VOLUME XXXI, NUMBER 1

January 2019

California Capitol Report

# Legislature Is Back In Session; Legislation Affecting **Pool Industry's Bottom Line Highly Likely**

**IPSSA Members:** 

We are going to start running an

"Ask the Experts" Column, but

we need YOU to submit ques-

tions to ask!! Please send us any

questions regarding pools, busi-

ness, equipment—you name it,

we'll find an answer for you! Please

submit ALL questions to: editor@ipssa.com.

If you are having issues logging into your account on the IPSSA web-

site/members only section, please contact Elizabeth in the IPSSA Financial

Office at 888-391-6012 or liz@cramercpa.com and she can assist you.

By John Norwood

Director of Government Relations, California Pool & Spa Association.

The California State Legislature is officially back for its 2019-2020 legislative session, having completed its organizational meeting on December 3. Already 2019 is shaping up to be a very hectic legislative session for just in the first few days of session over 200 bills were introduced for consideration next year, including a controversial bill being sponsored by organized labor to enact an even stricter law on the issue of independent contractors relative to the Dynamex decision by the California Supreme Court earlier this year. With Democrats having control by a two-thirds vote of both houses of the Legislature, there is little they cannot accomplish relative to new laws as long as the new Governor, Democrat Gavin Newsom, agrees to sign the legislation.



One of the most controversial areas of legislative debate is tax laws. Many legislators and special interest groups like to talk about various changes but, until now, no one has really had the number of votes necessary to actually make significant changes. However, going into the new year, both Proposition 13, California's law limiting residential and commercial property taxes, and the issue of extending the sales tax to services will likely both be on the table for serious discussion. When the "service tax" was first envisioned, the idea was to use it to reduce the personal income tax and corporate taxes as a way to recognize the changing environment, i.e., California moving more to a Continued on page 21



# Menifee Valley Chapter Makes \$200 Donation to Food Bank

By Sally Smith

On Dec. 12, 2018 members of the IPSSA (Independent Pool and Spa Service Association) Menifee Valley, CA Chapter made a food bank donation to H.O.P.E. (Helping Other People in Elsinore) a local food bank that has been servicing the Lake Elsinore California area since 1992.

It is the only food bank in Lake Elsinore and the next nearest one is over 20 miles away! So it is very important to the community.

> Menifeee Valley Continued on page 21



#### **DO NOT HOLD**

#### Things to do in January

- ➤ Plan your year
- ➤ Sign-Up: IPSSA Leadership Weekend (Feb. 8-9)
  - ➤ Evaluate and refine your business systems
    - ➤ Take a vacation

# Inside This Issue

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**JAIRETAM GETAG** 

RETURN SERVICE REQUESTED Rocklin CA 95765 5800 Stanford Ranch Road #220 THE IPSSAN

#### THE IPSSAN

Official Publication of the Independent Pool & Spa Service Association, Inc. P.O. Box 3367, Rocklin CA 95677 (888) 360-9505 • (888) 368-0432 (FAX) Email: info@ipssa.com Website: www.ipssa.com

#### Executive Editors:

Michael Black, Marc Cannon, Brian Duncan, Neal Holt, Bob Nichols, Eric Nielson, Ivan Vance

Managing Editor: Katie Brunner

**Graphics and Production:** Kim McGill

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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Advertisements: The inclusion of commercial advertisements in this publication constitutes neither a recommendation nor an endorsement of the product or service advertised. Although IPSSAwill not knowingly publish a false or misleading advertisement, no attempt has been made to verify the contents of advertisements included in this publication unless other than as set forth in writing by IPSSA.

#### The Winner of the November Quiz is Larry Kirkorian

Larry often submits his answers to our Education Corner Quiz, and this month his was one of the 100% quizzes that won! Congrats Larry!!

There's still one more month to get in the big end of year drawingso get those answers in to us!!

The correct answers for the November Quiz are 1. Which of the following is not caused by high calcium hardness?? A. Scale, B. Corrosion C. Cloudy water or D. Eye and skin irritation. *The correct* answer is B. Corrosion. 2. The sum total of all the dissolved material in the water is called TDS (total dissolved solids). A. True, B. False. The correct answer is A. True. 3. Ozone is one of the strongest oxidizers known. It is 250 times faster at killing than HOCI. A. True or B. False. The correct answer is B.

# NEED HEALTH INSURANCE?

Compare rates at

False. 4. The four types of test Photometer B. Colorimeter C. methods are: color comparison, Optical D. Electrical. The correct drop-count, turbidity and: A. answer is D. Electrical.

#### **Calendar of Events**

Jan. 10-12 **Desert Pool & Spa Show** 

Exhibition Saturday 10am to 3pm

Phoenix Convention Center Visit desertpoolspashow.com for more info

Region 7 Table Top Show, 9 a.m.-4 p.m. Jan. 26

Four Points Sheraton

8110 Aero Dr., San Diego, CA

Feb. 8-9 **IPSSA Leadership Seminar & Banquet** 

> Board of Regional Directors' Meeting February 8, 10:00 a.m.-2:00 p.m. Annual Meeting: 2:00 p.m. to 3:00 p.m. Leadership Seminar & Banquet February 9 Wyndham Anaheim Garden Grove

12021 Harbor Blvd., Garden Grove CA 92840

800-996-3426

www.ipssainsurance.com

#### **WELCOME NEW MEMBERS!**

REGION 1 - Tracy: Josh Parrish... REGION 2 - Fresno: Jeff Chandler... REGION 3 - San Gabriel: Blake Weldon, Alexander Tosh... Santa Clarita: Francisco Zabal... REGION 4 – Whittier: Arnando Sanchez... REGION 6 – Palm Desert: John Chakalis... Temecula/Murrieta: James Nigh... REGION 7 - San Diego: Chris Martin... San Diego East County: Korbin Burns... REGION 9 - Austin: Robert Case

#### **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

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

In these ways, I will promote the ideals and objective of the Inde-

# orne

and spa industry including new techniques and product applications. My second obligation will be to the members of IPSSA by giving

# issues of importance to pool and spa owners.

pendent Pool and Spa Service Association, Inc.

#### Financial office thanks chapters with prompt payments

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

Region 1 – East Bay, Tracy, Gold Country, Capital Valley, Delta, Sacramento City, West Placer, Elk Grove, and East

Region 2 – Bakersfield, Conejo, Fresno, and Central Coast

Region 4 – Central Los Angeles, South Bay, East Long Beach, and Whittier

Region 5 – Dana Point, Anaheim, Tustin/Irvine, and Orange County Pool Pros

Region 6 – Riverside, Corona, Redlands, and Menifee Valley

- Carlsbad, Rancho Del Mar, San Diego Metro, North County Coastal, and San Diego East County

Region 8 – Scottsdale, Henderson, and West Valley

Region 9 – North Houston, Hill Country, and West Houston

Region 10 - Mid Peninsula, Silicon Valley, Tri Valley, and Monterey Coast

Region 11 - North Georgia, Manasota, Sarasota, and Osceola

Region 12 – Tarrant County

The Financial Office would also like to thank the following Chapters who paid promptly ALL year long!!

Region 1: El Dorado and East Contra Costa

Region 4: Central Los Angeles

Region 5: Central Orange County, Yorba Linda, Orange Coast, and Orange County Pool Pros

Region 6: Riverside and Menifee Valley

Region 9: Hill Country

Region 11: Port Charlotte Region 12: Mid-Cities DFW

Education 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 FEBRUARY 20, 2019.

- 1. Knowing the evaporation rate in your area can be important in maintaining your pool.
  - A. True

\* WIN \*

IPSSA Logo

- B. False
- 2. When salt is dissolved in water, ions are formed which are positively and negatively charged.
  - A. True
  - B. False
- 3. At 77 degrees F a gallon of water weights:
  - A. 6.78
  - B. 3.8
  - C. 8.34
  - D. 9.43
- 4. A cubic foot of water contains how many gallons
  - A. 11.1 gallons
  - B. 9.8 gallons
  - C. 8.47 gallons
  - D. 7.48 gallons

Name		
Address		
City		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 <u>FEBRUARY 20, 2019</u>.



# Lot Litely March 21-23, 2019

Exhibit Hours: Fri., War. 22 ~ 2 PM-6 PM Sat., Mar. 23 ~ 1 PM-6 PI

Seminar Hours:

Thurs., War 20 < 0 PM-5 Fri, Mar 22 × Sat, <u>Mar 23</u> ~

**3 DAYS OF EDUCATION** 

• \$75 (by Feb. 3rd) • \$85 (by War. 3rd) • On Site: \$95

## 3-DAYS OF SEMINARS

- Over 50 New and Revised **Seminar Classes**
- Classes in Spanish All 3 Days **BEGINNERS TO ADVANCED**

WATER CHEMISTRY, EQUIPMENT REPAIR, ELECTRONIC CONTROLS, HEATERS, DROWNING PREVENTION, **BUSINESS CLASSES AND MORE....** 

#### ADDITIONAL CLASSES 2019

\*\*NSPF Certified Pool Operator Course (CPO) / Mar. 21-22 \*\*NSPF AST Certification Class / Mar. 20

\*\*Pool Chemistry Certification Course from PCT / Mar. 21 \*\*SEPARATE FEE: Visit westernshow.com for details

# Education is the Juture...

**Long Beach Convention Center** 300 E. Ocean Blvd., Long Beach, California 90802

#### ~ ON THE EXHIBIT FLOOR ~

- Dodge Truck Give-A-Way on LAST day of Show Prize Drawings All 3 Days
  - On-Floor Golf Putting Contest for Everyone •



FLOOR ACCESS: No Charge For Online Pre-Registration On-Site: \$5 Badge Fee

VISIT: westernshow.com • General Info: 800-787-7727 • Exhibit Sales: 800-746-9772

### 41st Annual Western Pool & Spa Show ~ March 21-23, 2019

Seminars & Speakers subject to change or cancellation without notice / CHECK westernshow.com FOR UPDATES OR CHANGES THURSDAY, MARCH 21, 2019 / EXHIBIT HOURS 6-9 P.M. /OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 50+ New Format Classes

	hnical Service	How to Install							CLASSROOM S7
	ing for In-Floor ining Systems, ime Guzman	Water Features That Work Ron Hetzner, Oreq	Algaecides vs. Phosphate Removers Marvin Rezac	Energy EFF Heater ENG Pentair	The Pool Cleaner (New Format \ Presentation) David Jones, Hayward	MEETING ROOM	The Pool Cleaner (Nuevo format y presentation), Daniel Jazo Clases En Español	MEETING ROOM	Basic Water Chemistry Gabe Talese, HASA
TO for the Ste	nate Pool Care ne Next Decade, teve Berens, lear Comfort	Hazardous Material Transport & Your Route Truck, Ron Hetzner	Hybrid Pool Heaters Solar Gas & Heat Pumps Dave Sizelove Aquatherm Ind., Inc.	Energy EFF Heater ENG Pentair Clases En Español	The Navigator and Pool Vac (New Format \ Presentation, Dan Bachman, Hayward	Creating the Backyard Water Park, Selling Entertainment Zones for All Ages. SR Smith, Kathryn Varden	Vac (Nuevo format y	Design and Troubleshoot Solar Pool Heating Systems Suntrek Industries	Surface-bound Organic Contamination, Disinfection Byproducts and Swimming Pool Filtration, Vance Fiegel, Creative Water Solutions
TO What th	Attracting ne Pool Owners, they Want, Need & you to have, Steve ns, Clear Comfort	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	Pentair Chemical Automation	Heaters – Time Saving Tips and Trucks for Efficient Troubleshooting, Ben Carver, Hayward	Surface Protection	Calentadores: consejos y trucos para ahorrar tiempo y solucionar problemas, Daniel Jazo, Hayward, Clases En Español	Proper Care of Fiberglass Surfaces Brand Davis, Aqua Creations	Business Management Pedro Correa Clases En Español

FRIDAY, MARCH 22, 2019 / EXHIBIT HOURS 2-0 P.M. / OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 50+ New							/ 50+ New Fori	nat 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.	The ABCs of GenX, Y+2. How to Build Pools They Care About, Steve Berens	Pool Plaster Concepts for Service Professionals OnBalance	Advanced Topics in Water Chemistry and Pool Management, John Weber, BioLab	New IntelliFlow VSP Pump Hands- On Programming Pentair	VS Omni – The Pump that Controls the Pad (New Format / Presentation) Bryan Chrissan, Hayward	Myth of Water Testing and Chemistry Chris Golden	VS Omni – La bomba Que controla el Pad (Nuevo Formato / Presentacion Daniel Jazo Clases En Español	Certified Stain Specialist	Engineering 182: Mechanical System Design
	10 A.M. TO 10:45 A.M.	Fire Pits and Bowls Alex Krajewski Zodiac	Pool & Spa Filtration Concepts and Capabilities and Comparisons Mark Dunlop	How it Works For Beginners Dennis Rettela	New IntelliFlow VSP Pump Hands-On Programming, Pentair Clases En Español	Understanding Commercial Bylaws and Advanced Chemical Automation Sean Murphy, Hayward	Future-Proof, Your Business, Know Your Customers & Make More Sales, Steve Berens, Clear Comfort	Comprender los Estatuto y la Automatizacion Quimica Avanzada, Daniel Jazo, Hayward, Clases En Español	Jack's Magic Scott Bartlett	Sistemas de Generacionde cloro, Alex Valdovinos, Zodiac Clases En Español
	11 A.M. TO 12:45 P.M.	101 Troubleshooting Residential Pool Heater, Ricardo Gonzalez, Raypak	Ozone for Residential Pools Beth Hamil	Tips & Tricks for the New Pool Professionals Peter Haverlation	The New IntelliConnect Automation System Pentair	+AquaRite Salt System Management Lawrence Dow Hayward	Water Chemistry For the Pool Service Professional Bob Lowry	MEETING ROOM HAYWARD	Secrets to Algae-Free Pools Evengelina Serrano Clases En Español	Sistemas de generacionde cloro Alex Valdovinos, Zodiac Clases En Español
	1 P.M. TO 2:45 P.M.	RayPak Digital Heater Installation & Troubleshooting Brad Duncan	Advanced Water Chemistry OnBalance	The Meter One was "Measuring your Meter?" What your Electrical Meter can (and can't) do for You Bill Hamilton	The New IntelliConnect Automation System Pentair Clases En Español	OmniLogic For The Serviceman (New Format / Presentation) Bryan Chrissan, Hayward	Pool Chemistry – How to Prevent Common Problems Before They Start Clases En Español	Gestion del sistema De sal AquaRite Daniel Jazo, Hayward Clases En Español	Grow Your Business with Landscape Lighting Mike Marshell	Introduction to QuickBooks Pedro Correa Clases En Español

#### SATURDAY, MARCH 23, 2019 / EXHIBIT HOURS 1-6 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 50+ New Format 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.	See the Pool in a Whole New Light, Fiber-to-LED Lighting Upgrades Kathryn Varden	Making a Case for Heal Pumps in California, Dave & Dan Sizelove, Aquatherm Ind., Inc.	Chemistry 101 & Basic Water Chemistry, Terry Arko	Basic Electricity Pentair	Water Testing Interferences and How to Overcome Them Chris Golden	Applying Filtration Science to Your Pool CPSA	Be-A-Five-Star Business Kim Olson Broadly	Drowning Prevention for the Service Technician Service Industry News	Construction 308: The Beauty of the Edge Vanishing, Edge & Water In Transit Design
10 A.M. TO 11:45 A.M.	How a Pool Works Purity Pool Robert Foutz Jr.	Keeping Your Business Out of Legal Hot Water Ray Arouesty	Variable Speed Pumps And How They Work Ben Honadel	Connectivity for the Pool Industry Alex Krajewski Zodiac	Water Chemistry for the Pool Service Professional Bob Lowry	New Federal Pool Pump Regulations: How It May Impact Your Business Jeff Farlow	Preventing Chemical Accidents Steve Dunn	Plaster Stains & Discoloration Jacks Magic Dave Callahan	Licenciada Contratista Guiatista, Arturo Torres Clases En Español
NOON TO 1:45 P.M.	RayPak Digital Heater Installation & Troubleshooting Brad Duncan	Profitable Pool Inspections Rick English	Advanced Variable Speed Pumps Ben Honadel	Drowning Risk Reduction And Emergency Response, Richard Pass Save A Little Life Inc.	Water Chemistry For the Pool Service Professional Pedro Correa, Bob Lowry Clases En Español	Pool Chemistry, How to Prevent Common Problems Before They Start, Eric Knight	Rola-Chem ORP/Ph Controllers Application Todd Schwab	Millionire Pool Man Thinking Outside Of the Box Chris Webb	Myths vs. Facts Of Germs, Algae and Water Balance, Roy Vore, BioLab, Inc.

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.

#### A Message from the President

By David Hawes

IPSSA President, Region 1 Director

Hi All,

As you read this, you have weathered the Christmas holiday, and have hopefully recovered from whatever celebration you enjoyed bringing in the New Year. I enjoy this part of the year, as it normally provides a breather from the intensity of the Spring,

Summer, and Fall. A time to relax just a bit and assess the year of 2018. It is a good time to review the ups and downs, good and bad, and maybe put a game plan together for 2019.

A company that operates efficiently and effectively does not happen by accident. A profitable and well run business happens with good planning, and there is no time like January to start that

process (I hear the groans). I believe the same can be said of our Your Board of Association. Regional Directors is tasked with trying to make sure IPSSA operates the same way. Efficient, Effective, Profitable, are all terms that we should want to describe the Association we belong to. Unfortunately, this requires the same work and planning that our business requires.

We have made some amazing advances on several fronts over the last year. As I have reported, our committee structure has changed from 13 to 6 committees, we have incorporated much more technology into our meeting schedules, and have successfully secured an amazing Executive Director in Rose Smoot. We are also looking at every expense, much like you might be doing in your business, to determine what can be changed to constantly improve our financial position.

enue sources to allow us to continue funding existing and maybe some new member benefits. It is important in our Association, like your company, to look out at the landscape in our industry and seek to find contributions we can make to the education and betterment of our members, as well as the public. Water Safety, reasons to hire an IPSSA member, reasons to BE an IPSSA member, and increasing education to help us all be better business people are all areas we want to improve as we enter 2019. The BORD, cannot do all of this alone. We are volunteers just like everyone serving in Chapter and Regional leadership. We want you to help us improve our association, and especially contribute in terms of ideas. Just like your business, sometimes all we hear are people griping about things. We want to encourage every member to be part of a movement to generate positive input. Please reach out to your Chapter President and



encourage them to bring the ideas through your Regional Director. That is his/her job. We are all elected as Fiduciary Agents for IPSSA. We are here to press an agenda that gives the members the best value we can provide. There are other options for pool service techs out there, and we want to make sure that IPSSA is their #1 choice in joining a group of professionals. We all need to put our best foot forward. Let's all work together to continue improving IPSSA. Let's make 2019 a year without distractions, drama, and discontent. Let's make it a year of excitement, encouragement, and passion for our association and industry. I think that is a good recipe for a business, and I think it's a great one for IPSSA. As your President, I will continue working hard to keep us all focused, and keep IPSSA the most professional pool Association we can be. Stay tuned!

LETS ALL GET READY FOR LEADERSHIP WEEKEND NEXT MONTH. IT'S GOING TO BE GREAT.









UNIVERSITY OF REDLANDS

1900 Fast Colton Avenue Redlands, CA 92374

#### LOCATIONS

ARIZONA

**TEMPE** LONG BEACH 480-372-3047

ANAHEIM 714-738-9038

562-333-4989

SAN DIMAS

909-305-9839

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LOS ANGELES

310-945-4601

SAN FERNANDO

818-365-8481

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# A New Year Message From Arrow Insurance/HUB International

By Ray Arouesty

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

The year is ending and it's a good time to review coverage limits and changes as we approach 2019. IPSSA's endorsed insurance program continues to be the best available in the industry and now it's even better. Here's why:

**General Liability Rates** – For the 4th straight year there will be NO rate increase. General liability rates remain at \$57 for IPSSA's deluxe package and \$14 for life insurance coverage. A lower cost option is available for members wanting less coverage. In either liability limits case \$1,000,000/\$3,000,000 apply;

Life Insurance Coverage -Life insurance coverage will increase from \$50,000 to \$55,000 (for members under 70) beginning in Spring 2019 with no additional premium charge. We have negotiated better rates from Met Life for all covered members and additional benefits will also be added including no-cost grief counseling and will preparation services;

**Business** Income Loss Coverage - We added this new coverage last year to provide \$25,000 coverage per member for revenue lost when tornado, flood, wildfire, earthquake or hurricane damaging your customer's home results in you losing an account. This coverage was added at no additional cost and it remains for 2019. It is unavailable anywhere

Accident Medical Insurance -\$5,000 medical coverage for your injuries sustained at the jobsite. This coverage remains for 2019 and has provided a valuable benefit for members hurt while working;

Liability Coverage Diseases - We are one of the few companies to cover claims for e-Coli, Crypto, Staph Legionnaires. Other companies exclude these claims under a "communicable disease exclusion." We currently are currently handling a claim involving 14 cases of Legionnaires;

Inspections - We continue to offer \$50,000 coverage for pool inspection claims. Our coverage is broad, including coverage for "tangible AND intangible property damage claims," the most common

type of claim when a house is being sole. No one else includes this

broad coverage;

Part#: 07431

Case Qty: 6

Chemical Injury & Damage -This is very different coverage than "Haz-Mat Insurance." We cover claims to \$1M for chemical exposure/injury for things like malfunctioning chemical feeders and property damage due to leaking bottles.

A case last year for a driveway damaged by a leaking bottle of acid exceeded \$80,000;

Workmanship - We include coverage for your jobs gone wrong, including bad start-ups, tile damaged during cleaning procedures,

Continued on page 16





# January 23, 2019

THE PHOENIX CLUB 1340 S. SANDERSON AVE. ANAHEIM HOTTSHOW.ORG

FREE TRI-TIP DINNER, T-SHIRT, & RAFFLE ENTRY FOR ALL POOL PROFESSIONALS IN ATTENDANCE

1:15-2:45 PM Hayward Class

Omni Programming and Salt Troubleshooting

1:15-2:45 PM Zodiac Class

Improve Your Business with VS Pumps & Web Based Controls Attendees will be entered in to a VS Pump and IOPump raffle!

2:00-7:00 PM Pentair Product Showcase

Come by and see Pentair's Tradegrade Product lineup

3:00 PM DOORS OPEN \$500 EARLY RAFFLE DRAWING 7:00 PM \$1,000 RAFFLE DRAWING

FOR MORE INFORMATION, E-MAIL INFO.HOTTSHOW@GMAIL.COM



**JANUARY 10 - 12, 2019** 

Exhibition Sat. 10:00 am - 3:00 pm



#### WHERE THE POOL PEOPLE GO

Our Show will be providing 3 days of classroom training and one day exhibits featuring vendors and representatives that are in the pool industry. For registration, exhibitor information, class

schedule & more VISIT US AT DESERTPOOLSPASHOW.COM

i ne independent Pool and 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

#### **COVERAGE IF YOU ARE INJURED** ON THE JOBSITE



arrow insurance service

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 emer-

gency 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.

Accidental Injury Medical Coverage is another reason IPSSA members have the best insurance available anywhere! Arrow Insurance Service, Inc ♦ (800)833-3433 Lic No. 0757776







# Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker



#### By Ray Arouesty

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

#### **Question:**

My service route is primarily in Malibu, and we were hit hard by the recent Woolsey Fire. I service primarily high-end homes, 14 of which were totally destroyed. Can you tell me what coverage is available to me through IPSSA for this loss?

#### Answer:

The wide-spread loss of life and property has certainly been devastating to many people. News coverage has rightly been focused on the loss to homeowners in the affected areas, but service contractors as well are dealing with losses from customers who will terminate swimming pool service. Fortunately, IPSSA members will benefit from new insurance coverage added last year that provides business income replacement for accounts lost due to disasters, including wildfire, flood,

earthquake, tornado and hurricanes. Coverage is provided for 12 months of income loss, up to \$25,000. IPSSA is the only pool service association to have insurance coverage for this type of loss and the twelve month coverage period should give members an opportunity to adjust their businesses accordingly. Members who have lost accounts should begin compiling a list of accounts they've lost along with copies of invoices. Members with questions should call Arrow Insurance at (800) 833-3433.











# Greater profits with happier customers!

SAVE TIME & MONEY simply replace every 6 months to prevent problem pools and ensure clean, clear water.

FREE TRY ME
AT INSTANTFROG.COM





#### Order now at magnalatchalert.com

# Impact Pool Safety, **Save Lives.**



World's #1 Pool Safety Gate Latch For Over 28 Years



#### SAFETY

- NEW Visual & Audible alarms
- Emits a single beep upon each entry or exit
- Full alarm mode if gate is left open over 15 seconds
- Visual indicator provides locked and unlocked status
- 6-pin rekeyable security lock
- Meets international pool barrier codes

#### RELIABILITY

- Constructed of rust-free industrial-strength polymer and marine grade stainless steel components
- Release knob is more ergonomic and child resistant
- Tested to 2 million cycles





Self-Closing Gate Hinges



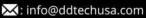
- D&D patented tension adjustment
- Adjust tension from either end
- Meets international pool barrier codes
- Heavy Duty Range self-closes gates up to 154 lb (70kg)
- Decorative trim covers included - no visible fasteners



















# Top Instructors Recognized by National Swimming Pool Foundation®

Foundation Gives Instructor Awards for Excellence

The National Swimming Pool Foundation® (NSPF) has announced the winners of its annual Instructor Awards, presented to active NSPF Instructors whose diligence over the previous year marked a significant contribution to advancing NSPF's mission. Just prior to the 2018 World Aquatic Health<sup>TM</sup> Conference (WAHC) in Charleston, South Carolina, NSPF formally recognized the top instructors and companies in this very competitive field.

Among the portfolio of programs taught by NSPF Instructors is Certified Pool Operator® (CPO®) Certification, the world's leading verifiable pool and spa training credential. According to CEO Tom Lachocki, "NSPF Instructors are responsible not just for extending the reach of NSPF's mission and brand, but for bringing a measure of reliability and safety to the local communities they service. They're ambassadors of a message of safety in pool operation, and it's our pleasure to honor their high standards and hard work."

The following instructors and companies were recognized this year:

Most Certified Individuals in First Year as an Instructor – **Brian Alexander Stewart** of Pool



Training Academy received the award after certifying an impressive 508 new students in his first year. Roberto J. Marquez and Scott A. McElroy of Leslie's Poolmart, Inc.—who certified 152 and 130 new students, respectively—were also recognized in this category.

Most Certified Individuals by a Company – Two companies were recognized for their outstanding work in the past year: **Pool Operation Management,** which certified 1,712 people, and **Leslie's Poolmart, Inc.**, which certified



1,018 people. Founded in 1980, Pool Operation Management offers consulting, training, education, and management services for residential and commercial pool clients. Leslie's Poolmart, Inc. was founded in 1963 and, in addition to certifying

Continued on page 9

#### Top Instructors

Continued from page 8

pool operators, runs over 900 retail centers and five distribution centers throughout the country.

Most Certified Individuals in a Blended Format − Receiving this award for the second year in a row was **Ecolab, Inc.**, which certified 374 students in an online format, more than doubling the number of students they taught using Pool Operator Primer<sup>TM</sup> during the previous year. Ecolab's pool and spa solutions include a wide range of support services and programs, as well as products and equipment for safe pool operation.

Most Certified Individuals by a Company in Spanish – Asociación de Profesionales de la Piscina (APPAC) of Mexico certified more students in Spanish (372) than any other company outside the USA. APPAC has been using NSPF educational programs since 2011, elevating the aquatic field in Mexico by teaching CPO® Certification courses.

Additionally, two U.S. instructors were recognized for their many Spanish-language certifications.

José Miguel Torres—owner of



Paraiso Pools in Debary, Florida—certified 273 students. And Josep M. Veciana of Miami's Dadeland Pool

Plus certified 204 students.

The Milestone Awards – NSPF's Milestone Awards honor active instructors with the highest total number of certifications during the year. **Steve Scheuer** of Certified

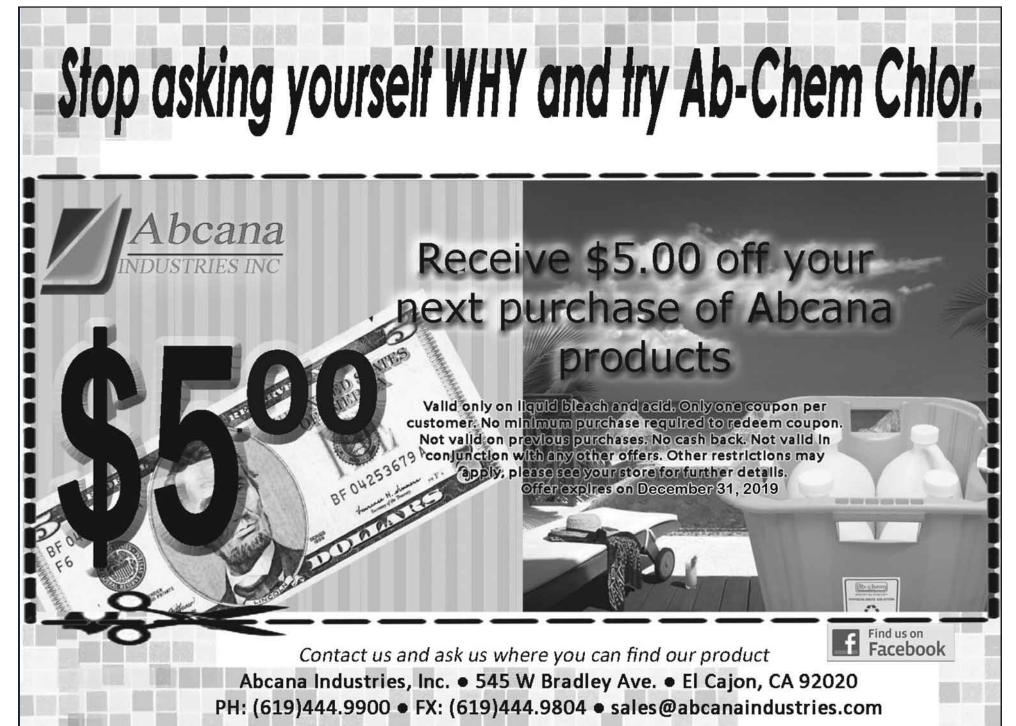


Pool Trainers, Inc. topped the list, receiving a Milestone Award for certifying 804 students. Instructors who certified more than 200 students were recognized by NSPF with an honorary Milestone plaque. The top ten instructors all certified over 500 students this year:

Steve Scheuer (Certified Pool
Trainers, Inc.)804
Tim Auerhahn (Aquatic Council,
LLC)710
Rick Stewart (Pool Training
Academy, LLC)702
Scott W. Ford (Tropical Aquatics
Pool Education, Inc.)682
Robert R. Freligh (Nationwide
Aquatic Consulting)678
Armando Esparza (Aquatics by
Armando)652
David L. Turnage (Turnage &
Associates)611
Trevor A. Sherwood II (Pool
Operation Management)604







# Roberta Rohwedder, head of IPSSA's first Financial Office, Passes Away

**By Ray Arouesty** 

Roberta Rohwedder was IPSSA's "financial office" from 1988 to 2006. She died on December 1, 2018.

Roberta personified IPSSA in the early days of the association. She was resourceful, creative and worked on her own, albeit with a little help in the beginning from her father Jay. Like most self-employed pool service techs, her "regular" business hours began when she awoke and ended late at night. In the days before text messaging Roberta would answer the

Financial Office telephone anytime of the day or night. She knew most members by their first names and all knew her as just, "Roberta."

The IBM personal computer was introduced on August 12, 1981 and Microsoft Windows went on sale in early 1986, not long before

IPSSA's formation in February 1988. Managing the billing and accounting for a group of 2,000 members was a daunting task. There were no off-the-shelf association management programs that would meet IPSSA's needs back then so Roberta customized a DOS



based D-Base program to provide association and Arrow Insurance the critical membership and financial data necessary to run the organization. She was frequently asked for new reports that required untold hours of computer programming. Somehow she accomplished it all by herself. In a word, she was unflappable. Her efforts didn't go unnoticed by the swimming pool industry. She was a recipient of the Doug Tanner award in recognition from Pool Industry Expo of her lifetime contributions to the swimming pool

I attended more than 80 IPSSA BORD meetings with Roberta over 18 years. She was never unprepared nor without an answer to any question asked of her. She always had a smile and a wonderful attitude toward life, her work and the swimming pool techs of whom she cared so deeply. Roberta was a major part of the IPSSA's history and its current success. She will be missed by all that knew her.

From Celia Huegely... Oasis Gals Grass Valley, CA

Roberta was a kind and generous soul who loved to laugh. She had many friends, and I always counted her as one of mine.

She could be counted on; she was born to help people. She and her Dad were part of the three legged stool that held IPSSA in good stead for many years. I always felt like she had the group's best interest in mind and would work very hard to try to keep all of us chapter treasurers on the straightest path possible. She was an honorable woman with a good heart. She would answer the phone at all hours. I would often ask her why did she pick up??? I just wanted to leave a message! She would just laugh and insist it was no problem. I always enjoyed our many conversations and looked forward to the next. She was engaged and invested in our success and whatever help she could offer she did at any time. When she moved away I was happy for her new life adventure, but selfishly I was very sad; she was sorely missed. I had always hoped to reconnect; very sorry for that lost opportunity. I hope she knew she was so loved and appreciated.

From Don Koss...

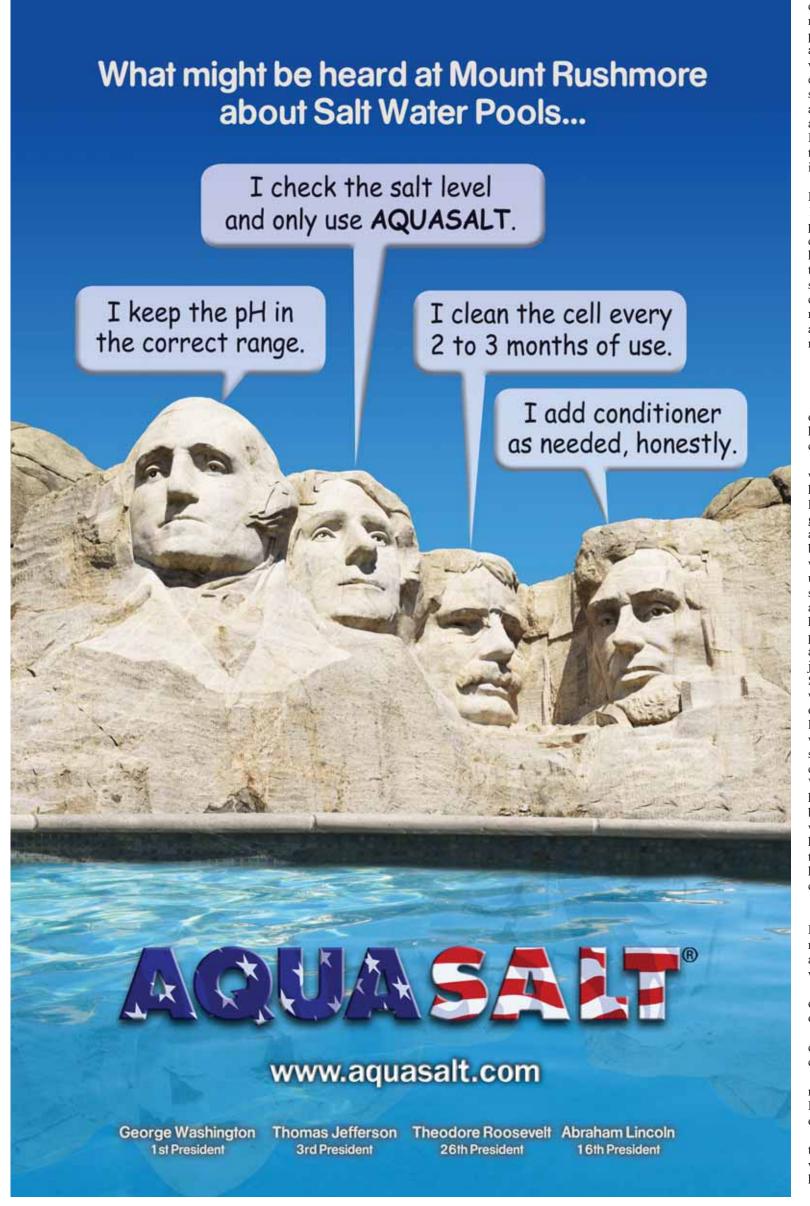
It was in 1987 when I first met Roberta. It was the time of the merger. CAL-IPSA and IPSA were about to become IPSSA. Roberta was the "Financial Office."

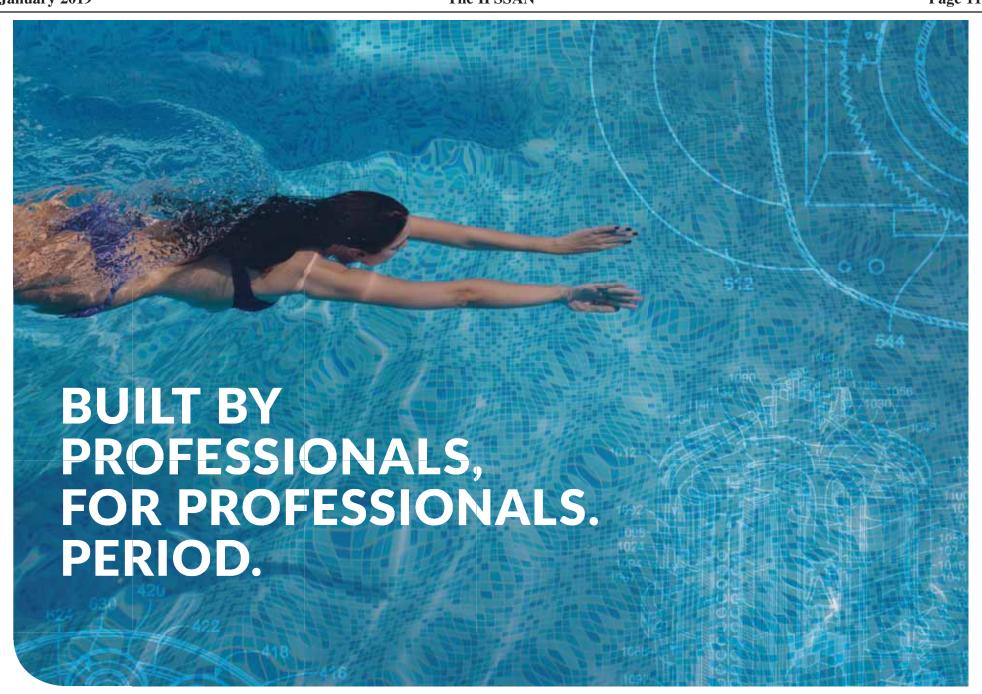
She was the "They" when anyone suggested "They can take care of that".

She was as interested and dedicated to the organization as anyone could hope for.

I got to know here better during my term on the second IPSSA Board and we worked together over the ensuing years.

IPSSA was lucky to have her as their accountant and those of us who knew her were lucky to have had her as a friend.





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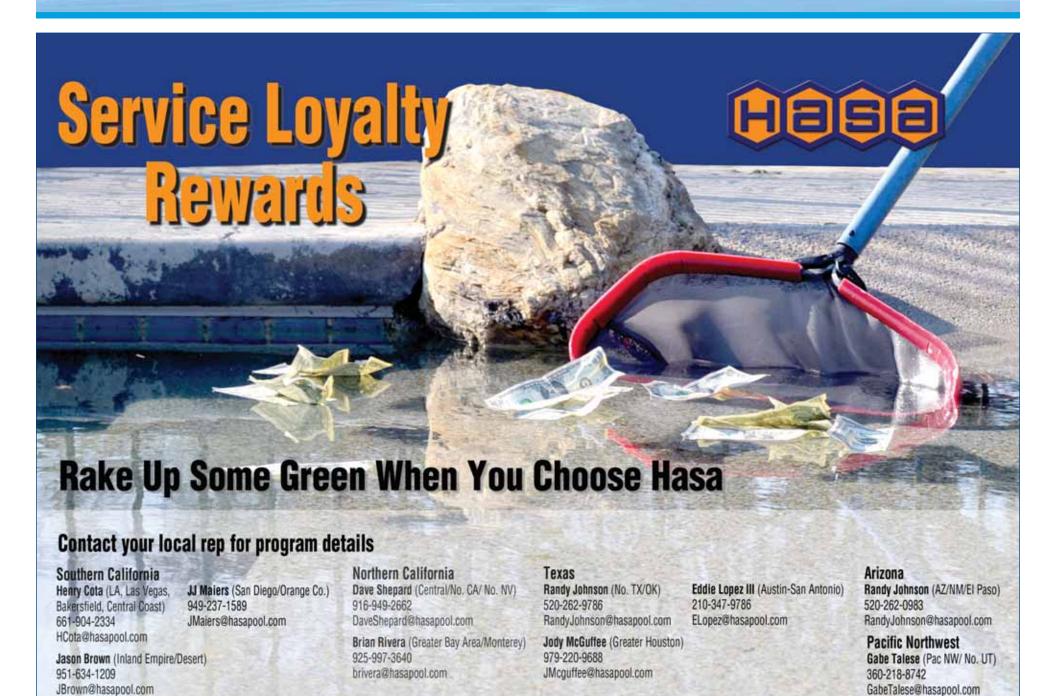












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#### A New Year Message From Arrow Insurance/HUB International

Continued from page 5

and damaged electronic components. These are very common claims and they are excluded under other policies;

Low \$500 deductible – The deductible applies only to property damage claims. And you are never charged a deductible unless we pay a claim for damages. Other companies charge a deductible for "expenses" even if no claim pay-

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Excessive Water Bills – Your customer's high water bill following an overfill isn't the type of claim that's normally covered by general liability insurance. We changed that and added special coverage in

2018. We will now pay up to \$3,000 per incident to cover this embarrassing situation;

**Optional Coverage** – We offer optional coverage for pool/spa remodeling and janitorial services. Both are offered at less than \$30 per month. We also offer additional limits of liability, up to an extra \$2M;

Special Coverage Endorsements – We are glad to provide no-

cost waivers of subrogation & additional insured endorsements to satisfy your commercial accounts.

Advice and Risk Counseling – We receive many phone calls from members asking for advice on deal-

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I want to wish all members a happy and successful 2019. If you have any questions or just want to chat give me a call.



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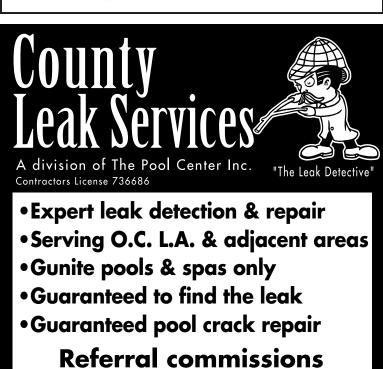
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# Calling all IPSSA Regular Members! IPSSA is recruiting for volunteers to serve on the IPSSA BORD committees.

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

You will be able to work with the IPSSA BORD to ensure your organization is doing all it can to help the members and the community it serves.

The committees are as follows:

- · Marketing and Communications - designs and implements strategies for promoting IPSSA by continuously strengthening its brand and developing web, social media, and print materials (including the IPSSAN). MCC's objective will be to execute a comprehensive marketing and communications strategy which clearly presents IPSSA's mission and its services.
- · Legislation and Regulationdevelops and implements strategies to ensure that the association's public policies and government affairs activities are fully addressed and communicated.
- Membership Program promotes and facilitates the recruitment and continuity of IPSSA members.
- Education provides advice to the BORD on the strategic directions and development of the educational activities of IPSSA and public awareness to the communi-

Important information about the BORD Committees:

Please submit your email intent

The committees meet four with your name, and committee you wish to serve by September 30, 2018. For those that are already serving on a committee please submit your email intent. At the Fall BORD meeting, committees for the following year will be composed,

considering the volunteers that responded to the open call identified by the BORD. An email will go out to those selected as soon as the BORD has made their decision. Those wishing to volunteer may select one-committee to serve.

Committees may have no more than eight to serve on a committee. If interested, please submit your name right away. If you are not selected for the committee of choice, please know that committees change through out the year

and we will keep your name on file.

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



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## IN MEMORIUM 2018

Our Condolences to the families of the following members who passed away in 2018

**Bob Morel** Larry Reinink, Sr **Adam Johnson Aubrey Waite** 

William Peck Michael Fischnar Jeff Kennemer Darrell Bolden

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members Borden and Lionel Marlow, with SFV President Blaine Enbody. Borden and Marlow were recognized as Honorary Members based on their many decades of service to IPSSA.

# It pays to designate

ship in IPSSA is a \$50,000 life insurance policy. All you need to do is complete a Beneficiary Designation

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 com-

Call the financial office (888-391-6012) if you are not sure whether or not your Beneficiary Designation Form has been filed or if you want to change your beneficiary.

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

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

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able in Spanish.

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Once you have purchased your online training course, within one business day you will

Plus three courses are avail- 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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#### California Capitol Report

Continued from page 1

service economy. But now with big price tag ideas on the table with the new Governor like single payor or universal health care, mandatory preschool, and free junior college tuition, as well as the looming pension and health care liabilities facing the state and local governments, don't look for any tax offset in trade for imposition of some kind of limited service tax.

The environment, energy and water conservation will also be topics of legislative interest; and it is very likely we will see a continuation of Governor Jerry Brown's policies in these areas in reaction to climate change. In addition, the California Air Resources Board (ARB) has a new program relative to diesel emissions. ARB is trying to get the word out early to small businesses now. While the details of the new program are uncertain at this time, they will likely mean limitations on equipment or more dollars to modify and purchase new conforming equipment. More on this later as the ARB has promised to provide an article for dissemination and to conduct a webinar on the topic.

The point here is that things are changing in California, and our industry has to take note. California has already passed legislation to go to 100% clean energy and to 50% electric vehicles by certain dates. Numerous chemicals are routinely being added to the Proposition 65 list of chemicals that are toxic or otherwise bad for human contact, which means possible changes in manufacturing, worker exposure, or use in applications that expose users to possible harm. As California moves forward on these issues, the California pool and spa industry has to consider how changes in laws and policies will affect everything the industry does from manufacturing and delivering products, building pools and providing ongoing pool and spa maintenance.

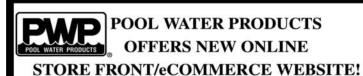
When I look at the list of legislative committees each year, I see possible issues which could be brought up in a bill in any of these committees that could have an effect on the swimming pool and spa industry: Water, Energy, Public Safety, Transportation, Labor, Insurance, Consumer Protection, Judiciary, Natural Resources and Toxics. For the 2019 legislative session, we are expecting the introduction of nearly 3,000 new bills as well as possibly every bill Governor Brown vetoed these past few years to be reintroduced. While this year is shaping up to be an extremely busy year, we will be here every day to address any issues that could be harmful or negatively affect this important industry.

# Menifee Valley Chapter Donation

Continued from page 1

Treasure and Secretary Sally Smith presented a \$200 donation. Sally also brought fresh Mexican lemons that she picked from her tree the day before!

If you would like to drop off food, a donation, or volunteer at H.O.P.E, their hours are 9AM-12 Tue-Wed-Thur. 506 W. Minthorn in Lake Elsinore, CA phone 951-245-7510.



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

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

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

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

EL DORADO

Second Thurs., 6:30 p.m., Shingle Springs Comm. Ctr.
4440 S. Shingle Road, Shingle Springs

Pres. Shawn Panico (916) 201-6245 / www.edipssa.com

ELK GROVE

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

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

ryanruminson@sbcglobal.net MODESTO CENTRAL VALLEY:

Third Tues., 6 p.m. El Rosal Restaurant, 3401 Monte Vista Ave. Pres. Albert Camarillo (206) 628-2717

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

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Pres. Kevin McLard (209) 833-9200

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

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

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

CENTRAL COAST
Second Wed., 7 p.m., Mtgs alternate between N/S Co., Contact chapter Pres. for info. Pres. 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@vahoo.com

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

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

DIAMOND BAR

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

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

SAN FERNANDO VALLEY Third Wed., 7:30 p.m. (March meeting is mandatory)

Canoga Bowl, 20122 Vanowen, Canoga Park Pres. Blaine Enbody (805) 529-7562 SAN FERNANDO VALLEY METRO

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

#### SAN GABRIEL VALLEY

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

SANTA CLARITA VALLEY

First Thurs., 7:00 p.m. Vincenzo's Pizza, 24504 ½ Lyons Avenue, Newhall Pres. Kent Simpson (661) 373-9901

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

CENTRAL LOS ANGELES

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

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

pooboy1950@yahoo.com SOUTH BAY

Second Wed., 7 p.m., American Legion Hall 412 S. Camino Real, Redondo Beach Pres. Brad Jones, (310) 880-7665 aaapoolspa@verizon.net

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

WHITTIER

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

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

ANAHEIM

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

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

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

cliffgross@cox.net MISSION VIEJO

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

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

ORANGE COAST

Last Monday, 5 p.m., Roundtable Pizza on Adams & Beach Pres. Tom Honrath (714) 642-5018

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

PROFESSIONALS Last Mon., 6:00 p.m., Claim Jumper Banquet Room,

18050 Brookhurst St., Fountain Valley CA 92708 Pres. Jim Romanowski (714) 404-2550 poolperfection1@aol.com SOUTHWEST

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

Third Tues., 6:30 p.m., Superior Pool Products, 10865 Kalama River, Fountain Valley Pres. Frank Malayar (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. Jenifer Meza (951) 833-0055 aquatechpoolservice@earthlink.net

HEMET Third Wed., 6:00 p.m. Shooters, 121 E. Florida Ave, Hemet Pres. John Bettencourt (951) 925-2442

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

ONTARIO/ RANCHO CUCAMONGA

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

PALM DESERT

Third Thurs., 6 p.m./7 p.m., please check with pres. Sloan's, 81539 US Hwy 111, Indio CA Pres. Jesse Vasquez (760) 636-2086 cannonballpoolco@gmail.com
PALM SPRINGS: First Wed., 5:00 p.m.

Superior, 5700 Indian Springs Rd, Palm Springs Superior, 5700 Indian Springs Rd, Palm Springs Pres. James Elliott (760) 413-0463 REDLANDS: Second Tues., 6 p.m. Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa Pres. Bill Brooks (909) 553-5780 RIVERSIDE: First Tues., 6:00 p.m., Cask N Clever, 1333 University Ave., Riverside

Pres. Nathan Smith (972) 296-7946

info@riversidepools.com
TEMECULA/MURRIETA

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

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

CARLSBAD: Third Wed., 7 p.m. El Ranchero Restaurant, 1565 N. Santa Fe, Vista Pres. David Talbot (760) 845-6863

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

Bsmith1956@cox.net NORTH COUNTY COASTAL

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

RANCHO DEL MAR

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

SAN DIEGO

Third Wed., 7 p.m., Admiral Baker Clubhouse, 2400 Admiral Baker Road, San Diego Pres. James Morketter (619) 708-4972

Elcerritopool@yahoo.com SAN DIEGO EAST COUNTY: Third Tues., 6 p.m., Superior Pool Products, 1973 Friendship Dr., El Cajon Pres. Berny Sweeny (619) 244-0496 bernypoker@hotmail.com SAN DIEGO METRO: Fourth Thurs., 6:00 p.m.

Sammy's Woodfired Pizza, 8555 Fletcher Pkwy La Mesa, CA 9194 Pres. Steven Elbik (619) 316-0690 Poolsoltuions72@gmail.com

REGION 8 (SOUTHWEST) B.O.R.D. Member: Mike Lee (480) 786-0687

E-mail: mountainsidepools@mac.com

EAST VALLEY

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

wardspool@yahoo.com NORTH PHOENIX

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

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

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

WEST VALLEY First Wed., 7:00 p.m., Cloud Supply 1100 N. Eliseo Felix Way, Avondale Pres. Trent Brumfield (623) 210-1615 WESTERN LAS VEGAS First Mon., 6:30 p.m. (excl. holidays)

Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas Pres. Brian Pilgrim (702) 576-6631 trinidadwaterllc@gmail.com

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

> > AUSTIN

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

Fourth Tues., 7:00 p.m. Rudy's BBQ, 21361 Gulf Fwy, Webster Pres. David Potts (208) 887-6486 david@freedompools-texas.com CORPUS CHRISTI First Thurs., 6:30 p.m. SCP in Corpus Christie

Pres. Michelle Wilkinsonr (209) 604-6460

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

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

NORTH AUSTIN

Second Tues., 6 p.m., Cedar Park Library, 550 Discovery Blvd. Pres. Jim Smith (512) 206-0606

jim@aquamanpoolnspa.com NORTH HOUSTON

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

First Mon., 6:30 p.m.

Longhorn Café, 17625 Blanco Rd., San Antonio, TX Pres. Jorge Martinez (210) 549-7665 pooldoc@hotmail.com

WEST HOUSTON

First Tuesday., 7 p.m.: Tony's Mexican Restaurant 870 S Mason Rd., Katy, TX 77450 Pres. Bill Williams (832) 593-6299 poolmaxxinc@gmail.com

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

> > FREMONT

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

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

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

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., 5:30 pm 3050 Berryessa Rd., San Jose

Pres. Tom Allen (408) 307-3196 SILICON VALLEY: Every Other Wed., 5:30 p.m. Armadillo Willy's, 1031 N. San Antonio Road, Los Altos Pres. David Guslani (650) 333-1351

dguslani@earthlink.net
TRI-VALLEY: Second Thurs., 6 p.m.,
Meeting locations vary. Check with chapter president.
Pres. 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 poollady2001@gmail.com

PORT CHARLOTTE

Fourth Wednesday, 6:30 p.m., Buffalo Wings & Rings, 1081 W. Price Blvd. North Port Donna GilDeMadrid (941) 626-3968 SARASOTA: First Tues., 6:30 pm Gecko's Grill & Pub, 351 N Cattlemen Road, Sarasota Pres. Andy Homner (941) 330-5757

©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. Senor Chachote Cantina & Grill 7602 N Jupiter Rd, Garland, TX 75044 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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