algae-fungus (kills green and yellow algae in 4 to 24 hours)
- 2 - Clarifies pool water ultra clear
- 3 - Boosts chlorine effectiveness

Using Pooltec® 3-in-1 Pool Treatment during the swim season costs much less than expensive phosphate removers. Why starve when you can kill, prevent, clarify and boost chlorination affordably.

Note: 100 ppb of phosphate is equivalent to one tenth of a pound of phosphate (which is only a few ounces) in six (6) 20,000 gallon swimming pools or 1,000,000 million pounds of water.



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IPSSA CHAPTER LISTINGS

For Association information: call Elizabeth Hosea-Small, (888) 360-9505 / • (888) 368-0432 FAX / P.O. Box 3367, Rocklin CA 95677, E-mail: liz@cramercpa.com
For billing or Membership information: call Melody Bond at (888) 391-6012, FAX (888) 391-6203, e-mail melody@cramercpa.com or P.O. Box 1617, Rocklin, CA 95677
 Chapter treasurers contact: ipssafinancial@cramercpa.com

For insurance information: call Arrow Insurance (800) 833-3433 / Fax (805) 870-7625 / 2393 Townsgate Rd., Suite 101, Westlake Village, CA 91361, E-mail: ray@arrowinsuranceservice.com

REGION 1 (NORTHERN CALIFORNIA)
B.O.R.D. Member: 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. 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. Jerry Marquardsen (209) 747-4953
 jerryspoolservice@yahoo.com

GOLD COUNTY
 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.
 Perkos Restaurant, Kiernand Road & 99, Salida
 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: manuelmargain@comcast.net

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

CENTRAL COAST
 Second Wed., 7 p.m., Mtgs alternate between
 N/S Co., Contact chapter Pres. for info.
 Pres. Tom Mazzo (805)550-6709
 tmazzopoolguru@yahoo.com

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

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

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

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

VENTURA: Third 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. Steven Polovina (661) 236-6095
 spgotj85@yahoo.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., 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,
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 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) 425-8249
 poolboy1950@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., Carrow's Restaurant
 Warner & Magnolia, Huntington 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

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: 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. Dave Berg (909) 674-1556 / djpoolguy@msn.com

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
 mangopoolnsa@verizon.net

ONTARIO/ RANCHO CUCAMONGA
 Second Tues., 7 p.m., Location varies,
 please contact chapter president for more info.
 Pres. Ron Goodwin (909) 989-0406
 good2win@msn.com

PALM DESERT
 Third Thurs., 6 p.m./7 p.m., please check with pres.
 Sloan's, 81539 US Hwy 111, Indio CA
 Pres. Matt Kauber (760) 702-0160
 salernopools@yahoo.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. Jack Delaney (951) 674-6318

REGION 7 (SAN DIEGO COUNTY)
B.O.R.D. Member: Joe Lukacik
 (619) 561-8587
 E-mail: joe.sunpools@yahoo.com

CARLSBAD: Third Wed., 7 p.m.
 El Rancho Restaurant, 1565 N. Santa Fe, Vista
 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. Jordan Nelson (760) 753-4996
 jordan1111@gmail.com

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., Admiral Baker Clubhouse,
 2400 Admiral Baker Road, San Diego
 Pres. Michael Harris (619) 395-6700
 barrowpoolsd@gmail.com

SAN DIEGO EAST COAST
 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: 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

HENDERSON:
 First Wed., 7 p.m., Hooters,
 10430 S Eastern Ave, Henderson, NV 89052
 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., Pool Water Products,
 20810 N. 25th Place, Phoenix
 Pres. Kurt Schuster (602) 488-7335

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. 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: 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., Schlitterbahn Upper Padre
 14353 Commodores Drive, Corpus Christi
 Pres. Michael Baker (361) 563-7655

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. Ken Burrington (512) 673-6701
 aqualinepoolservice@gmail.com

NORTH HOUSTON: Third Tues., 7 p.m., IHop
 25619 Interstate 45, Spring
 Pres. David Harling (281) 256-7886
 bigstatepools@sbcglobal.net

SAN ANTONIO: First Mon., 6:30 p.m.
 Longhorn Café, 17625 Blanco Rd., San Antonio, TX
 Pres. Flash Rose (210) 241-7548
 flashpoolservice@sbcglobal.net

WEST HOUSTON: Second Mon., 7 p.m.
 Spring Creek BBQ, 21000 Katy Freeway, Katy
 Pres. Bill Williams (832) 593-6299
 poolmaxxinc@gmail.com

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., Superior Pool Products
 2692 Middlefield Rd, Redwood City
 Pres. Justin Lindley (650) 863-6661
 justinyourpool@gmail.com

MONTEREY COAST: Fourth Wed., 7:00 p.m.,
 Holiday Inn Express, 1855 Main Street, Watsonville
 Pres. Terry Page (831) 297-2215
 pinnaclepoolandspa@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. Joe McVeigh (408) 249-9731
 josplash@sbcglobal.net

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. Gregory Gordon (925) 922-2212
 gregpoolservice@gmail.com

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

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

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

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

OSCEOLA (Kissimmee/Orlando)
 Second Wed., 6:30 p.m.
 Fat Boy's Restaurant, 2512 13th Street, St. Cloud
 Pres. Diane Fowler (407) 460-6680
 poolady2001@gmail.com

PORT CHARLOTTE: Fourth Wednesday, 6:30 p.m.,
 Buffalo Wings & Rings, 1081 W. Price Blvd, North Port
 Pres. Ray Kurilivicius, (941) 743-2010
 ray@dartpoolsolutions.com

SARASOTA: First Tues., 6:30 pm
 Gecko's Grill & Pub, 351 N Cattleman Road, Sarasota
 Pres. Andy Homner (941) 330-5757
 andy@clearwavepoolcare.com

TREASURE COAST: Fourth Tues., 7:00 pm
 Duffy's Sports Bar, 6431 SE Federal Hwy, Stuart
 Pres. Allen Schroeder (772) 215-1884

REGION 12
B.O.R.D. Member: Neal Holt
 (972) 617-9877
 E-mail: poolguy713@gmail.com

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 Slagle (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. Tom Sheehy (214) 395-0143 / tsheehy@prodigy.net

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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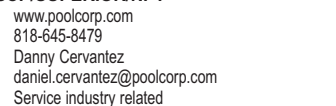
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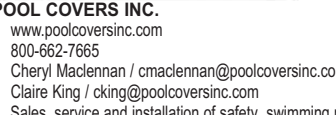
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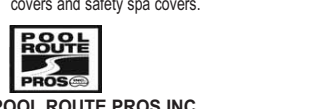
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