

**California Capitol Report**

## Water savings and outlook

By John Norwood

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

The last few days and weeks have brought California a lot of news about the state of our water this year, and on the face of things a lot of it doesn't seem to add up. Following a very wet December in which the state received 6 inches of rain, a drastic change from the .5 inches that we got in December of 2013, it seemed that we were finally on the right path towards coming out of the drought. That hope was derailed however by a January with record-setting dryness, with rainfall numbers so bad that many parts of the state received no rain whatsoever for the entire month. These numbers, along with the fact that the Sierra snowpack that normally provides around 30% of California's water is at less than 30% of normal for this time of the year, virtually guarantee that the state will have to suffer through a fourth year of drought.

However, it's not all bad news. A report from the State Water Resources Control Board has announced that in December Californians not only met but exceeded the call from Governor Jerry Brown to cut their water usage by 20%. The SWRCB stated that urban water conservation statewide was at 22% for the month of December, and while it is generally agreed that this success was aided by the high rainfall totals during that month it is still a positive sign that conservation measures put in place throughout the state are working. Felicia Marcus, the chair of the board, stated that she was "going to take it all as good news," and went on to state that these numbers show the ongoing importance of prudent water conserva-



tion even when rain makes it feel like there is no longer a pressing need to cut back.

The most drastic improvement in conservation came from Southern California, where the savings jumped from only 3% in November to 23% in December. Large savings also came from big cities and areas that generally use a greater volume of water, while communities that were already more water efficient per person saw smaller savings. In terms of per-capita water usage, consumption is down by half to 67 gallons per day, a huge drop from the 140 gallons per day that Californians were using in June. While water use is traditionally lower in the winter, the remarkable savings this December were a break from the norm and were quite an accomplishment for the state. These big savings in areas that traditionally consume large amounts of water illustrate just how important outdoor water conservation really is, as the rains in December removed the need for irrigation.

All of this data plays a major role in the crucial decisions that are to be made by the SWRCB regarding the emergency mandatory limits on water usage that were put into place last year which are set to expire this April. The board hosted a meeting and public workshop discussing these restrictions on February 18th and 19th, a meeting that saw hundreds of members of the public putting in their comments and opinions on the effects of water restrictions in the state. The board is set to vote on whether or not to extend the restrictions on March 3rd.

## Mark Cyr awarded 2015 Terry Cowles Memorial Award

Mark Cry, a long time member of the IPSSA East Valley chapter, was presented the 2015 Terry Cowles Memorial Award at the association's February 7th Leadership Banquet.

Named in honor of the man who created the original IPSSA Benevolent Fund, the Terry Cowles Memorial Award recognizes an individual on the basis of demonstrated professionalism, service to IPSSA, assistance to others in the pool and spa service industry, and contributions to his or her community.

Terry Cowles legacy embodies the spirit of IPSSA: helping others in the industry when they need it most and this year's recipient, Mark Cyr, carries on that spirit.

Mark is well known in the Phoenix area as one of the leading technicians when it comes to above ground spas and is consistently sought out for his knowledge in the pool industry. He is continuously in the process of fur-



thering his education in the industry and always has since starting his own company, Qualichem, in the mid-1970s.

Along with running his own pool service and repair business, Mark is also the Manager/Operator of the Mona Plummer Aquatic Center at Arizona State University, the home of the ASU swimming and diving team. It goes without saying that to run a facility like that takes a great deal of knowledge and know how. He

has always offered to anyone in Region 8 a tour of the facility and a lesson on how an aquatic center of that size works. Many members have taken him up on his offer and have walked away not only very impressed but much more educated after the tour. Mark's professionalism can never be questioned.

Mark has served as Chapter President and Region 8 Director twice. Mark's contributions to

*Continued on page 22*



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

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

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

### Things to do in March

- Condition pools
- Filter maintenance
- Revise additional insured endorsements
- Solar system starts
- Education at the Western Pool & Spa Show
- Clean salt systems and other specialty units

### Attention IPSSA Members!

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

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**THE IPSSAN**

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

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**Michael Fischnar Wins the January Education Corner quiz**

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

The correct answers for the January quiz are 1. Combined chlorine is the difference between free available chlorine and total chlorine? A. True. B. False, *the correct answer is a) true.* 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, *the correct answer is a) 7.2 to 7.8.* 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, *the correct*

*answer is a) true.* 4. Another titration. A. True B. False, *the name for drop-count test is a correct answer is a) true.*

**Calendar of Events 2015**

- March 12-13** **CPO Class**  
WPSS, Long Beach, California  
<http://www.anotherperfectpoolnews.com/cpo>
- March 12-14** **Western Pool & Spa Show**  
Long Beach Convention Center, Long Beach, CA  
[www.westernshow.com](http://www.westernshow.com)
- March 19-20** **CPO Class**  
Quality Suites, San Luis Obispo, California  
<http://www.anotherperfectpoolnews.com/cpo>
- March 26-27** **CPO Class**  
Superior Pool Products, Palm Desert, California  
<http://www.anotherperfectpoolnews.com/cpo>
- April 9-10** **CPO Class**  
Superior Pool Products, Anaheim, California  
<http://www.anotherperfectpoolnews.com/cpo>
- April 25** **IPSSA Board of Regional Directors Meeting**  
Region 4 – Location TBD 10:00 a.m.  
[info@ipssa.com](mailto:info@ipssa.com)
- Apr 30-May 1** **CPO Class**  
Superior Pool Products, Vista, California  
<http://www.anotherperfectpoolnews.com/cpo>
- May 7-8** **CPO Class**  
SCP, San Juan Capistrano, California  
<http://www.anotherperfectpoolnews.com/cpo>
- May 21-22** **CPO Class**  
Superior Pool Products, El Cajon, California  
<http://www.anotherperfectpoolnews.com/cpo>

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

**Education**

**Corner**

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

1. The water molecule is a polar molecule meaning that it acts like a tiny bar magnet with a positive end and a negative end.  
A. True  
B. False
2. The Saturation Index uses 5 water balance factors for determination - pH, total alkalinity, calcium hardness, temperature and  
A. TDS  
B. Cyanuric acid  
C. Hydrogen ion concentration  
D. Bather load
3. The two methods of making ozone are:  
A. Flux capacitor and UV  
B. UV and CD  
C. CD and DVD  
D. HDTV and DVD-R
4. The hypochlorite ion (OCI-) which is the result of the dissociation of HOCl is a very good disinfectant.  
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 APRIL 20, 2015.**

**Financial office thanks chapters with prompt payments**

The Financial Office thanks the following 41 chapters, whose members all paid promptly in February before second notices were required:

- Region 1 – East Contra Costa, El Dorado, Elk Grove, Gold Country, Modesto Central Valley
- Region 2 – Central Coast
- Region 3 – Diamond Bar, Foothill, San Gabriel Valley, Santa Clarita
- Region 4 – Central Los Angeles, East Long Beach, Westside, Whittier
- Region 5 – Central Orange County, Huntington Beach, Saddleback, Southwest, Surf City, Tustin/Irvine
- Region 6 – Palm Desert, Temecula/Murrieta
- Region 7 – Carlsbad, Rancho Del Mar
- Region 8 – Henderson, VIPs, West Valley, Western Las Vegas
- Region 9 – Clearlake
- Region 10 – Fremont, Mid Peninsula, Monterey Coast, Silicon Valley
- Region 11 – Cape Coral, North Georgia, Sarasota, Treasure Coast, Venice
- Region 12 – Fort Worth, Mid Cities DFW, Waxahachie

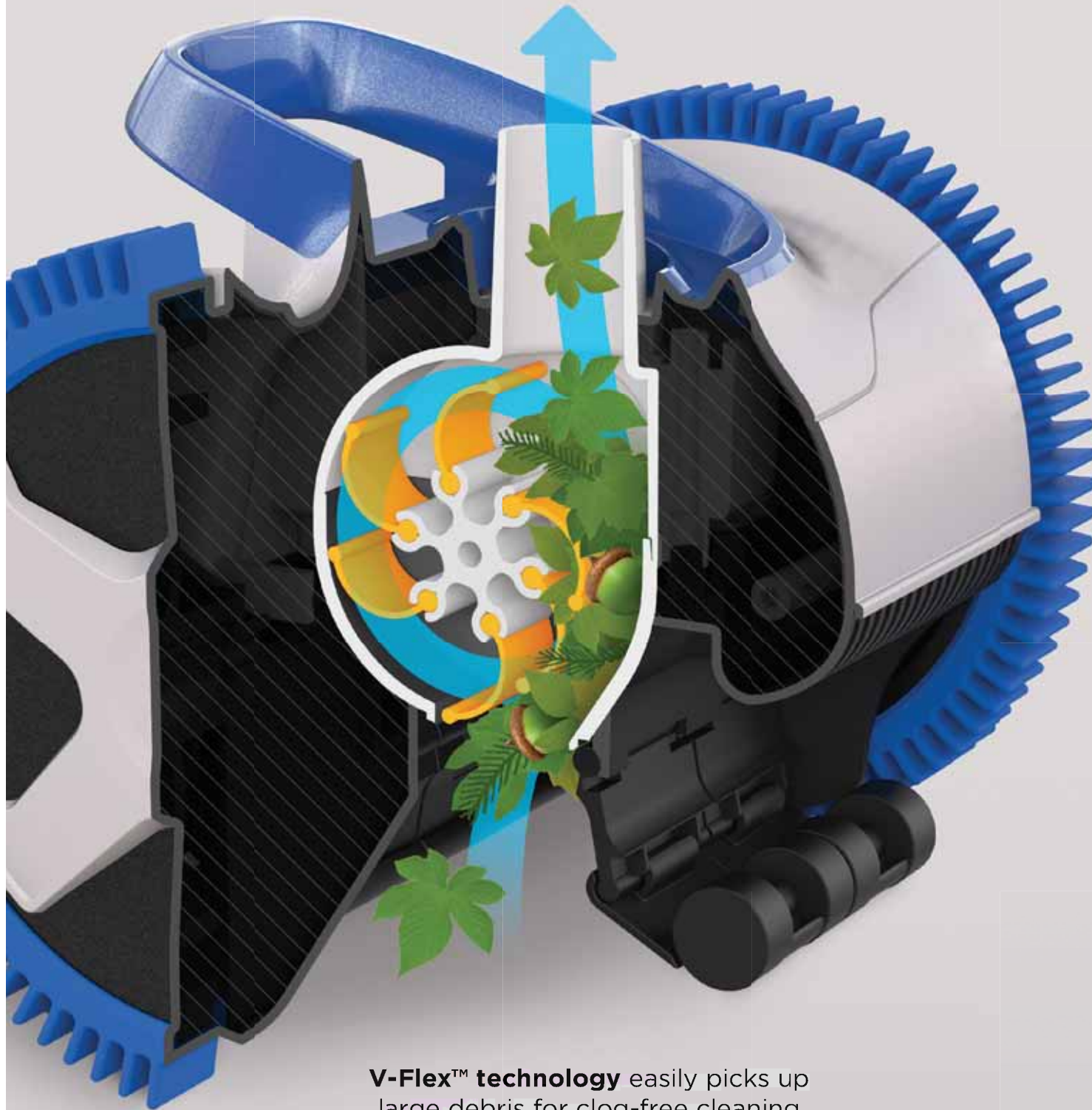
**WELCOME NEW MEMBERS!**

**REGION 1 – East Bay:** Mike Faria. . . **West Placer:** Rick Allen. . .  
**REGION 3 – San Fernando Valley:** Efrain Franco. . . **REGION 6 – Ontario/Rancho Cucamonga:** Emilio Mendez. . . **Temecula/Murrieta:** Cameron Wilson. . . **REGION 7 – Escondido:** John Grindle. . . **REGION 8 – Tucson:** Grosvenor Smith. . . **REGION 10 – Redwood Empire:** Michael Johnson. . . **Santa Clara:** William E Heaton Jr. . . **REGION 11 – Gold Coast:** Carlos Paez.

**Call for IPSSA Liaisons**

IPSSA is putting out a call for IPSSA liaisons for APEC, CPSA, FPSIE, NPC and NSPF. If you are interested please send written notice to the IPSSA executive office, attention Amy Nijjar at [anijjar@ipssa.com](mailto:anijjar@ipssa.com). All nominations must be received by April 20th.

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# Meet the 2015-2016 IPSSA Board of Regional Directors

## BORD

BOARD OF REGIONAL DIRECTORS

### REGION 1



**Brian Duncan**  
Region 1  
Northern California

Brian was born in Tuscan Arizona but moved to Walnut Creek California at a young age where he still lives today. "I've been a competitive swimmer most of my life and as a consequence I grew up in and around swimming pools. I began working at pools at a young age and I've worked as a swimming instructor, lifeguard, lifesaving instructor and swim coach. Invariably I found a way into the equipment rooms and learned how to operate the equipment."

Brian graduated from Cal State Chico where he was an All American in swimming and a captain on the team.

He holds a C-61, D-35 and C-53 contractors licenses and has been a member of IPSSA since 1991. Brian also served as the East Bay IPSSA Chapter President.

Brian has been married to his wife Nancy for 24 years and has a son Sean who is 15.

Region 1 has eleven chapters: Capital Valley, Delta, East Bay, East Contra Costa, El Dorado, Elk Grove, Gold Country, Modesto Central Valley, Sacramento City, Tracy and West Placer.



### REGION 2



**Manuel Margain**  
Region 2  
Central California

Manuel is in his first year of his first term on the IPSSA BORD. He is the Chair of the Bylaws Committee and serves on the Member Benefits Committee.

Manuel states "This is my first year on the IPSSA BORD and I'm here to move IPSSA forward! This is what we all as "IPSSA" members want."

His region has eight chapters: Bakersfield, Central Coast, Conejo, Conejo Valley, Fresno, Santa Barbara, Ventura and Visalia.



### REGION 3

This is Ivan's third term on the BORD, having served twice previously in the 1990's.

He was born in Los Angeles in 1941 and has resided in the San Fernando Valley since 1951. He graduated from Van Nuys High School and subsequently attended L.A. Valley College, L.A. Pierce College, and UCLA, mostly part time over many years, without taking a degree. He married his wife Connie in 1966 and has one son, Jeremy, born in 1980.

After holding down some middle management positions with a large department store chain he entered the pool service industry in 1969, eventually starting his own business in 1976 and joining the San Fernando Valley chapter

shortly thereafter.

Over the course of his membership he has been honored to have held all of the elected chapter positions, most recently a third term as president. Looking back over what is now a 38 year involvement in IPSSA he reflects, "I am very pleased with the outstanding growth and importance that it has achieved since its beginnings. But moreover, realizing that there is still much work to do, I'm gratified that I can continue to play a small role in that endeavor."

Region 3 is made up of seven chapters: Antelope Valley, Diamond Bar, Foothill, San Fernando Metro, San Fernando Valley, San Gabriel Valley and Santa Clarita Valley.



**Ivan Vance**  
Region 3  
North Los Angeles County

pool service industry and operators in aquatic health and safety.

Steve and his wife Elise have a blended family of five grown children, all but one of whom lives in Nebraska and Texas, and they have 8 beautiful grandchildren.

Steve's region is in Orange County, California, where there are fifteen chapters: Anaheim, Central Orange County, Dana Point, Huntington Beach, Mission Viejo, North Orange County, Orange Coast, Orange County #1, Orange County #9, Orange County Pool Professionals, Saddleback, Southwest, Surf City, Tustin/Irvine, and Yorba Linda.



**Steve Donohoe**  
Region 5  
Orange County

Senior Manager of Software Operations. Then in 2002, Gateway decided to close that facility entirely and move their corporate headquarters to Poway, resulting in the lay-off of over 300 people—Steve was one of the casualties.

Owning Another Perfect Pool, since 2003, has allowed Steve to utilize his corporate management talent, engineering skills and love of people and the outdoors to serve his customers. He is a licensed California contractor and member of several pool service organizations where he stays in close contact with other pool service companies and stays up to date on industry trends. He is also a Certified Pool Operator and a Certified Pool Operator Instructor, holding several classes per year in southern California teaching the

### REGION 4

Jason Briggs is in his second term as the Region 4 Director and has been involved in the chapter and regional level for many years. His region's chapters include Central Los Angeles, East Long Beach, South Bay, Westside and Whittier. He was elected as the newly designated Marketing committee chair.

Jason was born in Redondo Beach California and moved nearby to Torrance California at the age of six and has lived there ever since. He met his wife Michelle in High School and has two daughters, Bailey (13) and Emily (10).

Jason enlisted in the U.S. Army in 1989 as a Combat Medic and joined the California Army National Guard. Later he went on to Officer Candidate School and became a Commissioned Officer. Now in the rank of Lieutenant Colonel he currently commands a battalion. Since 9/11 he has been gone with the military about four years while his business partner and previous Region 4 director Adam Morley continued to run their business.

Jason earned his Bachelors Degree from California State University, Long Beach in Financial Management his Masters in Business Administration from Webster's University. He said, "I'm the poster child of the military recruitment process, I planned to join for four years and ended up doing 25,

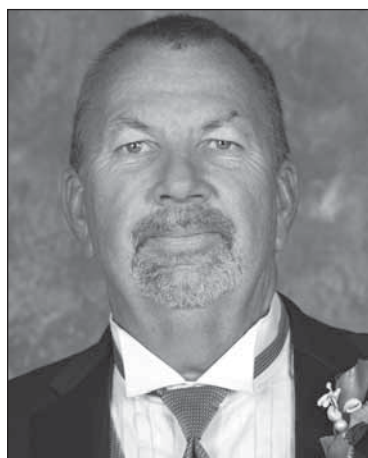


**Jason Briggs**  
Region 4  
South Los Angeles County

and counting. I actually turned a profit earning my Bachelors Degree and my MBA".

Prior to working on pool systems Jason worked on computer networks but quickly became disinterested with working indoors all of the time. He said, "I was stuck inside and it was always the same set of problems". Knowing Adam Morley from high school, Jason became interested in the pool and spa industry and partnered with Adam in 1994. "Coming from generations of self-employed people I knew that at some point I would be in business for myself."

### REGION 6



**Scott Peterson**  
Region 6  
Inland Empire

Scott is in his second term on the IPSSA BORD. This year he is the Vice President of the BORD, chair the Sick Route Committee and serving on the Administration, Education/Certification, Entertainment/Trade Shows, Executive, Expansion, Finance, Member Benefits and Outreach Committees.

He was born in Los Angeles and raised in Whittier, graduating from Lowell High School. In 1981 a friend of Scott's was in the business with his dad and they got him into the business.

Scott has been a member of IPSSA for eighteen years and president of the Temecula/Murrieta chapter for nine years. He has also worked on the board for the Inland Empire Expo for the past ten years.

He has been married to his wife Lori for thirty two years and has two wonderful daughters, Brittany (25) and Mackena (20). Scott enjoys boating, golfing horribly and motorcycles.

What does Scott consider to be the major benefits of the pool service business? "You can work as much or as little as you want." The disadvantages? "Sometimes summer can be brutal."

"IPSSA's biggest challenge is educating ourselves and teaching potential members about who we are, what we have to offer, and how to get involved."

Region 6 includes the Corona, Hemet, Menifee Valley, Ontario/Rancho Cucamonga, Palm Desert, Palm Springs, Redlands, Riverside and Temecula/Murrieta chapters.

#### ONLINE TRAINING

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

**REGION 7**

Joe returns to the IPSSA BORD in the second year of his second term. He previously served from 1992-1994.

Joe is the Chair of the Member Benefits Committee and serves on the Entertainment/Tradeshaw, Expansion, Finance and Sick Route Committees.

Region 7 is made up of chapters in San Diego County California: Carlsbad, Escondido, North County Coastal, Rancho Del Mar, San Diego, San Diego East County and San Diego Metro.



**Joe Lukacik**  
Region 7  
San Diego County

**REGION 9**



**Jim Smith**  
Region 9  
Texas South

Jim is in his second year as Director of Region 9 and will be serving on the Bylaws, Expansion and Outreach Committees.

He was born in Nebraska and moved to Texas when he was in high school. He has lived in several areas of South and Central Texas and finally settled down in the Austin area in 1994. Jim spends his time off with his girlfriend, Christa,

and two teenage sons, Walker (17) and Hunter (15).

Jim has acquired knowledge in all aspects of the pool industry during his 20+ years of experience. He started his own company and immediately became an active member of IPSSA in 2002. During that time he has held the position as President for the Austin chapter, founded the North Austin chapter and served as President before being elected Director of Region 9 (South Texas).

He has testified in front of the Texas State Legislature numerous times of behalf of the pool industry. Jim was invited, and accepted, to sit on the committee that wrote the RAIL exam for the Residential Appliance Installer License in Texas. He has held a Residential Appliance Installer License and Residential Appliance Contractor License since the legislation was implemented.

Region 9 includes the Austin, Clearlake, Corpus Christi, Houston, North Austin, North Houston, San Antonio and West Houston Chapters.

**REGION 12**

Jason is in his second term on the IPSSA BORD. This year Jason will serve as CFO for a second year in a row as well as the chair the Education and Finance Committees. In addition, he will also serve on the Executive and Scholarship Committees.

He was born in Kankakee, IL and graduated from Westmont High School. Jason then served in the U. S. Armed Forces in the U.S. Submarine Navy. He also attended the University of Southern Illinois.

Jason had some family in the pool business and when he was going to start his second career discovered that the business fit very well for him. He started in 1999 and has been a member of IPSSA since 2000.

"I have been a five time president of the Ft Worth chapter, and have served as Secretary & Treasurer as well as ten years on the Region 9 board as the Treasurer. I am one of the three founding members of APEC (Aquatic Professional Education Council – Texas swimming pool lobbyist group) in 2004. I am currently still on the board and now the P.A.C. (Political Activist Committee) treasurer. I was awarded the 2010 Chairman of the Year Award, 2012 Robert Kropp Award along with Mr. and Mrs. IPSSA 2012."

Jason and his wife Tina have been together for 10 years. She owned a pool service company when they met, so now they get to work together. She is also the Ft. Worth chapter President.



**Jason Lehmann**  
Region 12  
Texas North

He is the Past President and member of the Ft.Worth Fierro club, past member of the North TX Corvette club and currently in the PCA Porsche club of America. Jason also enjoys mentoring in the pool business.

What does Jason consider to be the major benefits of the pool service business? "Freedom to pay more taxes...I mean...Having pride in running a successful and self-fulfilling business. I love achieving my goals and being with a professional crème of the crop association."

"IPSSA's biggest challenge is name recognition within the professional community and residential community. I also believe that we will change this soon."

Region 12 includes the Dallas, Ft. Worth, Mid Cities DFW, Tarrant County and Waxahachie chapters.

**REGION 8**

Marc is serving his second term on the BORD for Region 8 which includes the following chapters: East Valley, Henderson, IPSSA VIPS, North Phoenix, Northwest Las Vegas, Scottsdale, Tucson, West Valley and Western Las Vegas. Marc has a broad base of industry experience, ranging from emptying skimmer basket 101, to pool automation. He has been a member of IPSSA since 1996 and has served in many positions on the chapter level at the East Valley Chapter (Arizona) including Vice President, Treasurer, two terms as President, along with serving on the board of the Desert Pool and Spa Show. In addition, he was also awarded the Dan Nisly Award for humanitarian service in 2011.

Born in St. Louis, Missouri but growing up in Phoenix, Arizona since he was four, he has been a desert rat his whole life. "I love living in the desert southwest but it

does present its own issues when it comes to pools, such as dust storms, wind, heat, hard water, etc."

Marc married his high school sweetheart, Cynthia in 1983 and they had their daughter Brittany in 1990. Fashioned after his daughter's favorite television show, "Rescue 911," Marc established Rescue H2O Pool Service and Repair Inc. in 1994, with the idea of being able to control his time to raise a family. "It has worked out wonderfully. I have been able to be involved in my daughter's life as she grew up."

Marc believes that motivating the membership on a chapter level is key to the future success of IPSSA. "We have to keep our membership informed on issues in the pool industry, along with issues that affect us as members of IPSSA. If we can motivate on the chapter level then our membership will be excited to talk about



**Marc Cannon**  
Region 8  
Arizona, Nevada

IPSSA and what it has to offer. Motivation and informed knowledge of IPSSA benefits will not only sustain IPSSA, but help grow new membership."

**REGION 10**

John was born in 1971 in Stratford, NJ and grew up on a rural farm in South Jersey. He competed in HS football, wrestling, and track and after graduation, attended Norwich University, Military College of VT. As a Cadet at Norwich University he completed 4years ROTC, 4 years college football program, and was captain of the indoor & outdoor field & track teams. After graduating from Norwich he attended Lindenwood University for graduate school and graduated with an MBA with an emphasis in International Business.

After a brief rehab from college schooling, he moved from Boston, MA to San Jose, CA and was employed at Siemens before accepting a job in the public sector.

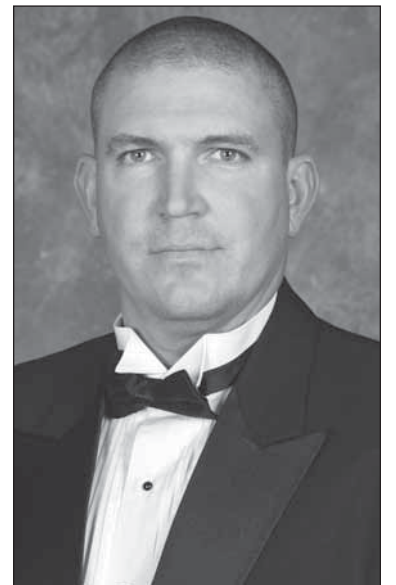
Hired by Genie Pool & Spa, San Jose in 2003, John worked as an IPSSA employee member for 2yrs before starting his own business and has been in business on his own since. He currently holds a

C61/D-35 & C-53 CA State Contractors License. John has participated in Genesis 3 training courses and countless MFG training programs over the past 10 years. He also has been fortunate enough to be mentored by some of the best service professionals and builders in the pool industry. John attributes his success and knowledge because those individuals pushed him to educate himself and strive to be a professional.

John has been an IPSSA Regular Member for 10 years, 4 years as the Monterey Coast IPSSA Chapter President. He believes in education and training and is an advocate of MFG training for pool professionals.

He and his wife Jennifer have 4 children and live in San Juan Bautista.

Region 10 is in the San Francisco/San Jose Bay Area, with 7 chapters: Fremont, Mid-Peninsula, Monterey Coast, Redwood Empire,



**John Oldfield**  
Region 10  
Northern California

Santa Clara Valley, Silicon Valley and Tri-Valley.

**REGION 11**

Todd Starnar represents the Gold Coast, Manasota, Osceola, Sarasota, Treasure Coast and Venice chapters in Florida and the North Georgia chapter.

This year Todd will serve as President of IPSSA for a second year in a row.

Todd was born in Park Ridge, Illinois, but has lived in Bradenton, Florida since he was five. He attended

Manatee High School and Manatee Community College.

He had a summer job cleaning pools for a small company and eventually was promoted to supervisor. Before leaving that job he ran twelve routes and two full-time repair trucks. He started his own company in 1994 and is proud to have many of the same clients seventeen years later.

Todd was one of the very first members recruited in Florida and he and Derric Raymond started the first two chapters in Manasota and Osceola.

His wife Tina and daughter Isabelle (15) come to all of the BORD meetings and "take on fun adventures while I'm in the meetings."




**Todd Starnar**  
Region 11  
Florida, Georgia

Todd likes the pool service industry because he can "provide a very good living for my family and have the flexibility to spend time with them." As far as disadvantages, "As my friend from the great state of Texas, Phil Sharp says "Find the problem, deal with it, and move on."

"IPSSA's biggest challenge is

understanding who and what IPSSA is and how to take that knowledge and help all our members. I have learned that no matter if you're in Region 1 to 12, we all face the same problems. I have also learned that I was right in joining this organization. We are the class leader in the pool servicing industry."



**IPSSA Board of Regional Directors Meeting**  
April 25, 2015  
Region 4  
Location TBD / 10 a.m.  
info@ipssa.com  
**Save the Date!**

# President's message

Hope this finds everybody doing well and gearing up for Spring. Question for you all, what would you call a 4 day weekend with only 16 hours of sleep? In the IPSSA world we call that Leadership Weekend. This year Leadership Weekend was Feb 6th and 7th. I would like to thank the NFL for moving the big game off of that weekend.

This year's weekend started on Thursday for BORD members with committee meetings held that afternoon. Friday bright and early started the Annual BORD meeting. Then Friday evening we had a round table for all new Presidents and Treasurers, followed by meeting to go over the new sick route

rules. Nice long day but well worth it. Saturday started at 7.30 am with our Leadership Seminar. We added a dynamic new speaker this year, we invited IPSSA's legal counsel Mark Alcorn. The weekend then ended with a great banquet which included awards, a casino and dancing. I would like to thank all of you who came and helped share in a great evening. I'd also like to give a big thank you to Amy, who I think got less sleep than I did and the staff from Lester Management, who without their help, we could have never pulled this weekend off.

As some of you are aware I have been blessed to have a unique situation that has allowed me to attend the last 9 leadership week-



ends. This weekend was one of my favorite ones. Why you ask? Mainly because of the new people I met. I was also able to catch up with old friends. This weekend made me

proud to be an IPSSA member. To all those new faces I meet this weekend, I want to take this time to thank you for your service.

So how do I top a great weekend? I tell you about the great year we had. We added more chapters to IPSSA bringing our total to 100 chapters, 69 chapters in California, 13 in Texas, 6 in Arizona, 4 in Nevada, 1 in Georgia and 7 in Florida.

Region 9 with the help of Director Jim Smith, split two of largest IPSSA chapters creating the largest growth area in IPSSA in 2014.

Jason Briggs and the Marketing Committee brought IPSSA banners, tablecloths and counter mats to each region to help in the promotion of IPSSA.

The membership drive in 2014 brought in over 77 new members. Our winners of the Membership Drive Contest 2014 were in First Place – North Austin chapter, Second Place – San Gabriel Valley chapter and Third Place – West Houston chapter. We also presented an honorable mention to Region 2 who brought in the second highest regional new member gain. Region 9, congratulations for having the first and third place chapters. It makes me proud to say I was once a member of Region 9.

We also had 13 new associate members join this past year with the hard work of Joe Lukacik and his committee.

Arrow insurance continues an insurance program for members that still remains the best in the industry. With unique coverage that other insurance programs cannot offer.

Sick route coverage continues to be the hallmark that distinguishes IPSSA over so many others industry associations. Sick route rules were established this past year with the hard work of Chas Dudley and his team for easier navigation by chapters and you the member.

Education continues to be a focus for IPSSA and we are blessed with financial support from our industry partners such as Hayward and Pentair for this mission. Jason Lehmann and Bob Luedtke and the Education Committee worked this past year to launch the water chemistry test in a new online format available in both English and Spanish.

The IPSSA Scholarship Fund awarded over \$6000.00 in scholarships to 21 applicants in 2014 to help further their education in the industry.

Our matching grants program was successful again this year in assisting worthy charities and individuals in our regions and chapters.

Pool and spa safety also continue to be a priority for IPSSA. In 2014 IPSSA continued as a Pool Safety Campaign Safety Leader by the U.S. Consumer Product Safety Commission. We again were a major sponsor of the National Drowning Prevention Symposium and were represented at the NSPF World Aquatic Health Conference

On the legislative front we are monitoring legislation throughout our regions with the help of organizations such as the California Pool and Spa Association (CPSA) AND APEC.

IPSSA researched and secured  
*Continued on page 7*

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## President's message

Continued from page 6

association management software and a new website to be launched in 2015.

It was a great year thanks to all of you out there but like all good things it had to end. So with the end of the year comes sad and good parts. This year we have 2 new Directors. We welcome from Region 2 Manuel Margain and from Region 10 John Oldfield. We also say goodbye and thank you to our outgoing Directors, from Region 2 Mark Lyons and Region 10 Chas Dudley. I'm proud to have served with you and to call you my friends.

Your new BORD is Region 1 – Brian Duncan, Region 2 – Manuel Margain, Region 3 – Ivan Vance, Region 4 – Jason Briggs, Region 5 – Steve Donohoe, Region 7 – Joe Lukacik, Region 9 – Jim Smith, and your new Executive Committee: Region 8 – Marc Cannon (Sec-

retary), Region 10 – John Oldfield (Asst. CFO), Region 12 – Jason Lehmann (CFO), Region 6 – Scott Peterson (Vice President), and Region 11 – myself (President). I'm excited to be associated with this group of guys. And the glue that holds us together, your Executive Director Amy Nijjar. When I started with IPSSA if you had said that one day IPSSA would have an executive committee representing Northern California, Southern California, Arizona, Texas and Florida, I don't think I would have believed it. But that's exactly what we have. So what now? We have a new year ahead of us with new goals and new challenges. So let's roll up the sleeves and get busy.

Thanks for all the support!  
 Todd Starner  
 IPSSA President / Region 11 Director

## 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.


# Table Top

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

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

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

Where: Pleasant Hill Community Center  
 320 Civic Drive  
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# Deck-O-Seal is proud to announce HS-1 SL Sealant

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This hybrid polymer sealant was developed using SMP technology designed for horizontal expansion joints in swimming pool decks,

patios, and sidewalks.

HS-1 SL is packaged in a convenient easy to use 62 ounce pouch that has a shelf-life of twelve months. Just screw on the supplied application tip and apply HS-1 SL into the joint by squeezing the resealable foil pouch.

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caulking gun needed. It is available in tan and grey and offers non-gassing bubble-free curing and is tack-free in 50 minutes.

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# Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker

By Ray Arouesty

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

This month's question was submitted by a member in Orange County, California

**Question:**

I was involved in a serious truck accident last month and there are three witnesses that claim I went through a red light and hit a car. That car in turn was pushed into a semi-truck. I wasn't seriously hurt, but passengers in the car were taken to the hospital. The car and semi-truck both have extensive damage. I currently buy auto liability limits of \$25,000/\$50,000/\$10,000 and I'm concerned that this isn't enough coverage to pay the damages if I am determined to be at fault. Is there any available cover-

age I can now buy that will cover me if I'm sued over this accident?

**Answer:**

The insurance coverage limits you mention provide for a payment of up to \$25,000 for injury to any one person with a maximum payout of \$50,000 to all people for bodily injury. Your policy also covers up to \$10,000 for damage to cars or trucks owned by others. These limits are quite low considering possible medical/hospital expenses as well as any loss of wage claims that could be made by persons you injure. Your property damage limit of only \$10,000 is also very low. Just look around at the number of cars whose value exceed this limit and we recommend that our clients carry much higher liability limits than you presently have. Many of our pool service clients, in fact, have a limit of \$1,000,000 or more for bodily injury and property damage claims.

You won't find any policy that will cover you retroactively for an accident that occurred last month and I'd consult with a lawyer regarding your options given the likelihood that the damages exceed your insurance limits. Going forward, I recommend increasing the liability limits on your truck and automobile insurance policies. While it won't provide any assistance for any previous accidents, you will be far better protected in the event of another incident.

## Education Quiz

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

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# Tri-Valley chapter receives donations from P.E.P., Pentair and Hacienda Pools



From Left to right Gordon Gregory, Stan Phillips Sr., Stan Phillips Jr., Brian Olivier, Jesse Luevano, Dario Martinez, Heather Gibson and Region 10 Director John Oldfield.

## Hacienda Pools

The Tri-Valley chapter was on the brink of closing but a few people stepped in and saved the chapter. Funds were extremely low and the Tri-Valley chapter board asked for help within its membership and chapter supporters. P.E.P. donated \$1200 and a Legend cleaner to be auctioned. Also donating were Dave Lagrimas from Pentair and Rick from Hacienda Pools donating a Pentair VS pump and a Pentair booster pump to be auctioned. The chapter is grateful for this support.

## Make A Splash this June by becoming an Official Host Location for the 2015 World's Largest Swimming Lesson™

*New Global 10 a.m. Start Time Announced for All Locations*



Host Location registration for the 2015 World's Largest Swimming Lesson™ (WLSL) is now open. New this year, all Host Locations will teach their lessons at 10 a.m. in their local markets as the lesson travels around the globe over the course of 24 hours. In

prior years, aquatic facilities hosting WLSL events conducted lessons simultaneously at 3 p.m. GMT.

The 2015 event will mark Team WLSL's sixth Guinness World Record attempt for the largest swimming lesson ever conducted. The international team, made up primarily of kids, works together to prevent childhood drowning by participating in a global swim lesson to spread the vital message Swimming Lessons Save Lives™.

Aquatic facilities, pools and waterparks interested in becoming an official WLSL Host Location can register at: <http://www.wsl.org/teach/>.

Team WLSL set its fifth Guinness World Record on June 20, 2014 with 36,564 participants from 22 countries. Since its inception more than 120,000 people have participated in WLSL lessons generating more than 150 million media impressions.

Tragically, drowning remains the leading cause of unintended, injury related death for children ages 1-5, and the second leading cause for children under 14. Research shows participation in formal swimming lessons can reduce the risk of drowning by 88% among children aged 1 to 4, yet many children do not receive formal swimming or water safety training.

More than forty different aquatics and safety organizations and publications support Team WLSL™ in their mission and encourage their members and constituencies to join the effort by registering as an official WLSL Host Location or participating in a local lesson.

About The World's Largest Swimming Lesson™

The World's Largest Swimming Lesson was founded by the World Waterpark Association in 2010 as a platform to help aquatic facilities and the many different regional, national and international water safety organizations work together to communicate the fundamental importance of teaching children to swim. Visit [www.wsl.org](http://www.wsl.org) to learn more.



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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, Suntek 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, Oreg	Pool Pump Sizing and Hydraulics for Beginners, Dennis Rettela	Certified Aquatic Equipment Installer, Part 1: The Nuts & Bolts, Michael Orr ★	New HydroRite UVO3 UV-Ozone Sanitation for Residential & Commercial, Ray Denkwicz ★	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 JXI, 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 Haverlaton ★	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 ★	Basic Electrical Class Including NEC, E.P. Hamilton ★	Hazardous Material Transport & Your Route Truck, Ron Hetzner	Chlorine Generators Arturo Torres ★ Clases En Español
11 A.M. TO 12:45 P.M.	New Pentair Suction Side Cleaners, 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 Marciano	Component, Compatibility Basic Hydraulics Residential Pools, Zodiac ★	When to Acid Wash a Pool, How to Avoid a Catastrophe, Nat'l Plasterers Council ★	Alternative Sanitizers for Residential Pools Del Ozone Beth Hamil ★	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	Chemical Free Oxidation Ozone and Advanced Oxidation with Eco Master, Cherie Brooks, Prozone Water Products ★	Variable Speed Pumps, Arturo Torres ★ Clases En Español

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# Las Vegas Pool and Spa Show Tabletop



Western Las Vegas chapter in conjunction with SCP held the first Las Vegas Pool and Spa Show tabletop event on February 18, 2015. It served as an opportunity

to educate weekly pool service providers of the many benefits of IPSSA.

There were fifteen participating vendors, a wide assortment of

raffle items and free food. The chapter is looking forward to making this show an annual event in their efforts to grow its membership.



*IPSSA members at the Inland Empire Pool Expo.*

From back row, left to right: Ron Goodwin, Scott Zahn, Renee Marier, Dan Riley, Lance Sada, Bill Brooks, Jack Delaney, and Ray Arouesty.

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# San Fernando Valley chapter donates toys to SERTOMA

By Ivan Vance

*Ivan Vance is the Region 3 Director.*

I think most of us in the pool industry look forward to the holidays for some off season respite to enjoy a little extra time with our families and perhaps in the larger community as well. This has certainly been true of our chapter in the San Fernando Valley for many

years as it marks the time for our annual toy drive. Our just completed effort proved to be another big success, with actual toys collected totaling several hundred and cash donations amounting to nearly \$5000.00. These donations were turned in to the SERTOMA (which stands for service to mankind) organization, a non-profit affiliate of fire fighters, which distributed

118,000 toys this past year to needy children in the Los Angeles area.

Of course we don't do it all alone. In addition to our SFV chapter members, we've had substantial assistance from other chapters as well such as Santa Clarita and Westside and major contributions from president Saul Krochmal and the SFV Metro. We received considerable support also

from the people at Pool Corp who placed toy collection barrels at their local branches as well as offering discount coupons to customers who brought in toys. Our drive culminated right next to SCP at fire station 90 in Van Nuys where we turned over the accumulated donations and loaded them

up in the SERTOMA van for delivery to their "toy central" location. SCP folks played a key role, with Jill DiGiovanni helping big time with her organizational skills and branch manager, Roger Quintana playing an outstanding Santa Claus. Truly a great and worthy job, well done!



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CAEI	4/2/2015	Anaheim
CAEI	4/7/2015	Palm Desert
CAEI	4/9/2015	Santa Rosa
CAEI	4/16/2015	Clovis
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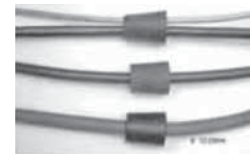
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# Urban water conservation drops from 22 percent to near 9 percent in January

*Additional mandatory conservation measures to be considered March 17*

As California enters a fourth year of drought, the State Water Resources Control Board (State Water Board) announced a steep decline in water conservation during the month of January, considered the driest January since meteorological records have been kept. Additionally, per capita water use inched up in January as compared to December 2014.

In the most recent statewide survey of nearly 400 urban water retailers, the amount of water conserved by the state's large water agency customers declined from 22 percent in December 2014 to approximately 8.8 percent in January in year-over-year water use comparisons. January followed a very wet December 2014, which reduced the need for outdoor water use and likely contributed to the high conservation rate in December.

"Today's announcement is a disappointment, but not a surprise considering how dry January was," said State Water Board Chair Felicia Marcus. "Clearly state residents used their outdoor irrigation in January, which appears to account for the decline in water conservation. At a time when communities are running out of water, fields continue to remain fallowed for a second year, and fish and wildlife are suffering, the prospect that this year will be worse than last year is very real. Urban water users must cut back more – to extend their own supplies and to allow for flexibility in the system. Whether in self-interest or community spirit, conservation is by far the smartest and most cost effective way to deal with this difficult drought."

On March 17, the State Water Board will discuss renewing an emergency regulation supporting water conservation originally adopted in July 2014, which restricts outdoor water use and authorizes penalties for water waste. The emergency regulation must be renewed before April 25. Water board members today directed staff to offer additional measures intended to increase conservation statewide.

On Tuesday, board members discussed the importance of the State Water Board having measures in place for 2015 to assist water districts, and their customers, in making sure water conservation remains a priority statewide.

"We are in an extremely serious situation. We can and must do better conserving our water during 2015 because there's just no guarantee this horrendous drought will end anytime soon," Marcus said. "If 2015, and then 2016 continue to be dry, we will look back on today, and this month, let alone the last year, wishing we'd saved more water now. This board is prepared to make some tough decisions in the coming months, including adopting permanent, rather than emergency water conservation measures, going forward. It is that serious."

## Water conservation efforts decline

Year-over-year monthly residential water savings declined statewide to 8.8 percent in January, down more than 60 percent from December 2014. Broken down by hydrologic region, the results show that some parts of the state saved much less water in January than in any month since reporting requirements began. A few hydrologic regions sustained significant water conservation rates in January.

*Continued on page 19*

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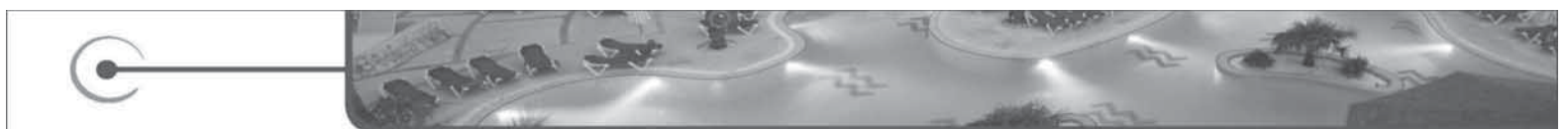
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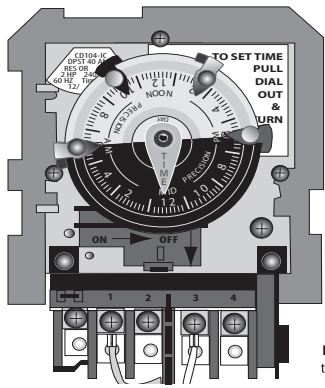
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## FPSIE News

With energy-efficiency legislation looming in all fifty United States and the thirteen Canadian Provinces, FPSIE is preparing for the monumental task of educating the pool-and-spa industry workforce how to sell, install, program, and service the energy-efficient products required by that legislation. With over 20 million swimming pools that will be targeted for energy-efficient upgrades because of the coming legislation, FPSIE envisions a huge demand arising for trained personnel in all facets of our industry (service, retail, distribution, manufacturing, and more) to service that demand. FPSIE is preparing to meet that demand by upgrading its information technology (IT) capability to the capacity necessary to accommodate streaming video, where presentations at the FPSIE Education Center in Sacramento can be streamed out to



remote classrooms throughout the U.S. and Canada. FPSIE's board of directors has developed a \$100,000 budget for this IT infrastructure upgrade project, which is expected to be accomplished in 2015.

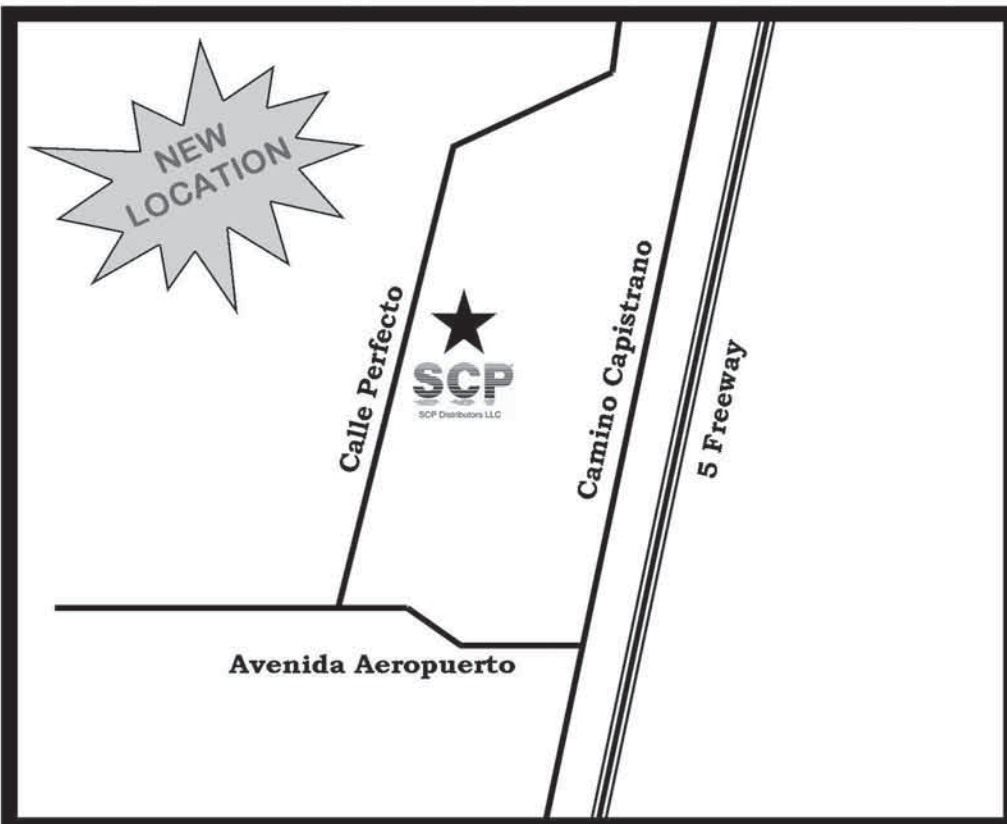
Following development of the Certified Aquatic Equipment Installer (CAEI) training course by the Pacific Gas & Electric Company (PG&E) in 2013 and its contracting with FPSIE to present that course to contractors throughout its service territory, to date over 1,000 contractors have been certified, and PG&E has paid rebates to contractors for more than 5,000 variable speed pump (VSP) installations. Sacramento Municipal Utility District (SMUD), PG&E, Southern California Edison (SCE) and Los Angeles Department of Water & Power (LADWP) are all now requiring the CAEI training to be completed by contractors participating in their rebate programs. The successes FPSIE has achieved in its work with California's electric utilities has generated enormous increases in sales of energy-efficient products, especially VSPs (because of utility company VSP rebate programs) in California. Because of these sales increases, more and more of the industry's "movers-and-shakers" (Hayward, Pentair, Speck Pumps, Zodiac and others) now support FPSIE's efforts. With additional states adopting California-like, energy-efficiency regulations, with support from the industry, FPSIE can replicate its California successes in other states and Canada. To accomplish this, a "train-the-trainer" school needs to be developed to train sufficient contractors in those areas. IT capacity also needs to be upgraded. FPSIE personnel have begun this mission by establishing a \$100,000 budget and are now on a mission to raise those funds. Chem Quip, Inc., a Northern California four-branch distributor, has graciously become the first industry donor to contribute towards this cause. Chem Quip President, Greg Durkee, said when presenting the donation to FPSIE: "Customer Service at Chem Quip is a huge line-item expense, training customer service personnel to enable them to adequately service our customers is a significant portion of that expense. We have found that our more industry-savvy customers require much less time of our customer service representatives. So, we have come to depend on FPSIE to do that training; our customer service personnel regularly attend FPSIE classes and refer customers to FPSIE for training. So when FPSIE approached us about its need for additional training capabilities, we decided to reward it for its ten years of service to us and the pool/spa industry, with our contribution to provide seed money towards funding for that need. We encourage everyone in the pool/spa industry to join us in supporting FPSIE in this effort. They have proved to be good stewards of their sponsors' money; they accomplish much – on a tiny budget."

FPSIE, Inc. is a 501 (c) (3) not-for-profit corporation dedicated to raising the level of knowledge and professionalism of the pool/spa industry workforce and its future leaders through the FPSIE Education Center for career development.

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## Urban water conservation drops

Continued from page 19

- The Pacific Institute has an R-GPCD mapping tool.
- The State Drinking Water Program has an urban water R-GPCD Calculator.

### Background

In his Jan. 17, 2014, Emergency Drought Proclamation, Gov. Jerry Brown called for Californians to

voluntarily reduce their water use by 20 percent. The trend of increasing reductions and specific local data shows that many California communities have met and even exceeded the call to conserve. However, more can and must be done to protect water supplies should the drought persist. Current

forecasts indicate that Californians cannot count upon a wet winter to end the drought.

The Emergency Water Conservation Regulation will be in effect until April 25, 2015, and will likely be extended if drought conditions persist. The State Water Board will closely monitor the implementation of the regulations and the weather over the coming months to determine if further restrictions are needed.

During 2014, the State Water Board took action to increase access to recycled water in an effort to augment scarce water supplies. Water recycling is the use of treated municipal wastewater for beneficial purposes, such as agricultural and landscape irrigation, industrial processes and replenishing groundwater basins. In March 2014, the

Board approved new low-interest financing terms for water recycling projects to help California produce an additional 150,000 acre-feet of recycled water annually. The effort makes \$800 million available for projects such as recycled water treatment and distribution and storage facilities that can be completed by 2017. In June 2014, the Board adopted a general order that makes it easier for communities to use non-potable recycled water for agriculture, landscape and golf course irrigation and other uses. During the year, various regional boards took action to approve the use of recycled water for local projects under their jurisdiction.

As part of its efforts to build on conservation gains statewide, on Feb. 17 State Water Board mem-

bers heard presentations by staff on ideas presented at a Dec. 17, 2014 water conservation workshop in Los Angeles. Multiple topics were addressed and actions were identified that could be implemented by the State Water Board to sustain and possibly improve water conservation efforts during 2015. The staff has been asked to bring the ideas to the March 17 Board meeting when the State Water Board is expected to decide to renew the emergency water conservation regulation, and discuss strengthening water conservation measures.

Visit [SaveOurWater.com](http://SaveOurWater.com) to find out how everyone can do their part, and visit [Drought.CA.Gov](http://Drought.CA.Gov) to learn more about how California is dealing with the effects of the drought.




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# PCI and Hasa, Inc. partner in response to Ebola Crisis in Liberia

## Donation of bleach will support PCI's efforts to treat and prevent spread of Ebola

PCI (Project Concern International) and Hasa, Inc. are joining forces to respond to the Ebola crisis in Liberia. Hasa is donating 1050 cases of bleach to PCI, which will be used in medical and community care centers in Liberia as a sanitizer to prevent the spread of Ebola.

"Bleach is essential in the fight against Ebola, and this donation from Hasa will allow us to save lives and prevent the further spread of the disease," said George Guimaraes, President & CEO of PCI. "We are grateful for Hasa's generous gift, and it comes at critical time in our response efforts as we will need this material more than ever in operating Community Care Centers to treat Ebola patients."

Bleach is used to create a chlorine solution which kills Ebola germs and is used extensively in Ebola treatment from hand washing, to cleaning medical instruments, cleaning health facilities, and hazmat suits for doctors and nurses treating patients. Washing hands and arms in a chlorine solution is required for entering any public building or office in Liberia, and used in every step of treating an Ebola patient.

"The Hasa team is proud to contribute to PCI's fight against Ebola," said Rory Manley, President of Hasa Inc. "This human tragedy that threatens Liberia and other African countries also has global implications and is a battle that cannot be lost. Here in the U.S. we take for granted the simplest things like bleach which affords us clean drinking water and prevents the spread of disease

in so many ways. We gladly share this basic resource and hope that it will improve sanitary conditions in Liberia."

Maersk is generously donating the shipment of the bleach to Liberia through its port in Houston. The bleach is expected to arrive in Liberia later this month.

Since the beginning of the Ebola outbreak, PCI has reached more than 140,000 Liberians through community mobilization and awareness-raising efforts as part of its Food for Peace program funded by the U.S. Agency for International Development (USAID). PCI is also constructing ten Community Care Centers in two counties, training Liberian health workers on preventing and treating Ebola, and providing medical and personal protective equipment to health care workers.

About PCI: PCI's mission is to

prevent disease, improve community health and promote sustainable development worldwide. Motivated by a concern for the world's most vulnerable children, families and communities, PCI envisions a world where abundant

resources are shared, communities are able to provide for the health and well-being of their members, and children and families can achieve lives of hope, good health and self-sufficiency. For more information, visit [www.pciglobal.org](http://www.pciglobal.org).

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## New Jandy Pro Series JXi Pool Heater: Ultra-compact, lightweight design and flexible installation capabilities make it an optimum unit for service technicians

Zodiac Pool Systems, Inc. (Zodiac) has officially released its highly-anticipated Jandy® Pro Series JXi™ gas heater, the latest in the company's line of innovative pool and spa heating solutions for residential pools. Zodiac® design-

ed the JXi to not only outperform other heaters in its class, but also to make installation and integration with other systems less time-consuming and easier for pool professionals, especially in retrofit situations.

### Flexible installation

The JXi's ultra-compact, lightweight design allows it to be installed by a single service technician in areas as small as two square feet. Its JXi's 3-port header design provides maximum plumbing flexi-

bility, so pool professionals can replace most leading heaters without making any plumbing adjustments. Sidewall ventilation enables optimum installation versatility, and a 180-degree rotatable top means headers never need to be rotated.

Electrical tray components are easy to access via a flip-up electrical panel.

### Maximum efficiency

The JXi heater offers maximum thermal efficiency in a small package. It has earned a thermal efficiency rating of 83 percent, which surpasses the Department of Energy's strict energy efficiency requirements. The increase is due to an innovative coiled copper fin heat exchanger design and an upgraded single stainless steel center burner that allow for more efficient heat transfer.

Combining the JXi with the highly innovative and energy efficient Versa-Plumb® system increases hydraulic efficiency, uses less horsepower and minimizes the amount of plumbing and pipefittings required. This set-up provides the most energy-efficient usage with the smallest footprint, while also saving on plumbing costs and installation time.

### Control convenience

A user-friendly digital display interface is available for simple temperature control and easy access to diagnostics. For extra convenience, the JXi is automation-ready with its RS485 interface. It can be controlled by any AquaLink® system with ease.

Using the free iAquaLink app, homeowners can control their pool and spa anytime, anywhere from their smartphone or other Web-connected device. iAquaLink also allows the pool pro to monitor and diagnose many issues remotely without having to go on site.

### Additional support for professionals

Zodiac will be running online advertising to the public on the JXi in February and March; pool builders and service technicians may want to look at ways to promote the product during that time frame. Zodiac Academy training on installation, troubleshooting and repair of heaters and other technical equipment components is available. Contact Zodiac at 800-822-7933 for a training schedule.

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## Mark Cyr

*Continued from page 1*

IPSSA are unparalleled, from being one of the founding members of the East Valley Chapter, a founding member of Region 8, and most notably a founding member of the Desert Pool and Spa Show. Mark was there at the beginning to help with the start of the show and continues to this day with the running, planning and success of Region 8.

When it comes to helping others in the service industry and IPSSA, Mark is considered the "Yoda" of Region 8. He has mentored many pool professionals in the Phoenix area. Mark has also employed many young pool professionals and has worked with them as they go out on their own to start their own businesses. He has always been available to chapter and region members for difficult problems out in the field and always helps without ever making the person asking for help feel like he is bothering him.

Mark is a quiet humble man who has done so much for IPSSA and the pool industry. Congratulations Mark!

# IPSSA CHAPTER LISTINGS

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 Pres. Martin Stenhouse (925) 240-8222  
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**EL DORADO**

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

**ELK GROVE**

Second Wednesday, 7:00 p.m., Logan's Roadhouse,  
 9105 W. Stockton Boulevard, Elk Grove  
 Pres. Jerry Marquardsen (209) 747-4953  
 jerry'spoolservice@yahoo.com

**GOLD COUNTRY**

First Mon., 6:00 p.m., Max's Restaurant  
 110 Grass Valley Hwy, Auburn  
 Pres. Allan Leas (530) 887-8074  
 al@townpools.com

**MODESTO CENTRAL VALLEY:**

Third Tues., 6 p.m.  
 Perkos Restaurant, Kiernand Road & 99, Salida  
 Pres. Mike Imelio (209) 581-3294

**SACRAMENTO CITY**

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

**TRACY:** Fourth Thurs., 6 p.m.,

Perko's Café, 1321 W. 11th Street, Tracy 95376  
 Pres. Greg Mongeau (209) 833-8109

**WEST PLACER**

First Thurs., 5:30 p.m., Strikes Bowling Alley  
 5681 Lonetree Blvd., Rocklin CA 95765  
 Pres. Kim Silva (916) 955-2990

**REGION 2 (CENTRAL CALIFORNIA)**

**B.O.R.D. Member: Manuel Margain**

(559) 307-1072

E-mail: manuelmargain@comcast.net

**BAKERSFIELD**

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

**CENTRAL COAST**

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

**CONEJO:** Second Wed., 7:30 p.m.,

Cisco's, 1712 Avenida de Los Arboles, Thousand Oaks  
 Pres. Dennis Van Sloten, (805)813-6154  
 dvs10@live.com

**CONEJO VALLEY**

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

**FRESNO:**

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

**SANTA BARBARA**

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

**VENTURA:** Third Tues., 7 p.m.

Yolanda's Mexican Cafe, 2753 Main St., Ventura  
 Pres. Jason Trone (805) 660-6344

**VISALIA:** Third Wed., 6 p.m.

Amigo's Cantina, 5113 W. Walnut Ave., Visalia  
 Pres. Roman Gomez (559) 992-5779  
 romangomez1251@yahoo.com

**REGION 3 (NORTH L.A. COUNTY)**

**B.O.R.D. Member: Ivan Vance**

(818) 376-8541

E-mail: ivanvance@att.net

**ANTELOPE VALLEY**

Second Monday, 6 p.m.  
 SCP Antelope Valley, 4514 Runway Dr., Lancaster  
 Pres. Bob Cranmer (661) 609-3682  
 warren\_cranmer@msn.com

**DIAMOND BAR**

First Thurs., 7:30 p.m., Oak Tree Lanes, Diamond Bar  
 Pres. Robert Nichols (626) 914-4813

**FOOTHILL**

Third Thurs., 7:00 p.m., American Legion Hall  
 La Crescenta at Manhattan, La Crescenta  
 Pres. Raul Fernandez (818) 563-9410

**SAN FERNANDO VALLEY**

Third Wed., 7:30 p.m., 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

poolboy1950@yahoo.com

**SOUTH BAY**

Second Wed., 7 p.m., American Legion Hall

412 S. Camino Real, Redondo Beach

Pres. Randy Mahler, (310) 832-1785

rmahler@oceanviewpools.net

**WESTSIDE**

Second Tues., 6:30 p.m., American Legion Hall

5309 S. Sepulveda, Culver City

Pres. Jeff Von Dwingelo (310) 749-1853

waterdogpoolservice@msn.com

**WHITTIER:** First Wed., 7 p.m.

Superior Pool Products in Santa Fe Springs

Pres. Tom Horning, (562) 458-2881

tomspoolcare@roadrunner.com

**REGION 5 (ORANGE COUNTY)**

**B.O.R.D. Member: Steve Donohoe**

(949) 235-5888

E-mail: steve@anotherperfectpool.com

**ANAHEIM:** Third Wed., 6:30 p.m.

Roundtable Pizza, 12829 Harbor Blvd., Garden Grove

Pres. Cal Pratt (949) 230-7462

**CENTRAL ORANGE COUNTY**

Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin

Pres. Jeff Steinker (949) 586-4860 jsteinker@cox.net

**DANA POINT:** Second Tues., 6 p.m.,

Coco's, Crown Valley and I-5

Pres. Brian Bottrell, (949) 697-8544

vambrian@gmail.com

**HUNTINGTON BEACH**

Third Mon., 6:30 p.m., Round Table Pizza

Warner & Euclid, Huntington Beach

Pres. Greg Beard (714) 903-8607

**MISSION VIEJO:** First Tues., 6 p.m.

Claim Jumper, 27845 Santa Margarita Pkwy

Pres. Mark Byrne, (949) 690-6381

eternitypool@gmail.com

**NORTH ORANGE COUNTY**

Second Wed., 7 p.m., Graziano's Italian Restaurant,

17487 Imperial Highway, Yorba Linda

Pres. Rick Reyes (714) 635-5459

rickmreyes50@yahoo.com

**ORANGE COAST**

Last Monday, 5 p.m., Carrow's Restaurant

Warner & Magnolia, Huntington Beach

Pres. Michael Kei Black (714) 891-0351

mblackels@netzero.com

**ORANGE COUNTY #1**

Second Wednesday, 7:00 p.m.; Graziano's,

17487 Imperial Hwy, Yorba Linda

Pres. Bill Walton (714) 632-8888

**ORANGE COUNTY #9**

Second Wed., 7 p.m., Dad Miller Golf Course

North Gilbert Street, Anaheim

Pres. Rob Tobias (714) 812-7993

**ORANGE COUNTY POOL PROFESSIONALS**

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

18050 Brookhurst St., Fountain Valley CA 92708

Pres. Jim Romanowski (714) 404-2550

poolperfection1@aol.com

**SADDLEBACK VALLEY**

Last Tues., 6 p.m., Lone Star Steakhouse,

24231 Avenida de la Carlotta, Laguna Hills

Pres. Scott Kather (714) 742-9597

**SOUTHWEST:** First Wed., 6 p.m., ABC Pools

10560 Los Alamitos Blvd., Los Alamitos

Pres. Ken Tipton (562) 430-8515

**SURF CITY**

Third Tues., 6:30 p.m., Superior Pool Products,

10865 Kalama River, Fountain Valley

Pres. Frank Malavar (714) 960-3558

**TUSTIN/IRVINE**

Second Tues., 6:00 p.m., PSOC Waterline Technologies,

220 N. Santiago Street, Santa Ana

Pres. Rich Foley (714) 974-1514

**YORBA LINDA**

First Wed., 6:45 p.m., Lampost Pizza,

21480 Yorba Linda Blvd. #D, Yorba Linda CA

(call president to confirm mtg time).

Pres. Jaime Aranda, (714) 746-5138

jaimearanda@sbcglobal.net

**REGION 6 (INLAND EMPIRE)**

**B.O.R.D. Member: Scott Peterson**

(951) 699-8407

E-mail: ipssascott@yahoo.com

**CORONA**

Second Tues., 7:00 p.m., Marie Callenders

160 E. Rincon St. (at Main St.), Corona

Pres. Johnny Springer (951) 741-6189

johnnyspoolandspa@sbcglobal.net

**HEMET:** Third Wed., 6:00 p.m., El Jalapeno

1999 N. State Street, Hemet

Pres. John Bettencourt (951) 925-2442

bettencourtpool@msn.com

**MENIFEE VALLEY**

First Wed., 7 p.m. at My Buddies Pizza

2503 E. Lakeshore Drive #A, Lake Elsinore

Pres. Renee Marier, (951) 285-9672

mangopoolnsa@verizon.net

**ONTARIO/ RANCHO CUCAMONGA**

Second Tues., 7 p.m., Carrows Restaurant

11669 Foothill Blvd., Rancho Cucamonga

Pres. Ron Goodwin (909) 989-0406

good2win@msn.com

**PALM DESERT**

Third Thurs., 6 p.m./7 p.m., please check with pres.

Sloan's, 81539 US Hwy 111, Indio CA

Pres. Matt Kauber (760) 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. Scott Zahn, (951) 653-8907, zahner99@msn.com

**TEMECULA/MURRIETA**

Third Wed., 7 p.m., Pat & Oscar's

29375 Rancho California Rd., Temecula

Pres. Jack Delaney (951) 674-6318

**REGION 7 (SAN DIEGO COUNTY)**

**B.O.R.D. Member: Joe Lukacik**

(619) 508-8587

E-mail: joe.sunpools@yahoo.com

**CARLSBAD:** Third Wed., 7 p.m.

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@blueribbonpools.com

**NORTH COUNTY COASTAL**

Third Tues., 6:30 p.m.

Brett's BBQ, 1505 Encinitas Blvd., Encinitas

Pres.

# Associate Members

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

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**A. O. SMITH - REGAL BELOIT**  
www.regalbeloit.com / 937-667-2431  
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Bill DeCorrevont / bill.decorrevont@aosepc.com  
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