



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 1

January 2015

California Capitol Report

Lessons Learned

By John Norwood

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

This has been a monster year for California Pool and Spa Association. Not only did the association roll out a new name after almost 40 years, and had a number of successes in the state Legislature but, most importantly, the association took on the California drought and made a huge difference for the swimming pool and spa industry. We know now that California's drought has been determined to be the worst three-year drought in the last 1200 years according to a new study by researchers at the University of Minnesota, which identified that over 90% of California experienced severe drought conditions. Some Central Valley communities are without drinking water and other communities around the state have had to enact severe restrictions on water use including the elimination of water for landscaping.

Although California had been in a drought before the beginning of the year, the media discovered the drought in late January. Almost immediately misinformation regarding water use by swimming



pools and spas began to be trumpeted by news anchors, articles in newspapers and posts on social media. I recall the couple in the Bay Area that were having their pool removed to save water and were so proud that they were replacing the pool with a big new lawn. There were pictures in the paper and television news crews on the scene. Thus the assault on the pool and spa industry began; pools were water wasters and unnecessary because they were only playthings for the rich and famous! As cities, counties, water districts and building departments started looking at ways to encourage water conservation, these mistaken assumptions were quickly converted into agenda items or proposals for water use restrictions by these public entities.

As I have always said, every business in this state is one incident, one headline story away from being faced with an unwarranted piece of legislation or a regulation that will cost it money, time, make it uncompetitive or put it out of

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Putting Contest

Skirt Hole

Mark Becker, Shawn Panico, and Tim Rehard

Golftoberfest raises a record breaking \$26,000.00 for FPSIE!

Mark Becker and Shawn Panico, of the El Dorado Independent Pool and Spa Service Association (IPSSA) chapter, proved for the seventh year in a row that they know how to operate a successful golf tournament. Golftoberfest 2014 surpassed all expectations and broke all previous records with the number of golfers by maxing out the roster thirty days before the tournament, filling all the sponsorships, and increasing the amount of money raised. The Foundation for Pool and Spa Industry Education (FPSIE) is honored and grateful to be the beneficiary to receive the proceeds from Golftoberfest 2014. FPSIE expresses its gratitude to all the players, sponsors, and volunteers who enabled the tournament to be

such a huge success. While there isn't enough space here to list all the players, suffice it to say that the pool-and-spa industry's best golfers all showed up—the score cards reflected it. Sponsors of Golftoberfest 2014 were also some of the industry's best players. FPSIE expresses gratitude to the following sponsors: Adams Pool Specialties; American Leak Detection; Aztec Solar; Capital Valley IPSSA chapter; Chem Quip,

Inc.; Dennett Pools; El Dorado IPSSA chapter; Gregg's Pool Works; Hasa; Hayward; IPSSA corporate; LaMotte; Leisure Supply; Mike The Poolman; Natural Chemistry; Paramount; Pentair; Pool Time; Rocklin Pool Service; SCP; Sierra Pacific Solar; Superior Pool Products; U. S. Motors; Valley Leak Detection; and Zodiac. Thank you, one and all, for your sponsorships—you are very

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IPSSA Annual Leadership Seminar scheduled for February 7, 2015



February 7, 2015 is the date to save, for the IPSSA Annual Leadership Seminar at the Sheraton Park Hotel in Anaheim, California.

Details have been mailed to all chapter presidents. Everyone is welcome and encouraged to participate in this excellent program, designed to give you all the information you need to run a successful chapter.

Even if you've attended before, there will be new information presented that will be of value to your chapter. Please note, however, that all newly elected chapter presidents and treasurers (those who were elected since leadership 2014) are required to

attend. Otherwise, your chapter will be fined \$500 for each officer who fails to attend. Even if you served as president or treasurer before, if your chapter held an election this past year and you were elected, you are required to attend.

After the seminar will be the leadership banquet followed by a casino fundraiser benefiting APEC, CPSA and the IPSSA scholarship fund. This year's banquet will also feature a live band and dancing.

Registration details are posted at www.ipssa.com in the members only section or call the IPSSA Executive Office at 888-360-9505.

Things to do in January

- Plan your year
- Evaluate and refine your business systems
- Take a vacation

DO NOT HOLD DATED MATERIAL

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THE IPSSAN

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Deadline for submission of articles is the 15th of each month. Material submitted late will be considered for the following month.

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Alex Berumen Wins the November Education Corner quiz

Alex Berumen, a member of the Diamond Bar chapter, was selected randomly among all of the correct entries for the November Education Corner Quiz and will receive an IPSSA sports watch. All correct entries submitted during 2014 are eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the November quiz are 1. Water weighs this many lbs/gal (pounds per gallon) at 34°F A. 8.34 B. 8.33 C. 5.80 D. 10.0, *the correct answer is b) 8.33*. 2. pH is always written with a lower case "p" and a capital "H" A. True B. False, *the correct answer is a) true*. 3. The TDS meter actually measures electrical conductivity in the water and converts it into ppm. A. True B. False, *the correct answer is a) true*. 4. The best way to superchlorinate is to find out the combined chlorine level in the water and multiply

that times 10 and add that the water. A. True B. False, *the correct answer is a) true*.

Calendar of Events 2015

- Jan. 14-17** **Southwest Pool & Spa Show**
Henry B Gonzalez Conv. Center, San Antonio, TX
www.swpsshow.com
- Jan. 15-17** **Desert Pool & Spa Show**
Phoenix Convention Center, Phoenix, AZ
www.dps-show.com
- Jan. 21** **HOTT Show**
Phoenix Club, Anaheim CA
www.hottshow.org
- Jan. 24** **Region 7 Table Top Show**
Four Points Sheraton, San Diego, CA
www.region7tabletop.com
- Feb. 6** **IPSSA Board of Regional Directors Meeting**
Region 5 – Sheraton Park Hotel, Anaheim, CA
info@ipssa.com
- Feb. 7** **IPSSA Leadership Seminar/Banquet**
Sheraton Park Hotel, Anaheim, California
info@ipssa.com
- Feb. 18** **Inland Empire Pool Expo**
University of Redlands-Orton Hall, Redlands, CA
www.inlandempirepoolexpo.com
- March 12-14** **Western Pool & Spa Show**
Long Beach Convention Center, Long Beach, CA
www.westernshow.com

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 34 chapters, whose members all paid promptly in November before second notices were required:

- Region 1 – Delta, East Contra Costa, El Dorado, Modesto Central Valley, West Placer
- Region 2 – Central Coast, Visalia
- Region 3 – San Gabriel Valley
- Region 4 – Central Los Angeles, East Long Beach, Whittier
- Region 5 – Anaheim, Central Orange County, Saddleback, Tustin/Irvine
- Region 6 – Corona, Hemet, Temecula/Murietta
- Region 7 – Rancho Del Mar
- Region 8 – Henderson, Las Vegas, North Phoenix, Northwest Las Vegas, Tucson, VIPS, West Valley
- Region 9 – Corpus Christi
- Region 10 – Fremont, Silicon Valley
- Region 11 – Cape Coral, North Georgia, Osceola, Treasure Coast, Venice

WELCOME NEW MEMBERS!

REGION 2 – Central Coast: James B Riner III. . . **Conejo Valley:** Josh Clark. . . **Ventura:** Tracy Sands. . . **REGION 9 – San Antonio:** Robert Little. . . **West Houston:** Jeremiah Patterson. . . **REGION 11 – Osceola:** Alma Griffin

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@cramer CPA.com) and make the request.



 **IPSSA Leadership Seminar and Banquet**
February 7, 2015
Sheraton Park Hotel in Anaheim CA
Save the Date!

*** WIN AN *
IPSSA
Sports Watch**

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 **FEBRUARY 20, 2015**.

1. Combined chlorine is the difference between free available chlorine and total chlorine.
A. True
B. False
2. The "acceptable" pH range for pool water is:
A. 7.2 to 7.8
B. 7.4 to 7.6
C. 7.4 to 7.8
D. 7.2 to 7.6
3. Most residential chlorine generators design to accommodate pools up to 25,000 gallons are capable of producing about 1 pound of pure chlorine a day.
A. True
B. False
4. Another name for drop-count test is a titration.
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 FEBRUARY 20, 2015.

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THURSDAY, MARCH 12, 2015 / EXHIBIT HOURS 6-9 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 30+ New Classes★

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
1 PM TO 2:45 PM	T/S Max-e-Therm Master Temp Heaters, Troubleshooting, Pentair	Managing Your Service Business With the New Pool Program 8, Jason Wise ★	Easy Water Chemistry Gloria Wilson HASA	Technical Service Training for In-Floor Cleaning Systems, Jaime Guzman	Commercial Chemical Automation – CAT Controls and Commercial Salt, Troy McGinty, Hayward	Plaster Problems Black, White & Gray Plus Q&A Ed Rock ★	Basic Algae Control, Marvin Rezac, Easy Care ★	Designing and Troubleshooting Solar Pool Heating Systems, Suntrek Industries ★	Heater Repair Tools & Tips, Arturo Torres ★ Clases En Español
3 P.M. TO 3:45 P.M.		How to Install Water Features That Work Ron Hetzner, Oreq	Pool Pump Sizing and Hydraulics for Beginners, Dennis Rettela	Certified Aquatic Equipment Installer, Part 1: The Nuts & Bolts, Michael Orr ★	New HydroRite UV03 UV-Ozone Sanitation for Residential & Commercial, Ray Denkewicz ★	Pool Deck Joint Installation and Tile Repair Made Easy by Chem Link ★	Proper Care of Fiberglass Surfaces Richard Dietz, Aqua Creations	How to Repair and Replace Pool Lights, Robert Foutz Jr., Purity Pool	Basic Algae Control, EasyCare ★ Clases En Español
4 P.M. TO 5:45 P.M.	Up to \$1,000 Rebates for Pool Pumps Through the Energy Upgrade California Program, Pentair	Myths & Mysteries of Metal Staining, Joseph Laurino ★	How a Motor Works and Basic Motor Repair Dennis Bush, Regal Beloitt		Salt Chlorine What You Need to Know, Bob Seward & Dan Smith, Hayward	Gas Pool Heaters Installation and Repair, Leon Hall, Raypak	Good Mastic Installation Jim Dill Deck-O-Seal	How a Pool Works Robert Foutz Jr., Purity Pool	Business Management Pedro Correa Clases En Español

FRIDAY, MARCH 13, 2015 / EXHIBIT HOURS 2-6 P.M. / OPEN TO THE TRADE ONLY / REGISTRATION REQUIRED / 30+ New Classes ★

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	Chemical Automation Common Adjustment for IntelliChem, Scott Parker ★	Basic Chemistry, Lonza-Applied Biochemist, John Puetz	Certified Aquatic Equipment Installer, Part 2: Sales Opportunities & Customer Relations, Michael Orr ★	Pool & Spa Gas Heaters, Introducing the Oxy, Zodiac ★	Hayward Nav. Pro & Pool Vac XL, Tear Down Reassembly and Correct Installation, Bob Seward, Trevor Stiff	Phosphate and Enzyme Control for Increased Efficiency, Harold Evans	Certified Stain Specialist, Barry Driks, Jack's Magic	Acid Wash Proper Techniques, Fowler/McArthur	Heater Troubleshooting, Carlos Gomez, Pentair Clases En Español
10 A.M. TO 10:45 A.M.	Hydraulics for the Service Pro, Mike Childress, Pentair	Commercial Pools New Operating Code, Steve Dunn ★	Tips & Tricks for the New Pool Professionals, Peter Haverlation ★	Why the Next 5 Years is Going to be a Profit Goldmine & How to Cash In On It, Brett Gereau ★	Serviceman's Radical Ruckus Revival, Monica Archibald ★	Clean Light Technology Using UV-6 Sanitation Delta UV, Dan Tillman ★		Hazardous Material Transport & Your Route Truck, Ron Hetzner	Chlorine Generators Arturo Torres ★ Clases En Español
11 A.M. TO 12:45 P.M.			Hydraulics Primer Course, Steve Dunn ★		Web Based Controls iAqualink 2.0, Alex Krajewski, Zodiac ★	Hayward Heaters Installation & Troubleshooting, Dan Smith	Basic Water Chemistry & Testing Wayne Ivusich, Taylor Technologies	Proper Service of Pool/Spa Filters, Fowler/McArthur	Gas Pool Heaters, Installation and Repair, Raypak Clases En Español
1 P.M. TO 2:45 P.M.	The Racer Pool Cleaner, Mike Childress, Pentair ★	Ozone + Germicidal UV Advanced Oxidation Process (AOP), Del Ozone, Beth Hamil	Salt Systems and How They Function, Cary Tenenbaum	Using QuickBooks to Run Your Pool Service Business, Cindy Hovig ★	New OmniLogic Control The Power of Simple, Greg Fournier, Jason DeBruin, Hayward ★	The Real Scoop on Spot Etching And Calcium Nodules OnBalance	Building Modular Custom Slides, How to Design, Build & Sell for In-Ground Pools, Kathryn Varden	Commercial Pool Heaters Installation and Repair, Raypak Heaters ★	Introduction to QuickBooks Pedro Correa Clases En Español

SATURDAY, MARCH 14, 2015 / EXHIBIT HOURS 1-6 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 30+ New Classes ★

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	The Shocking Truth of Electricity and How to	Chemistry 101, Basic Water Chemistry, Terry Arko, SeaKlear	Algae Free Pools Enzymes and Phosphate Removal, Chris Marcano	Component, Compatibility Basic Hydraulics Residential Pools, Zodiac ★	When to Acid Wash a Pool, How to Avoid a Catastrophe, Nat'l Plasterers Council ★	How to Install and Repair Tiles ★	Intermatic Multi Wave Installation Wiring and Programming ★	Identify and Remove Plaster Stains, Barry Driks, Jacks Magic	Hydraulics For the Service Pro, Carlos Gomez, Pentair
10 A.M. TO 11:45 A.M.	Troubleshoot It, Mike Childress, Pentair	Understanding Variable Speed Pumps Ben Honadel	How to Run a Successful Business in Any Economy, Marty Fowler	Avoiding Claims and Court – Learning from the Mistakes of Others, Ray Arouesty	Poolvergneruen Troubleshoot & Maintenance, Mark Pieri	12 Myths About Water Maintenance, Wayne Ivusich, Taylor Technologies	Pool and Spa Service Professional Training, Alex Antoniou, Ph.D. ★	The Hidden Secrets to a Stain Free Pool, United Chemical ★	Basic Chemistry, Pedro Correa Clases En Español
NOON TO 1:45 P.M.	Understanding the Strengths & Weaknesses of Plaster, Quartz and Pebble Finishes, Nat'l Plasters Council ★	Variable Speed Pumps: Advanced Programming and Sales Strategies, Ben Honadel, Pools by Ben	Millionaire Pool Man Improving Visibility & Profits, Charles Baird	Beyond QuickBooks, Alternatives and Add-Ons for Bookkeeping, Cindy Hovig ★	Open Forum, Pool Guy Roundtable, A Panel of Experts Answer Your Questions ★	Advanced Water Chemistry OnBalance	Rola-Chem ORP/Ph Controllers & How They Function, Todd Schwab	Basic Electrical, Greg Price ★	Variable Speed Pumps, Arturo Torres ★ Clases En Español

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Ask 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@arrowinsurance-service.com.

This month's question was submitted by an IPSSA member in the Monterey Chapter.

Question

I was recently called to replace a motor on an above ground spa. The spa is quite old and I suggested to the elderly homeowner that it would be better to replace the spa, rather than spending the money on a new motor. The customer responded that he'd rather keep the spa because it heats to over 108 degrees and new spas won't heat beyond 104. I am concerned that the high temperature may be a danger, but the customer absolutely refuses to change the sensors to

lower the maximum temperature. Am I at risk and if so, what should I do?

Answer

A pool tech has a duty to maintain a spa in a safe condition to avoid injury to foreseeable spa users. If customer's refuse to fix dangerous conditions you have a duty to warn of that hazard.

It sounds like the maximum temperature of the spa is well above industry standards and may present a danger of injury of scalding or possibly even a heart attack. An injured spa user might claim that you are responsible for the injury since you left it in a dangerous condition. You should send the customer a letter along with the invoice for the motor describing the situation and how the high temperature could be hazardous. Suggest that it might be wise to consult with a medical professional in this regard. Finally, enclose a bid for replacing the sensors so that the maximum spa temperature conforms with industry standards.

Keep a copy of your letter, the invoice for the motor and the bid for the new sensors. Since customers rarely pay an invoice before receiving a bill, you should also keep a copy of the customer's check as evidence he received your correspondence and warning.

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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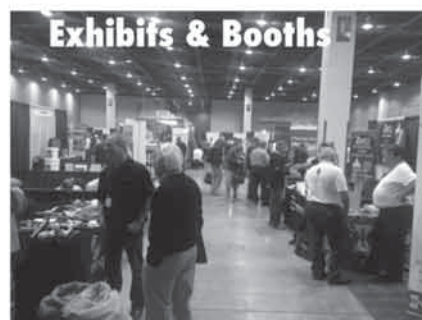
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- Learn from the experts in the Pool & Spa Industry
- All Indoors in a comfortable, climate control environment
- Hands on training with fellow pool service professionals
- Understand the fundamentals of pool maintenance
- Become more proficient in basic water chemistry
- Sharpen your skills in operating your pool service as a profitable business. Legal aspects, proper bookkeeping, billing to name a few.
- Sign up on-line for our early registration by January 16. Grand Prize drawing will include Hayward: Two Wheel The Pool Cleaner, SwimClear cartridge filter, Tri-Star VSP. Not yet an IPSSA member? There is a class on Saturday just for you to answer any question you may have! Ask anyone of the members attending and they will be glad to assist you.



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Golftoberfest

Continued from page 1

much appreciated. Mark, Shawn, and the El Dorado IPSSA chapter join FPSIE in sending a really big “thank you” to Greg Durkee and Steve Hubbard and all the gang at Chem Quip, Inc. for stepping up to be the Title Sponsor of Golftoberfest 2014; to IPSSA corporate for being the Presenting Sponsor; to the Champions of FPSIE (who sponsored four or more teams of players), Hasa, Pentair, SCP, and Zodiac.

FPSIE also expresses its appreciation to all of its volunteers who worked so diligently to help Mark and Shawn make Golftoberfest 2014 a success. In the words of Mark Becker: “Carole Dittmer made a huge difference; she helped take Golftoberfest to a whole new level.” Jessica Dittmer did an awesome job in helping Mark redesign the flyers and sponsorship forms and so much more. Laura Hearden did a fantastic job in handling the numerous telephone calls and in keeping the FPSIE gang informed of progress and such. Billie Miller reviewed all the flyers and documents to ensure that all i’s were dotted, t’s were crossed, and punctuation and spelling were correct. Don Aston and Michael Orr did their usual yeoman’s job of supervising the ladies doing their work. Then they brought friends and worked at the tournament from daybreak to dust. FPSIE owes them a great debt of gratitude—thanks to one and all.

Mark, Shawn, and the El Dorado IPSSA chapter have passed the Golftoberfest baton by gifting it to IPSSA Region 1. They feel that for the tournament to continue to enjoy growth and success, it needs more “boots-on-the-ground.” With all of Region 1’s chapters participating in future Golftoberfests assures a bright future for the tournament. Mark and Shawn will continue to participate by serving as co-chairs of a newly formed Golftoberfest committee consisting of volunteers from all IPSSA Region 1 chapters and FPSIE. Thank you Brian Duncan, IPSSA Region 1’s head honcho, for leading the charge to get IPSSA Inc. involved with Golftoberfest and for your willingness to take Golftoberfest under the IPSSA Region 1 umbrella. Everyone at FPSIE looks forward to a long and prosperous relationship with IPSSA and Golftoberfest.

IPSSA is on Facebook!

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Terry Arko has more than 30 years' experience in the swimming pool and spa industry, working in service, repair, retail sales, chemical manufacturing, customer service, sales, and product development. A certified pool operator (CPO) and CPO Instructor through the National Swimming Pool Foundation (NSPF). Arko is currently a Water Specialist for SeaKlear Pool and Spa Products including products that treat cloudy water. As members of the National Drowning Prevention Alliance (NDPA), Terry and the SeaKlear are passionate about water safety and drowning prevention. SeaKlear is a subsidiary of Halosource Inc., a clean water technology company based in Bothell, Wash. He can be reached

via e-mail at tarko@seaklear.com.

Family togetherness, relaxation, therapy or a romantic interlude—there are many rewarding reasons people own a spa or hot tub. Hot tubs are not “mini swimming pools” and the care required is not the same. Some prominent differences stand out:

- Temperature – the maximum temperature for most pools is 26°C (80°F), while spas and hot tubs range from 33°C to 40°C (92°F to 104°F).
- Higher evaporation rate – more scale and increased calcium levels, with air jets and blowers causing a quicker chemical reduction.
- Water balance – a smaller body of water means a greater effect on pH, total alkalinity, calcium hardness and TDS from added chemicals.

- Bather load ratio – three people in an average spa and hot tub = 300 in a backyard swimming pool.

Know your water

Know what type of source water will be put into the spa or hot tub. Some areas have soft water or hard water, some use well water and others use treated water from a municipality or city.

Soft water – Means very little mineral content and the water is aggressive to the equipment of the hot tub. If untreated, this can cause damage to the pump, filter or heater. Calcium chloride should be added as a preventative. Calcium hardness should be maintained between 150 to 400 ppm.

Hard water – Contains minerals such as calcium and magnesium. This type of water requires special attention when balancing to account for the excess minerals. If hard water is not dealt with properly, it can lead to the formation of scale on tub surfaces and damage to the equipment. Scale forms especially fast in spas because the hot water causes calcium to become solid and drop out of solution. The calcium combines quickly with carbonates to form tough, damaging scale. With hard water, use a stain and scale control additive at least once per week.

Balance the water

Balanced water is critical in a spa. The two main adjustments are:

Total alkalinity – This creates a buffer in the water to resist acids added to the water. This is the first and most important adjustment to be made. Total alkalinity acts as a control to the pH. The pH cannot be properly adjusted if the total alkalinity is out of the suggested ranges. Recommended total alkalinity range is 80 to 120 ppm.

pH – This is a measurement of the acids or bases in the water. A low pH indicates water is primarily acidic. A high pH means the water is more base or alkaline. A good tool for adjusting and maintaining pH and alkalinity is to use a product that holds the pH steady by boosting total alkalinity. This technology increases alkalinity by adding a soft form of calcium to the water. The result is that the pH gets locked in and can't be easily affected by acids. Ideal for use in soft water /low mineral areas, but not recommended for hard water areas.

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11:00 - 12:50 Nuts and Bolts of Running a Business Marty Fowler	11:00 - 12:50 Salt & Things Hayward	11:00 - 12:50 Do's and Don'ts of Heater Installation Ray Pak
1:00 - 2:00 Smart Marketing & Strategies for the Pool Service Professional Mark Feldstein Gardener Remodeling	1:00 - 2:00 Basic Electrical for the Pool Service Person Don Wall	1:00 - 2:00 Myths and Mistakes What you need to know Butch Weiser

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Continued on page 8

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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Education Quiz

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

Spas & hot tubs: Handle with care

Continued from page 6

Sanitize the water

When it comes to spa and hot tub sanitizers there are several choices:

Chlorine – Maintain at 3 ppm. The best chlorine for spas is sodium di-chlor. This granular material is available in two different strengths – 56 percent and 62 per-

cent. The pH of both types of di-chlor is near neutral at six, making it less likely to destroy total alkalinity and pull down pH.

Bromine –Maintain between 4 to 6 ppm. Bromine can be more practical than chlorine because bromine holds longer in hot water than chlorine and a bromine feed-

er can be used to ensure proper daily sanitizing. Bromine generators that use sodium bromide and electrolysis to create sanitizer are another viable option for hot tubs.

UV and ozone – These units are available for spas and can be very practical in caring for the water because they work on a

daily basis to oxidize and purify.

Regular shocking – Spas and hot tubs should be shocked with a chlorine-free shock or sodium di-chlor granular chlorine at each service.

Using the right chemicals

It is very important to use chemicals specifically designed

for spa and hot tub use. Swimming pool chemicals should never be used to treat a hot tub.

Clarifiers – Unfortunately, many people suffer the misconception that clarifiers should be used when the water turns cloudy. While clarifiers will work to clear cloudy water, the real purpose of a clarifier is to prevent water from becoming cloudy. A clarifier should be used weekly as part of regular maintenance.

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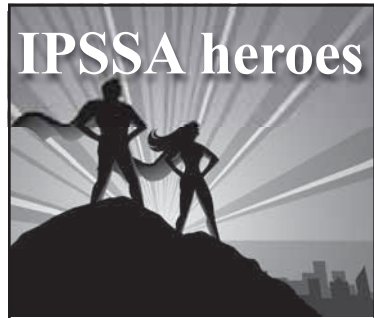
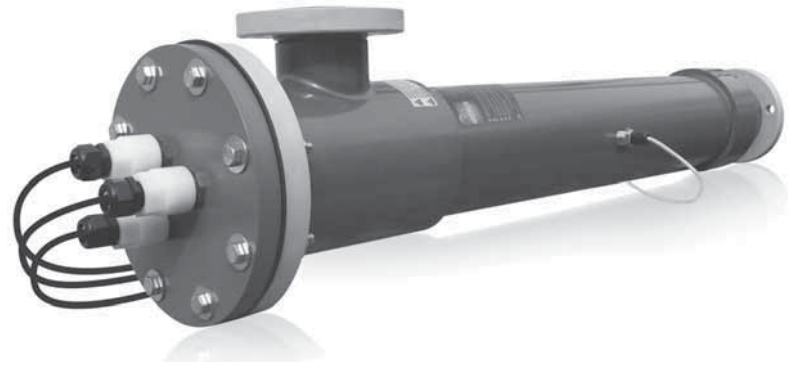
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Pentair Commercial adds UV to product offering

Pentair Commercial is pleased to announce it has expanded its product offering to now include UV Sanitation systems. The new Pentair BioShield™ CLP UV System offers swimming pool owners cost-savings by reducing chemical usage and simultaneously improving both the air and water quality of swimming pools. UV secondary disinfection systems offer aquatic facilities an

alternative to many of the chemicals normally purchased to ensure clean, clear, swimming pool water. UV also provides instant protection against chlorine-resis-

tant micro-organisms such as Giardia and Cryptosporidium. Ultraviolet light is healthier for swimmers, the environment and a facility's bottom line.



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.

IN MEMORIAM 2014

Our Condolences to the families of the following members who passed away in 2014

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Savings, beauty and improved visibility with new LED lighting

By Mike Fowler

Mike Fowler is the commercial marketing and sales manager for Pentair Aquatic Systems in Sanford, N.C. He has been with Pentair since 1992, starting his career in the technical services department at Purex Pool Products. Fowler has held many managerial roles within the company, including marketing, accounting and products. He can be reached via e-mail at mike.fowler@pentair.com.

Commercial aquatic facilities are continuously doing internal 'audits' of their operational costs to find ways to save money for additional aquatic programming. Aquatic facilities are discovering that one of the fastest, easiest ways to reduce energy consumption is to replace old incandescent pool lighting with today's improved LED lighting.

LEDs (Light Emitting Diodes) are small semiconductor devices that convert electrical energy directly into light. LED pool lights combine these digital light sources with the intelligence of a micro-processor, controlling all aspects of illumination. The results are an amazing, crisp, bright yet dense saturation of light that are even available with special effect capabilities such as color.

LED pool lights have a much longer operational life than traditional incandescent bulbs. Typical incandescent bulbs last only about 5,000 hours whereas an LED light will last 30,000+ hours. LEDs also create light without reaching the high heat extremes created by traditional lights bulbs. With less heat, they require less energy to operate and less energy is wasted. LED circuits approach 80% efficiency, which means that 80% of the electrical energy is converted into light energy while the remaining 20% is lost as heat energy. Comparatively, incandescent bulbs operate at 20% efficiency meaning that 80% of the energy is lost as heat. Even though incandescent light may seem cheaper initially, using LED pool lights increase use benefit while reducing energy costs.

Today's new white LED lights use only 45-70 watts and are available in 300, 400 and 500 watt incandescent light equivalents. This new LED technology can use up to 86% less energy than comparable incandescent lights and because each light lasts much longer, the bulbs are changed much less frequently – which is another source of cost savings. Not only do facilities reduce their energy consumption, but they also increase their savings by reducing their routine maintenance time changing bulbs. Plus LED lights actually illuminate better than traditional incandescent lights – making swimming pool water clearer and easier to see in/ through and 'brightening' aquatic facilities overall at night.

Wattage savings

It's important to understand that 'watts' is the amount of power that a bulb uses to provide a certain amount of light/output or lumens. Traditional incandescent light bulbs used in swimming pools are traditionally 300, 400 and 500 watt bulbs — which are required to illuminate large area of the pool water at night. A typical Olympic sized

pool might use 30-40 pool lights to illuminate the pool water for night time swimming. The amounts of watts used to provide the illumination required, draws an equivalent use of power to operate. So a 300 watt bulb uses 300 watts of power to operate. However the new LED technology is such that typical

bulbs use only 45-70 watts of power to operate but provide the 'luminescence' of traditional 300-500 watt bulbs. When you are looking at 30-40 bulbs per pool using less than 1/3 the total wattage used with incandescent bulbs, facilities will find themselves cutting their

Continued on page 16



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Sea Turtle Inc. update

By Gordon Slagle

Gordon Slagle is a member of the Fort Worth chapter.

Members of IPSSA Texas once again assembled on South Padre Island for another round of upgrades, repairs, filter cleaning and camaraderie. We were joined by Stan Crisp and Rick Taylor of AquaCal and Heidi Amos with Pentair. AquaCal donated a titanium core heat pump that will be used to both heat and cool the source water for the constant water changes needed to maintain the hospital's many tanks. Remote heat exchangers were installed on many of the individual filter systems to allow passive heating of the water already in the tanks.

Pentair's Heidi Amos conducted a pump/filter class for the staff members on the multispeed pumps we installed. She also pitched in with filter cleaning and minor repair and lubrication of a stubborn backwash valve. All in all I'm happy to report there were no



equipment breakdowns or leaking problems. Remember, we're pumping and filtering sea water from a brackish lagoon in back of the hospital. So extremely harsh conditions. We had to re-invent a water intake in the lagoon because the original had become so barnacle encrusted it was sinking. We installed it out in deeper water, which required a swim. Thankfully the resident alligator decided not to make an appearance.

IPSSA members present included Jim Jacobsmeyer and Lee Parks of the Houston Clear Lake chapter, Becky Clayson, Tina and Tim Martin with daughter Mila and Keira, Christine Gains and Mike Brady of the San Antonio chapter and Gordon Slagle, Tina Lehmann with the Fort Worth chapter.

It seems that every time we are at Sea Turtle Inc. there is one volunteer that we all agree we could not have done without. This time that person was Mike



Brady, San Antonio chapter. Mike is one of the best plumbers I have ever seen. He crawls around under the decks while cutting and joining pipes like a pro. Whatever the task he tackled them with a smile. A special thanks to him for taking the time to join us. He represents the true IPSSA spirit. We're planning our next trip in April 2015 and hope that anyone interested will attend.



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East Bay chapter CPR class, membership drive and holiday party



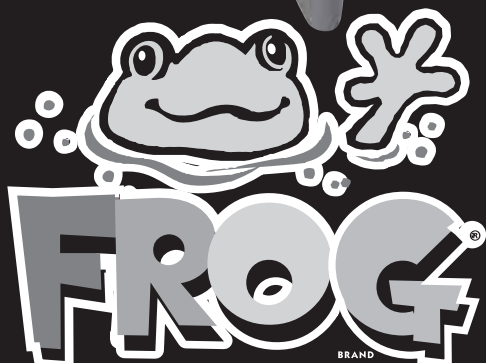
A CPR class was put on for the East Bay chapter members by trainers from American Medical Response. SCP Concord hosted the event and Gabe Teles from HASA provided coffee & breakfast items. 19 members of the chapter were trained by the AMR team in proper techniques for adults & children, as well as the use of an Automated External Defibrillator (AED).



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East Bay chapter holiday party with catering by Englund's. The toy drive collected many toys to be donated to the U.S. Marine Corps Reserve "Toys for Tots" drive. Good fellowship and food shared by all. Retired

founding member of the East Bay chapter, Paul Palubicki, was in attendance for the evening.



IPSSA membership drive at SCP Concord resulted in the East Bay chapter securing a new member for their chapter and one for another chapter in the region. Bill Baldwin did the BBQ and the chapter had a good take away of learning from this 1st membership drive and plans are in the works to do more starting in the spring.

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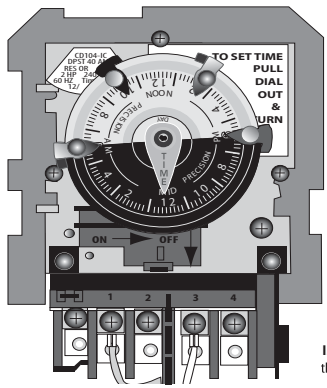
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LED lights

Continued from page 11

energy bill drastically by simply changing all their traditional bulbs out for new LED lights.

Let's look at a simple comparison to attribute specific financial savings to LED bulbs. Let's compare a 40W LED to the average 300W equivalent incandescent bulb. Assume the bulb runs an average of 8 hours a day and that the cost of electricity is \$0.15/kWh.

300W incandescent bulb x 8 hours x 365 days = 876 kWh/ year at \$0.15/kWh = **\$131.00**

40W LED bulb x 8 hrs x 365 days = 116 kWh/ year at \$0.15/kWh = **\$17.00**

Savings in energy costs per year: \$114.00 per year (per bulb)

Some would argue that the savings is erased by the initial cost of the bulb:

• Average cost of 300W incandescent bulb = \$30.00

• Average cost of 40W LED bulb = \$220.00

Payback from energy savings for the bulb ONLY: 1.6 years (at \$114.00/ year savings)

However, this is just comparing the cost for 1 bulb. When a facility uses 12 to 30 bulbs in their swimming pools, the savings multiply. But more importantly, there is a 'hidden' cost to changing out traditional incandescent bulbs 4 to 6 times per year. Let's look at the man-hours associated with changing out incandescent bulbs that have 1/6 the life of an LED bulb.

Maintenance savings

In addition reducing costs by saving energy, the new LED technology bulbs are designed to last far longer than traditional incandescent bulbs. Traditional bulbs are designed to last anywhere from 2,000 to 3,000 hours—so a facility running their lights for about 12 hours a day might need to change their bulbs out every 6-7 months. The problem is, as we all know, that light bulbs never go out at the same time. So most commercial pools find they regularly have 1 or 2 bulbs 'going out' on them—which makes the pool have 'dark' spots that are unsafe and unsightly.

However an LED light has an estimated life of 30,000 hours—or up to 10 times longer than a traditional pool light! This helps eliminate the regular 'outages' common to incandescent bulbs—no more worrying about dark spots that are unsightly and dangerous. No more having your pool service professionals continuously having to replace bulbs as a part of their routine maintenance. Not only will service pros replace bulbs less often, but they will also have an easier time replacing LED lights. Traditional incandescent bulbs run much 'hotter' than LED bulbs. And the heat from these traditional bulbs often cause the light-fixture's gasket to expand and contract—making it hard to remove and replace the gasket during bulb changing. In most traditional incandescent light bulb changes, you have to figure in labor for both the bulb replacement as well as the gasket replacement. Because LED lights run 'cooler' gaskets are no longer compromised—making them easier to remove and replace when changing out light bulbs. With LED lights, gasket replacement is rare.

Facilities traditionally need to replace their incandescent bulbs 4 to 6 times per year. In addition to changing the bulb, the light gasket must also be replaced. To safely replace the bulb without having to drain the pool, it usually takes one service professional approximately 30 minutes to change each light safely and replace the bulb without the need to drain the pool. Also, depending on the maintenance crew's experience, some aquatic facilities are obligated to hire an experienced service professional to perform the bulb replacements. Service companies typically charge \$115 for the process.

Savings from rebates

In addition to having a lower energy bill each month, facilities are also taking advantage of rebates offered by utility companies when they change from incandescent to LED lights. Many cities and states are offering sizeable rebates to incentivize facilities to reduce their

Continued on page 18

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Hayward introduces new AquaVac® 500C advanced robotic cleaner for commercial pools up to 40,000 gallons.

New microprocessor-based robotic pool cleaner offers unprecedented performance, convenience and efficiency using adaptive technology for thorough pool bottom and wall coverage, a dual mode cleaning feature, a 75-foot cord with swivel, and more.

Hayward® has unveiled the AquaVac® 500C Robotic Pool Cleaner, offering state of the art computer-aided efficiency to pool cleaning for the commercial HMAC market. The AquaVac 500C incorporates a microprocessor program for thorough pool bottom and wall coverage for total pool cleaning in three hours, or quick cleaning in just 90 minutes. Innovative features include dual scrubbing brushes, a 75-foot cord with swivel, a power supply with an integrated timer, a large, commercial-sized debris cartridge element, a robust caddy cart, and out-of-water sensors for successful operation in beach entry pools.

This powerful, eco-friendly cleaner scrubs and vacuums pool floors, coves, walls, and even the waterline. The out-of-water sensor prevents the cleaner from starting while out of the water, and its beach entry sensor detects when the cleaner is climbing out of the pool and automatically reverses direction.

According to Patrick Sweeney, General Manager of Hayward Commercial Pool Products, "The AquaVac 500C brings exciting new technology to the commercial HMAC (Hotel, Motel, Apartment and Condominium) robotic cleaner market, packing a full array of features into an attractive, easy-to-use design.

Sweeney explained that the new robotic cleaner utilizes a microprocessor-based design and adaptive programming in order to maximize cleaning efficiency. The Full Pool Coverage Mode scrubs and vacuums the pool floor, coves, walls and waterline in just three hours, and Bottom Only Mode performs a basic floor cleaning cycle in 90 minutes conveniently shutting itself off at the end of its cleaning cycle.

The AquaVac 500C's integrated timing feature allows the user to select cleaning frequency every 24, 48 or 72 hours. It includes an easy-to-access, extra-large debris container with removable cartridge elements for easy cleaning. The cleaner is fully automatic and self-contained, and operates independ-

ently from the pool's filtration system. It also features powerful, dual-scrubbing brushes that loosen dirt, debris and algae.

Sweeney added that the AquaVac 500C is the ideal robotic cleaner for the HMAC market. "This cleaner is an example of Hayward's utilization of technology and industrial design to deliver a reliable, intuitive, feature-rich product that simplifies previously complex operations while saving time and energy," he said.

AquaVac 500C features include:

- Rugged, modern, low-profile design with wheels that navigate VGBA compliant main drains
- A new microprocessor program with adaptive technology for efficient pool cleaning and avoid-

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- Full Pool Coverage Mode scrubs and vacuums the pool floor, coves, walls and waterline in just

three hours, conveniently shutting itself off at the end of its cleaning cycle

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LED lights

Continued from page 16

energy consumption. If facilities take the time to document the reduced energy consumption that will result at their facility by using LED lights versus incandescent, the rebates they offer provide a very quick return on investment to offset initial LED light installation. We work closely with the City of Henderson, just outside Las Vegas, Nevada, where hotels with large swimming pools and fountains are the norm and lighting is key to this tourist destination. When we put together a proposal for a facility interested in saving money by upgrading to LED lighting, we include not only the savings from reduced energy usage, the savings from reduced labor of changing out bulbs plus the bonus of rebates from utility companies. Together these savings combined make changing to LED

lights a no-brainer.

Improved visibility and overall aesthetics

LED pool lights produce a high color temperature compared to incandescent pool lights. The 'bluer' LED light penetrates the water better, giving higher brightness readings. Also, the dark-adapted human eye sees the higher color temperature as brighter. A good example of this is high intensity discharge (HID) lights found on luxury and sports automobiles. These lights emit brighter light that has a higher color temperature ("cool blue").

"There is a huge difference between the brightness and clarity of an LED bulb versus an incandescent," says Bob Garrett at American Pool Supply in Nevada. "The LED bulb light seems to go much further in the water and is much clearer and brighter."

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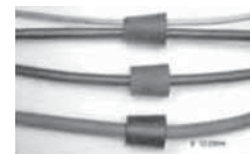
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Hayward AquaVac® 500C

Continued from page 17

- Bottom Only Mode cleans pool floor in just 90 minutes
- Dual scrubbing brushes loosen dirt, debris and algae
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California Capitol Report

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business. Such legislation or regulations are not usually mean-spirited or intentional, but are the result of legislators and regulators not really understanding the facts or operating on faulty information. What is even more difficult for the subject industry is the speed of information in the digital and media-dominated world we live in. Once misinformation is printed, published, posted or blogged about it's extremely difficult to respond. What's worse, lawmakers and regulators tend to react quickly as well.

That is the situation that CPSA was faced with at the beginning of 2014. The drought issue got media legs and the swimming pool and spa industry ended up in the middle of the conversation. There are 368 cities, over 600 public water districts and 114 private water districts, 58 county building departments, the State Water Conservation Board and the Governor who have the authority to implement restrictions on water use. CPSA, having been devastated by the recent economic downturn and without a significant budget to fully operate – let alone take on such difficult circumstances – was faced with defending the industry from restrictions on the use of water to fill new pools or refill existing pools after repair or remodeling.

It was obvious that CPSA and the industry needed help to change public opinion. We issued a request for proposals from an issue management public relations firm to help the association put together materials and spread awareness surrounding the true facts about the minimal water used by swimming pools and spas. The CPSA Board of Governors determined the association needed to raise \$200,000 to fund an aggressive effort and went about figuring out how to raise this amount of money in a very short time period. We found out pretty quickly that the association was priced out of the market with the big name brand public relations firms and that a number of others were already booked for upcoming initiative battles and the like. Fortunately, we found Miller Public Affairs, a very well-regarded Sacramento firm that specializes in public policy issues. On the fundraising challenge, IPSSA was the first to step up at its annual Leadership Meeting by contributing \$15,000 and challenging other industry participants to do the same. I am not going to try to recount all the other contributors, but it was not just the normal stalwarts like Pentair, HASA, Hayward, Zodiac, Western Pool and Spa Show, and PoolCorp that stepped forward; we were fortunate to have APSP, Adams Pools, Premiere Pools, California Pools, Swan Pools, and many more join the fight as well.

In just a few weeks the CPSA Drought Task Force worked with the association and Miller Public Affairs to develop a statewide information and education campaign designed to educate the public and policymakers about the real facts about water use by pools and spas. In addition, we wanted to educate existing swimming pool and spa owners on tips to save even more water by taking actions such as installing pool covers and changing out filters, among others. The new campaign, dubbed "Let's Pool Together," aimed to put the industry

in the position of being part of the solution as opposed to part of the drought problem. Fact sheets, door hangers, press briefing kits and more were prepared as part of the effort to educate the public, the media and, most importantly, government officials and water districts throughout California.

Even before the media effort was underway, the CPSA Drought Task Force met with some of the local water districts that were considering bans or restrictions on water for pools and spas. These meetings proved very successful and, more importantly, helped educate CPSA members on what approaches worked and which ones had a tendency to backfire. This allowed us to focus our approach on the tactics that produced a positive reaction. While there were far too many interactions with water

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California Capitol Report

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districts and government officials this year to list here, I think the facts speak for themselves:

1) The Governor issued two Emergency Drought Proclamations relative to water conservation statewide, and even though one of these was specifically on outdoor water use, pools and spas were never mentioned; 2) The State Water Resources Control Board issued

orders to all public entities to enact certain recommended restrictions on water-use in which pools and spas were never included; 3) The CPSA "Let's Pool Together" campaign became a featured partner in the State's "Save our Water" campaign, which was a joint project of the California Association of Water Districts and the State Department of Resources; 4) Of the over 600



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public water districts in California, only about 30 introduced restrictions on water use by swimming pools and spas, and the great majority of these simply adopted the State Water Resources Control Board recommendation that a circulating

pump be installed on swimming pools and artificial ponds; 5) The only water districts that banned the use of water for pools and spas were those districts that had reached Stage 5 water restrictions or had adopted water rationing for their

service customers; 6) Every other district CPSA approached regarding their proposals to restrict water for pools and spas either delayed, amended or repealed their proposals. By October the Los Angeles Times, Orange County Register, San Jose Mercury as well as other papers and numerous radio stations had changed their tune and published the facts that swimming pools and spas save water when compared to traditional lawn-based landscaping and even drought-tolerant landscaping, a fact determined by the Santa Margarita Water District as can be found on their website.

As I write this article it is raining in Sacramento and it is anticipated that a major storm will hit the area within hours, bringing 2 to 4 inches of desperately needed rain and snow to the Sierra Mountains. However, most commentators and scientists predict that California's drought will be with us again in 2015. Even if we have a normal rain and snow season, it will take a few years of above normal rain to refill California's lakes and reservoirs and bring groundwater levels back to normal. In fact, the predictions are that drought conditions and lack of adequate water for California will be the norm in the future. As a result, it is critical for CPSA to continue the battle to educate the public, the media and public policy makers about the real facts on water-use by swimming pools and spas. We must complete the economic study the association has commissioned and condense the various studies on water use by landscaping into factual comparisons of water-use by pools and spas on landscaping. And we have to raise the money to enable CPSA to continue to defend the future of the swimming pool and spa industry in California or this and other issues will certainly arise. That is why professional trade associations are needed and that is why the 5 percent of the industry who puts up the money to make this happen get so frustrated at the rest of the industry who do not think enough about their own future to be willing to put up a few dollars in membership to CPSA to defend the industry. Enough said.



Membership Application

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

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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.

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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., Disabled American
 Veterans Hall, 6543 Corbin Ave., Winnetka
 Pres. Elias Duran (818) 360-4769
SAN FERNANDO VALLEY METRO
 First Tues., 7 p.m., Winnetka Community Center
 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
SOUTH BAY
 Second Wed., 7 p.m., American Legion Hall
 412 S. Camino Real, Redondo Beach
 Pres. Adam Morley (310) 493-3565
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. David Avila (562) 895-4800

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. Robert Sink (949) 916-8860
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. Chris Aragon (949) 716-2303
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. David Hartson (714) 306-4864

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., My Buddies Pizza

2503 E. Lakeshore Drive #A, Lake Elsinore
 Pres. Brittanie Sada
 brittaniesada@yahoo.com
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) 775-7477
 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. James Johnson (951) 313-2965
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.
 El Camino Country Club, 3202 Vista Way, 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., Tony's Jacal
 621 Valley Avenue, Solana Beach CA 92075
 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. Samantha Larimer (619) 440-2480
SAN DIEGO METRO
 Fourth Thurs., 7:00 p.m.
 Coco's, 1025 Fletcher Parkway, El Cajon
 Pres. Mike McCourtney (760) 788-0823
 sunriseools1@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
LAS VEGAS: First Thurs., 7 p.m.
 Vietnam Vet's Hall, 6424 West Cheyenne, Las Vegas
 Pres. Kenneth Minster (702) 658-1154
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., Austin Energy Club
 721 Barton Springs Road, Room TLC 130
 Pres. Keith Timm (512) 636-3750

CORPUS CHRISTI
 First Thurs., 6:30 p.m., Dragonfly Restaurant
 14701 S Padre Island Drive, Corpus Christi TX 78418
 Pres. Michael Baker (361) 563-7655
HOUSTON
 Second Tues., 7 p.m.; Fuddruckers, 2475 S. Kirkwood
 Pres. Bryan Norris (713) 569-0509
 bryan@norrispools.com
NORTH AUSTIN
 Second Tues., 6 p.m., ACC Cypress Creek, 1555
 Cypress Creek Rd #2213, Cedar Park TX
 Pres. Rick Beaubouef (512) 266-6592
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., Clear Springs Restaurant
 Loop 1604 at Aston Oaks Blvd.
 Pres. Becky Clayton (210) 240-3121
 beckyclayton@yahoo.com
WEST HOUSTON: First Mon., 7 p.m.
 2940 W Sam Houston Pkwy S, Houston
 Pres. Earl Jones (832) 818-5066
 earl@texaspooltechs.com

REGION 10 (BAY AREA SOUTH)
B.O.R.D. Member: Mark Lyons
 (408) 691-2663
 E-mail: marklyons@yahoo.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
 December 13, Christmas Party
 Location TBD
 Pres. John Oldfield (888) 641-8047
REDWOOD EMPIRE (Marin Co.)
 Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,
 320 N. McDowell Blvd., Petaluma
 Pres. Tim Summers (707) 775-8970
 summerspooling@gmail.com
SANTA CLARA VALLEY
 Third Thurs., 7:30 p.m., Napredak Hall
 770 Montague Expressway, San Jose
 Pres. Val Patel (510) 376-8800
SILICON VALLEY: First Wed., 6 p.m.
 Armadillo Willy's, 1031 N. San Antonio Road, Los Altos
 Pres. Randy Matteis (408) 368-3999
TRI-VALLEY: Second Thurs., 6 p.m.,
 Meeting locations vary. Check with chapter president.
 Pres. David Goulart (925) 606-5453
 info@aquahero.net

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

CAPE CORAL
 First Tues., 6 p.m., Worsham residence
 call for location and directions
 Pres. Ira Worsham (239) 839-7665
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. Victor Gil De Lamadrid (941) 629-0271

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

DALLAS
 Fourth Tues., 5:30 p.m., Tony's Diner
 3112 N. Jupiter Rd #307 Garland TX
 Pres. Eustaquio Portillo (214) 325-6746
FORT WORTH
 Third Tues., 7 p.m., El Chico
 7621 Baker Blvd, Richland Hills, TX 76118
 Pres. Tina Lehmann (817) 605-0194
MID CITIES DFW: First Mon., 7 a.m.,
 SCP, 2107 Hutton Drive, Carrollton TX 75006
 Pres. Jeremy Smith (214) 695-8717
 tadpoleps@yahoo.com
TARRANT COUNTY
 First Tues. 7 p.m., Dixie House Café
 6200 E. Lancaster, Fort Worth TX 76112
 Pres. Dave Boyd (817) 235-5654
WAXAHACHIE
 Second Wed., 7 a.m., Quality Inn & Suites
 3891 S. Great Southwest Pkwy, Grand Prairie TX 75052
 Pres. Neal Holt, (972) 617-9877

Associate Members

For more information about our associate members, please visit their web sites. If company representatives are available to speak at chapter meetings, their topics and geographic availability is indicated.

TITANIUM PARTNERS



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

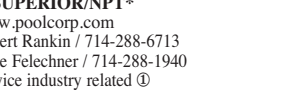
PLATINUM PARTNERS



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



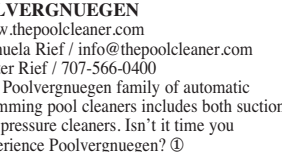
SCP/SUPERIOR/NPT*
www.poolcorp.com
Robert Rankin / 714-288-6713
Mike Felchner / 714-288-1940
Service industry related ①



POOLVERGNUEGEN
www.thepoolcleaner.com
Manuela Rief / info@thepoolcleaner.com
Dieter Rief / 707-566-0400
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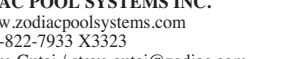
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www.zodiacpoolsystems.com
800-822-7933 X3323
Steve Gutai / steve.gutai@zodiac.com
Zodiac, Jandy Pro Series, Polaris, Nature 2 Products ①



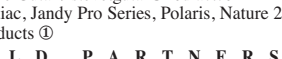
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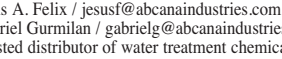
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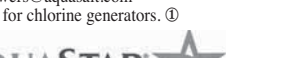
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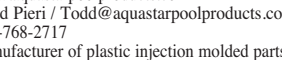
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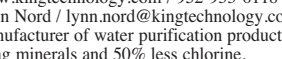
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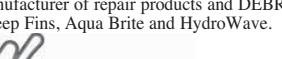
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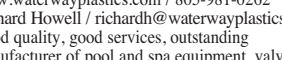
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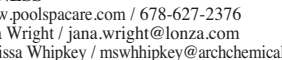
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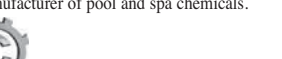
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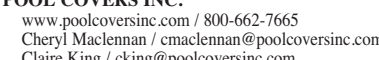
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