



THE

# IPSSAN

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

VOLUME XXVII, NUMBER 5

May 2015

## California Capitol Report

### Water emergency reaction

By John Norwood

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

Small business folks never believe it can happen to them – government severely restricting or putting them out of business – but then when it happens they wonder why no one was there to defend them.

Where was the trade association defending our industry?

Oh, I didn't want to pay the dues to be a member, but why didn't others?

The phone and computer lines at CPSA have been lighting up this week with calls from pool builders and others from all around the state wondering what CPSA was doing about possible restrictions on the use of public water to fill pools or with regard to proposed building restrictions in their area. CPSA is on the job and reacting as quickly as possible, but it is ironic, to say the least, that some of these calls are coming from pool professionals that are not members of CPSA and have not been willing to support the association's efforts to defend their businesses.

CPSA has been hard at work on behalf of the pool and spa industry on the drought issue. Last week we sent out letters to every water district in the state



with facts and figures about water use by swimming pools and spas. These materials demonstrate that not only are swimming pools and spas not water wasters, but instead that homeowners who install swimming pools and spas are installing a water efficient backyard on par with drought resistant or California friendly landscaping.

A new development for 2015 is that we are seeing city councils getting into the act of passing resolutions prohibiting new building permits for swimming pools. Because of this, CPSA is in the process of sending the same materials to city councils as well. There are over 600 water districts in California and 358 cities. When we see or hear of proposals to restrict water for swimming pools we are following up by phone with the water district or city council, sending letters opposing such restrictions and arming local pool builders with a speaker's kit to appear before the government agency to oppose such restrictions. While we would like to be personally present to supplement these efforts, the

*Continued on page 19*



Pictured left to right: Jerry Sanchez, SCP Assistant Branch Manager; Joe Todora, Pentair Regional Sales Manager; Bob Nichols, Chapter President; Efrain Parga, PEP Branch Manager

## Teach a Kid to Swim 2015

By Bob Nichols

Bob Nichols is the president of the Diamond Bar chapter

Joining in for National Pool Safety month for the sixth year the Diamond Bar chapter has kicked off their 2015 Teach a Kid to Swim campaign. The chapter provides scholarship funds for children that would not otherwise be able to attend swim classes.

Funds for these scholarships are provided by the generous incentive programs that Pentair, SCP and PEP have provided over the years and the chapter membership who have supported those programs.

The chapter has been able to provide over 180 scholarships for children, some of whom needed

*Continued on page 11*



One of the great things about IPSSA is the underlying commitment to help others in the industry. After all, this association was created on the principle of sick route coverage.

But, many members go above and beyond sick route, helping other members and their communities. These are IPSSA Heroes.

Tell us your story, or let us know who has helped you. Email us at [info@ipssa.com](mailto:info@ipssa.com).

## IPSSA Chapter Membership Drive 2015

July 1st – December 31st, 2015

1st Place - \$3000

2nd Place - \$2000

3rd Place - \$1000

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

## Attention IPSSA Members!

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

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## Things to do in May

- National water safety month
  - Algae control
  - Specialty chemical maintenance
- Change hoses on liquid chlorine feeders
  - Truck maintenance
- Evaluation of fuel consumption needs

DO NOT HOLD DATED MATERIAL

THE IPSSAN  
10842 Noel Street, #107  
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**THE IPSSAN**

Official Publication of the  
Independent Pool & Spa Service Association, Inc.  
10842 Noel Street #107, Los Alamitos CA90720  
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Deadline for submission of articles is the 20th of each month. Material submitted late will be considered for the following month.

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**Pat Sciarappa Wins the March Education Corner quiz**

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

The correct answers for the March quiz are 1. The water molecule is a polar molecule meaning that it acts like a tiny bar magnet with a positive end and a negative end. A. True. B. False, *the correct answer is a) true*. 2. The Saturation Index uses 5 water balance factors for determination-pH, total alkalinity, calcium hardness, temperature and A. TDS B. Cyanuric acid C. Hydrogen concentration D. Batherload, *the correct answer is a) TDS*. 3. The two meth-

ods of making ozone are: A. Flux capacitor and UV B. UV and CD C. CD and DVD D. HDTV and DVD-R, *the correct answer is b) UV and CD*. 4. The hypochlorite

ion (OCl-) which is the result of the dissociation of HOCl is a very good disinfectant. A. True B. False, *the correct answer is b) false*.

**Calendar of Events 2015**

- May 7-8** **CPO Class**  
SCP, San Juan Capistrano, California  
<http://www.anotherperfectpoolnews.com/cpo>
- May 21-22** **CPO Class**  
Superior Pool Products, El Cajon, California  
<http://www.anotherperfectpoolnews.com/cpo>
- June 11-12** **CPO Class**  
Superior Pool Products, Anaheim, California  
<http://www.anotherperfectpoolnews.com/cpo>
- June 25-26** **CPO Class**  
Hasa, Santa Clarita, California  
<http://www.anotherperfectpoolnews.com/cpo>
- July 9-10** **CPO Class**  
Superior Pool Products, Indio, California  
<http://www.anotherperfectpoolnews.com/cpo>
- July 23-24** **CPO Class**  
Superior Pool Products, Canoga Park, California  
<http://www.anotherperfectpoolnews.com/cpo>
- August 1** **IPSSA Board of Regional Directors Meeting**  
Location TBD, San Diego, CA 10:00 am  
info@ipssa.com
- Feb. 5-6, 2016** **IPSSA Leadership Weekend**  
The Sheraton Park Hotel, Anaheim, California  
info@ipssa.com

**\* WIN \*  
IPSSA Logo  
Gear!**

**Education**

**Corner**

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

1. The chemical we use in the pool industry to raise calcium hardness is:
  - A. Calcium hydroxide
  - B. Calcium hypochlorite
  - C. Calcium chloride
  - D. Calcium phosphate
2. The chemical that protects chlorine from sunlight destruction is called:
  - A. Cyanuric acid
  - B. Conditioner
  - C. Stabilizer
  - D. All of the above
3. The regular sanitizer you are using determines the proper total alkalinity for the pool.
  - A. True
  - B. False
4. Adding 10.6 fl. oz. of sodium hypochlorite to 10,000 gallons of water will increase the chlorine level by 1.5 ppm.
  - 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, 10842 Noel Street, #107, Los Alamitos, CA 90720**

**Or Fax to: (888) 368-0432**

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

**Financial office thanks chapters with prompt payments**

The Financial Office thanks the following 26 chapters, whose members all paid promptly in April before second notices were required:

- Region 1 – East Bay, Elk Grove, El Dorado
- Region 2 – Central Coast
- Region 3 – Foothill
- Region 4 – Central Los Angeles
- Region 5 – Anaheim, Mission Viejo, Orange Coast, Orange County #9, OCPP, Saddleback
- Region 6 – Palm Springs, Redlands
- Region 8 – Henderson, North Phoenix, Northwest Las Vegas, West Valley, Western Las Vegas
- Region 9 – Austin, Clearlake, North Houston, San Antonio, West Houston
- Region 11 – Cape Coral
- Region 12 – Mid Cities DFW

**WELCOME NEW MEMBERS!**

**REGION 1 – Modesto Central Valley:** Jonathan Allen. . . Lino Viega. . . **REGION 2 – Santa Barbara:** Melinda Gerow. . . **REGION 4 – Westside:** Edward Montiel. . . **REGION 5 – Central Orange County:** Bob Doere. . . **REGION 6 – Ontario/Rancho Cucamonga:** Danielle Magruder. . . **Temecula/Murrieta:** Steven Eskildsen. . . **REGION 8 – East Valley:** Randall Hayden, Michael McDonald. . . **REGION 9 – West Houston:** Frank Ceraudo. . . **REGION 11 – Treasure Coast:** Jair Castro.

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# President's message

By **Todd Starner**

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

I hope this finds all of you doing well. I know those of you in California are worried about the drought. I will try to send some rain your way.

Judging from my inbox there are a few unhappy members with me right now. So let's try to explain

it and get it right. The first thing I want to explain is why we went to paperless billing. We at the BORD felt like this was a way to keep costs down in the future, saving on postage, time and man hours.

Then there is the matter of dues and the most asked about topic, your insurance rate increase.

First you need to know that your IPSSA national dues did not

increase. The increase of \$5.50 covers two major areas of our insurance program. The first increase was in the liability portion of your insurance. This increase was the result of numerous high claims IPSSA has incurred over the last 4 years. Your liability portion in 2013/2014 was \$52.00 plus tax. This portion was raised by \$4.00 to a new cost of \$56.00 plus tax. This rate is still lower than our competitor's policies. IPSSA's policy is still the most comprehensive insurance package

of ALL carriers. Still included is our \$1,000,000 coverage for injury or damage caused by chemicals and coverage of popped pools at \$100,000 per incident.

The other increase occurs in the life insurance portion. This was the first time we have received an increase here. Why you ask? Very simple, in the year 2012 IPSSA had 11 claims and in 2013 IPSSA had 14 claims. This a very high number but the most alarming fact is that most of the claims where members between the age of 45 and 55. That's right 45 and 55. The leading cause — HEART ATTACK. So please take care of yourself.

So that is your total raise, \$4.00 for liability, which still keeps it below our competitor's, and \$1.50 for life insurance. IPSSA is the only pool association that offers life insurance with most claims paid within two weeks of notification.

So there are the reasons for the increase. I feel like I let you all down and owe you ALL an apology for not explaining this to you earlier.

I do have a question for all of you though. In going thru all this I have to ask, is IPSSA becoming an association for just insurance? And if so why? So over the course of the past few weeks I have thought about that very question. My personal thought is NO. I'm what you call a one pole'r. So yeah the insurance is nice but not the reason I stay in IPSSA and do what I do. IPSSA for me is where I get insurance, sick route coverage, educational opportunities, the chance to network with several other pool industry professionals, and scholarships to help pay for additional education. All that is a great member benefit but the number one thing that keeps me in IPSSA is YOU, my fellow members. My closest friend and I met thru IPSSA and I have many close friends in California, Arizona, Texas and yes right here in Florida. All of who I would have never met if it



wasn't for the social/charitable side of IPSSA. Someone once told me that the reason he liked IPSSA is because on any given weekend some chapter somewhere was helping their community. Strong statement but true. IPSSA is one of the most giving associations I have ever been a part of. I personally like the social aspect of IPSSA and this is where I think one of IPSSA's problems lie.

I am starting to think that some of our chapters and regions are becoming too business orientated and have forgotten the brotherhood IPSSA was founded on. I have heard and seen IPSSA chapters and regions having picnics, fishing outings, and ice cream socials that brought members and their families together. In doing events like these you get to see your fellow chapter members not as your competition but as human beings. So my challenge to all of you, from chapter president to the newest chapter member, is to plan those social events. It can be bowling, mini golf, BBQ cook-offs, a night at a baseball game, or a charitable event in your area. The point is it can be anything. Have fun, meet and learn about your chapter members. Who knows, your next great friend may be there. As we say here in Region 11, the chapter/region that plays together stays together.

Thanks for your support!

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<b>Remodeling coverage (optional)</b> <b>Janitorial coverage (optional)</b>	\$27.00 \$27.00		
<b>Store liability (optional)</b> <b>Warehouse liability (optional)</b> <b>Office liability (optional)</b>	\$31.00 \$31.00 \$19.00		
<b>Business contents (optional)</b> \$20,000 \$30,000 \$40,000 Additional limits available up to \$100,000	\$29.00 \$40.00 \$51.00		
<b>Life Insurance</b> \$50,000 to age 70 \$20,000 age 70-80 Optional higher limits available Optional lower limits available for employees	\$14.00		
<b>Accidental Death and Dismemberment</b> \$100,000 life limit for accidental death	\$2.65		
<b>Accident medical (optional)</b> \$5,000 per incident \$100 deductible	\$2.50		
<b>Endorsements</b> Certificates Waiver of Subrogation Additional insureds Per project aggregate Primary/non contributory Florida LP Gas	no charge		\$100.00 (Annually)



# Coverage Corner

**By Ray Arouesty**

*Ray Arouesty is an attorney at law and president of Arrow Insurance Service, IPSSA's insurance provider since 1988. He can be reached at (800)833-3433 or ray@arrowinsuranceservice.com*

## When Pool Inspection Coverage is NOT Pool Inspection Coverage

Swimming pool service techs are sometimes asked to give opinions on the condition of a pool and/or spa, usually when a house is offered for sale. The "Pool Inspection Report" is used by the home buyer to determine, among other things, what items the buyer will demand be fixed as a condition of the sale. I often dissuade pool techs from performing inspections since most inspection reports are lacking in many important areas such as electrical bonding, whether dual main drains are

hydraulically balanced, leaking return lines and plaster defects. But I recognize that pool techs may still provide opinions regarding the condition of pools and equipment and I therefore included specific coverage on the IPSSA Group Liability insurance policy to cover pool inspection claims up to \$50,000.

Typical pool inspection claims involve home buyers who maintain that they overpaid for a home based on a pool tech's failure to disclose pool defects. The problem, however, is that Commercial General Liability policies do not properly cover pool inspection claims. A commercial general liability policy covers bodily injury and tangible property damage that the pool tech is legally obligated to pay due to his negligence. Tangible property is defined as items that can be felt or touched.

Here's the issue: overpaying for a home is NOT tangible property and therefore NOT covered under general liability insurance policies. When I decided to include insurance coverage for pool inspections over 20 years ago, I realized that it was important to cover losses for both "tangible" and intangible" property damage. Incredibly, not all association insurance plans do this.

I recently obtained a copy of an insurance policy being offered to members of another "association" that claims to have insurance coverage "just like IPSSA". Imagine my surprise when I read the Swimming Pool and Spa Inspection coverage form that provides coverage for damage only to "tangible property". Claims and lawsuits for overpayment based on the pool tech's failure to report defects are NOT covered. The insured receives neither legal defense nor payment for any claim for this type of claim. How many pool techs would realize this sub-

tle, but very important limitation, even if they obtained a copy of the insurance policy before joining that association?

Commercial general liability policies for pool techs vary dramatically from each other. They are often confusing and difficult to understand. The best way for a pool tech to assure that he's getting the proper coverage is to

choose a long-established group policy that has been endorsed by an association that isn't owned and/or operated by an insurance carrier or agent. IPSSA is such an association. Pool techs doing otherwise may be in for an unfortunate surprise when that claim for an inspection is denied based on an obscure the definition of the term "property damage".

**Education Quiz**

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



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Check out the latest horror stories from Ray's blog "Blame it on the Pool Tech" at [www.ArrowInsuranceService.com](http://www.ArrowInsuranceService.com)

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# Table Top

Date: May 19, 2015  
Time: 5:00-8:00pm

**East Bay IPSSA Invites You...**

to our annual tabletop event! Come see the latest pool products from our participating vendors, win fabulous raffle prizes, and have dinner on us! All pool industry affiliates are welcome.

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# Ask Sue

By Sue Robach

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

There's been a lot of talk lately, not only in the pool industry, about energy efficiency. People who sell all kinds of things — cars, air conditioners, light bulbs, etc. — talk about how much less

energy today's products consume. And people like conserving energy because it can save them money and it can be good for the environment.

There's nothing new about this. In fact, you might wonder why I'm writing about it now at all. It's because Pentair was recently honored, for the second year in a row, by the U.S. En-

vironmental Protection Agency as an ENERGY STAR Partner of the Year.

What's the big deal, you might ask. And what does it mean for the pool industry?

When the U.S. Department of Energy and EPA added swimming pool pumps to the list of products that could be tested for and granted ENERGY STAR certification about two years ago, they opened the door to helping pool owners and potential pool owners under-

stand not only how much energy a pool pump can consume, but also that there are significant differences to consider in how much energy pool pumps require.

How did they do that? By allowing some — but not all — pool pumps to bear ENERGY STAR labels. ENERGY STAR, as you may know, is the second-most recognized brand when it comes to product rating systems, right behind the Good Housekeeping Seal of Approval. According to the



EPA, 87 percent of home owners recognize the ENERGY STAR label and 64 percent associate energy savings with ENERGY STAR labels. That means pool owners who are motivated to save energy may be swayed toward buying an energy efficient pump, even if it has a higher price tag.

How do pool pumps earn ENERGY STAR certification? They have to pass tests that show they have an energy factor of 3.8, which means they can pump at least 3.8 gallons for each watt-hour consumed. In other words, a pump with an energy factor of 3.8 can pump 3800 gallons for each kilowatt-hour (kWh) consumed. All two-speed and variable-speed pumps on the market today can meet this requirement.

Since the EPA began certifying pool pumps in March 2013, more than 130 pumps from 10 manufacturers have received certification, and more are being tested and certified all the time. The complete list is available at [www.energystar.gov](http://www.energystar.gov).

I'm proud to say that Pentair makes almost half of the certified pumps on the EPA list.

The importance of ENERGY STAR certification goes beyond the label on the product. Another benefit for the pool industry is that ENERGY STAR recognition has helped utility companies develop and implement incentive programs, including significant rebates for home owners who purchase certified pumps and contractors who install them.

The independent testing from a third party lab gives utility companies the validation they need for their programs. Having a federally developed EPA specification and performance standard that they can reference makes it easier for utility companies to implement rebate programs and other incentives for purchasing energy efficient pumps.

A listing of rebate programs across the country is available on the Pentair website (from [www.pentairpool.com](http://www.pentairpool.com), go to Save Energy, then click Utility Rebates) and is being updated each time a new program is announced.

*Send Your  
Technical Questions to:*

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# Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker

Ray Arouesty is President of Arrow Insurance Service and IPSSA's endorsed insurance provider. He can be reached at (800) 833-3433 or ray@arrowinsuranceservice.com

This month's question comes from a chapter treasurer in Florida:

**Question:**

I have recently accepted a service agreement with a commercial pool. Do you have a contract that I can conform into an agreement that will protect my company as well as the client? The current pool company is being fired and I do not want to be responsible for any discrepancies from his

negligence.

**Answer:**

Commercial and residential customers sometimes blame pool techs for damage to their equipment and plaster that pre-existed before the current pool tech started service to this customer. I have to believe that memories fade and that the pool owner just doesn't remember how long the damage was there. On the other hand, maybe I am naïve. To avoid liability (and retain the customer) you need proof that the defects existed before you started servicing the pool.

I think the best way to protect

yourself is with the "New Account Evaluation". Simply take a sheet of paper and draw the shape of your customer's pool. Mark up the areas of the pool that show defects, ie; delamination, spalling, spider cracks, discolored or damaged tile, copper stains, etc. Additionally, note any visible leaks from the heater, pump or filter. Explain all these defects to the customer and ask him/her to initial the bottom of the paper sheet. Make sure to date it. If the customer claims that your poor service caused any of these problems you have evidence that the problems existed before you started service.

Be careful not to make this a "pool inspection" where you are representing the pool is safe or in

compliance with standards or municipal codes. Just point out the obvious defects. This is also a good time to insist that any safety problems be fixed, such as broken or missing main drains, cracked skimmer lids, burnt-out lights, gates that don't properly close and improper signage.

Good luck and keep those pools safe!

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# Commission urges leaders to wage stronger campaign against underground economy to protect California businesses and workers

California businesses are losing ground to unscrupulous competitors who break the rules to gain an unfair advantage, the

Little Hoover Commission stated Monday in a report calling on the Governor and Legislature to more effectively fight the state's under-

ground economy. California workers also suffer when they are not paid a fair wage or are misclassified. All Californians are hurt

when cheating goes unchecked.

The state loses an estimated \$8.5 billion or more annually in tax revenue, yet efforts to combat the underground economy are disjointed and under-resourced, the Commission found. It reported that the state's bureaucratic disorganization and neglect provide significant incentives to cheat, making the rewards of participating in the underground economy outweigh the risks.

"In 1985, the Little Hoover Commission sounded the alarm on the growing underground economy. Unfortunately, not enough was done. We're back again, saying that honest businesses and their employees deserve a fair shake," stated Little Hoover Commission Chairman Pedro Nava. "Business owners should know the state stands with them against cheating competitors. Workers should know they can stand up to bosses who violate their rights. Taxpayers should expect they will not pay more because some businesses don't pay at all."

In its report, Level the Playing Field: Put California's Underground Economy Out of Business, the Commission makes 15 recommendations to give competitive advantage to compliant businesses:

- **Accountability.** The Governor should designate a limited-term leader with authority to coordinate

state efforts and eliminate barriers preventing a successful fight.

- **Enforcement.** The Commission calls for improved enforcement efforts to reduce the scale of the underground economy which has grown and thrived.

- **Education.** The state should develop new consumer education and outreach programs to reduce demand for underground economy goods and services. It also should better educate public officials on the harm caused by the underground economy and their role in curtailing it.

On Tuesday, March 10, 2015, Carole D'Elia, the Commission's executive director, discussed some of the findings and recommendations from the report as part of a panel on the underground economy task forces at a joint hearing of Assembly Budget Subcommittee #4 and the Assembly Revenue and Taxation Committee at the State Capitol.

The Little Hoover Commission is a bipartisan and independent state agency charged with recommending ways to improve the efficiency and effectiveness of state programs. The Commission's recommendations are submitted to the Governor and the Legislature for their consideration and action. For a copy of the report, visit the Commission's website: [www.lhc.ca.gov](http://www.lhc.ca.gov).

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# Region 9 supports Growing Roots

IPSSA Region 9 received the letter below from Growing Roots. The region and chapters have agreed to continue support for this organization through contributions and matching grants.

April 22, 2015  
 Dear Independent Pool And Spa Service Association, Inc.  
 Growing Roots is beyond grateful for the generous support of IPSSA towards empowering families of children with special needs! The impact of this contribution is incredibly significant because of IPSSA, Growing Roots will provide 100 families of children with special needs, with four unique Family Fun Days!  
 As we shared with you, our families are truly walking a road less traveled with and for their child with special needs. This road is marked with acronyms, paper-

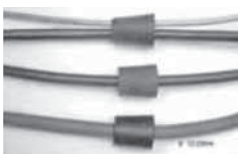
work, doctors, therapists, special educators and heart-wrenching questions such as, "So, what is wrong with your kid? For underserved families, this road can feel overwhelming, confusing and lonely-Growing Roots is here to empower parents through hands-on information, resources and support. For the past 4 years, Growing Roots has provided Courses, Monthly Support Groups, Family Fun Days and Supportive Case Management to over 300 underserved families of children with special needs, in both Spanish and English, and at no cost to families.  
 With the support and invest-


ment of Independent Pool And Spa Service Association, Inc. Growing Roots will be able to offer amazing Family Fun Days for these families. These Saturday events, held every other month, host Growing Roots' families for theme-based play and activities adapted for all ages and abilities. When you have a child with special needs, simple acts such as going to the playground, having play dates and making friends can be challenging. Furthermore, 85% of the families we serve live well below the federal poverty level, creating another obstacle for families to access play. Family Fun


Days create these opportunities within a space that celebrates differences. Previous Family Fun Day themes have included creating an accessible trick of treating village, mad science hands-on fairs, carnival games, and Christmas with Santa. All children can engage in the activities, regardless of their special need, including exploring the wheelchair accessible playground. Since the onset of Family Fun Days in 2012, our attendance has grown from 50 participants to an average of 200 people per event with families traveling from 49 different zip codes to join the community!


As our partner, we would love to have Independent Pool And Spa Service Association, Inc. participate in Family Fun Days. Members can attend, play and connect with our amazing families- as well as promote IPSSA with banners and marketing materials. In addition, we would be honored to have Independent Pool And Spa Service Association, Inc. members as our guests of honor at our 4th Annual Fundraiser "A Night at the Museum" to be held on September 25th, 2015 at the Thinkery — The New Austin Children's Museum. This evening  
*Continued on page 20*

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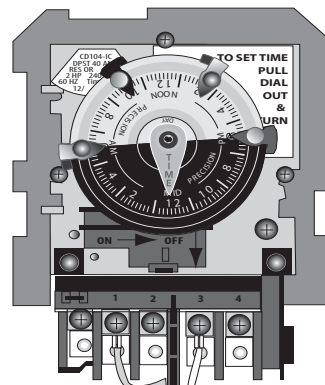
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# Aquatic related organizations convene for All Association Forum

*Fifteen organizations gather to discuss collaboration*

Fifteen aquatic related organizations convened in Dallas last week for the All Association Forum, organized and hosted by The Association of Pool & Spa Professionals (APSP). The purpose for the Forum was to gain understanding about each organization's mission and goals, as well as discuss industry issues, chal-

lenges and opportunities for collaboration.

Facilitated by Paul Meyer of Tecker International, representatives from the following organizations attended to discuss a number of issues facing the industry: Aquatic Professionals Education Council (APEC); Association of Aquatic Professionals (AOPP);

APSP; California Pool and Spa Association (CPSA); Foundation for Pool and Spa Industry Education (FPSIE); Florida Swimming Pool Association (FSPA); International Professional Pond Contractors Association (IPPCA); Independent Pool and Spa Service Association (IPSSA); National Environmental Health Association

(NEHA); Northeast Spa and Pool Association (NESPA); National Plasterers Council (NPC); National Swimming Pool Foundation (NSPF); Association of Swimming Pools and Natural Swimming Pools (ASPNSP); Pool and Hot Tub Council of Canada (PHTCC); and World Waterpark Association (WWA).

One outcome of the meeting is that the organizations agreed to create a strategy to monitor and share federal, state and local legislative and regulatory information among the participating organizations with APSP to chair.

"This is a positive first step in building trust and collaboration between organizations that serve the aquatic industry," said APSP President and CEO Rich Gottwald. "By choosing common ground, we'll work on issues that are meaningful to all and that advance the industry." Future meetings are envisioned, although no specific timeline has been agreed upon.

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Instructors receive comprehensive training and certification to teach the CPO® certification program. These instructors represent every segment in the aquatics industry including operators, health officials, service professionals, builders, manufacturers, property managers, retailers, and academicians. This training has helped protect millions of swimmers by reducing hazards at aquatic facilities.

### Course Information

The CPO® certification program requires participation in either a two-day class (14-16 hours) taught by a certified instructor or the blended format that combines the online Pool Operator Primer™ and one day of the Pool Operator Fusion™ class of instruction.

The CPO® certification program includes pool and spa chemistry, testing, treatment, filtration, maintenance, automatic feeding equipment, and government requirements.

The CPO® certification program

*Continued on page 16*



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### Teach a Kid to Swim 2015

Continued from page 1

two or three attempts to complete the course requirements. The success of this scholarship program depends entirely on the partnership of our chapter membership, suppliers and manufacturers, all realizing that teaching a youngster to swim is the most effective method of drowning prevention that can be provided.

We are really proud of the accomplishment that all involved have done to make this program work.

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## IPSSA CODE OF ETHICS

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

My second obligation will be to the members of IPSSA by giving them any professional assistance they may need including sick route coverage. With respect to sick route coverage, I will treat sick route clientele with professionalism and respect, and will

not solicit the business of a sick route client while providing sick route coverage.

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

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



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# NSPF® Awards \$10,000 to Angels of America's Fallen

*Non-profit organization for children of fallen military and first responders will provide swim lessons with grant from National Swimming Pool Foundation's Step Into Swim Campaign*

Angels of America's Fallen (AOAFallen), a non-profit organization that helps children of our

fallen military and first responders, has received a \$10,000 grant from the National Swimming Pool Foundation® (NSPF®) Step Into Swim Campaign™. AOAFallen's mission is to help these children develop into strong and successful adults by providing them positive mentoring and engaging them in healthy activities when they are at their most crucial developmental phase of life. The Step into Swim grant will allow AOAFallen to fund swim program participation for children who have selected this as their favored activity.

America's Fallen. In supporting these children, AOAFallen honors their parent, recognizes the child's ongoing sacrifice, and stands with them during the crucial time between the loss of their parent and adulthood.

"The program measures outcomes to assure the activity increases their confidence, happiness and outgoingness," explained Lt. Col. Lewis, who will present at the October World Aquatic Health™ Conference about how their innovative program provides military families with a better quality of

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Angels of America's Fallen partners with local community swim programs. The Step Into Swim grant will enroll at least 22 children in swim lessons in 12 communities around the U.S., allowing Angels of America's Fallen to support children currently on their waiting list who have said they want to learn to swim this year. The grant will cover the cost of the program registration and the gear required, such as goggles and swim wear. This model dovetails elegantly with the recent announcement of the Axial/Accu-Tab and NSPF partnership that funded \$10,000, matching gifts from 41 Accu-Tab specialists who pledged to fund swim activities in their home communities.

"We empower the child to find their particular stress relief and passion. In this case, it is swimming and enjoying water activities. We are excited and grateful for the support from NSPF and Step Into Swim Campaign; their model of funding and our community involvement are a perfect match," said Lt. Col. Joe Lewis, USAF retired, President and CEO of Angels of

life for healthier lives, as well as how they create industry demand and growth for our products.

"Step into Swim would love for all children of fallen heroes to have their swim programs covered; we are seeking more industry leaders to step up beside us to support families who made the ultimate stand for us," said Thomas M. Lachocki, Ph.D., and CEO of non-profit National Swimming Pool Foundation.

NSPF Board of Directors will visit Donna's Dolphins in Colorado Springs, Colo. later this April, to watch local Angels of America's Fallen children as they enjoy their swim program.



Ryan is 6 years old, and he is growing up without his hero. His father, Army Sgt. Christopher Rudzinski died on Oct. 16 2009 near Kandahar, Afghanistan of wounds suffered when enemy forces attacked his vehicle with an IED. Ryan was just one year old at the time. He was supported in T-ball and now he is supported in swimming lessons. Golf will be next. You can make a difference and help provide these activities for Ryan by donating!



Dear Angels of American's Fallen and National Swimming Pool Foundation,

Your generosity means more than words can say.

The first picture, one of the last times my daughter would spend with her dad. The second, at her current swimming class. Thank you for giving her the opportunity to continue enjoying one of the things she loves.

Thank you, Ursula & Gabriela



SFC Colin J Bowen Jan 18 1970 - Mar 14 2008 Operation Enduring Freedom



# YMCA of the USA and National Swimming Pool Foundation cooperate on delivering operator training

YMCA of the USA (Y-USA) is phasing out the current Pool Operator on Location (POOL) training program and replacing it with a training option aligned with the Centers for Disease Control & Prevention's Model Aquatic Health Code. As part of this commitment, Y-USA signed a Preferred Vendor Agreement with the National Swimming Pool Foundation® to deliver the Certified Pool/Spa Operator® Certification (CPO® Certification). This agreement allows the Y-USA and local Ys to focus on their mission and to leverage the world's leading operator training and certification program.

"Adopting the CPO® Certification program makes sense. It facilitates our compliance with the national standard of care outlined in the Model Aquatic Health Code issued by the Centers for Disease Control & Prevention (CDC)," said Cindy McDermott, National Director of Membership YMCA of the USA. "Collaborating with the National Swimming Pool Foundation opens the door to a

full spectrum of educational opportunities including online training, Spanish materials and facility management courses."

The CPO® Certification program is considered the most widely accepted pool operation certification around the world, having

trained more than 400,000 people in 93 countries.

"The Y engages more people in aquatic programs than any other organization in the world. We are honored to have the opportunity to serve more of their staff to help them keep their pools safer, run-

ning more efficiently — and to bring healthier lives to a greater number of people through aquatics," said Michelle Kavanaugh, NSPF Mission Development Director, US/Canada.

"This collaboration allows the Y to do what they do best and

NSPF to do what we do best. The result is a win for the Y, win for NSPF, and most importantly, a win for the people enjoying those great facilities," stated Thomas M. Lachocki, Ph.D., CEO of the National Swimming Pool Foundation.

## Matching funds available from IPSSA Inc.

IPSSA Inc. has a matching grant fund of \$24,000 to assist individual regions and chapters for community involvement, safety programs, and promoting IPSSA to the public. The spirit of the matching grant is to foster IPSSA promotions by facilitating new ideas from individual members, chapters and regions.

The matching grant funds shall be allocated evenly by region in each given year. In the event that a region does not request funds in a given year, that region's representative may elect to reallocate their portion to the matching grant fund for redistribution. Any redistribution of funds must be approved by the BORD.

The BORD will match, dollar for dollar, up to the budget amount once a matching grant is approved by the regional Board.

Each region shall determine how to use its allotment of funds without BORD approval once it has been approved by the regional Board.

Individual members, chapters and regions of IPSSA in good standing qualify for matching grants.

- Matching grant requests must be submitted in writing to the regional director by December 1st each year.

- The regional director shall qualify the request to meet the spirit of the matching grant program.

- The region must approve the grant by either a regional Board meeting, regional Board teleconference, or e-mail ballot, and the results will be posted in the regional minutes.

- The regional director shall then request the funds from the IPSSA BORD president or chief financial officer without BORD approval, as long as the requested amount does not exceed the region's budgeted amount.




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# Pentair Commercial offers online cost calculator

Pentair Commercial is pleased to now offer an online "Cost-Calculator" designed to give commercial aquatic professionals the ability to obtain estimated operational costs associated with running a facility's swimming pool equipment. The Pentair Cost-Calculators allow aquatic facility managers and pool professionals to calculate the energy and/or operational savings that might

result from installing energy efficient LED lighting or upgrading to eco-friendly variable frequency pumps and drives. Pentair Commercial created cost-calculators for the products that use the largest amount of electricity and will make the biggest savings impact for a facility that is looking to reduce its operating costs. The cost calculator asks for key data such as pool size, number of

operational days a year, cost of electricity, turnover times and flow rate—making cost savings specific to each facility with calculations both for medium and long-term cost savings. The cost-calculator is available 24/7 at:  
[www.pentaircommercial.com/manuals-resources/calculators.html](http://www.pentaircommercial.com/manuals-resources/calculators.html).

Kids throw a football thru a safety buoy to win free eye goggles at pool safety event at Las Posas pool in San Marcos on March 28th as IPSSA member Sean Byron looks on. Sponsored by Escondido IPSSA, 150 water watch tags, 100 pool safety coloring books and 100 eye goggles were handed out.

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## 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.

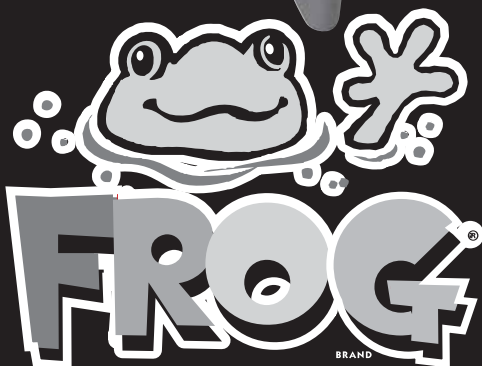
My final responsibility will be to my community and its citizens. I will strive to communicate the necessity for pool safety and other issues of importance to pool and spa owners.

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

# HOW A SIMPLE ADD-ON CAN HELP YOU ADD CLIENTS

INSTANT FROG uses minerals, and up to 50% less chlorine, to keep water clean and clear. It's a difference that clients can see and that means more referrals for you.

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## CPO Certification Program

*Continued from page 10*

requires an open book written examination.

The CPO® certification is valid for five years.

### Course Benefits

- Proven educational tool
- Widely accepted by local and state authorities
- Covers topics necessary for pool operators including a section for local and state codes
- Comprehensive handbook that is updated regularly
- All courses are taught by

NSPF® certified instructors

- The CPO® certification is recognized nationally and internationally

- Gives participants a better understanding of the operator's role in pool care, management and risk reduction

- The CPO® Certification program is now eligible for IACET Continuing Education Units (CEUs)

Visit [www.nspf.org](http://www.nspf.org) for more information.

## Policy on IPSSA mailing list

The IPSSA general membership mailing list will not be given out to anyone including members, associate members or outside organizations. This policy has been established to protect members from possibly being placed on inappropriate and or indiscriminate lists.

## County Leak Services



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*to organize, automate and grow your pool business.*



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# Accu-Tab Specialists create ripple effect for growth

*Axiall and National Swimming Pool Foundation make big splash by donating swim lessons in local communities*

Forty-one Accu-Tab® Specialists committed to fund local aquatic programs in their own communities this year, through a cooperative partnership with Axiall Corporation and the non-profit National Swimming Pool Foundation Step Into Swim™ Campaign. Axiall's Water Treatment Products business, manufacturers of the Accu-Tab system, and the National Swimming Pool Foundation® (NSPF®) recently agreed to each donate \$5,000, for a total of \$10,000, to augment the Accu-Tab Specialists' pledges. Thanks to the support of Accu-Tab Specialists and Axiall, more people can live healthier lives by learning to swim and participating in water activities.

"There is a beautiful synergy

when generosity helps our neighbors, connects local businesses with local customers, and also builds demand for our products," said Thomas M. Lachocki, Ph.D., and CEO of NSPF.

The Specialists made their individual commitments at the recent Accu-Tab Specialist Conference in Clearwater, Fla., in response to the keynote presentation given by Dr. Lachocki. His message spotlighted the good fortune industry members enjoy because they have the ideal aquatic products at the perfect moment in time. Specialists are poised to bring more people to water for healthier lives and create a more robust industry, as we foster the desire for pools, spas and aquatic facilities. The gift of swimming opens a spectrum of aquatic activities, and creates economic growth

for the health and family-focused pool and spa industry.

"We are excited to see how passionate our Specialists are about supporting healthy activities of the people in their local communities through financial support of aquatic facilities. Equipment and chemicals sold to these venues provide an ongoing livelihood to all of us in the Accu-Tab family. By giving back to our very patrons, we are completing a circle of enrichment. Additionally, Axiall is proud to partner with the National Swimming Pool Foundation, and fortify their generosity with our own donation," said Michael Hoops, general manager, Axiall Water Treatment Products.

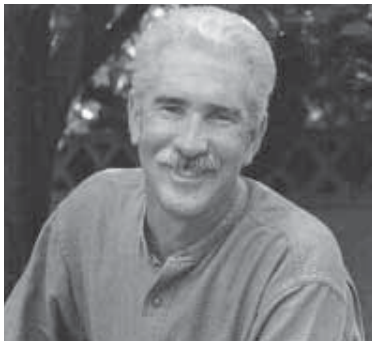
Lee Vaughan, vice president of National Pools of Roanoke, a leading

*Continued on page 21*

## The Terry Cowles Memorial Award

In 2006 IPSSA, Inc. initiated the Terry Cowles Memorial Award. This award will be given each year to the IPSSA member who best meets the criteria outlined below.

- Demonstrated professionalism
- Service to IPSSA
- Assistance to others in the pool and spa service industry
- Contributions to his or her community



Terry Cowles was a longtime outstanding member of IPSSA who was involved in the creation of the IPSSA Benevolent Fund.

The award consists of an inscribed plaque and complimentary dinner tickets, hotel room for the recipient and a guest to attend the next annual IPSSA leadership banquet, and a check in the amount of \$1,000.00. The award is presented at the IPSSA leadership banquet.

### Procedure

Each IPSSA region is eligible to nominate a member for this award. Nominations should be delivered to the IPSSA, Inc. Executive Office using the designated nomination form not later than October 20 for consideration and selection at the November BORD Meeting. Go to [ipssa.com/members](http://ipssa.com/members) for the Terry Cowles Award Nomination Form. Nominations must be received no later than October 20, 2015.



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- One part – no mixing
- Self-leveling – no tooling
- Pouch can be resealed
- Apply to green concrete or damp surfaces
- Bubble-free curing
- Non-gassing
- Tack-free in 50 minutes
- Easy to use 62 oz. foil pouch – no tools or caulking gun needed
- Available in tan and grey
- Twelve month shelf life
- VOC compliant

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## 2015 Membership Application

**Step One: Contact & Directory Information**

Contact Name:	Company Title:		
Company Name:	Contact Telephone:	Fax:	
Mailing Address:	City:	State:	Zip:
Email Address:			
Directory Listing:	City:	State:	Zip:
Directory Telephone:	Directory Website:		
LinkedIn:	Twitter:		

**Step Two: Committee Involvement**

The best way to take full advantage of your membership is to participate on a committee. With so many different opportunities to get involved, there's sure to be a committee for you. We welcome all members to any of our committees. It's a great way to meet other industry professionals and keep APEC strong. A committee chair will be in contact with you with more information on your chosen committees.

Communications  
  Distribution  
  Fundraising  
  Local Issues (City, County, Municipalities)  
  Manufacturer Communications  
  Marketing  
 Membership  
  APSP  
  IPSSA  
  Builder Council  
  Commercial Council  
  Retail Council  
  Service Council  
  None

**Step Three: Verify Membership Level and Dues Amount**

**SERVICE/RETAILERS/BUILDERS:**  Service \$250.00  
  Retailer \$250.00  
  Builder \$250.00  
  Spa/Hot Tub Dealer \$250.00

**ALLIED INDUSTRY PROFESSIONAL:**  Allied Industry Prof \$200.00  
 **CONTRACTOR/SUBCONTRACTOR:**  Contractor \$200.00  
  Subcontractor \$200.00

**MANUFACTURER AGENT:**  Manufacturer Agent \$500.00  
 **MANUFACTURER/DISTRIBUTOR:**  Manufacturer \$1500.00  
  Distributor \$1500.00

**POOL OPERATOR:**  Pool Operator \$200.00  
 **CONCERNED CONSUMER:**  Concerned Consumer \$200.00

**Step Four: Total Renewal Cost & Submit Payment Information**

Use the blanks below to calculate your payment total.

Membership Dues Cost: \$ \_\_\_\_\_ Additional Donation to APEC: \$ \_\_\_\_\_ (Tax-Deductible) **TOTAL PAYMENT:** \$ \_\_\_\_\_

Please mail this form along with your payment in U.S. Funds (Do not cut any part of this form)

Check enclosed: Check # \_\_\_\_\_  
  Credit (VISA)  
  Credit (MASTERCARD)  
 \*\*APEC does not accept Mastercard or AMEX at this time\*\*

Credit Card #: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_  
 Expiration Date: \_\_\_\_\_

Name as it appears on card: \_\_\_\_\_  
 Billing Zip Code: \_\_\_\_\_  
 Security Code: \_\_\_\_\_

Signature of Card Holder: \_\_\_\_\_

PLEASE REMIT PAYMENT TO:

Aquatic Professionals Education Council | P.O. Box 340066 | Lakeway, TX 78734



# IPSSA supports the NDPA Educational Conference 2015



**IPSSA members eligible for 35% rebate on online education at [www.ipssa.com](http://www.ipssa.com)**

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

There are dozens of courses available, in the following categories:

- Aquatic courses
- Electrical safety courses
- Occupational safety courses
- Environmental management courses
- Department of Transportation courses
- Healthcare courses
- Employment law courses

Plus three courses are available in Spanish.

It's easy to enroll. Visit [www.ipssa.com](http://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.

**ONLINE TRAINING**

**Go to [ipssa.com](http://ipssa.com) under 'Resources' to find online training courses.**

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5. Easy online ordering.
6. Enhanced Security for Business Owners.\*

*\*Owner should register first to become administrator. (See additional notes.)*

**It's Easy!**

1. Look on your monthly statement or contact your **SCP or Superior Sales Center** for your account number and web ID.
2. Log on to <https://pool360.poolcorp.com>
3. Click on the "**Register**" button.
4. Create your own username and password.  
*IMPORTANT: Owner should register first to become administrator. (Additional business employees may register with full or limited access, all controlled by the business owner.)*
5. Enter your billing and shipping information.
6. Product information, account information, and ordering function can now be accessed immediately: **24/7, 365 days/year!**



**Inquire With Your Local SCP Distributors, Superior Pool Products or NPT Branch Location for Information and Registration Details.**



# CPSA

Continued from page 1

unfortunate fact is that the CPSA simply does not have the personnel or budget to fly all over the state to represent the industry before these agencies. This is why our members are so important to the association, and why their dedication and passion are what will keep us moving forward in these trying times.

In addition, CPSA has our PR firm and the association staff working hard to respond to media stories on drought and the swimming pool and spa industry. Last year CPSA was very successful with the media relative to the drought and those efforts are really paying off because reporters are calling CPSA or our PR firm for information and interviews. I have been interviewed by CNBC, The Washington Post, NBC Universal, Orange County Register, LA Times and many others. CPSA is also meeting with state officials including the Governor's office this next week, as well as the State Water Quality Control Board, the agency that has the authority to dedicate what every water district and municipality must do to respond to the drought.

Just this week CPSA published a speaker's kit with superb materials that pool professionals can use to educate their local water districts or city councils. We worked hard for months to have these materials and facts ready to respond to this crisis. These materials were sent out in a CPSA Alert like the one you are reading, but guess what? These Alerts only go to CPSA members and contributors so the great majority of pool professionals who are not members are missing out on information that can save their business.

Bottom line, the industry is responsible for its own predicament and the results that come from it. Along with every other industry that depends on water, the pool industry is going to have to give something in order to survive and help the rest of the state through this crisis. That is the message we have received from the Governor and the State Water Resources Control Board, and it is the reality that we must now live with.

CPSA will continue doing the best we can to minimize any restrictions, but the best thing you can do is spread the word that the CPSA is on the job but needs the support of many more pool professionals to have the budget to accomplish its goals. CPSA has just sent out a letter to the contributors who helped us reach our Drought Fund goal last year requesting a donation of at least 50% of what was contributed in 2014, but they cannot carry the weight of this fight alone. The money for the Drought Crisis Fund last year came from just 5% of pool professionals in the state while the rest benefitted from their generosity. If the industry is to survive the year ahead, which will certainly be more challenging than the last, we must all band together. So far the CPSA has raised approximately \$30,000 in new memberships and \$30,000 in new Drought Fund contributions towards our goal of at least \$100,000 for each category. Will you help us get there?



## Swim lessons change lives.

**Please donate today.**

Contribute to the health, safety and fun of families everywhere by donating to Step Into Swim,™ a campaign dedicated to funding exceptional learn-to-swim programs for people of all ages. It is well documented that swim lessons promote good health and save lives. Your donation will make a life-long difference by teaching people to swim.

- More people name swimming as an activity they'd like to do more of.
- Since 1980 the obesity rate among children has tripled.
- 1 in 3 American men and nearly 40% of women report no leisure time or activity.
- Nearly 50% of Americans are afraid of water.
- Drowning is the leading cause of death in children ages 1-5 years.
- 3800 drowning deaths and 5700 near-drowning related injuries each year.
- The CDC reports an 88% reduction in drowning risks in children ages 1-4 **if they learn to swim.**

**Give the Gift of Swim Lessons**

- ✓ Increase physical activity
- ✓ Reduce the risks of drowning
- ✓ Add fun aquatic activities for the entire family
- ✓ Begin the legacy of generations of swimmers

**Donate swim lessons today**

- ✓ It's tax deductible!
- ✓ Online: [www.stepintoswim.org](http://www.stepintoswim.org)
- ✓ Phone: 719-540-9119
- ✓ Mail a check payable to National Swimming Pool Foundation; 4775 Granby Circle Colorado Springs, CO 80919

**For Fun. For Fitness. For Family Safety.**

NATIONAL SWIMMING POOL FOUNDATION

# It pays to designate beneficiaries


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

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

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

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

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



# CPSA

California Pool & Spa Association

## Membership Application

**Yes, I agree to join CPSA and support their efforts advocating for and protecting the industry!**

Organization _____		Primary Contact Name _____	
Street Address (Physical or shipping address only – Do not use P.O. Box) _____		City, State, Zip _____	
Phone # _____	Fax# _____	Registered Contractor's License # _____	
Email Address _____		Website Address _____	

As a member of the pool and spa industry I pledge to financially support the California Pool & Spa Association through annual membership dues and other contributions as needed; I agree to abide by the Code of Ethics; to promote the goodwill of the pool and spa industry; and to proudly display the CPSA logo.

I consent to receive ongoing communication from California Pool & Spa Association via telephone, fax, email, and/or mail.

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

Name (Please Print) _____	Title (Please Print) _____
Business Name (Please Print) _____	X _____
Date _____	Signature _____

**Annual Membership**

Paid Online \$ \_\_\_\_\_ Date: \_\_\_\_\_

Enclosed is my Check in the amount of \$ \_\_\_\_\_ for 2013-2014 Membership Dues

Please Charge My Credit Card: \$ \_\_\_\_\_ for 2013-2014 Membership Dues

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Cardholder Name (Printed): \_\_\_\_\_

Authorization Signature: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**Membership Categories and Dues**

**Manufacturer – Pledge Amount:**  
 \$12,500  \$10,000  \$7,500  \$5,000  \$2,500 (Minimum)

**Builder w/Service Company – Pledge Amount**  
 \$5,000  \$2,500  \$1,000 (Minimum)

**Builder – Pledge Amount:**  
 \$2,500  \$1,000  \$500 (Minimum)

**Subcontractor/Service Company/Retail – Pledge Amount:**  
 \$500  \$250 (Minimum)

**Independent Pool Service Provider – Pledge Amount:**  
 \$250  \$100 (Minimum)

**I want to make a Contribution**  
 \$100  Other \_\_\_\_\_

**Thank You for Your Support!**

IMPORTANT NOTE: Federal tax laws require industry trade associations to annually inform its members and contributors of the percentage of the association's budget that is attributable to lobbying (defined as the attempt to influence legislative or administrative action). Under federal tax laws, expenses incurred for direct lobbying are not tax deductible. CPSA has determined that 40% of CPSA's budget for the 2013-2014 fiscal year is directly attributable to lobbying. As such, 40% of your membership dues or the amount you or your company has or will contribute to CPSA is not deductible. The remaining 60% of membership dues or contributions are tax deductible as a business expense as allowed by law.

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

**California Pool & Spa Association**  
**915 L Street, Suite 1110, Sacramento CA 95814**  
**Phone (916) 447-4113 • Fax (916) 447-7516**  
**[www.theCPSA.org](http://www.theCPSA.org) • E-mail: [info@theCPSA.org](mailto:info@theCPSA.org)**



# IPSSA membership benefits

By joining IPSSA, you will become professionally affiliated with the largest pool service industry organization in the world.

IPSSA's 3,500 members... Help each other in time of illness or injury by covering each other's routes.

Experience educational opportunities through chapter meetings where IPSSA's Associate Members (major manufacturers, distributors, service related companies) provide presentations and assistance to members.

Through IPSSA Management

Company receive excellent group liability insurance, hazmat coverage, and a \$50,000 life insurance policy.

Have access to sample forms and contracts.

Receive a subscription to our monthly newspaper, The IPSSAN,

which includes important industry updates, tech tips and educational articles.

Enjoy many discount advantages.

Get free water safety materials to share with customers.

To learn more about the benefit

of IPSSA sick route coverage, please watch a short video at [ipssa.com/join/benefits.html](http://ipssa.com/join/benefits.html).

## Region 9 supports Growing Roots

Continued from page 9

event brings together over 250 Growing Roots supporters to include healthcare providers, educators and philanthropists for an evening of live music, delicious food and drinks, silent auction and stories from our families. As sponsors, Independent Pool And Spa Service Association, Inc. would have the opportunity to promote its services as well as receive recognition during the program. Additional acknowledgement of sponsorship would occur through social media and our digital newsletters reaching over 2,000 subscribers.

Thank you for so much for your investment in these families—because of you, they now know they are not alone and will become empowered to be their child's greatest expert! We will be sure to share our Family Fun Day Calendar with your team so that you can be a part of these amazing events and meet the families you are empowering. Please contact me with any questions or additional information needed.

Maria Hernandez,  
Founder & Executive Director



It's your business. Let me help protect it.

When your business relies on your vehicles, you put your reputation on the road. Make sure you have the quality protection of Allstate Business Insurance. At Allstate, we understand each business has its own unique needs. That's why we offer products with a broad range of coverage for all types of businesses. Don't wait - make sure you're covered. Call me today.



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Our online storefront/eCommerce website allows you to:

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- Place orders with any of our 20 warehouses 24 hrs a day. 7 days a week.
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- Review both current and past invoices.
- Plus much more!

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<b>SANTA ANA, CA</b> (714) 973-4744	
<b>SAN DIEGO, CA</b> (858) 565-1330	
<b>CANOGA PARK, CA</b> (818) 710-9500	
<b>CONCORD, CA</b> (925) 827-4300	
<b>SACRAMENTO, CA</b> (916) 927-2882	
<b>RIVERSIDE, CA</b> (951) 682-7700	
<b>LAS VEGAS, NV</b> (702) 617-0010	
<b>MESA, AZ</b> (480) 351-2929	
<b>PHOENIX, AZ</b> (602) 244-2727	
<b>PHOENIX, AZ</b> (602) 569-3177	
<b>TUCSON, AZ</b> (520) 887-1100	
<b>FORT LAUDERDALE, FL</b> (954) 771-1110	
<b>LONGWOOD, FL</b> (407) 260-2323	
<b>SARASOTA, FL</b> (941) 922-1919	
<b>DALLAS, TX</b> (972) 243-6006	
<b>HOUSTON, TX</b> (281) 894-7071	
<b>RICHLAND HILLS, TX</b> (817) 284-1600	

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### *The IPSSAN subscriptions available to employee members*

Would you like your employees to read The IPSSAN each month? All you need to do is contact the IPSSA Financial Office (888-391-6012 or sue@cramerpcpa.com) and make the request.



## Accu-Tab Specialists

*Continued from page 17*

Accu-Tab Specialist, added, “I drew tremendous inspiration from the keynote presentation. The message crystalized for me, why I do what I do each and every day. I am excited to help bring swimming lessons to our local community and create more water opportunities for our future.”

In 2012, the National Swimming Pool Foundation launched the Step Into Swim Campaign, a 10-year initiative to create one million more swimmers. Government, industry, medical professionals and insurance companies encourage increased activity. Aquatic activity is ideal for people who have been inactive and as we grow older. The White Paper clarifies the logic that creating more swimmers solves several problems. Over the past three years, the campaign has continued to seek leading industry individuals and organizations who embrace the belief that by bringing more people to water, the industry will grow. “Getting a million new swimmers will require more great collaborations like this one with Accu-Tab Specialists and Axiall,” concluded Dr. Lachocki.

## Letters to the Editor

Letters to the editor must be signed in order to be published, and must be accompanied by an address, valid e-mail address, and a daytime phone number for verification purposes. (Your phone number will not be printed.). Unsigned letters will not be published unless a compelling reason for withholding your name is given. Letters to the editor containing erroneous or unverifiable information will be edited or rejected. No letter that makes personal attacks on someone’s character will be published. The editorial staff reserves the right to edit for length or grammar or reject submitted material that does not meet these standards. Letters requiring a response will be held for publication until the response is received.

Opinions expressed in published letters do not imply endorsement by IPSSA.

# 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, Intelli-Chlor and colored lights.

In order for IPSSA to receive payment each member must register individually on the Pentair-IPSSA Incentive Program Registration Form (shown below and available on the members-only page of [www.ipssa.com](http://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, 2014 thru

September 30, 2015.

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.

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

## 2015 IPSSA National Rebate Program



Please complete the information below to enroll in the IPSSA National Rebate.  
Missing information will delay enrollment and/or payment.

### Member Information:

Member Company Name:		
Owners:		
Other Contacts & Titles:		
Email:		
Website:		
Business Phone Number(s):		
Cell Phone (name of contact):		
Fax Number:		
Mailing Address :		Residential <input type="checkbox"/> Yes <input type="checkbox"/> No
Shipping Address:		Residential <input type="checkbox"/> Yes <input type="checkbox"/> No
IPSSA Chapter Name		
City, State		
Chapter President		

<b>Type of Pools:</b>		<b>Brand:</b>	
<input type="checkbox"/> Inground	<input type="checkbox"/> Aboveground	<input type="checkbox"/> Pentair Pool Products	<input type="checkbox"/> Sta-rite

<b>Type of Business:</b>				
<input type="checkbox"/> Builder	<input type="checkbox"/> Retailer	<input type="checkbox"/> Service	<input type="checkbox"/> Refinisher	<input type="checkbox"/> Other _____

**Pool Materials Used:**  
What type of materials do you use?  Commercial  Gunitite  Fiberglass  Vinyl Liner

<p><b>I purchase from the following Distributors:</b></p> <p>Name: _____ Acct #: _____</p> <p>Name: _____ Acct #: _____</p> <p>Name: _____ Acct #: _____</p> <p>Name: _____ Acct #: _____</p>	<p style="text-align: center;"><b>Rebate Rules</b></p> <ul style="list-style-type: none"> <li>Pentair will reimburse IPSSA National 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. The maximum total payout to IPSSA will be \$20,000 per year on an annualized basis for all its members participating. To enroll in this IPSSA National rebate and ensure the education fund receives credit for your purchases, please fax this enrollment to 866-741-4051/ATTENTION: IPSSA REBATE. Once we receive your form, you will be enrolled in the IPSSA National Rebate Program.</li> <li>If you have any questions regarding this rebate, please call the Marketing Team at 800-693-0171 or email to <a href="mailto:rewards@pentair.com">rewards@pentair.com</a></li> <li>Each member must register individually on the Pentair- IPSSA Incentive Rebate Registration Form. This will allow us to electronically collect and monitor member purchases for the rebate accumulation. If a member does not register, their purchases will not qualify and cannot be added later. Should the National rebate be in effect going forward, the participants will be rolled over into the next year.</li> <li>Purchases must be made between the dates of October 1st thru Sept 30th during each rebate year.</li> </ul>
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Member Signature \_\_\_\_\_ Date \_\_\_\_\_



# SeaKlear® expands sales reach on East and West Coasts

SeaKlear®, a division of Halo-Source and one of the world's leading Innovators in specialty chemicals for pools and spas, is pleased to announce the expansion of its sales team in North America with agreements signed with the following leading Sales agencies; Byrd Moreton Sales Associates in

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tributors and retailers in the US and Canada.

"We are thrilled to be able to announce our partnerships with these top-performing industry sales

professionals who will join our other sales agencies, Nikko Enterprises (Canada), Stellar Sales and Weber/Moreton," noted Tim Joyce, VP/General Manager, Am-

ericas. "We will continue to drive growth by expanding our educational programs for pool professionals while introducing innovative new products to the market."



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**Nathan Perry**  
National Sales Mgr  
-West-  
  
480-206-2324  
NPerry@halosource.com



**Chris Lacy**  
National Sales Mgr  
-East-  
  
856-986-8612  
CLacy@halosource.com

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# IPSSA CHAPTER LISTINGS

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

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

**REGION 1 (NORTHERN CALIFORNIA)**  
**B.O.R.D. Member: Brian Duncan**  
 (925) 370-6675  
 E-mail: brian@pppsinc.com

**CAPITAL VALLEY: (Sacramento)**  
 First Wed., 7 p.m.  
 VFW, 8990 Kruithof Way, Fair Oaks  
 Pres. Gregg Simon (916) 536-9165  
**DELTA: (Stockton)**  
 Third Wed., 6:00 p.m., The Elks Lodge  
 19071 N Lower Sacramento Road, Woodbridge  
 Pres. Rick Plath (209) 456-1605  
 service@rickspoolservice.com  
**EAST BAY**  
 Third Tues., 6 p.m., Pleasant Hill Community Center,  
 320 Civic Drive, Pleasant Hill  
 Pres. David Luthy (510) 435-5252  
 townandcountrypool@comcast.net  
**EAST CONTRA COSTA**  
 Fourth Tues., 6:00 p.m., Canton Garden Restaurant  
 7840 Brentwood Blvd., Brentwood  
 Pres. Martin Stenhouse (925) 240-8222  
 justapoolman@comcast.net  
**EL DORADO**  
 Second Thurs., 6:30 p.m., Shingle Springs Comm. Ctr.  
 4440 S. Shingle Road, Shingle Springs  
 Pres. Shawn Panico (916) 201-6245  
 www.edipssa.com  
**ELK GROVE**  
 Second Wednesday, 7:00 p.m., Logan's Roadhouse,  
 9105 W. Stockton Boulevard, Elk Grove  
 Pres. Jerry Marquardsen (209) 747-4953  
 jerry'spoolservice@yahoo.com  
**GOLD COUNTRY**  
 First Mon., 6:00 p.m., Max's Restaurant  
 110 Grass Valley Hwy, Auburn  
 Pres. Allan Leas (530) 887-8074  
 al@townpools.com  
**MODESTO CENTRAL VALLEY:**  
 Third Tues., 6 p.m.  
 Perkos Restaurant, Kiernand Road & 99, Salida  
 Pres. Mike Imelio (209) 581-3294  
**SACRAMENTO CITY**  
 Fourth Wed., 7:00 p.m., Plaza Hofbrau  
 2500 Watt Ave., Sacramento  
 Pres. Nathan Williams (916) 213-6889  
**TRACY:** Fourth Thurs., 6 p.m.,  
 Perko's Café, 1321 W. 11th Street, Tracy 95376  
 Pres. Greg Mongeau (209) 833-8109  
**WEST PLACER**  
 First Thurs., 5:30 p.m., Strikes Bowling Alley  
 5681 Lonetree Blvd., Rocklin CA 95765  
 Pres. Kim Silva (916) 955-2990

**REGION 2 (CENTRAL CALIFORNIA)**  
**B.O.R.D. Member: Manuel Margain**  
 (559) 307-1072  
 E-mail: manuelmargain@comcast.net

**BAKERSFIELD**  
 First Tues., 5:30 p.m., Rusty's Pizza  
 6675 Ming Ave, Bakersfield  
 Pres. Beau Braisher (661) 332-4952  
 braisherpools@gmail.com  
**CENTRAL COAST**  
 Second Wed., 7 p.m., Mtgs alternate between  
 N/S Co., Contact chapter Pres. for info.  
 Pres. Tom Mazzo (805)550-6709  
 tmazzopoolguru@yahoo.com  
**CONEJO:** Second Wed., 7:30 p.m.,  
 Cisco's, 1712 Avenida de Los Arboles, Thousand Oaks  
 Pres. Dennis Van Sloten, (805)813-6154  
 dvs10@live.com  
**CONEJO VALLEY**  
 Second Wed., 6:30 p.m., Superior Pool Products  
 1200 Lawrence Drive #400, Newbury Park  
 Pres. Michael Flanagan (805) 444-7960  
**FRESNO:**  
 Fourth Tues., 7 p.m.  
 Roundtable Pizza at First & Bullard, Fresno  
 Pres. Norm Carpenter, (559) 217-1228  
 ipssafresno@gmail.com  
**SANTA BARBARA**  
 Second Mon., 6:30 p.m., Rusty's Pizza Parlor  
 232 W. Carrillo, Santa Barbara (downtown)  
 Pres. Joe Burich (805) 451-1963  
 mericks2001@yahoo.com  
**VENTURA:** Third Tues., 7 p.m.  
 Yolanda's Mexican Cafe, 2753 Main St., Ventura  
 Pres. Jason Trone (805) 660-6344  
**VISALIA:** Third Wed., 6 p.m.  
 Amigo's Cantina, 5113 W. Walnut Ave., Visalia  
 Pres. Roman Gomez (559) 992-5779  
 romangomez1251@yahoo.com

**REGION 3 (NORTH L.A. COUNTY)**  
**B.O.R.D. Member: Ivan Vance**  
 (818) 376-8541  
 E-mail: ivanvance@att.net

**ANTELOPE VALLEY**  
 Second Monday, 6 p.m.  
 SCP Antelope Valley, 4514 Runway Dr., Lancaster  
 Pres. Bob Cranmer (661) 609-3682  
 warren\_cranmer@msn.com  
**DIAMOND BAR**  
 First Thurs., 7:30 p.m., Oak Tree Lanes, Diamond Bar  
 Pres. Robert Nichols (626) 914-4813  
**FOOTHILL**  
 Third Thurs., 7:00 p.m.; American Legion Hall  
 La Crescenta at Manhattan, La Crescenta  
 Pres. Raul Fernandez (818) 563-9410  
**SAN FERNANDO VALLEY**  
 Third Wed., 7:30 p.m., Canoga Bowl  
 20122 Vanowen, Canoga Park  
 Pres. Elias Duran (818) 360-4769  
**SAN FERNANDO VALLEY METRO**  
 First Tues., 7 p.m., Canoga Bowl  
 20122 Vanowen, Canoga Park  
 Web site: www.sfvmetro.com

Pres. Saul Krochmal (818) 609-8252  
**SAN GABRIEL VALLEY**  
 Second Thurs., 7:00 p.m.  
 Call or email Terry Snow for location  
 Pres. Terry Snow (909) 985-1830  
 tls.pools@verizon.net  
**SANTA CLARITA VALLEY**  
 First Thurs., 7:00 p.m.  
 Vincenzo's Pizza, 24504 1/2 Lyons Avenue, Newhall  
 Pres. Kent Simpson (661) 373-9901

**REGION 4 (SOUTH L.A. COUNTY)**  
**B.O.R.D. Member: Jason Briggs**  
 (310) 370-2144  
 E-mail: jason@paradisepools.biz

**CENTRAL LOS ANGELES**  
 Second Mon., 6:30 p.m., Han Woo Ri Presbyterian  
 Church, 1932 S. 10th Ave, Los Angeles  
 Pres. Se Hwan Kim (323) 733-8712  
**EAST LONG BEACH**  
 Second Tues., 6:30 p.m., Ecco's Pizza,  
 2123 N. Bellflower Blvd, Long Beach  
 Pres. Bill Rothwell (562) 425-8249  
 poolboy1950@yahoo.com  
**SOUTH BAY**  
 Second Wed., 7 p.m., American Legion Hall  
 412 S. Camino Real, Redondo Beach  
 Pres. Randy Mahler, (310) 832-1785  
 rmahler@oceanviewpools.net  
**WESTSIDE**  
 Second Tues., 6:30 p.m., American Legion Hall  
 5309 S. Sepulveda, Culver City  
 Pres. Jeff Von Dwingelo (310) 749-1853  
 waterdogpoolservice@msn.com  
**WHITTIER:** First Wed., 7 p.m.  
 Superior Pool Products in Santa Fe Springs  
 Pres. Tom Horning, (562) 458-2881  
 tomspoolcare@roadrunner.com

**REGION 5 (ORANGE COUNTY)**  
**B.O.R.D. Member: Steve Donohoe**  
 (949) 235-5888  
 E-mail: steve@anotherperfectpool.com

**ANAHEIM:** Third Wed., 6:30 p.m.  
 Roundtable Pizza, 12829 Harbor Blvd., Garden Grove  
 Pres. Cal Pratt (949) 230-7462  
**CENTRAL ORANGE COUNTY**  
 Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin  
 Pres. Jeff Steinker (949) 586-4860 jsteinker@cox.net  
**DANA POINT:** Second Tues., 6 p.m.,  
 Coco's, Crown Valley and I-5  
 Pres. Brian Bottrell, (949) 697-8544  
 vambrian@gmail.com  
**HUNTINGTON BEACH**  
 Third Mon., 6:30 p.m., Round Table Pizza  
 Warner & Euclid, Huntington Beach  
 Pres. Greg Beard (714) 903-8607  
**MISSION VIEJO:** First Tues., 6 p.m.  
 Claim Jumper, 27845 Santa Margarita Pkwy  
 Pres. Mark Byrne, (949) 690-6381  
 eternitypool@gmail.com  
**NORTH ORANGE COUNTY**  
 Second Wed., 7 p.m., Graziano's Italian Restaurant,  
 17487 Imperial Highway, Yorba Linda  
 Pres. Rick Reyes (714) 635-5459  
 rickmreyes50@yahoo.com  
**ORANGE COAST**  
 Last Monday, 5 p.m., Carrow's Restaurant  
 Warner & Magnolia, Huntington Beach  
 Pres. Michael Kei Black (714) 891-0351  
 mblackels@netzero.com  
**ORANGE COUNTY #1**  
 Second Wednesday, 7:00 p.m.; Graziano's,  
 17487 Imperial Hwy, Yorba Linda  
 Pres. Bill Walton (714) 632-8888  
**ORANGE COUNTY #9**  
 Second Wed., 7 p.m., Dad Miller Golf Course  
 North Gilbert Street, Anaheim  
 Pres. Rob Tobias (714) 812-7993  
**ORANGE COUNTY POOL PROFESSIONALS**  
 Last Mon., 6:00 p.m., Claim Jumper Banquet Room,  
 18050 Brookhurst St., Fountain Valley CA 92708  
 Pres. Jim Romanowski (714) 404-2550  
 poolperfection1@aol.com  
**SADDLEBACK VALLEY**  
 Last Tues., 6 p.m., Lone Star Steakhouse,  
 24231 Avenida de la Carlotta, Laguna Hills  
 Pres. Scott Kather (714) 742-9597  
**SOUTHWEST:** First Wed., 6 p.m., ABC Pools  
 10560 Los Alamitos Blvd., Los Alamitos  
 Pres. Ken Tipton (562) 430-8515  
**SURF CITY**  
 Third Tues., 6:30 p.m., Superior Pool Products,  
 10865 Kalama River, Fountain Valley  
 Pres. Frank Malavar (714) 960-3558  
**TUSTIN/IRVINE**  
 Second Tues., 6:00 p.m., PSOC Waterline Technologies,  
 220 N. Santiago Street, Santa Ana  
 Pres. Rich Foley (714) 974-1514  
**YORBA LINDA**  
 First Wed., 6:45 p.m., Lampost Pizza,  
 21480 Yorba Linda Blvd. #D, Yorba Linda CA  
 (call president to confirm mtg time).  
 Pres. Jaime Aranda, (714) 746-5138  
 jaimearanda@sbcglobal.net

**REGION 6 (INLAND EMPIRE)**  
**B.O.R.D. Member: Scott Peterson**  
 (951) 699-8407  
 E-mail: ipssascott@yahoo.com

**CORONA**  
 Second Tues., 7:00 p.m., Marie Callenders  
 160 E. Rincon St. (at Main St.), Corona  
 Pres. Johnny Springer (951) 741-6189  
 johnnyspoolandspa@sbcglobal.net  
**HEMET:** Third Wed., 6:00 p.m., El Jalapeno  
 1999 N. State Street, 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 Elsinore  
 Pres. Renee Marier, (951) 285-9672  
 mangopoolnsa@verizon.net  
**ONTARIO/ RANCHO CUCAMONGA**  
 Second Tues., 7 p.m., Carrows Restaurant  
 11669 Foothill Blvd., Rancho Cucamonga  
 Pres. Ron Goodwin (909) 989-0406  
 good2win@msn.com  
**PALM DESERT**  
 Third Thurs., 6 p.m./7 p.m., please check with pres.  
 Sloan's, 81539 US Hwy 111, Indio CA  
 Pres. Matt Kauber (760) 702-0160  
 salernopools@yahoo.com  
**PALM SPRINGS**  
 First Wed., 6:30 p.m.  
 Elks Lodge, 67491 Elk Drive, Palm Springs  
 Pres. Ken Pomije (760) 413-6022  
**REDLANDS:** Second Tues., 6 p.m.  
 Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa  
 Pres. Bill Brooks (909) 553-5780  
**RIVERSIDE:** First Tues., 6:00 p.m., Cask N Clever,  
 1333 University Ave., Riverside  
 Pres. Scott Zahn, (951) 966-0592  
 libertypoolservice@hotmail.com  
**TEMECULA/MURRIETA**  
 Third Wed., 7 p.m., Pat & Oscar's  
 29375 Rancho California Rd., Temecula  
 Pres. Jack Delaney (951) 674-6318

**REGION 7 (SAN DIEGO COUNTY)**  
**B.O.R.D. Member: Joe Lukacik**  
 (619) 508-8587  
 E-mail: joe.sunpools@yahoo.com

**CARLSBAD:** Third Wed., 7 p.m.  
 Grandma's Restaurant, 539 Vista Bella, Oceanside  
 Pres. David Talbot (760) 845-6863  
**ESCONDIDO**  
 Third Wed., 6:30 p.m., Call for location.  
 Pres. James Leisten (760) 737-3058  
 jim@blueribbonps.com  
**NORTH COUNTY COASTAL**  
 Third Tues., 6:30 p.m.  
 Brett's BBQ, 1505 Encinitas Blvd., Encinitas  
 Pres. Daniel Carlson (760) 613-1552  
**RANCHO DEL MAR**  
 Third Mon., 5:30 p.m., Tio Leos  
 3510 Valley Centre Drive, San Diego  
 Pres. Joshua McKee (858) 337-4482  
 josh@makaipools.com  
**SAN DIEGO**  
 Third Wed., 7 p.m., Mission Valley Resort  
 875 Hotel Circle S., Mission Valley  
 Pres. Austin Gardiner (619) 449-6345  
 austingardinerps@hotmail.com  
**SAN DIEGO EAST COUNTY**  
 Third Tues., 6 p.m.,  
 Superior Pool Products, 1973 Friendship Dr., El Cajon  
 Pres. Berny Sweeney (619) 244-0496  
 bernypoker@hotmail.com  
**SAN DIEGO METRO**  
 Fourth Thurs., 7:00 p.m.  
 Coco's, 1025 Fletcher Parkway, El Cajon  
 Pres. Mike McCourtney (760) 788-0823  
 sunrisepools1@hotmail.com

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

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

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

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

**CLEARLAKE**  
 Fourth Tues., 7:00 p.m., Red River BBQ,  
 1911 Hwy 518 at 270, League City,  
 Pres. Jim Jacobsmeyer (281) 787-6116  
**CORPUS CHRISTI**  
 First Thurs., 6:30 p.m., Schlitterbahn Upper Padre  
 14353 Commodores Drive, Corpus Christi  
 Pres. Michael Baker (361) 563-7655  
**HOUSTON:** Second Tues., 7 p.m.  
 IHop, 11225 Katy Freeway, Houston  
 Pres. Bryan Norris (713) 234-7649  
 bryan@norrispools.com  
**NORTH AUSTIN**  
 Second Tues., 6 p.m., Cedar Park Library  
 550 Discovery Blvd.,  
 Pres. Rick Beaubouef (512) 466-9672  
**NORTH HOUSTON:** Third Thurs., 7 p.m., IHop  
 25619 Interstate 45, Spring  
 Pres. Gary Lindsey (936) 448-4208  
**SAN ANTONIO**  
 First Mon., 6:30 p.m., Willies Grill  
 15801 San Pedro, San Antonio  
 Pres. Becky Clayton (210) 240-3121  
 beckyclayson@yahoo.com  
**WEST HOUSTON:** First Mon., 7 p.m.  
 Texas Land & Cattle, 12313 Katy Fwy, Houston  
 Pres. Earl Jones (832) 573-8279  
 earl@texaspooltechs.com

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

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

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

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

**REGION 12**  
**B.O.R.D. Member: Jason Lehmann**  
 (817) 605-0194  
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