

**California Capitol Report**

## Increased Child Drowning Incidents Drives Advocacy for Barriers

By John Norwood  
Director of Government Relations, California Pool & Spa Association.



The Consumer Products Safety Commission recently reported there were, on average, an estimated 6,600 pool-or-spa related, hospital emergency department treated, nonfatal drowning injuries each year for 2016 through 2018, and 363 pool-or-spa related fatal child drownings reported per year for 2014 through 2016, involving children younger than 15. Fatal incident rates spiked in 2016

with 389 reported fatalities involving children younger than 15, 74 percent of which involved children younger than 5. In addition, the data also identified June as the month with the highest fatality incident rate and residential locations made up 72 percent of reported fatal drowning incidents.

Children ages 1-4 have the highest drowning rates with most drownings occurring in

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## IPSSA Texas Promotes Community Drowning Prevention and Rescue

By Casey Gardner  
Mid Cities Chapter President

With summer nearing, families often seek respite from the heat at pools and lakes. To help prepare its students, Ginnings Elementary hosted Jaguars Swimming for Success, a week-long program teaching water safety.

With Jaguars Swimming for Success, students learn techniques that could save themselves or someone else in a swimming-related emergency.

Fourth and fifth graders were brought to the Denton Natatorium to receive vital information about how to swim, prevent drowning and rescue other swimmers. The event was the brainchild of Kristen Gray, Ginnings curriculum specialist, who saw other school districts operate similar programs.

Denton is located between open-water areas to both the north and south, making swimming safety extremely important.

“A lot of our students live near facilities that lack lifeguards,



which made it extremely important that they understand proper water safety,” Mrs. Gray said. “This definitely wasn’t an event where we told the kids, ‘Hey, we’re going to play in the pool.’ With this program, they can help save themselves or someone else in a swimming emergency.”

Mrs. Gray added that the event was integrated into the curriculum, with students solving math problems about the volume of a pool, learning the science of why objects float, and writing journal entries about what they learned. Some of those lessons

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### IPSSA Partners with Pride Industries

IPSSA proudly partners with Pride Industries for the mailing of the IPSSAN to its subscribers. In addition to taking on the role of the “mail house” for the IPSSAN, Pride Industries will insert loose advertisements into the newsletter.

Pride Industries is a 501(c)3 nonprofit social enterprise that was founded in 1966 in the basement of a church in Auburn, California with a mission to create jobs for people with disabilities. Through a wide spectrum of services, Pride Industries helps people overcome employment obstacles and empower them to lead productive, independent lives as contributing members of their communities.

For more information about Pride Industries: <https://prideindustries.com/>

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## IPSSA Region 12 – Stepping Up Water Safety

### Region 12 Approves to Purchase 3 AquaEye™ Scanning Sonar Devices to be Donated to North Texas Emergency First Responders

#### What it does

The AquaEye™ is an advanced underwater scanner, using the latest in ultrasound and artificial intelligence technologies to identify human bodies underwater.

The AquaEye™ handheld scanner enables rescuers to quickly access a scene and identify potential victims within seconds of entering the water. The AquaEye™ acts fast, requires only one rescuer, and covers more ground in less time.

#### Our Partnership

IPSSA North Texas members are embedded in several water safety awareness organizations like NDPA, TXDPA and Families United, also many foundations to

help spread the message #NotOneMoreDrowning #lifeguardyourchild to get involved contact your local IPSSA chapter President.

#### Testimony

Mike Fugate Founder, The BMF Project recently stated:

“The BMF Project is excited at the possibilities presented by the AquaEye™. We have used the AquaEye™ in a recovery situation in which we were able to help bring closure to a family in a matter of minutes. In our opinion, the AquaEye™ will not only help many families but also keep those willing to sacrifice themselves to help bring our loved one’s home, safe.” to learn more about the

BMF Project and Read the Fungates story visit <https://thebmfproject.org/>.

Content courtesy of [www.vodasafe.ca](http://www.vodasafe.ca) inventors of The AquaEye™ and Casey Gardner President Mid-Cities



### Things to do in August

- Sunscreen ➤ Hat ➤ Drink lots of water



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**A Message from the President**

**By David Hawes**  
*IPSSA President, Region 1 Director*

Hi Everyone,  
You have made it through the crush of July 4th and hopefully sliding down the other side of the season. Soon the kids will be back to school, client's vacations will be over and we will finish up with a push through labor day. The PIE show starts September 19th and the bookend for the 2019 swim season is in place. It always seems to be a crazy ride, but for those of us that have done it for so many years, it is our norm. Our progress on IPSSA matters continues and we are nearing our Board of Regional Director's meeting in August. It will be a video meeting, and we are getting accomplished at conducting business in this manner. It has been a huge time and money saver for the Association and at a time of the year when we all are super busy, it is nice to have a meeting from the comfort of our home or office and not worry about hotel rooms, airline travel, or all the work we usually have to do

prior to a trip. Please let your Chapter President and/or your Regional Director know if you have questions that need answered. Rose prepares an agenda based on the committee work and items that need to be discussed in terms of IPSSA business, but if you a question, make sure you bring it up through your President, to the  
*Continued on page 18*



**WELCOME NEW MEMBERS!**

**REGION 1 – Capital Valley:** Konstantin Zamoshnikov, Whitnex Kai... **East Bay:** Tim Sharrock... **REGION 2 – Ventura:** Cole Wilson, Ismael Elguera... **REGION 3 – San Gabriel Valley:** Bruce Hamilton... **REGION 4 – Whittier:** Meleso Ramirez... **REGION 5 – Dana Point:** Darrell McKenzie... **Tustin/Irvine:** Ryan Schultz... **REGION 6 – Riverside:** Ruben Ortiz... **REGION 8 – North Phoenix:** Kevin Vescio... **REGION 9 – West Houston:** Joseph Sysling.

**Financial office thanks chapters with prompt payments**

The Financial Office thanks the following 42 chapters, whose members all paid promptly in June before second notices were required:

- Region 1 – East Bay, Tracy, Capital Valley, West Placer, El Dorado, East Contra Costa
- Region 2 – Bakersfield, Conejo, Central Coast
- Region 3 – Foothill, Antelope Valley
- Region 4 – Central Los Angeles, East Long Beach
- Region 5 – North Orange County, Surf City, Yorba Linda, Tustin/Irvine, Orange Coast, Orange County Pool Pros
- Region 6 – Hemet, Palm Springs, Riverside, Redlands, Temecula/Murrieta, Corona, Menifee Valley
- Region 7 – Carlsbad, Rancho del Mar, San Diego Metro, North County Coastal, San Diego East County
- Region 8 – Scottsdale, Henderson, West Valley
- Region 9 – Houston
- Region 10 – Mid Peninsula, Tri Valley, Fremont
- Region 11 – Treasure Coast, 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!

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

- Aquatic courses
- Electrical safety courses
- Occupational safety courses
- Environmental management courses
- Depart of Transportation courses

- Healthcare courses
- Employment law courses

Plus three courses are available in Spanish. It's easy to enroll. Visit [www.ipssa.com](http://www.ipssa.com) and click on Shop to see all that is offered.

Once you have purchased your online training course, within one business day you will be emailed a link to the IPSSA training portal and an access code to activate your online class.

Prices for the classes range from \$19.95 to \$259, with most in the \$19.95 category. And, IPSSA members will be rebated 35% of their class fee upon completion.

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# IPSSA Austin Donates \$10,000 to 2019 Statesman Swim Safe Program

By Keith Timm

VP, IPSSA Austin Chapter

Each year in the United States, drowning claims the lives of hundreds of children. Particularly at risk are children from low-income families, who are four times more likely to drown than children with greater economic resources. In 2000, such startling statistics prompted the creation of the Statesman Swim Safe program, which recognizes the critical need for accessible swimming instruction for at-risk children and helps them to become safer in and around water.

Swim Safe partners with the Austin Parks and Recreation Department's Aquatic Division, the YMCA of Austin and the YMCA of Greater Williamson County to administer the free lessons. The Austin Community Foundation manages the Swim Safe fund.

"As the weather heats up and local kids head to the water to cool off, we want to make sure they have the life-saving tools they need," said Jeff Simecek, director of the Statesman Cap10K and community development. "IPSSA's generous contribution will help teach hundreds of local children how to swim,



improve their health and safety, and provide something every child deserves: fun!"

"What better way for an association of independent pool and spa service members to positively contribute to their industry and community than to donate to the Statesman Swim Safe program," said Keith Timm, vice president of IPSSA Austin South. "We are honored to help support this long-standing life-saving program and help children learn to be safe while having fun in our pools, lakes and rivers. Ultimately, we welcome the day when every child in Central Texas learns how to swim."

Donations go toward funding swimming lessons. A donation of \$35 pays for a new swimmer's lessons. Donations can be made at [statesman.com/community](http://statesman.com/community). Questions may be directed to [community@statesman.com](mailto:community@statesman.com).

**About the Statesman Swim Safe**

The Statesman Swim Safe program was established in 2000 to

# 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](mailto:ray.arouesty@hubinternational.com).

**Question:**

In a recent chapter meeting we discussed the subject of liability on chemical-only accounts. Most of my accounts are in rural areas where phosphates

are high creating havoc in middle of pool season. It's tough to keep chemical levels at an appropriate level and I'm thinking that there is too much risk in doing chem-only accounts. What is your recommendation?

**Answer:**

Chem-only accounts represent a challenge for pool techs, especially when there are problems at the pool that go beyond the scope of chem-only service. A pool tech might be sued for a dangerous condition at the pool, even though he didn't think it was his job to do so.

Pool techs should always work with a written service agreement, and this is most important when a tech is providing limited maintenance service. A written service agreement defines the areas of a pool tech's responsibility, which can be ambiguous without an agreement. Ambiguities are too often resolved in court.

There will be times when it may still be necessary to drop serv-

ice to a dangerous pool, even if you are working with a service agreement. These situations include conditions that can lead to entrapment — such as a missing main drain cover, electric shock — like a bad GFCI, or carbon monoxide poisoning due to an improperly vented heater. Discuss these dangers with your customer and if they refuse to fix the situation you should think about dropping the account. Confirm in writing your conversations with your customer as well as the reason why you are dropping the account.

Ray Arouesty, J.D. is Senior Vice President of Arrow Insurance Service, a division of HUB International Insurance Services Inc.

provide life-saving swimming lessons to children in communities of need. The program has raised more than \$536,000, which has provided the life-saving skill of learning how to swim to more than 13,000 Central Texas children. The lessons promote fitness, build self-esteem, teach sportsmanship, and enriched families and communities.

**About Statesman Media**

Statesman Media is the premier media company in Central Texas. Its brand portfolio spans print and digital, reaching audiences on smartphones, tablets and desktops. Our products and serv-

ices include the Austin American-Statesman, named Texas Newspaper of the Year three of four years by the Texas Associated Press Managing Editors; six community newspapers; Austin360, the entertainment publication; corresponding websites, [statesman.com](http://statesman.com), [hookem.com](http://hookem.com), and [austin360.com](http://austin360.com); the digital edition, Statesman ePaper; a dynamic news app, Statesman Live; and social media feeds, @statesman and @austin360. Our print products reach more than 638,000 readers each week, while digital platforms draw 5 million visitors

accessing more than 26 million pages each month. With over a century of experience, Statesman Media knows local. We'll take your business to the next level with traditional and digital marketing solutions. Statesman Media manages the Statesman Cap10K as well as several community and charitable efforts including Statesman Season for Caring and Statesman Swim Safe for Austin Kids, a local program that teaches at-risk children to swim. Statesman Media is part of GateHouse Media. For more information, contact Sylvia *Continued on page 6*

## Introducing New IPSSA Merchandise!

IPSSA has some new items to help you grow your chapter and BOOST your meeting experience!

Orders can be billed to your Chapter account or Credit Card, Shipping Costs will vary depending on order size. To order contact: [info@ipssa.com](mailto:info@ipssa.com)

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Contact IPSSA [info@ipssa.com](mailto:info@ipssa.com)

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

# Painting Tips and Tricks: Selecting and Applying Coating Products

**By Kevin Harrington**  
*Division manager of the Ramuc Pool Paint Company, located in Rockaway, NJ.*

Painting is one of the best ways to protect and beautify both commercial and residential pools. In

addition to adding a vibrant, fresh color, a new coat of paint can be a cost-efficient way to give new life to concrete, plaster, or fiberglass pool surfaces. Painting a pool is not as difficult as one may think. Proper planning, surface preparation, and using best practices from the field will help ensure the best results. This article will discuss the various tips and tricks involved in painting commercial and residential pools, including preparing the pool surface, and choosing the right product—whether it be epoxy, rubber, or acrylic paint.

**Choosing the proper paint**

There are three types of coatings that are suitable for aquatic surfaces:

**Water-based acrylic**

This paint can be applied over most types of coatings providing they are in sound condition. Additionally, water-based acrylic paint can be used on damp surfaces—which can be especially beneficial in many situations. This is a cost-efficient painting approach and when done correctly, it may last up to two seasons.

**Chlorinated or synthetic rubber**

Chlorinated rubber coatings provide excellent hiding, protection, and coverage for previously painted chlorinated rubber surfaces. These coatings can also be applied to bare concrete, marcite, or plaster. These finishes are designed to last between four and five years. Synthetic rubber coatings can be applied over existing chlorinated or synthetic rubber systems, bare concrete, or plaster and is intended for use where adherence to volatile organic compound (VOC) regulations is required. When properly applied, this finish can last up to three years.

Both of these coating systems can also be used for fountains and ponds.

**Epoxy**

This paint option creates a tough, durable finish with unsurpassed stain, chemical, and abrasion resistance. Epoxy can be an excellent alternative to re-plastering; two coats of a high-build epoxy will achieve a hard, abrasion-resistant surface that costs one-third less than expensive resurfacing finishes. With proper preparation, a high-build epoxy finish can last up to eight years. Traditional epoxy will last approximately five years.

Remember to also consider self-priming paints that will reduce the amount of time needed to complete the job and save money by avoiding the purchase of a primer. These paints eliminate the need to apply a primer before applying the first layer of paint.

**Pro tip:** Always check into the VOC regulations where the pool is being painted before purchasing a coating product as regulations vary in Canada and the United States.

Paint selection begins by determining what type of coating is currently on the pool. Unfortunately, with many pools, pool professionals must deal with a pool that has many, many layers of built-up paint. Pool professionals are often dealing with a pool that has more than one type of paint under the various layers. Some pool paint suppliers offer a free paint chip analysis, which can be very helpful—especially with pools that have many layers of old paint. To prevent an expensive mistake, a paint chip should be sent to the paint supplier for analysis, as they can provide information such as thickness, number of coats present, and integrity of adhesion—as well as make recommendations for the best paint to use in the particular pool application. If the pool is currently coated with an epoxy, this paint must continue to be used as

*Continued on page 13*



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# BALANCING ACT

By Rose Smoot, IOM, CAE  
IPSSA Executive Director



Rose Smoot

## How to manage work life/balance

Well it is midsummer- how are you surviving? Did you forget all about life in balance and just dived right into work because you're so busy?

With so many of you juggling your heavy workloads, managing relationships and family responsibilities, and squeezing in outside interests, it's no surprise that **more than one in four** Americans describe themselves as "super stressed." And that's not balanced—or healthy.

In our rush to "get it all done", it's easy to forget that as our stress levels spike, our productivity plummets. Stress can zap our concentration, make us irritable or depressed.

While we all need a certain amount of stress to spur us on and help us perform at our best, the key to managing stress lies in that one magic word: Balance. Not only is achieving a healthy work/life balance an attainable goal but you will see the rewards.

Here are a few practical steps we can all take to loosen the grip that stress has on us and win back the balance in our lives. Read on and reap the benefits.

### In your business day-to-day routines

- **Set manageable goals each day.** Prioritize. Make a "to do" list and take care of important tasks first and eliminate unessential ones.

- **Be efficient with your time at work.** When we procrastinate, the task often grows in our minds until it seems insurmountable. So, when you face a big project, start by dividing it into smaller tasks. Complete the first one before moving on to the next. Give yourself small rewards upon each completion.

- **Take five.** Taking a break, walk away for a bit this will help clear your head, and improve

your ability to deal with stress and make good decisions when you jump back into the grind.

- **Tune in.** Listen to your favorite music at work to foster concentration, reduce stress and anxiety, and stimulate creativity.

- **Give yourself a break.** No one's perfect! Allow yourself to be human and just do the best you can.

### At Home

- **Unplug.** Kick off your shoes and just relax, no interruptions

- **Divide and conquer.** Make sure responsibilities at home are evenly distributed and clearly outlined—you'll avoid confusion and problems later.

- **Don't over-commit.** Do you feel stressed when you just glance at your calendar? If you're overscheduled with activities, learn to say, "no." Shed the superman/superwoman urge!

- **Get support.** Chatting with friends and family can be important to your success at home—or at work—and can even improve your health. People with stronger support systems have more aggressive immune responses to illnesses than those who lack such support.

- **Treat your body right.** Being in good shape physically increases your tolerance to stress and reduces sick days. Eat right, exercise and get adequate rest.

*Just remember life is a journey, enjoy each day as a gift!*

## It pays to designate beneficiaries

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

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

## Calendar of Events

**Sept. 13-15** **10th Annual Santa's Summer Getaway**, presented by Capital Valley Chapter, IPSSA Sly Park Recreation Area (Pollock Pines) \$40 per adult (age 14 and over), \$20 per child, under age 5 is free. 2 nights of camping. Breakfast Sat. and Sun, dinner/dessert Fri and Saturday, build-your-own pizza Sat afternoon. For more info contact Jack Emlay (jjemlay@comcast.net); reservations contact: scott@leisuretimepoo.com.

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

Call the financial office (888-391-6012) if you are not sure

whether or not your Beneficiary Designation Form has been filed. If not, or if you want to change your beneficiary, you can download the form from the Members Portal page of [www.ipssa.com](http://www.ipssa.com).

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**IPSSA Austin**

*Continued from page 3*

Rodriguez, Executive Planning Director, at (512) 912-5956. **About GateHouse Media, LLC** GateHouse Media, headquartered in Pittsford, New York, is a wholly owned subsidiary of New Media Investment Group Inc., which is focused primarily on investing in a high quality, diversified portfolio of local media assets and on growing existing advertising and digital marketing and business services. GateHouse

Media is one of the largest publishers of locally based print and online media in the United States, as measured by its 156 daily publications. As of March 31, 2019, the company operates in over 615 markets across 39 states, reaching over 22 million people on a weekly basis and serves over 200,000 business customers. For more information regarding GateHouse Media, please visit [www.gatehousemedia.com](http://www.gatehousemedia.com).

# 5 Tips for Greatly Improving Your Pool Service Business

**By Vernon Thomas**  
*President of HydroScribe Pool Service Software*

It's that time of year again when the weather is warm across much of the country, and everyone heads to the pool for a swim. But before you rush out the door to service their pools, here are 5 tips that could make a big difference in your business.

**1. Know If a Customer Is Actually Worth Servicing**

Even though you might want to service more pools, not everyone with a pool is someone whose business you should accept. For instance, the guy who doesn't pay his bills or who complains about everything and leaves bad reviews is not a good customer.

When you talk to a prospective customer, ask them about the previous pool service companies they've used and why they're switching. Look for red flags like the customer switching service companies frequently, using abusive language about their last service company, or claiming that they know more about maintaining a pool than their last service company.

Now is also a good time to compare your costs (labor, chemicals, parts) for servicing each pool to the amount of revenues you receive for that pool. You might be losing money on certain customers and need to raise your prices. Good service management software will include reports that you can run to see which customers you're making money on and which ones you're not.

**2. Use a System**

No matter what needs to be done, it is always best to use a system to accomplish it. A system is simply a planned set of steps that you take to successfully complete a task or job. This is where pool service management software like HydroScribe can be extremely helpful, because it will have features built in to track, monitor and manage everything: customers, routing, inventory, cleaning jobs, repair jobs, billing, payments and whatever techs are doing in the field.

Companies that use a "seat-of-the-pants" method, where everything happens without a plan or organization usually results in a mess. These businesses share similar traits. See if you recognize any of them:

a. Throughout the day you have no way of knowing where your techs are or what services they have done.

b. Notes about what needs to be done or what was done at pools, and notes about charges that need to be added to a customer's account are kept on pieces of paper, which sometimes get lost or not entered into the customer's account.

c. There is no system for keeping track of periodic maintenance that should be done on pool equipment, which is not only bad for the equipment, but means you lose the revenue that you would have made for doing that maintenance.

d. You promise a customer a service on a particular day, but then forget to do it, or think another tech is doing it.

e. Everyone in the company is always too busy.

**3. Keep it Simple**

It's always fascinating to see how creative some companies are at complicating things, and nowhere is this more obvious than when it comes to billing. Some companies do combinations of the following:

a. Bill some customers for service for the following month, and some for service for last month.

b. Charge some customers a set monthly fee and charge the rest for each visit.

c. Charge for all chemicals used for some customers, charge others only for certain chemicals, charge others a flat fee for chemicals once a year, or (my favorite) charge only when the total amount of a chemical used exceeds a certain limit within a certain time period.

The complications go on and on, and it's a nightmare for any business to keep it straight. Now's a great time to choose the method that works best for you and your customers, let your customers know in advance what that method will be, and stick to it. You'll spend less time billing, make fewer errors, and get fewer phone calls from customers about their bills.

**4. Be Professional**

You're in the service business, and great customer service begins with a positive, professional attitude. Remember, customers are always eager to share their opinions about your service (good or bad) with other people, so make

*Continued on page 15*

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***IPSSA Associate Member Spotlight***

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**About BioLab:**

Since 1989, NC Brands (Natural Chemistry and SeaKlear) has been offering high-performance specialty water care products for swimming pools and spas, and that tradition will now continue as part of BioLab, Inc., who acquired NC Brands in early 2019. BioLab, Inc. is one of the nation's leading manufacturers and marketers of swimming pool and spa water treatment products. Based in Lawrenceville, GA, the company is part of the KIK Custom Products Corporation and serves not only the major North American market, but Australia, Europe and South Africa as well. The first to pioneer computerized water analysis and led by flagship brands BioGuard®, SpaGuard®, Natural Chemistry® and Sea-Klear®, BioLab is known for innovation and industry-leading stewardship.

Company integration is ongoing, and the combined sales team now has over 50 representatives throughout the United States and Canada to support its customer base. The field team is dedicated to providing the best customer service to Pool and Spa Service Professionals. NC Brands understands that service professionals are on the front line with consumers working to ensure the cleanest, clearest recreational

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*Lisa Langfoss*

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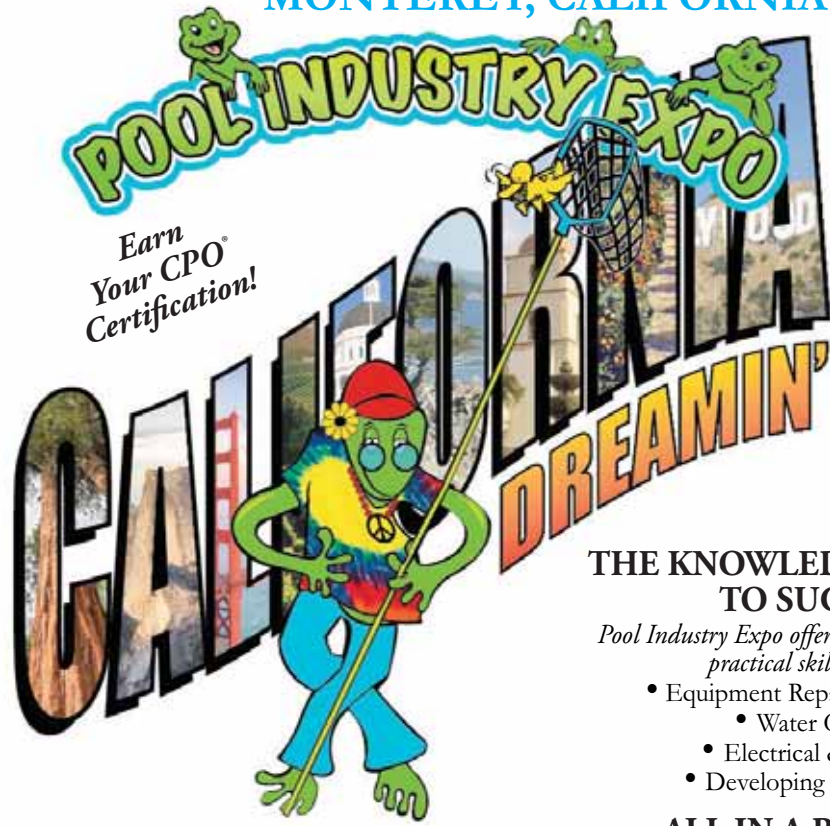
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By Lance Fitzsimmons  
 ControlOMatic

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Unlike traditional chlorine  
*Continued on page 16*

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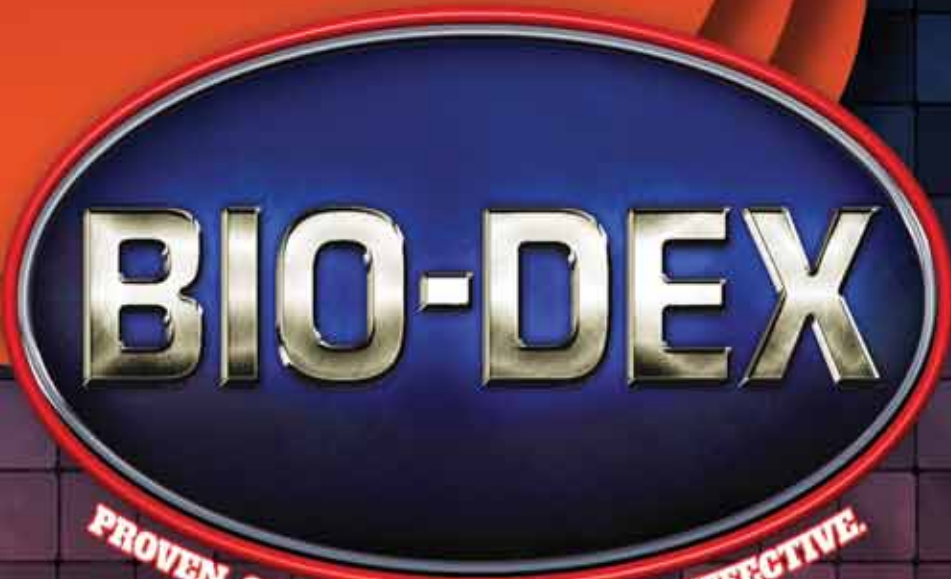


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## Painting Tips and Tricks

Continued from page 4

other rubber and water-based paints will not adhere to it. Always select the same type of coating to ensure compatibility.

**Pro tip:** Some plaster surfaces that show signs of serious deterioration should be resurfaced first, before painting. Acute flaking, chipping, or peeling may indicate a surface that is soon to fail. If the surface is not suitable, the paint will peel and remove the plaster with it.

Painting a pool with a two-coat epoxy paint system can prolong the life of the plaster, but only if the pool's surface is in good, sound condition. However paint is not a solution for a failing plaster surface; therefore, surface preparation is extremely important. Whatever type of coating is being used, it will adhere best to a solid and clean surface.

### Inspect and prepare the pool surface

Once one has determined the best type of paint to use on the pool, the next step is to carefully inspect the pool surface and repair any minor damage. To do this properly, the following steps must be taken:

1. Drain the pool and allow it to dry.
2. Clear away any debris left on the bottom.
3. Visually inspect the empty pool, scanning for peeling paint, cracks, chips, or surface defects.
4. Scrape any peeling, flaking, or chipped paint and sand smooth.
5. Repair any minor cracks or chips. A structural engineer should be consulted if any major cracks or surface defects are found. These areas should be thoroughly investigated as they may compromise the

integrity of the pool.

Preparing the surface before beginning to paint is very important.

### Clean the surface

The pool surface must be completely clean and free of loose paint, dirt, oils, or solutions before applying a new coating system. There are products designed specifically for pool surface preparation, and using them is highly recommended. In most cases, these products can reduce the amount of time needed to clean the pool's surface, allowing the job to be completed with just one step in one-third the amount of time.

Pool professionals who are not using a specialty 'clean and prep' product should use the following three-step process:

1. Power wash the entire pool surface using a minimum 3200-psi power washer.
2. Once dry, sweep or use a blower to clear away any leftover paint chips or debris.
3. Use a garden sprayer to evenly apply a preparation product to the entire surface, following the manufacturer's mixing instructions.

4. Scrub the solution, which will begin to foam and etch. Continue scrubbing until the foaming stops, paying extra attention to areas where heavy soil accumulates, such as the waterline and steps.

5. Flush the surface three times with a strong stream of clean water from a garden hose. Do not flush using a power washer as it lacks the volume of water required to effectively flush the surface. It is important that all residual preparation solutions are removed.

**Pro tip:** A clean, bare concrete or plaster surface that is ready for painting should have the texture of medium-grade sandpaper.

Outdoor pools that are not covered during the winter accumulate all types of fall foliage and debris, which can affect the painted surface. Unfortunately, sometimes industry standard cleanup procedures can adversely affect the success of painting a pool.

**Pro tip:** Always wear rubber gloves and protective eyewear when handling chemicals and paints. Pool professionals should

Continued on page 15

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## Painting Tips and Tricks

Continued from page 13

always follow all safety precautions on power equipment being used, too.

### Let the surface dry

The type of coating being applied will dictate how dry the surface must be before the process can begin. Acrylic paint can be applied to a damp surface; however, it must be completely dry when using epoxy paint. In any case, a pool professional should check the instructions on the product label to determine the dryness requirements. Moisture may still be present even if a surface looks and feels dry; therefore, pool professionals should use the following steps to test for dryness:

1. Use duct tape to affix 2-sf sheets of clear plastic to three different areas of the pool—one to the floor in the shallow end, another to the floor in the deep end, and the third on a wall in the deep end that receives shade.

2. After the plastic sheets have been applied, wait four to five hours.

3. After the waiting period check inside the plastic for any signs of moisture from condensation.

4. If moisture is present, remove all three areas of plastic and let the surface dry for another 24 hours. Then, repeat the test.

### Applying the paint

When applying the pool coating, it is important to adhere to the recommended coverage. Paint that is applied too thin will not provide adequate coverage or yield a long-lasting result; whereas a thick coat may cause air bubbles, 'alligatoring,' or blistering.

Pro tip: Pool professionals should avoid painting if the temperature is below 50 F, above 85 F, or if the overnight temperature will

drop below 50 F. If the temperature is above 85 F, the paint can blister. Temperatures under 50 F will cause the paint formula to become more 'viscous' or thickened, making it difficult to apply evenly.

A water-based paint will be susceptible to freezing, which can change the formula properties. Pool paints are designed to dry and cure within a defined temperature range. The chemicals that make up the paint require the proper temperature to bond together and adhere to the surface. If the paint is not able to cure, uneven coverage, peeling, bubbling, cracking, and other problems can occur.

In addition, do not paint in direct sunlight as it will affect adhesion, primarily because it causes the paint to dry too quickly. The solvents in the formula will not be able to evaporate properly and result in adhesion failure. High temperatures can cause the paint to bubble and blister, which results in peeling once it cures.

To apply pool paint correctly, it is important to use these best practices from the field:

1. Sweep or use a leaf blower to clear away any remaining leaves, paint chips, or debris before starting to paint.

2. Use masking tape to protect any areas that are not to be painted (e.g. tiles or fittings). To avoid getting paint on larger areas, cover them with plastic and tape.

3. Paint around small or hard-to-reach areas (e.g. drain openings, corners, and ladders) using a paintbrush.

4. Use a roller to paint larger areas, beginning with the walls.

5. Once the walls are complete, move to the floor and start at the

deepest section.

6. Always paint toward the shallow end, and plan to finish at a ladder or stairs to exit the pool without stepping on the wet paint.

7. Refer to the product recommendations to determine if a second coat is necessary. If so, allow for the proper drying time as per the product's instructions. Then, follow the same application steps.

"The 'time' between coats of paint can get tricky on pools that are outdoors—especially if it rains between coats of paint," says Lenz. "Rain can really slow down the process as the painting of the second coat typically needs to happen within eight to 48 hours.

"In our experience, once you get beyond the 48-hour mark, the second coat won't bond to the first. When this happens, you need to roughen the surface of the first coat to get the second coat to stick. We end up having to do this manually to get the second coat to adhere, which is terribly time consuming."

**Pro tip:** If rain interrupts the pool painting progress, a good rule of thumb is to add one day for the surface to dry for each day of rain.

### Opening the pool

Some pool professionals may be eager to refill the pool once they have finished painting the surface so it can be opened quickly for use. However, allowing adequate drying time (specified on the product label) is the last step to a successful pool paint application. To be certain, it is a good idea to repeat the dryness test mentioned earlier. After confirming the new coating is completely dry, the pool can be refilled using a constant, steady stream of water. The pool's water chemistry should be routinely monitored to keep the paint look-

## 5 Tips: Improve Your Business

Continued from page 6

sure it's positive. Always be on time, courteous, and do what you promise.

### 5. Get Paid Faster

After billing customers, the next important step is to get them to pay you as quickly as possible. One of the best ways to do this is to offer customers auto bill pay, where their credit card is automatically charged for the full amount of the bill each time you bill them. You can even offer a small credit amount to encourage customers to sign up for auto bill pay.

Another thing you should do is to have a late fee policy clearly stated on your bills, telling them when payment is due and how much their late fee will be if it's not paid by the due date. Companies who charge late fees have far fewer past due bills than those who don't.

Well, those are our 5 tips for

improving your pool service business. It's also a good idea to talk to other pool service company owners to see how they run their businesses. You might find other areas that you could improve on. Don't use the excuse "That's the way we've always done it" to justify not making improvements to your business.

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ing new and vibrant. Should levels go out of balance, the water may appear cloudy and/or the paint may wear too quickly. It is very important to keep water chemistry in balance to avoid problems such as 'chalking.' Making sure the water chemistry is balanced is key in pools and spas that are painted.

### Conclusion

Painting pools is one of the most economical ways to keep them looking good and performing well. Repainting the pool also offers the opportunity to discuss renovating the pool's surrounding decks. Acrylic water-based deck paints can upgrade and renovate many different types of surfaces. Proper planning, surface preparation, and using best practices from the field will help ensure amazing results. Before embarking on the

next pool painting job, take the time to get a paint chip analysis of the paint currently on the pool surface and choose a paint that is formulated with quality raw materials and best manufacturing processes to achieve the best results and complete the job successfully.

### About the author:

Kevin Harrington is the division manager of the Ramuc Pool Paint Company, located in Rockaway, NJ. A graduate of Rutgers University, Harrington has been in the coatings industry for more than 41 years. As an industry veteran, he has vast product knowledge and extensive industry experience making him the go-to person for those seeking expertise in aquatic coatings. Harrington can be reached via e-mail at [kharrington@ramucpoolpaint.com](mailto:kharrington@ramucpoolpaint.com).



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## Associate Member Showcase

Continued from page 9

new Mod-Lite, wireless, modular light that works without being physically wired to power.

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module, similar to wireless phone chargers. The Mod-Lite lamp module has no physically wired connections to power, making the Mod-Lite safe and installation simple. You simply pull the power emitter and cord through the fitting once, and connect to a UL 379 power supply or transformer, then screw the Mod-Lite lamp module right into the fitting. Replacement is as simple as screwing in a light bulb, even under water. The Mod-Lite is completely sealed and reduces down to fit into 3/4" conduit making it very adaptable to existing conduit runs. Pair it with S.R. Smith PoolLux transformers, for standard colors and shows and the PoolLux Premier, for an expanded array of colors and dimming. Stay tuned for more features and enhancements in 2020. The Mod-Lite is backed by a three year warranty and available in 80 and 150' cord lengths.

## Saltwater Chlorine System: Hot Tub

Continued from page 10

and bromine treatments that lower alkalinity and pH, these salt chlorine generators for spas use a process that increases the pH of the water and ultimately protects equipment against corrosion. This is vastly different from earlier salt systems which required 3-5,000 ppm of salt—which made the water highly corrosive. Now there are systems that only require 1,500 ppm of salt which is almost considered fresh water. It is also beneficial to keep hardness at 250-300ppm for salt levels of 1,500-2,000 and 3-400ppm when using salt levels of 2-3,000ppm. This protects against corrosion.

Saltwater chlorine generation makes very pure chlorine and truly improves the spa soaking experience. Traditional chlorine and bromine products contain compounds that build up in the hot tub water which inhibit the ability of chlorine to oxidize and sanitize the water. As a result, service professionals find themselves having to frequently drain spas to keep water clear. Without draining, the spa water produces the conditions that can lead to cloudy water skin rashes or dry, itchy skin. Not only is this better for your customer's health, it's also good for their pocket-book as they will spend less and use less water. I have also found over the last 12 years that customers also get a lot more enjoyment from their hot tubs when using a properly installed and maintained salt system.

Salt chlorine generators for spas benefit your client because these systems make spa water maintenance much easier between visits from you, their

service professional. And easier maintenance translates into a more enjoyable hot tub experience and a happier client. In fact, a saltwater hot tub can be maintained with just salt for sanitation, white vinegar for pH control and, in most cases, a phosphate remover. Service professionals that install salt chlorine generators on spas will find their maintenance visits will be easier and the spa itself can be left unattended much longer between service visits. These salt-chlorine generators will ensure spa water will remain clear for weeks with little or no attention.

Hot tub maintenance with a salt-chlorine generator simply requires the adjustment of pH once a week as well as monthly inspection of the salt chlorine generator cell to ensure against scale buildup. If scale is present, soak the cell in white vinegar for 20-30 minutes. Do not use muriatic acid unless it is diluted 10 parts water to 1-part acid or the cell will be damaged.

Installing a salt chlorine generator on a spa is a very simple operation. When installing a salt chlorine generator system inline on the spa, it is possible, using a compression fitting, to install the cell in the filter compartment which keeps it out of the way while making it easy to inspect and service. Installing a drape-over system involves draining, refilling, adding salt and a small amount of liquid chlorine and acid or white vinegar. It will be necessary to get power to the unit which is often taken from the spa pack or by installing a CFCI outlet.

When determining the best

system to sell and install for your clients, consider a system with a "boost" function. The boost feature will help with bringing chlorine levels up after use as needed. In addition, look for a salt-chlorine generator system that incorporates an automatic chlorine detection feature as this feature will help prevent over-chlorination.

In addition, ozone systems are a great complement to saltwater chlorine systems. They help reduce chlorine demand that will make the cell last longer plus help to keep the water fresher and cleaner.

Service professionals can really set themselves apart from their competition by selling and installing salt chlorine generators on the spas and hot tubs they service. This technology will simplify the maintenance of the spa water while providing your clients with amazing water quality. Be sure to add this product to your service contracts when you're getting those spas ready for use this fall and winter!

### About the author:

Lance Fitzsimmons handles pool and spa chemical automation sales and support for ControlOMatic in Grass Valley, Calif. He has been in the pool industry since 1984 and has worked directly in the servicing of chemical automation products since 1991 with Acu-Trol, Ecolab, and Leslie's in multiple roles—from technical support to sales. Fitzsimmons is a Certified Pool/Spa Operator® (CPO®) instructor and has a degree in sales management. He can be reached via e-mail at lance@controlomatic.com.

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## 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.

1. Tell us about yourself
2. Tell us about your volunteer experience with IPSSA. Project in the past that would be featured as a spotlight.
3. Why did you decide to become a volunteer
4. How has volunteering impacted your career
5. How has being involved with IPSSA made a difference in your community or outreach to the public



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## President's Message

Continued from page 2

BORD, so we can address it.

One of the things we are working hard on is providing a vehicle for education that will be easy to use and have quality content. I am amazed at the resources available today that were not even thought about when I started. For folks entering the business, there seems to be a plethora of places to get information to help answer questions. I belong to several Facebook groups that consistently have technicians asking for assistance in dealing with issues they are having. Podcasts abound and discuss everything from the basics, to an Ask the Master's format. You can Google troubleshooting guides and schematics to identify parts to orders from the suppliers and call up old manuals for equipment you may have encountered for the very first time. It is a great time to be in the service industry, but only if you USE these resources. If we want to be considered professionals, we need to be educated and do things professionally. That means following manufacturers specifications, and local as well as federal requirements. The same FB groups that provide information, also show us the horrendous work that some folks are doing in back yards around the country. We need to, as an association, make sure we provide the tools and education resources to improve the workmanship and reputation of the service industry. Your BORD is working to get some of the tools organized for your use, so we can help those interested in improving their workmanship. I hope to continue bringing good news on this front as we move through this

year.

I wanted to mention that we lost some IPSSA folks in the last month. The Houston chapter president passed away as well as a member of my Region. Each time this happens, it becomes a sad reminder that we should be making sure we have our affairs in order, to prevent a cumbersome task for those left behind. It is important to take some time and develop a plan for your estate, so it is handled the way you want, and assists are distributed per your wishes. It is also a reminder of the benefits of belonging to IPSSA. Chapter members stepped up with sick route coverage and assistance until the routes can be sold in my Region. Grief stricken families many times can't deal with the immediate needs and IPSSA stepping in is a huge relief. That being said, make sure your business is ready for IPSSA to help you. So many times, a member does not have yellow cards done for accounts, passwords for computer programs for billing or client information, or any special notes for dogs, keys, etc. Sick Route coverage is the reason IPSSA started, and the thing that separates us from the rest of the associations out there. Help your sick route chair and fellow members by getting things ready for a time no one expects. Get your estate planning done so that part of the process is not a burden for those you leave.

Stay tuned.....

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

## California Capitol Report

Continued from page 1

home swimming pools. For every child who dies from drowning, another five are admitted to emergency hospital wards for additional care. Many of these nonfatal injuries can result in severe brain damage which may result in long-term disabilities including permanent loss of basic functions and even permanent vegetative state. In addition to the emotional and financial impact these deaths and injuries have on individual families, the disabilities associated with near drownings impose major, long-term costs on the state. As of June 2015, 717 individuals were receiving care from the California Department of Developmental Services for permanent disabilities incurred in near-drowning incidents.

These statistics are daunting in the world of public policy. They paint a picture that is extremely hard for legislators and other public policy leaders to ignore. A new American Academy of Pediatrics policy announced just last month recommending swimming lessons for children beginning age 1 and indicated young children who receive swimming lessons are 88% less likely to drown than without. But when parents of children who accidentally drowned in the neighbor's pool sit before a legislative committee arguing for more safety devices to protect children from swimming pools, legislators tend to listen and vote to support.

Child safety and anti-drowning groups include individual members who are sports figures and movie stars. These organizations are supported by other non-

profits and can, at their will, recruit first responders such as fire and police unions, fire chiefs, public health departments, and the media. In California, CPSA has fought the barrier fight for the pool and spa industry, from the initial legislation that allowed homeowners to choose at least one safety device to SB 442 in 2018 which mandates the use of two of the allowed seven pool safety devices. CPSA was successful with SB 442 for it helped achieve one statewide standard and eliminated the ability of local public entities to establish stricter requirements.

However, the fight is not over. Increasingly, we see groups advocate that the only answer is isolation fencing. As such, this issue will be back, it's just a matter of time. The swimming pool and spa

industry needs to be innovative and develop additional pool safety devices that are even more effective in preventing drowning and great bodily injury to children. Of note, in the recent CPSC report, there were no new reports of pool drain cover injuries in the U.S. this last year, the result of laws and innovation in the industry. We should strive to match that record for swimming pool and spa drowning prevention.

To become a member to support the efforts of CPSA, visit [www.thecpsa.org](http://www.thecpsa.org) or email [info@thecpsa.org](mailto:info@thecpsa.org).

We have IPSSA logo gear available. Call the IPSSA executive office at 888-360-9505 to order!

## IPSSA Texas

Continued from page 1

were reinforced at the event, as students learned that many objects can be used as a temporary buoy to throw to someone in need of help.

Creating the event wasn't just a school issue, however—it "simply wouldn't be possible without the community's help," Mrs. Gray said.

This year, the program was fully funded through generous donations from Independent Pool and Spa Service Association and its Mid-Cities, Dallas and Fort Worth chapters, as well as Step Into Swim, the philanthropic division of the National Swimming Pool Foundation. While local businesses and

donors provided funds to help pay for future courses and bus usage.

Ginnings students agreed that the information provided at Jaguars Swimming for Success supplied them with valuable skills for the future.

"The safety parts were really helpful, because now I know how to help people from drowning," said fifth-grader Candice Needum. "I also really liked that they taught us how to do breathing in freestyle swimming. A lot of this information people probably don't learn until they're in high school or college—it's a privilege for us to have this opportunity at our age."

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*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@propoolm.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. Rick Morris, (310) 755-5279  
 Rick-morris@sbcglobal.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**  
**ORANGE COAST**  
 Last Monday, 5 p.m., Roundtable Pizza  
 on Adams & Beach  
 Pres. Rob Mangus (716) 318-1254  
 thonrath@hotmail.com

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

**ORANGE COUNTY POOL PROFESSIONALS**  
 Last Mon., 6:00 p.m.  
 Claim Jumper Banquet Room, 18050 Brookhurst St.,  
 Fountain Valley CA 92708  
 Pres. Jim Romanowski (714) 404-2550  
 poolperfection1@aol.com

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

**SURF CITY**  
 Third Tues., 6:30 p.m., Superior Pool Products,  
 10865 Kalama River, Fountain Valley  
 Pres. Frank 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. Jennifer 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  
 mangopoolspa@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  
 ipsascott@yahoo.com

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

**CARLSBAD**  
 Third Wed., 6:00 p.m.  
 El Rancho 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., Oggi's Sports,  
 12840 Carmel Country Rd., San Diego, CA 92130  
 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  
 Elccritpool@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  
 Poolsolutions72@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. Laurie Beecher-Valenzuela (702) 556-4477  
 ipssalauriebeecher@gmail.com

**REGION 9 (TEXAS)**  
*B.O.R.D. Member: Becky Clayton*  
 (210) 240-3121  
 E-mail: becky.clayton@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@freedmpools-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@aquamanpoolsnspa.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.: Spring Creek Barbeque  
 21000 Katy Freeway, Katy, TX 77449  
 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  
 pinnaclepoolsnspa@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,  
 SCP, 2036 Martin Ave Santa Clara, CA 95051  
 Pres. Fred Doering (408) 685-8078  
 nexuspoolservice@gmail.com

**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. Gary Heath (925) 719-5334  
 gary@thepooldoctors.com

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

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

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

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

**OSCEOLA (Kissimmee/Orlando)**  
 Second Wed., 6:30 p.m.  
 Fat Boy's Restaurant, 2512 13th Street, St. Cloud  
 Pres. Diane Fowler (407) 460-6680  
 poolady2001@gmail.com

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

**SARASOTA:** First Tues., 6:30 pm  
 Gecko's Grill & Pub, 351 N Cattlemen Road, Sarasota  
 Pres. Andy Homner (941) 330-5757  
 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.  
 Rockfish Seafood Grill  
 7639 Campbell Rd, Suite 800, Dallas  
 Pres. Travis Coleman, (469) 585-4119

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

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

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

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



# Associate Members

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

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Paul Matthews / pmatthews@bio-dex.com  
Manufacturer of professional strength pool and spa chemicals.

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**HAYWARD POOL PRODUCTS INC.\***  
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909-594-1600  
Fred Manno / fmanno@haywardnet.com  
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Bob Seward / bseward@haywardnet.com  
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Mike Ramey / mjramey@blakesales.net  
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