



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 XXXI, NUMBER 5

May 2019

California Capitol Report

Legislature Returns to Work After Spring Recess

By John Norwood

Director of Government Relations, California Pool & Spa Association



As the weeklong Legislative Spring Recess comes to an end, we prepare for the return to session and the many deadlines that lie ahead. On April 22, the Legislature reconvenes their work facing a deadline on April 26 for policy committees to hear bills that have a fiscal impact to the state and pass them to their respective fiscal committee, Senate bills to Senate Appropriations Committee and Assembly bills to Assembly Appropriations Committee.

meet for any purpose except for Rules Committees, bills referred to a committee as a result of a substantial amendment, and Conference Committees to negotiate and align details on the state budget. May 31 is the last day for each house to pass bills introduced in that house, otherwise known as the "house of origin" deadline.

Moving into May, each week there are major legislative deadlines. May 3 is the last day for policy committees to meet and send to the floor any remaining nonfiscal bills introduced in their house. May 10 is the last day for policy committees to meet prior to June 3, to allow legislators to shift focus to fiscal and budgetary processes. The week of May 28-May 31 is reserved for floor session only; no committees may

There are two legislative deadlines to be aware of in June. On June 3, committee meetings may resume and will begin hearing bills sent over from the other house. Then, on June 15, the Legislature must pass the Budget Bill by midnight, which is required by the California Constitution.

We'll be sure to keep you updated through it all.

To become a member to support the efforts of CPSA, visit www.thecpsa.org or email info@thecpsa.org.

May Volunteer Spotlight: Marc Cannon of Region 8, East Valley Chapter



1. Tell us about yourself

I have been married for 37 years and have one daughter and three beautiful grandchildren. I started my pool business 1994. I joined IPSSA in 1996.

2. Why did you decide to become a volunteer- I get more satisfaction out of volunteering, and seeing that I made a difference to whatever purpose or entity I have helped. It

is what I am going to do when I am ready to retire. Go off into the golden sunset.

3. Tell us about your volunteer experience with IPSSA. Project in the past that would be featured as a spotlight. Serving on many committees and past president of IPSSA Inc, it is hard for me to pin point one volunteer experience. Currently, I have been voluntold to serve as the Desert

Pool and Spa Show Coordinator. That's the thing, once folks see your passion, they know they can depend on you for any project. My other interest, that has developed over time through IPSSA, is water safety. I serve on the advisory council of the Drowning Prevention Coalition of Arizona. The council exists to provide a forum for fatal or

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IPSSA Capital Valley Chapter Continues Swim and Safety Program

The Capital Valley Chapter in Sacramento has partnered with the Sunrise Recreation and Park District to expand the District's swim and safety programs. The program's objective is to make swimming lessons and water safety education accessible to immigrant and low-income children in the local community. Capital Valley's grant will benefit approximately 25 children and

their families who would not otherwise have the means to take swimming lessons.

Participants will receive 16 thirty-minute swim lessons over 4 weeks for the children and two River and Lake Safety Days for the whole family. During the River and Lake Safety Days, they will learn how to use a life

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Associate Management Team

Rose Smoot IOM, CAE - Executive Director

Phone: (888) 360-9505 x3

Email: rose@ipssa.com

Duties: requests to and from BORD, associate member relations, governance information and requests for documents, IPSSA sick route oversight, Education Fund guidelines, grievance information, chapter governance tools, IPSSA.com website updates

Penny Gaumond - Project Resource Specialist

Phone: (888) 360-9595 x4

Email: info@ipssa.com

Duties: trade show materials requests, table top material requests, codes for water chemistry test, process orders from chapters for sick route coverage cards, IPSSA merchandise & book order fulfillment, social media posts

Financial Office Team

Elizabeth Hosea-Small - Account Manager

Phone: (888) 391-6012 x1

Email: liz@ipssa.com

Duties: submit tax data, Swim Fund, track members that are water chemistry certified

Melody Bond - Membership Assistant

Phone: (888) 391-6012 x1

Email: membership@ipssa.com

Duties: membership applications, transfers, cancellations, change of address or contact information, auto-pay sign up or one-time payments, update beneficiary on file, password help with portal, chapter officer updates

IPSSAN Newsletter

Doug S - IPSSAN Editor

Email: editor@ipssa.com

Duties: IPSSAN content, IPSSAN advertisements

Arrow Insurance

Diane Howard- Insurance Bookkeeper

Email: diane.howard@hubinternational.com Duties: proof of insurance requests

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DATED MATERIAL

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

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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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A Message from the President

By David Hawes
IPSSA President, Region 1 Director

Hi Everyone.
One of my favorite go-to persons for inspirational quotes is Vince Lombardi. For those of you who may be too young to know, he was the coach of the Green Bay Packers in the 60's. He led the team to three straight and five total NFL Championships in seven years, in addition to winning the first two Super Bowls at the conclusion of the 1966 and 1967 NFL seasons. The NFL Super Bowl trophy is named in his honor. One of my favorite quotes is "Leaders are made, they are not born. They are made by hard effort, which is the price which all of us must pay to achieve any goal that is worthwhile." As a leader in IPSSA, I can attest to the fact that there is a lot of hard effort that goes into making IPSSA succeed in its mission to provide for the mutual professional benefit and growth of its members, and the continued improvement of the pool and spa

industry. This mission takes hard work from Directors, Chapter Leaders, Committee Members, and the great staff we have on board with Rose and her team. I never want to let a column go by without thanking everyone for the contributions they make to IPSSA's success. I also want to acknowledge the tremendous support from our industry partners who are always so willing to contribute their time and



resources to our association. THANK YOU.

Continued on page 18

WELCOME NEW MEMBERS!

REGION 1 – Gold Country: Matt Idler... **REGION 2 – Conejo Valley:** Timothy Bryan, Reuben (Dino) Porras... **REGION 4 – Whittier:** Gustavo Rosales... **REGION 5 – Anaheim:** Wayne Wolfsberger... **REGION 7 – Rancho Del Mar:** Brian Harris... **North City Coastal:** Daniel Schreiber... **REGION 8 – East Valley:** Aaron Staddon... **REGION 11 – Osceola:** Matthew Wendt... **Sarasota:** Douglas Jewell... **REGION 12 – Mid-Cities DFW:** Tony Sandoval

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 10 chapters, whose members all paid promptly in March before second notices were required:

- Region 1 – Tracy, West Placer, El Dorado, East Contra Costa,
- Region 2 – Ventura
- Region 3 – Santa Clarita
- Region 4 – Central Los Angeles, South Bay,
- Region 5 – Anaheim, Central Orange Coast, Dana Point, North Orange County, Orange County, Surf City, Yorba Linda, Orange Coast, Southwest, OCCP
- Region 6 – Riverside, Redlands, Corona, Menifee Valley
- Region 7 – San Diego
- Region 8 – Western Las Vegas, Scottsdale, Henderson, West Valley
- Region 9 – North Houston, Austin, Corpus Christi, West Houston,
- Region 10 – Mid Peninsula, Redwood Empire, Tri Valley
- Region 11 – North Georgia, Manasota, Port Charlotte
- Region 12 – Dallas, Mid Cities DFW

IPSSA members eligible for 35% rebate on online education at 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!

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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.

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What You Need-Where You Need It When You Need It

Volunteer Spotlight

Continued from page 1

non-fatal drownings through promotion of education legislative action and enhanced product safety. Organizations like, YMCA, AZ Public Utilities and local fire departments are also involved in the organization.

4. How has volunteering impacted your career. In turns of IPSSA, knowing that I have helped shaped IPSSA in many ways by volunteering many times since I became a member is most gratifying.

5. How has being involved with IPSSA made a difference in your community or outreach to the public? I have been involved for more than eight years, through my church, in building houses for under privileged families in Mexico. Through a church in Mexico, my church coordinates, the building

of homes in Mexico. We do the entire house, from concrete foundation, to framing the houses, to putting a roof on. I can tell you these are very simple homes, but what they mean to those about to live in them, is hard to put into words. To see the look on the children faces when their new home is finished is priceless. I remember, one of the dedications, for a new home presented to a family, I overheard a child ask her mother if she could be the first one to sweep the floor. To us living in this country, we shake our heads and think that is odd. But for them having a concrete floor means no more living in the dirt. It really is such a pure and simple gift. I cannot tell you the joy it brings to my life as well as others that help build these homes.

Capital Valley Chapter Swim Program

Continued from page 1

jacket, and various water safety ideas, e.g. swim with a buddy and using assists for struggling swimmers. The information is similar to a standard American Red Cross Basic Water Rescue class. The local DART (Drowning Accident and Rescue Team) will attend the Safety Days, participate in the instruction, explain their mission to the families, and

show the kids their rescue equipment.

Capital Valley Chapter members are excited about this partnership and bringing a successful outreach program to the Antelope Aquatic Complex. This grassroots program will promote the drowning prevention mission that all of us embrace as aquatics professionals.

Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker



By Ray Arouesty

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

This month's question comes from the Santa Barbara, California chapter in Region 2

Hey Ray:

We have been an LLC for the last 8 years. My wife says it will protect our house and property in case we are sued by a pool service customer. Is it worth paying the \$800 a year to maintain being an LLC or should we just drop it? I feel like our coverage with IPSSA is enough insurance in

case we are sued. I provide pool service, do some minor repairs, and I do not have any employees.

Answer:

I vote with your wife on keeping the LLC. If operated correctly, an LLC or Corporation will shield your personal assets from a judgment. It is true that as an IPSSA member you have very broad insurance coverage, but the added protection of an LLC could be important for (1) an incident that is not covered by insurance, or (2) a serious occurrence such as an entrapment or diving accident where the damages are very high. In the latter case, a judgment could be well above your insurance limit subjecting you to the risk of losing everything you've worked for. Since the

LLC is a separate and distinct entity, your personal assets are not generally at risk.

At some time, you will retire and/or sell your business and here too, the LLC will benefit you since you can dissolve the LLC at that time. This will provide you additional financial security at that time. So, for all the above reasons, I suggest you do not dissolve your LLC and operate as an individual. The \$800 annual fee and additional accounting expense is cheap protection, in my opinion. You may want to check with an attorney or your C.P.A. to make sure that you are operating the LLC properly to give you all the benefits of the limited liability protection an L.L.C. can provide.

Education Corner Winner!

Congratulations to Nancy Payne of KLM Fremont Pool in Tracy, California for answering the March questions correctly! Nancy's responses are below:

1. Low total alkalinity will cause the pH to be unstable.
2. HOBr (hypobromous acid) is the killing form of bromine.

- A. True
3. OTO (ortho-tolidine) reagent is cancer causing according to NIOSH and OSHA.
- A. True
4. What is the Saturation

Index for the following water test results? pH 7.5, total alkalinity 120 ppm, calcium hardness 300 ppm, TDS 1100 ppm and temperature 80° F.

A. +0.2

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* IPSSA Education Fund *

The IPSSA Board of Regional Directors unanimously approved the new guidelines for the IPSSA Education (formerly Scholarship) Fund, January 17, 2019. IPSSA Education Committee is charged with identifying educational needs at various industry trade shows.

The IPSSA Education Fund – Advancing Professional Training and Education in the Swimming Pool and Spa Industry

The Independent Pool and Spa Service Association (IPSSA), established in 1988, was formed to promote educational opportunities and provide business resources to its membership.

Scholarships through the IPSSA Education Fund are available to all self-employed swimming pool/spa service technicians in Arizona, California, Florida, Georgia, Nevada, and Texas. Based on the group class setting.

Funding is provided for qualified group classes through the IPSSA Education Fund. Those taking qualified group class will receive a DISCOUNTED ENROLLMENT FEE BASED ON A SUBSIDY PROVIDED BY THE FUND. The following classes

qualify, but are not limited to, under these guidelines:

- Certified Pool Operators (CPO)
- Aquatics Facility Operator (AFO)
- Contractor license schools
- And whatever other courses the committee deems appropriate

Qualified group classes may be offered at INDUSTRY TRADE SHOWS, INCLUDING BUT NOT LIMITED TO: The Desert, Orlando, PIE and Southwest Trade Shows.

If you have any questions about the program, please inquire info@ipssa.com or call 888-360-9505. Press 6

Mission Statement: IPSSA Scholarship [Education] Fund is to advance professional training and education of the Self-Employed Swimming Pool and Spa Service and Repair Professional by subsidizing group classes that will expand his/her knowledge of their profession.

For more information, please visit www.ipssa.com/resources/IPSSA_education_fund. There you will find details and application.

IPSSA Members:

We are going to start running an “Ask the Experts” Column, but we need YOU to submit questions to ask!! Please send us any questions regarding pools, business, equipment—you name it, we’ll find an answer for you! Please submit ALL questions to: editor@ipssa.com.



If you are having issues logging into your account on the IPSSA website/members only section, please contact Elizabeth in the IPSSA Financial Office at 888-391-6012 or liz@cramercpa.com and she can assist you.

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CPSA Chair reaches out to SCE about the Rebate Program

The April edition of the IPSSAN contained two articles regarding Southern California Edison's variable speed pump rebate program. This article chronicles the continuing effort to seek renewal of the program.

Email to Larry Tabizon, Southern California Edison by, Jerry Wallace, Chairman of the Board of Directors, California Pool & Spa Association (CPSA)

The Pool Spa & Aquatics Alliance (The Alliance)

Good day Mr. Tabizon,

Thanks for your e-mail to pool industry leaders of March 20, 2019, providing a prompt and clear response to our concerns as expressed in our meeting on March 5. We appreciate your choice to continue this program unlike other utilities that have sunset it, but would like to collectively appeal to you to reconsider your decision about your variable speed pool pump program design in the interests of better serving electric system customers, pool owners, and public policy. California's energy savings and environmental change mitigation goals are best served by collaboration between energy efficiency service administrators / providers and market stakeholders, rather than independently, unilaterally, and potentially at odds! Abandoning widely available financial incentives will surely result in reduced statewide energy savings.

Before I dive deeper, I wanted to address a claim in your letter that we believe to be incorrect as well as clarifying something that has been relayed to us on more than one occasion. Your letter stated, "According to the retailers we spoke to Retailers do not buy from distributors, they buy directly from manufacturers." According to Zodiac, Pentair and Hayward, the only retailer they are familiar with that purchases direct from the manufacturer is Leslie's All others purchase through distribution unless they purchase through a buying group.

It has also been relayed to us from multiple sources that SCE is of the opinion that PoolCorp is not on board with seeing the distributor level mid-stream through. That is absolutely incorrect! If the distributor level program as described at the March 5 meeting was agreed to, PoolCorp would definitely support and participate such a program. We strongly stand behind that program to be the best option for continuing rebates to the consumers.

Please correct us if we are wrong, but our understanding of the primary rationale for your program change to midstream delivery exclusively through authorized retailers is that evaluations have resulted in reduced program energy savings estimates, requiring lower cost delivery to maintain cost-effectiveness. This approach is consistent with your Energy Advisor and Marketplace programs, offers the necessary documentation, and aligns with your workpapers filed with the CPUC. Our recommendation remains that you continue to support contractor installations through wholesale sales to independent pool service contractors and remodelers in a manner simi-



lar to that proposed by Robert Rankin, where you can equally well achieve your administrative cost reduction goals, while improving savings and maintaining the required program documentation. We believe that the CPUC's DNVGL evaluation of the pool pump program was flawed in ways which result in an understatement of realized energy savings, but at the time utilities did no work to formulate an opposition, which might have resulted in better informed, revised estimated savings.

At first glance, your decision

to go retail sales / customer installation only, narrowly seems like a logical and ideal response to reduced estimates of measure savings. However, in the interest of all electric customers, pool owners, and public policy goals, we suggest working together to take a broader, more realistic look at the situation and related opportunity, particularly since the retail only approach to this measure may have unintended, adverse consequences. We understand free-rider and cost-effectiveness requirements, but do not agree that there is any evidence that customers buying through the wholesale / service contractor channel as contrast to the retail channel, would purchase variable speed products anyway, resulting

in increased free-ridership, reduced net-to-gross, and a non-productive burden on all customers paying the public purpose charge. In fact, this might work the opposite way.

Let's collectively look at this

opportunity and rebate measure from a high level, broad perspective. Customers and service contractors are influenced by information, education, financial incentives, and ultimately state

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SCE Rebate Program

Continued from page 7

and / or federal codes & standards. While you may be proposing improvements, customer / pool owner information, at this point it is primarily provided by the utility Energy Advisor and Marketplace programs. Ideally, energy efficiency recommendations would be consistent across customer communication platforms.

Customer Information:

SCE's Energy Advisor seems to be limited to customers with an SCE account, but we're suspecting that it's similar to PG&E's. In accessing Energy Advisor, Ways to Save, with respect to swimming pool pumps, the Advisor recommends 1) Reduce pool pump run time - estimated savings up to \$275 per year; 2) Reduce pool temperature – savings \$625; 3) Cover your pool – savings \$1400; and 4) Upgrade to a variable speed pool pump – savings \$275.

• It's unlikely that the recommended single speed run time reduction can be realized by most customers because research shows that California pool owner electric customers already tend to pump the minimum acceptable hours, given their high cost of electricity. To realize \$275 savings per year through reduced single speed pump run time, at typical California \$0.30/kWh marginal rates, customers would need to reduce annual energy use by 916 kWh. With a typical usage of 3,502 kWh as shown in the CEC's Residential Appliance Saturation Survey, this would amount to a 26% reduction in operating hours and pool turnover, which is probably not a realistic expectation. The preferred first recommendation would be to install variable speed pumps, lower speed, reduce power draw and energy use, while pumping longer hours. As

you know and your rebate program encourages, this has been shown to save up to 3 times what might be achieved by reduced run time. Pool maintenance contractors tell us that the suggestion to reduce pumping hours creates confusion with customers in the marketplace by being in direct contradiction to their efforts to pump more hours at reduced speed with variable speed pumps.

• The CEC's Residential Appliance Saturation Survey shows the annual unit energy consumption for pool heating to be 219 therms, valued at about \$300 per year, making it impossible for the average customer who doesn't use their heater much to realistically save \$625 by reducing temperature, or save \$1400 with a pool cover.

• California utility variable speed pool pump program information shows the savings to be

Continued on page 12

NEW FEATURE! VOLUNTEER SPOTLIGHT

IPSSA's newly launched Volunteer Spotlight feature puts our amazing volunteers front and center in the IPSSA Community! We want to use this unique opportunity to thank the wonderful individuals that continuously donate their time and energy to help IPSSA and the pool and spa industry thrive. We encourage all IPSSA members to connect with these star volunteers to let them know about the Spotlight. To be featured in our next Volunteer Spotlight, in the IPSSAN, Face Book and YouTube email your picture, pictures of any information that supports the spotlight, and answer a few questions. Forward to info@ipssa.com.



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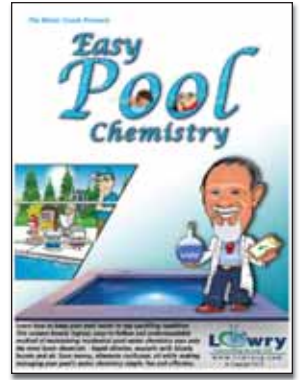
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“Easy Pool Chemistry” distills his vast knowledge about how to chemically treat pools into a friendly and concise manual. The book is available on Amazon in both print-on-demand 8.5” x 11” and eBook formats. Bulk orders of more than 200 copies are also available upon request.

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Continued on page 13

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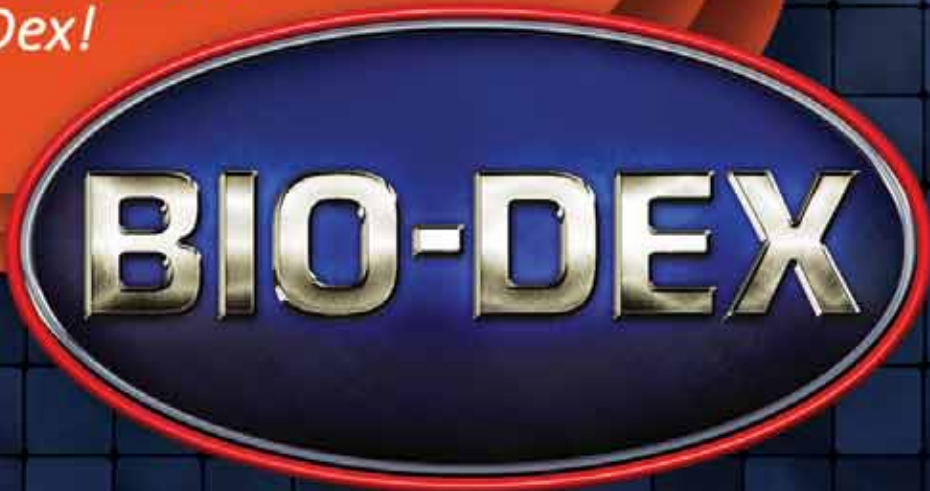
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IPSSA CODE OF ETHICS

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.



SCE Rebate Program

Continued from page 8

well in excess of the \$275 cited by the Advisor.

• It would seem that the Advisor's recommendations may have been taken from national averages which are not directly transferrable to California due to major differences in application and energy costs.

We recommend revisiting these recommendations in hopes of bringing them into line with California's circumstances. Specifically, we suggest: Moving properly installed and set-up VS pump replacement to the top of the list and citing increased and more realistic savings, prefacing the reduced operating hours rec-

ommendation with "if you continue to use an old inefficient single speed pump", and prefacing the pool heating savings with "if you heat your pool".

SCE's Marketplace program rates products by their energy efficiency performance, cites typical comparative prices, and recommends locations where they may be purchased. This well intended customer educational platform is flawed in many ways with respect to pool pumps. For example: Hayward's SP23115 VSP, .85 HP variable speed pump tops Marketplace's list as having an ideal efficiency with an Eneervec score of 100 (the highest

available), a clear cost of \$1,292, and a lifetime energy usage of \$440. It currently shows availability through Amazon (\$852), Sears (\$906), Lowes, and the Home Depot. Since this product is not truly available at Sears, Lowes, or the Home Depot, let's say a customer-do-it-yourselfer, follows SCE's recommendation and buys one through Amazon for their typical size 25,000-gallon pool. This customer is not likely to have a good experience. For starters, this is a 115 VAC pump while most pump home electrical distribution circuits are wired for 240 VAC. Connecting it to a 240 VAC circuit will result in a hazardous condition and immediate failure. It's a very small .85 HP capacity pump, rated 50 GPM flow on CEC pool system curve A, and is not likely sufficient for proper operation of this pool. The Energy rating of 100 is based on its most efficient flow of 9 GPM, which is unrealistically low and will never be realized in actual application. While this score is accurate the way it is calculated, it's misleading and almost never going to be realized in actual pool application, where performance is a function of the individual pool's hydraulic system and the pump characteristics. The most efficient pump choice is best determined by a well-trained service professional. According to Hayward's Energy Cost calculator this pump would cost \$96 per season, or \$960 over its estimated 10-year life. This is double Marketplace's \$440 estimate. Marketplace's assumptions and estimates seem to be based on national market data, which may not be directly transferrable to California.

We recommend eliminating this measure from Marketplace, and/or referring customers to qualified, licensed swimming pool contractors.

Swimming pool pumps are not consumer items. To assure maximum customer satisfaction, realize estimated savings, assure safety, and minimize risk, they need to be selected, installed, and set-up by qualified, trained service professionals. As we understand it, your current pool pump rebate program is described in your engineering workpaper as, "Self-Installed Variable Speed Drive on Pool Pump Controls replacing Two Speed Pool Pump". The measure case is, "variable speed swimming pool pumps that are not installed as part of a contractor driven offer, thus cannot be assumed to be explicitly programmed. This measure is only for single family building types".

Incentive Program Delivery Model:

SCE's residential variable speed pool pump engineering workpaper approved by the CPUC, referred to in your e-mail, and found in the CPUC's Database of Energy Efficient Resources (<http://deeresources.net/workpapers>), lists 3 single family measure codes with different features including delivery type. It appears that the program SCE plans to continue offering is the \$200 midstream rebate for Variable Speed Pumps purchased through authorized retailers (Measure B – PM-98422: Self-Installed Variable Speed Drive on Pool Pump Controls). Since

Continued on page 13

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Continued from page 10

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RAMUC Pool Coatings offers Literature in Spanish

Ramuc Pool Coatings is pleased to announce it is now providing several literature pieces in Spanish as well as English. Responding to customer feedback, RAMUC has learned that many service techs and retailers are bilingual and should have materials available in the language that meets their comfort level. More importantly, many specifiers, influencers and end users, both in the US and internationally, are native Spanish speakers and thus this new literature will help these individuals understand the features and benefits of each product. "Ultimately this literature alleviates the need for an 'assisted sale' as now users can select the best product for their needs directly from the Spanish-language literature," explains Rebecca Spencer, Marketing Director at RAMUC. Ramuc translated additional literature into Spanish this year after receiving very favorable response to the translation of its full line catalog last year.

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SCE Rebate Program

Continued from page 12

strict compliance with the engineering workpapers is required by the CPUC, our question is, "How is SCE going to assure that pumps purchased and receiving a rebate through this program are Self and not Contractor-Installed?" Even if it were possible to verify self-installation, your e-mail indicates that you look to measures that support the pool pump industry such as 1) Information to help customers

understand Pool Pumps are not a plug and play type of product, and 2) Inform customers who are looking to self-replace their pool pumps to, instead, consider having the equipment installed by a professional. These goals seem inconsistent with the self-installation program you have chosen to deliver.

Since very few customer pool owners are capable of the required self-installation, we

question whether your program will have enough participation to be viable. We also question whether it is wise to provide a rebate which might encourage customers to undertake self-installation, where safety-related-risk and the likelihood of not realizing expected savings are high. With respect to assuring savings, programs of this nature which are dependent on proper installation and set-up, should include a qual-

ity assurance or field verification component, where spot checks are done to assure consistently good outcomes.

We recommend expanding eligibility to sales through wholesale channels and qualified independent pool contractors. It also recommends retaining some spot check, field verification, quality assurance component.

Trade Education:

Continued on page 15

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SCE Rebate Program

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Whether or not rebates become available in cases with other than self-installation, contractor outreach and education is essential. Variable speed pumps are enabling, as they provide the potential for very significant savings, but only if properly selected, installed, and operationally set-up. As you note in your e-mail, contractor training is available from a number of sources in the industry. This training is necessary as it covers proper installation and programming of controls, but it doesn't cover certified aquatic equipment installation as developed by the CA utilities and offered by FPSIE.

SCE seems to recognize that most pool pumps are installed and set up by service contractors and recommends such professional installation by licensed contractors for best results. Pool pumps are inherently not consumer products, as significant safety issues are associated with their proper installation. Additionally, and unlike products like water heaters that might more frequently be consumer installed, variable speed pool

pumps need to be operationally set-up properly to realize expected or optimal savings.

We recommend requiring and supporting FPSIE or equivalent Certified Aquatic Equipment Installation training.

Codes & Standards and

Future Incentive Programs:

Effective July 19, 2021, Federal Department of Energy regulations will go into effect, largely limiting self-priming dedicated purpose pool pump manufacture to variable speed designs. The swimming pool industry proactively and collaboratively participated in the development of these standards. The CPUC has ordered increased consolidation of public purpose programs under single administrators and increased outsourcing of program implementation. Federal and/or state efficiency standards are minimum requirements. Even after new standards become effective there will still be significant efficiency improvement opportunity associated with swimming pool equipment and systems, such as new pumps and replacement motors that substantially exceed

minimum standards, pool cleaners, hydraulic system components such as filters, valves, fittings, and heaters with bypasses or low TDH, and internet connectivity which promises to benefit customers by integrating energy efficiency improvement with demand response and energy-saving-performance monitoring benefits. Viable energy savings and demand response programs can be continued, even after new standards come into effect.

Current programs address variable speed pumps but overlook the opportunity with variable speed replacement motors which are estimated to comprise 25 to 40% of the replacement market. Further, while replacement motors are subject to Title 20 regulations in California, noncompliance is believed to be high. There are presently no federal regulations for replacement motors, making them a potential loophole in the upcoming

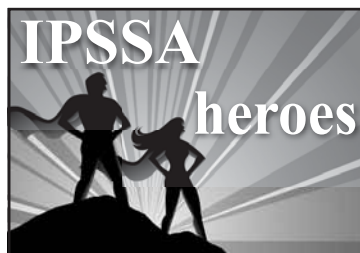
ing federal pump regulations. The energy savings benefit of variable speed products largely stems from the motors, which in some cases may be least-cost and/or preferred by installation contractors. Program eligibility should be extended to replacement variable speed motors and power factor related energy savings effects should be taken into consideration in estimating savings.

We recommend extending eligibility to replacement variable speed motors, at a lesser

dollar value, expanding the scope of eligibility to other efficient pool system components, and commissioning a team to work together with the goal of developing a common, highly productive statewide / national program of customer information, education, and incentives dedicated to continued improvement and energy savings.

Next Steps:

Can we get together again to discuss SCE's thoughts and response to these recommendations?



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.

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Be Consistent in Promoting Your Business

By Rose Smoot, IOM, CAE
IPSSA Executive Director

Do you wake up at night thinking – How can I grow my business, what is my message to the potential customers? Here are some helpful tips to promote to potential customers using what is called “Consistent” promotions, that helps ensure the overall health of your business.

What tools do you use now to promote your business, word of

mouth, online ads, door-to-door flyers, radio ad, Groupon/Living Social, Lead Companies and so on. What is not consistent is most businesses don’t take the time to ensure that there is no consistent message between online and offline promotion. For instance, if you’ve got a coupon special running in Valpak, or a door flyer, you should promote it on your website too or social media platform. Mirror what you do offline as well

as online.

Facebook should be part of your marketing efforts, just like your offline and website presence. The price to run a Facebook ad is very inexpensive compared to other models. Did you know, about 65% that are active on Facebook are between the age of 35 and 50. About 60% of those numbers are Mothers. Did you know that Mothers are typically the decision maker for their families? If you were to include Facebook as part of your marketing plan, more than likely those Mothers are going to reach out to you for service.

Make sure when you show up for your appointment with a potential or existing client, wear shirt or hat with your logo, be consistent in the field as well as your offline or online presence.

A “Consistent” marketing plan aims to ensure consistency of your message across all media platforms. The goal is to make all advertising, sales promotion, public relations, and direct marketing work together as a unified force, rather than permitting each to work in isolation. Consistency across all marketing channels increases the chances your sales message, brand, or reputation will compel a customer to call you.

The four most common mistakes when promoting your business:

1. Business owner produces a new logo or tagline and uses it for printed material, Yellow Pages ads, or outdoor signs, but doesn't update their website or their social media presence (Facebook presence) with it.
2. Business owner uses coupons offline but doesn't place



Rose Smoot

grated into your website, or your latest and greatest logo proudly displayed, contact your website provider and ask for help. Do it today.

Likewise, if your business voicemail doesn't say, "you can also visit us at www.poolprofessional.com," or you aren't promoting your website address in all of your offline advertising, get it fixed now! Anywhere and everywhere you promote your phone number you should also promote your web address and social media tags. It seems like a no-brainer, but then again, sometimes, work gets busy and we just don't have the energy to do all this additional work.

Being consistent with your marketing plan is the smart thing to do. And, skipping this part of your business, can be a costly mistake.

Take a quick look at your online and traditional marketing or advertising and see if a customer would see a consistent message and image across the board.

them on their website.

3. Business owner invests in TV or radio advertising but doesn't post those ads on their website or social media.

4. Business owner gets a website but doesn't place their URL on signs, service vehicles, business cards, phone system voicemail, or their outgoing phone message, etc.

Mistakes 1, 2, 3 and 4 are all bad, but they are also easily fixable. If you don't have your coupons online, your TV/radio/social media ads inte-

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.

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

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JCZ 40k Replacement
Salt Cell
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LOS ANGELES AREA

Isaac Crouch | icrouch@lesl.com | 909-964-2108

SAN DIEGO - SOUTHERN OC

Rob Kerstner | rkerstner@lesl.com | 858-295-9847

DALLAS AREA

Brian Ethridge | bethridge@lesl.com | 469-585-9300

NORTHERN CALIFORNIA AREA

Christian Ballard | cballard@lesl.com | 916-806-6402

HOUSTON AREA

Erik Hoffman | ehoffman@lesl.com | 832-338-0781

ARIZONA & NEVADA

Aaron Wax | awax@lesl.com | 480-469-7504

SOUTH FLORIDA

Eric Menken | emenken@lesl.com | 407-861-8478



lesliespool.com | 1.800.LESLIES



**Proud to be an IPSSA
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Calling all IPSSA Regular Members!

IPSSA is recruiting for volunteers to serve on the IPSSA BORD committees.

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

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

The committees are as follows:

- Marketing and Communications - designs and implements

strategies for promoting IPSSA by continuously strengthening its brand and developing web, social media, and print materials (including the IPSSAN). MCC's objective will be to execute a comprehensive marketing and communications strategy which clearly presents IPSSA's mission and its services.

- Legislation and Regulation - develops and implements strategies to ensure that the association's public policies and government affairs activities are fully

addressed and communicated.

- Membership Program - promotes and facilitates the recruitment and continuity of IPSSA members.

- Education - provides advice to the BORD on the strategic directions and development of the educational activities of IPSSA and public awareness to the community.

Important information about the BORD Committees:

Please submit your email

intent with your name, and committee you wish to serve by September 30, 2018. For those that are already serving on a committee please submit your email intent. At the Fall BORD meeting, committees for the following year will be composed, considering the volunteers that responded to the open call identified by the BORD. An email will go out to those selected as soon as the BORD has made their decision. Those wishing to volunteer may select one-committee to serve.

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

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

Message from the President

Continued from page 2

Most of you are knee deep in the season. We are entering the time of year I like to refer to as crisis management. Most of us have seemingly more work that we can do, not enough resources to do it, and hardly a spec of spare time. One of the things I find comforting is attending IPSSA meetings and pool related venues, and talking to those who are facing the same challenges I am. I do run a large service company and find the term "misery loves company" to be fairly common in my thinking when I get to talk to other IPSSA members and service company owners. I think this is one of the greatest benefits of our association that is sometimes

understated and undervalued. Many times, we are asked why we should join IPSSA, and I think we should be promoting the networking benefits our members enjoy, by going to monthly meetings and sharing information. Most meetings include opportunities to meet Manufacturer's reps, and even some non-pool related companies that have valuable benefits for all of us. One of my most popular meetings when I was a President included having a representative of a local Tire/Brake shop that discussed brakes, tires, proper suspension for our vehicles with heavier loads, and even the benefits of using Nitrogen in our tires. WHO KNEW? I know it's a chal-

lenge to present a meeting every month that captures the interest of attendees, so chapter leadership may have to step up their game, but you will be rewarded over time with interest, better attendance, and potentially some new members. If we are asking folks to attend meetings, let's make sure we are providing value for the ones giving up personal or family time.

Your BORD is continuing to provide value for our members. In that endeavor you will probably continue to see some changes. They never come fast enough for me, but as they say, "slow and steady wins the race", so I try to stay patient. Many of the

changes involve the really fun things like policies, procedures, governances, billing services, Invoices, and contracts. Exciting huh? Some of those changes will be coming soon, so be on the lookout. The BORD is very committed to remaining transparent in our work and making sure our membership knows how we are operating and why. We are also working hard on some more fun and visible benefits and tools for our members and Chapter Leaders. Our Executive Director, Rose, and her team, are continuing to ramp up our social media presence. They are moving closer to a better member portal on our Website and developing tools

for our Chapter Leaders to accomplish their goals.

I appreciate you letting me serve as your President. I do not take the task lightly and want to make sure I do the best job I can, leading our Association this year. Thank you for your support.

The price of success is hard work, dedication to the job at hand, and the determination that whether we win or lose, we have applied the best of ourselves to the task at hand.

— Vince Lombardi

Stay tuned

For Dave Hawes' video message and to keep current on other IPSSA events give us a LIKE and a FOLLOW on Facebook!

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IPSSA CHAPTER LISTINGS

For Association information: call Rose Smoot, Executive Director, (888) 360-9505 / • (888) 368-0432 FAX / P.O. Box 3367, Rocklin CA 95677, E-mail: rose@ipssa.com
For billing or Membership information: call Melody Bond at (888) 391-6012, FAX (888) 391-6203, e-mail melody@cramercca.com or P.O. Box 1617, Rocklin, CA 95677
 Chapter treasurers contact: ipssafinancial@cramercca.com
For insurance information: call Arrow Insurance (800) 833-3433 / Fax (805) 870-7625 / 2393 Townsgate Rd., Suite 101, Westlake Village, CA 91361,
 E-mail: ray@arrowinsuranceservice.com

REGION 1 (NORTHERN CALIFORNIA)
B.O.R.D. Member: David Hawes
 (925) 828-7665
 E-mail: david@hhpools.com

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

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

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

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

EL DORADO
 Second Thurs., 6:30 p.m., Shingle Springs Comm. Ctr.
 4440 S. Shingle Road, Shingle Springs
 Pres. Shawn Panico (916) 201-6245 / www.edipssa.com

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

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

MODESTO CENTRAL VALLEY:
 Third Tues., 6 p.m.
 El Rosal Restaurant, 3401 Monte Vista Ave.
 Pres. Albert Camarillo (206) 628-2717
 acspoolserv@yahoo.com

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

TRACY: Fourth Thurs., 6 p.m.,
 Perko's Café, 1321 W. 11th Street, Tracy 95376
 Pres. Kevin McLard (209) 833-9200
 kevin_m@klmpools.com

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

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

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

CENTRAL COAST
 Second Wed., 7 p.m., Mtgs alternate between
 N/S Co., Contact chapter Pres. for info.
 Pres. Ron Rusconi (805)549-7961

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

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

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

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

VENTURA: Third Thurs., 7 p.m.,
 Poinsettia Pavilion, 3451 Foothill Rd, Ventura
 Pres. Max O'Brien (805) 794-6270 / gotomax@att.net

VISALIA: Third Wed., 6 p.m.,
 Amigo's Cantina, 5113 W. Walnut Ave., Visalia
 Pres. Roman Gomez (559) 992-5779
 romangomez1251@yahoo.com

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

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

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

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

SAN FERNANDO VALLEY
 Third Wed., 7:30 p.m. (March meeting is mandatory)
 Canoga Bowl, 20122 Vanowen, Canoga Park
 Pres. Blaine Enbody (805) 529-7562

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

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

SANTA CLARITA VALLEY
 First Thurs., 7:00 p.m.
 Vincenzo's Pizza, 24504 1/2 Lyons Avenue, Newhall
 Pres. Kent Simpson (661) 373-9901

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

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

EAST LONG BEACH
 Second Tues., 6:30 p.m., Ecco's Pizza,
 2123 N. Bellflower Blvd, Long Beach
 Pres. Bill Rothwell (562) 301-4059
 pooboy1950@yahoo.com

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

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

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

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

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

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

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

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

NORTH ORANGE COUNTY
 Pres. George Bonilla (714) 349-3326
 gbpsinc@ymail.com

ORANGE COAST
 Last Monday, 5 p.m., Roundtable Pizza
 on Adams & Beach
 Pres. Rob Mangus (716) 318-1254
 thonath@hotmail.com

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

ORANGE COUNTY POOL PROFESSIONALS
 Last Mon., 6:00 p.m.
 Claim Jumper Banquet Room, 18050 Brookhurst St.,
 Fountain Valley CA 92708

Pres. Jim Romanowski (714) 404-2550
 poolperfection1@aol.com

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

SURF CITY
 Third Thurs., 6:30 p.m., Superior Pool Products,
 10865 Kalama River, Fountain Valley
 Pres. Frank Malavar (714) 960-3558

TUSTIN/IRVINE
 Second Tues., 6:00 p.m., PSOC Waterline
 Technologies,
 220 N. Santiago Street, Santa Ana
 Pres. Rich Foley (714) 974-1514

YORBA LINDA
 First Wed., 6:45 p.m., Lampost Pizza,
 21480 Yorba Linda Blvd. #D, Yorba Linda CA
 (call president to confirm mtg time).
 Pres. Jaime Aranda, (714) 746-5138
 jaimearanda@sbcglobal.net

REGION 6 (INLAND EMPIRE)
B.O.R.D. Member: John Dixon
 (951) 316-1675
 E-mail: waterwhisperer1@verizon.net

CORONA: Second Tues., 7:00 p.m., Marie Callenders
 160 E. Rincon St. (at Main St.), Corona
 Pres. Jenifer Meza (951) 833-0055
 aquatechpoolservice@earthlink.net

HEMET:
 Third Wed., 6:00 p.m.
 Megabites Pizza, 1153 S. State St., Hemet, CA 92543
 Pres. Kenny Campbell (951) 733-4330
 Kenny@WetworksPoolCare.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
 mangopoolnspace@verizon.net

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

PALM DESERT
 Third Thurs., 6 p.m./7 p.m., please check with pres.
 Sloan's, 81539 US Hwy 111, Indio CA
 Pres. Gary Kauber (760) 702-5865

PALM SPRINGS
 First Wed., 5:00 p.m.
 Superior, 5700 Indian Springs Rd, Palm Springs
 Pres. James Elliott (760) 413-0463

REDLANDS: Second Tues., 6 p.m.
 Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa
 Pres. Bill Brooks (909) 553-5780

RIVERSIDE:
 First Tues., 6:00 p.m., Cask N Clever,
 1333 University Ave., Riverside
 Pres. Nathan Smith (972) 296-7946
 info@riversidepools.com

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

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

CARLSBAD: Third Wed., 6:00 p.m.
 El Ranchero Restaurant, 1565 N. Santa Fe, Vista
 Pres. David Talbot (760) 845-6863
 ahoypools@sbcglobal.net

ESCONDIDO
 Third Wed., 6:30 p.m., Call for location.
 Pres. Bruce Smith (760) 741-3960
 Bsmith1956@cox.net

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

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

SAN DIEGO
 Third Wed., 7 p.m., Admiral Baker Clubhouse,
 2400 Admiral Baker Road, San Diego
 Pres. James Morketter (619) 708-4972
 Elcerritopool@yahoo.com

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

SAN DIEGO METRO: Fourth Thurs., 6:00 p.m.
 Sammy's Woodfired Pizza, 8555 Fletcher Pkwy
 La Mesa, CA 9194
 Pres. Steven Elbik (619) 316-0690
 Poolsoluitions72@gmail.com

REGION 8 (SOUTHWEST)
B.O.R.D. Member: Mike Lee
 (480) 786-0687
 E-mail: mountainsidepools@mac.com

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

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

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

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

WEST VALLEY
 Third Wed., 6:00 p.m., Cloud Supply
 1100 N. Eliseo Felix Way, Avondale
 Pres. Trent Brumfield (623) 210-1615

WESTERN LAS VEGAS
 First Mon., 6:30 p.m. (excl. holidays)
 Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas
 Pres. Brian Pilgrim (702) 576-6631
 trinidadwaterllc@gmail.com

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

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

CLEARLAKE
 Fourth Tues., 7:00 p.m.,
 Rudy's BBQ, 21361 Gulf Fwy, Webster
 Pres. David Potts (208) 887-6486
 david@freedompools-texas.com

CORPUS CHRISTI
 First Thurs., 6:30 p.m.
 SCP in Corpus Christie
 Pres. Michelle Wilkinson (209) 604-6460

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

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

NORTH AUSTIN
 Second Tues., 6 p.m.,
 Cedar Park Library, 550 Discovery Blvd.
 Pres. Jim Smith (512) 206-0606
 jim@aquamanpools.com

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

SAN ANTONIO
 First Mon., 6:30 p.m.
 Longhorn Café, 17625 Blanco Rd., San Antonio, TX
 Pres. Jorge Martinez (210) 549-7665
 pooldoc@hotmail.com

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

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

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

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

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

MARIN & SONOMA COUNTY
 Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,
 320 N. McDowell Blvd., Petaluma
 Pres. Darrell O'Neal (707) 217-1546
 dandmpool@aol.com

SANTA CLARA VALLEY
 Third Thurs., 5:30 pm, 3050 Berryessa Rd., San Jose
 Pres. Tom Allen (408) 307-3196

SILICON VALLEY: Every Other Wed., 5:30 p.m.
 Armadillo Willy's, 1031 N. San Antonio Road, Los
 Altos

Pres. David Guslani (650) 333-1351
 dguslani@earthlink.net

TRI-VALLEY: Second Thurs., 6 p.m.,
 Meeting locations vary. Check with chapter president.
 Pres. Gregory Gordon (925) 922-2212
 gregpoolservice@gmail.com

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

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

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

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

OSCEOLA (Kissimmee/Orlando)
 Second Wed., 6:30 p.m.
 Fat Boy's Restaurant, 2512 13th Street, St. Cloud
 Pres. Diane Fowler (407) 460-6680
 poolldady2001@gmail.com

PORT CHARLOTTE
 Fourth Wednesday, 6:30 p.m., Buffalo Wings & Rings,
 1081 W. Price Blvd. North Port
 Donna GilDeMadrid (941) 626-3968

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

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

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

DALLAS: Fourth Tues., 5:30 p.m.
 Senor Chachote Cantina & Grill
 7602 N Jupiter Rd, Garland, TX 75044
 Pres. Eustaquio Portillo (214) 325-6746

FORT WORTH
 Third Tues., 6:30 p.m., La Playa Maya Restaurant
 1540 N Main Street, Fort Worth
 Pres. Tina Slagle (817) 991-0555

MID CITIES DFW: First Mon., 7:00 p.m.,
 SCP, 2107 Hutton Drive, Carrollton TX 75006
 Pres. Casey Gardner (469)835-5674


TARRANT COUNTY
 First Tues. 7 p.m., El Chico's Café
 7621 Baker Blvd., Richland Hills
 Pres. Will Ainsworth (817) 987-8580

WAXAHACHIE: Second Wed., 7 a.m., Denny's,
 408 Westchase Drive, Grand Prairie
 Pres. Tom Sheehy (214) 395-0143 / tsheehy@prodigy.net

Associate Members

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

TITANIUM PARTNERS


HASA, INC.
 www.hasapool.com
 Rick Sawin / RickSawin@HASApool.com
 Randy Johnson / RJohnson@HASApool.com
 661-259-5848
 Liquid swimming pool chemicals, dry chemicals, pool and spa specialty chemicals.


BIO-DEX
 www.bio-dex.com,
 (623) 582-2400
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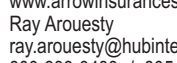

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