



THE

IPSSAN

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

VOLUME XXVII, NUMBER 4

April 2015

California Capitol Report

Open Letter from the President of the CPSA

By John Norwood

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



There was public water for new and remodeled pools and spas in 2014 because of the public policy work of the California Pool & Spa Association fighting on behalf of the industry last year.

CPSA raised and spent nearly \$300,000 last year to keep pool builders and this industry in business. These efforts were made possible by a very small percentage of the pool and spa industry in California. 2015, and possibility beyond, will present an even greater challenge for this industry given the worsening drought situation in California. Those who make a living from the pool and spa industry have to decide whether they are willing to step up and protect their industry or risk losing their businesses or income.

In 2014 CPSA created a special Drought Fund, in addition to regular dues and contributions, to fight against potential restrictions on the use of public water to fill new and remodeled pools. These monies resulted in:

- the creation of the of the "Let's Pool Together" campaign;
- the production of materials to educate the public, media and public policymakers on the real facts about water use by pools and spas;
- keeping spas and pools off the list of water restrictions contained in the Governor's Emergency Water Restrictions;
- reversing or altering the plans of over 20 water districts to impose restrictions on water use by pools and spas;
- altering the media perception of water use by pools and spas.

2015 stands to be a more challenging year. Every morning I read through the press and media clips that we monitor relative to water issues. A recent Field Poll found that 94 percent of all Californians registered to vote agree the state is in a drought with 68 percent considering the situation "extremely serious". Some 34 percent of voters support mandatory water rationing which is up 7 percent from 2014. These numbers do not bode well for the swimming pool and spa industry because, don't you know: "swimming pools are only for rich people". That is often the refrain we hear from elected officials and staff for some water districts. Perhaps fortunately no one is poll asking voters whether the state should enact water restrictions on swimming pools and spas.

CPSA undertook numerous steps last year to address the false premise that pools and spa are water wasters. Our aim was to educate the public as well as state and local policy makers on the real facts about water use by swimming pools and spas and to be part of the solution in conserving water in California. To this end CPSA launched the "Let's Pool Together Campaign" and developed materials to support that effort. In a state where media markets are extremely expensive to access our efforts, funded by the \$200,000 the associated raised for the Drought Fund, were widely successful.

In February of last year we saw media outlets from all over

Continued on page 8



El Dorado's First Annual Trap Shoot

By Mark Becker

Mark Becker is the Treasurer of the El Dorado chapter.

El Dorado's First Annual Trap Shoot was a huge success! We had forty shooters and figure over 3,500 rounds were fired the entire day. Everyone had a great time and it helped to have our event at one of the most scenic places to shoot trap in Northern California. We would like to thank everyone that supported this event: Adams Pool Specialties, Elk Grove IPSSA chapter, FPSIE, Gregg's Pool

Works, HASA, Hayward, Leisure Supply, Pentair Water, SCP, Superior, and Zodiac. Also, a big thank you to HASA and Pentair Water for donating the BBQ, Bill Baldwin who brought his BBQ on wheels providing our group with an incredible lunch and Louie Carey from SCP who spent the entire day taking pictures. Adams Pool Specialties was very gracious by donating the \$250.00 prize money. Congratulations to our first place winner, Adams Pool

Continued on page 10



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.

Things to do in April

- Filter maintenance
- Increase filter run times

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 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!

INSIDE THIS ISSUE

- State Water BoardPage 5
- Hey Ray!Page 7
- Little Hoover Commission SummaryPage 9
- IPSSA Booth at Western ShowPage 11

DO NOT HOLD DATED MATERIAL

THE IPSSAN
10842 Noel Street, #107
Los Alamitos, CA 90720
RETURN SERVICE REQUESTED

THE IPSSAN

Official Publication of the
Independent Pool & Spa Service Association, Inc.
10842 Noel Street #107, Los Alamitos CA90720
(888) 360-9505 • (888) 368-0432 (FAX)
Email: anijjar@ipssa.com
Website: www.ipssa.com

Executive Editors:

Marc Cannon, Steve Donohoe, Brian Duncan, Bob Nichols,
Eric Nielson, Todd Starner, Ivan Vance

Managing Editor: Amy Nijjar

Graphics and Production: Kim McGill

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

Copyright ©2015 Independent Pool and Spa Service Association. All rights reserved under state, federal and international laws. No part of this publication may be reproduced by any mechanical, photographic or electronic process, nor may it be stored in a retrieval system, transmitted or otherwise copied (except members of the Independent Pool and Spa Service Association may copy all or part of this publication exclusively for personal use or use in the operation of that member's pool and spa service business other than a publication) without prior written permission from the publisher. For permission to make photocopies, contact the IPSSA Executive Office at 888-360-9505.

Editorial Content: The editorial contents of this publication are educational and informational in nature, and not intended as minimum standards, or legal or other professional advice. The Independent Pool and Spa Service Association has endeavored to include appropriate and accurate statements, but disclaims any and all warranties and/or responsibility for the statements or their application. Users should confer with their professional advisers for specific input and assistance concerning their respective projects. Any expressions of opinion or perspective by authors of articles included in this publication are not necessarily those of the Independent Pool and Spa Service Association.

Advertisements: The inclusion of commercial advertisements in this publication constitutes neither a recommendation nor an endorsement of the product or service advertised. Although IPSSA will not knowingly publish a false or misleading advertisement, no attempt has been made to verify the contents of advertisements included in this publication unless other than as set forth in writing by IPSSA.

Alex Berumen Wins the February Education Corner quiz

Alex Berumen, a member of the Diamond Bar chapter, was selected randomly among all of the correct entries for the February 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 February quiz are 1. Total alkalinity is a measure of the total amount of alkaline materials dissolved in the water – usually carbonates (CO₃=), bicarbonates (HCO₃-) and hydroxides (OH-). A. True. B. False, *the correct answer is a) true.* 2. Phenol red, the reagent used for measuring pH, is only valid in these ranges: A. 6.8 to 8.2 B. 6.0 to 8.0 C. 4.0 to 9.0 D 1.0 to 14.0, *the correct answer is a) 6.8 to 8.2.* 3. The chemical to use to raise both pH and total alkalinity is: A. Sodium

bicarb B. Soda ash C. Sodium hydroxide D. Sodium bisulfate, *the correct answer is b) soda ash.* 4. The current APSP Guideline for residential pools states that

the Ideal recommended chlorine level is: A. 1.0 to 3.0 ppm B. 2.0 to 4.0 ppm C. 1.5 to 3.0 ppm D. 3.0 t 5.0 ppm, *the correct answer is b) 2.0 to 4.0 ppm.*

Calendar of Events 2015

- April 9-10** **CPO Class**
Superior Pool Products, Anaheim, California
<http://www.anotherperfectpoolnews.com/cpo>
- April 25** **IPSSA Board of Regional Directors Meeting**
The Belamar Hotel, Manhattan Beach 10:00 a.m.
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>
- June 11-12** **CPO Class**
Superior Pool Products, Anaheim, California
<http://www.anotherperfectpoolnews.com/cpo>
- June 25-26** **CPO Class**
Hasa, Santa Clarita, California
<http://www.anotherperfectpoolnews.com/cpo>

*** 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 **MAY 20, 2015.**

1. Which of the following is not caused by high calcium hardness?
A. Scale
B. Corrosion
C. Cloudy water
D. Eye and skin irritation
2. The sum total of all the dissolved material in the water is called TDS (total dissolved solids).
A. True
B. False
3. Ozone is one of the strongest oxidizers known. It is 250 times faster at killing than HOCl.
A. True
B. False
4. The four types of test methods are: color comparison, drop-count, turbidity and
A. Photometer
B. Colorimeter
C. Optical
D. Electronic

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 MAY 20, 2015.

Financial office thanks chapters with prompt payments

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

- Region 1 – El Dorado, Gold Country, Tracy, West Placer
- Region 4 – Whittier
- Region 5 – Anaheim, Central Orange County, OCPP, Surf City, Tustin/Irvine
- Region 6 – Corona, Hemet, Menifee Valley
- Region 7 – Carlsbad, Rancho Del Mar
- Region 8 – East Valley, Henderson, Northwest Las Vegas, Tucson
- Region 9 – Austin, West Houston
- Region 11 – Cape Coral, North Georgia, Treasure Coast
- Region 12 – Dallas, Fort Worth

WELCOME NEW MEMBERS!

REGION 1 – Modesto Central Valley: Timothy Dugo. . .
REGION 5 – Huntington Beach: Evan Schroeder. . . **REGION 6 – Redlands:** Stacy Console. . . **REGION 8 – Tucson:** James Audia.

The IPSSAN subscriptions available to employee members

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



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. All nominations must be received by April 20th.



REBEL "ROUSER" SERVICE PRO REBATE

\$40* Back
Instantly

Service Pros Get \$40* Back

Take advantage of our instant rebate offered exclusively to pool service pros. This trade-only model is built tough with a price that's tough to beat. Rebel cleans up dirt and debris, while you clean up on sales.

Ask a participating Pentair distributor about this offer today.



NEW Rebel™ Suction-Side Inground Pool Cleaner

©2015 Pentair Water Pool and Spa, Inc. All rights reserved.

*Rebel "Rouser" Service Pro Rebate at distribution is in lieu of all other Pentair programs, and may not be combined with other offers.

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 busi-

ness 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.

SCP and Superior to change the CPSA invoice donation program

Beginning on April 1, 2015 in an effort to support CPSA, the California branches of SCP and Superior will be adding \$1.00 to only one invoice per month. In the past, .35 cents was added to the first five invoices of the month.

Every customer will be automatically signed up and you do have the option to opt out of the program. SCP/Superior and IPSSA encourage all members to support CPSA.

Terry Snow
IPSSA CPSA Liaison

POOL ROUTE SALES

714-974-1968



POOL ROUTE PROS

The "LICENSED BROKER" with "hands-on" service and repair experience!!!

- Professional
- Confidential
- Reliable
- Consulting



Tom Falvai, owner
POOL ROUTE PROS, INC.
IPSSA Associate Member
Has been involved in the Pool Industry since 1980

Looking to Sell Your Pool Route?
Want to Buy or Add to Your Pool Route?

Pool Route Pros, Inc.

Just Call or e-mail us with any of your questions
Office: 714-974-1968 • Fax: 714-974-9822
Voice Mail: 714-506-7767 • E-mail: tommy@poolroutepros.com

WWW.POOLROUTEPROS.COM

27th Annual Nuts 'n Bolts

Thursday, April 16, 2015

5:00 p.m. - 8:30 p.m.

Meet all the major Pool & Spa Manufacturers, suppliers, builders, remodelers and many other specialists as they showcase their companies and products. Learn about new products to help you make more money!


Food

Prizes

Directions from 101

Location
Napredak Hall
770 Montague Expressway
San Jose, CA 95112

Take 880 North
Exit Montague Expressway North
Left on Trimble Road
Make a U-turn at the next light
Turn right on Montague Expressway
Turn right into parking lot right after the bridge



IPSSA Board of Regional Directors Meeting

April 25, 2015
Region 4
The Belamar Hotel, Manhattan Beach
10 a.m.
info@ipssa.com

Save the Date!

ONLINE TRAINING

Go to ipssa.com under 'Resources' to find online training courses.





THE TOTAL PACKAGE

ULTRA-COMPACT • LIGHTWEIGHT DESIGN • FLEXIBLE INSTALLATION



Automation-Ready
AquaLink[®]Compatible

THE NEW

JXi[™]

POOL & SPA HEATER

©2015 Zodiac Pool Systems, Inc. ZODIAC[®] is a registered trademark of Zodiac International, S.A.S.U., used under license. All other trademarks used herein are the property of their respective owners. 0115

State Water Board expands and extends emergency water conservation regulation

As California enters a fourth year of severe drought, the State Water Resources Control Board Tuesday adopted an expanded emergency regulation to safeguard the state's remaining water supplies.

"We are experiencing the lowest snowpack and the driest January in recorded history, and communities around the state are already suffering severely from the prior three years of drought," said State Water Board Chair Felicia Marcus. "If the drought continues through next winter and we do not conserve more — the consequences could be even more

catastrophic than they already are. Today's action is just a tune-up and a reminder to act, and we will consider more significant actions in the weeks to come."

While communities and water suppliers have saved substantial amounts of water since the water conservation emergency regulation was first adopted in July 2014, there are many more opportunities for Californians to conserve in even greater amounts. The expanded emergency regulation captures some of these opportunities while continuing to give urban water suppliers flexibility to take actions that reflect their local con-

ditions as long as they meet the minimum requirements. The State Water Board strongly encourages water suppliers to do much more than the minimum required by the regulation.

Today's action incorporates lessons learned from implementation of the emergency regulation approved in 2014 and feedback from urban water suppliers and the public.

Prohibited water use
Under today's action, the prohibitions on potable water use, first adopted in 2014, will continue, and new prohibitions will go

Continued on page 19

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
Pleasant Hill, CA 94523




CUTTING EDGE

BANK CARD SERVICES, INC.
A Member Service Provider for US Bank, Minneapolis, MN

IPSSA MEMBERS
Cutting Edge Bank Card Services is a leader in Smart Phone Mobile Merchant Processing Services!

Valued at \$100.00,
we are now offering the device for FREE!!
NO contracts
NO Termination fees

TESTIMONIES
"I highly recommend Cutting Edge Bankcard Services. Getting my smart phone to process payments for my services has doubled my income and made it easier for my clients to pay on time, with the recurring billing option. Plus I get my money quicker!"
- Rod Carpenter
Rod Carpenter Pool Service

"I have been very pleased since I transferred my processing over to Cutting Edge. The virtual mobile app works well with my smart phone. I am saving money and the service is great. They are easy to get a hold of when I need some help."
- Nathan Smith
Riverside Pools
Former IPSSA Regional Director



Call today (800) 238-2771
Or visit our website www.ce411.com

Cutting Edge Bank Card Services has become an approved IPSSA Associate Member to provide credit card processing for all your merchant processing needs.



Start saving money and water now.

FIND & FIX LEAKS

When your pool is losing water, don't waste time: call the experts at

American Leak Detection.

Specializing in Electronic Leak Detection and Non-Invasive Repair of Pools, Spas and Water Features using the most advanced methods available.

AMERICAN LEAK DETECTION
THE ORIGINAL LEAK SPECIALISTS™

www.AmericanLeakDetection.com

877.509.5325

To reach a location near you.

Each office independently owned and operated.

LEAK DETECTION WITHOUT DESTRUCTION

Zodiac introduces the industry's first variable-speed pump not for internet resale

The Jandy Pro Series VS PlusHP pump promotes local pool professionals and brick-and-mortar retailers through an exclusive opt-in only dealer rebate program

Zodiac Pool Systems, Inc. (Zodiac®) has released the VS PlusHP variable-speed pump under its Jandy® Pro Series brand. A mid-sized, high-head pump packed with premium features, the VS

PlusHP offers high performance in a compact size, making it an excellent choice for both new construction and renovation projects. The VS PlusHP represents the first pump in Zodiac's product line sold under its Trade Series Exclusive policy, which offers dealer rebates only to non-Internet resellers.

New trade rebates and pricing policies

The VS PlusHP is being released as a Trade Series Exclusive, which means that it is not for Internet resale. In an effort to provide further exclusivity, the VS PlusHP will be supported by a special rebate policy in which eligible dealers must be "opted-in" by their local Zodiac sales representa-

For more information on the trade rebates, dealers should contact their territory sales representatives.

"The VS PlusHP dealer rebate program is available to service professionals and non-Internet brick-and-mortar retailers only," said Mike Giddens, product manager at Zodiac. "By providing the pump as a trade series exclusive, Zodiac provides the local dealer with a unique and exclusive product offering."

Innovative design features

The focus on the trade doesn't end with the rebates. The VS PlusHP was designed based on feedback from pool professionals. With features such as an auxiliary

circuit, installers can now eliminate the need for dual or separate time clocks to control a device such as a booster pump or salt chlorine generator. The VS PlusHP pump's ultra-efficient 2.7 total horsepower motor delivers maximum flow while still allowing it to use a 15 amp circuit, which makes it easy for the pool professional to retrofit, while still meeting National Electrical Code® (NEC®). The VS PlusHP is also a great choice for in-floor cleaning systems, spa-jet boosters, and solar energy heating systems, particularly in small equipment areas.

Unlike competitive pumps with undersized strainer baskets and oversized motors, the VS PlusHP features a strainer basket that is 40% larger than the leading competitor's. Based on internal test results, the VS PlusHP, using only a 2.7 total horsepower variable-speed motor, delivers more consistent performance and higher flow rates when heavily loaded with debris.

The VS PlusHP is available in two models: one that includes a JEP-R digital pump controller and one without the pump controller, intended for use with Jandy's line of AquaLink automation solutions and iAquaLink mobile apps.

County Leak Services



A division of The Pool Center Inc.
Contractors License 736686

"The Leak Detective"

- Expert leak detection & repair
- Serving L.A. O.C. & adjacent area
- Gunite pools & spas only
- Guaranteed to find the leak

Referral commissions on prearranged jobs

714-632-0117
818-886-2111

CountyLeakServices@gmail.com



THE BLOG IS BACK

Check out the latest horror stories from Ray's blog "Blame it on the Pool Tech" at www.ArrowInsuranceService.com

Arrow Insurance Service, Inc ♦ (800)833-3433



SPA JETS AND FITTINGS



VGB DRAINS & RETROFIT DRAINS



SKIMMERS



CHLORINATORS



POOL CLEANER, PUMP & FILTER REPLACEMENT PARTS



You can trust AquaStar for a complete selection of pool parts and supplies, including a wide variety of returns, chlorinators, skimmers, VGB-compliant drains, spa jets and StarzTruck™, our newest pool cleaner. We also offer a wide range of replacement parts specifically designed for automatic pool cleaners through our ProStar™ line. Each part is quality made in the U.S. and ready for fast delivery anywhere in the world. Safe, innovative and immediately available. No wonder AquaStar is the number-one choice for consumers and builders.

PLEASE CALL OR VISIT OUR WEBSITE FOR ADDITIONAL INFORMATION:
877-768-2717 +1-805-620-5060 (outside the U.S.) www.aquastarpoolproducts.com



Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker

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

QUESTION

I recently took your class at the Western Pool & Spa Show in Long Beach. It was my second time and I really enjoyed it again. I had a question for you regarding pool covers....

First off, I have a customer with one of those spider web like child safety nets that hooks into the deck. They have a toddler. I am concerned about my liability in putting the net back on the pool when I am done servicing it. Over a short period of time, the net has lost some of its tension... Also, one of the anchor hooks has fallen off and is missing. I am only human, and I do my best to ensure all the hooks are properly in place and the net is tight, but the pool is about 35-40,000 gallons, so this is a big undertaking. I am worried that if for some reason a hook is out of place, or the net loses enough tension, their toddler could be in danger. I would like to tell them that I will no longer be able to put the net back on the pool, but that seems that it may leave me open to more problems. I try my best and I want to do the right thing, and I have no problem dropping the account if necessary. What is the best way to handle this situation so that I am not exposed to liability. I don't like feeling like I am so responsible for the life or death of their child.

Also, I tell all my customers that I will not put their solar pool covers back on the pool, as it could be a liability for me. Is that the correct?

ANSWER

Thanks for the nice comments about my class. I share your concern about net-type covers on pools. These are marketed as a safety item and parents justifiably rely on them to provide an additional layer of safety protection. It is easy to foresee a situation where a pool tech would be involved in a wrongful death lawsuit if a child were to fall into the water in a pool

that had such a cover. The obvious issue would be "was the net cover properly re-installed when the service tech left the pool". In fact, I have spoken with many other pool techs that were also concerned and decided not to re-install covers like this.

I'm also not a fan of the floating solar covers for many reasons, including the danger they present to someone falling into the pool. Personally, I would not put one of these covers back on the pool after routine service.

If you're maintaining pools with covers please make sure to address these issues in your service agreement. Be very specific about the risk involved and state in no uncertain terms that you will not be re-installing the cover.

From the Makers of the Red Baron

New!

FENIX

Fast & Easy Replacement Parts!

PURITY POOL
www.puritypool.com

MADE IN THE USA

Order Training Manuals at www.ipssa.com/resources/ipssa-store

SCP
SCP Distributors LLC

Our Newest Location in South Orange County

SCP Distributors San Juan Capistrano
Hours: 6:30 a.m. to 4:30 p.m. Mon-Fri. Closed Sat & Sun.

NEW LOCATION

Calle Perfecto

Camino Capistrano

5 Freeway

Avenida Aeropuerto

SCP
SCP Distributors LLC

All So. California Locations:

SCP Distributors

- Burbank
- Corona
- Duarte
- Escondido
- Laguna Hills
- Murrieta
- Orange
- Riverside
- San Diego
- San Juan Capistrano
- Santa Clarita
- Van Nuys



Superior Pool Products

- Canoga Park
- El Cajon
- Fountain Valley
- Grand Terrace
- Indio
- Monrovia
- Newbury Park
- Ontario
- Palm Desert
- Palm Springs
- Placentia
- San Diego
- Santa Fe Springs
- Van Nuys
- Vista



Policy on IPSSA mailing list

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

33012-A Calle Perfecto - San Juan Capistrano, CA 92675
Main: 949-482-6918 - Toll Free: 877-286-1850 - Fax: 949-489-1175

Hayward launches a new product support center

Designed to provide homeowners a quick, easy, and convenient way to access a variety of product support materials, all in a centralized location.

Hayward Pool Products announces a new support center, providing homeowners quick and convenient access to the majority of Hayward product manuals, troubleshooting guides, videos,

FAQs, and quick reference guides – all in one centralized location. This new section of Hayward.com is designed to facilitate the maintenance of Hayward products.

The launch of the new Support

Center offers users yet another path to acquire substantial information regarding their Hayward products. National Technical Service Support Manager Scott Wiegman said, "People utilize the Internet more and more every day, so it only makes sense that we provide better support in the preferred delivery method." For example, Wiegman noted that users who

deploy the mobile-friendly Support Center to search "How to adjust EcoStar timers," are likely to find the answer quickly and efficiently. "This will, in turn, lead to lower wait times for those customers who call or email our technical support group regarding a more complex inquiry," he said.

Hayward invites pool professionals to visit Hayward.com.

Support to review and share the latest addition to Hayward's already extensive support offerings. Certain reference materials for pool professional use, such as gas or electrical troubleshooting guides, were purposely left out of the support center but may still be found by logging into the Totally Hayward site and visiting Hayward University.

COMMERCIAL TRUCK INSURANCE
 Now Available to CA, TX & FL
 IPSSA Members.
CALL US FOR A PREMIUM QUOTE
Arrow Insurance Service



(800) 833-3433
 DOI License No. 0510559

Swimming Pool Insurance Specialists Since 1982

California Capitol Report

Continued from page 1

Northern California covering a story where a homeowner was digging up their pool in order to save water in consideration of the drought. Reporters did not even question the fact that the particular couple was replacing their rather

large pool and decking with a water thirsty new lawn! By September the *LA Times* wrote a story, "Water agencies are learning that pools are not a big factor in the drought". This turn around by the press was mirrored by over 20

water districts that altered their plans due to the efforts of CPSA and our members.

In order to continue our efforts and address the increasing challenges that will be presented in 2015 CPSA has to grow the association in numbers as well as the financial ability to take on public policy issues like potential water restrictions and public education. Strength in numbers is the key. Our recent economic study found that the pool and spa industry represents \$5 billion dollars of the California economy yet CPSA has only a couple hundred members carrying the fight for the entire industry. This level is not sustainable. If you are a current member or contributor, we need you to ask your business associates and competitors to join CPSA as well or make a donation to the Drought Fund.

CPSA has adopted a 100/1000 Campaign for 2015 with the goal of increasing membership dues by at least \$100,000 and raising another \$100,000 to replenish the Drought Fund to provide the monies for our "Let's Pool Together" PR campaign this year. Our plea is for folks in all segments of the pool and spa industry to "Give or Get" new members to join the association which defends their way to make a living or support our public education efforts so that pools and spas can continue to be built. Please visit our website at www.thecpsa.org to find out more on how to become a member and how you can contribute to this vital campaign.



Membership Application

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

Organization _____ Primary Contact Name _____

Street Address (Physical or shipping address only – Do not use P.O. Box) _____ City, State, Zip _____

Phone # _____ Fax# _____ Registered Contractor's License # _____

Email Address _____ Website Address _____

- As a member of the pool and spa industry I pledge to financially support the California Pool & Spa Association through annual membership dues and other contributions as needed; I agree to abide by the Code of Ethics; to promote the goodwill of the pool and spa industry; and to proudly display the CPSA logo.
- I consent to receive ongoing communication from California Pool & Spa Association via telephone, fax, email, and/or mail.
- I give consent for my company name, company address, company phone number, company fax and company website to be published in CPSA documents such as publications, directories, the association website, and be distributed to other members and consumers when requested.

Name (Please Print) _____ Title (Please Print) _____

Business Name (Please Print) _____

Date _____ X _____
 Signature

Annual Membership

Paid Online \$ _____ Date: _____

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

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

Credit Card Number: _____

Expiration Date: _____ Security Code: _____

Cardholder Name (Printed): _____

Authorization Signature: _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Membership Categories and Dues

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

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

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

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

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

I want to make a Contribution
 \$100 Other _____

Thank You for Your Support!

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

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

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

Education Quiz

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

IPSSA is on Facebook!

Visit our page at www.facebook.com/ipssa, where you'll see photo albums from recent industry events.

Find us on
facebook

Little Hoover Commission executive summary

“Successfully combating the underground economy is bigger than protecting employees and businesses and returning revenue to the state. It is a matter of preventing the erosion of confidence in the institutions that protect the public.”

– Jennifer Lentz Snyder, Head Deputy District Attorney, Healthcare Fraud, Los Angeles District Attorney’s Office

California’s well-being depends on the success of its businesses. To succeed, businesses need to compete on a level playing field. California has many rules and regulations by which its businesses must abide, and when some entrepreneurs do not play by those rules, it creates an unfair advantage.

When business owners cheat by illegally underpaying employees, for example, or not paying taxes – allowing them to undercut prices of

law-abiding businesses – it hurts compliant businesses and California workers alike. They make employees work an hour or two without pay. They don’t get the required licenses for their occupations or provide workers’ compensation coverage. This business model, when allowed to prevail, nourishes a powerful downward economic spiral. It is a bane to the above-board businesses, particularly the small businesses that are the backbone of the California economy.

Employees working within this illegal business model, particularly those in labor intensive industries – people who clean buildings, wash cars, wait on customers, pack and ship goods in warehouses, harvest the food Californians eat – often suffer the greatest harm. Employers may short their paychecks. Or they may intentionally misclassify them

as independent contractors, making them pay the employer’s share of payroll taxes. Often, these are workers in or near poverty, and they endure such conditions because any job is better than no job.

And at the same time, public health and safety is at risk – from biohazards transported by untrained couriers, misclassified truck drivers passing the limits of drive time, counterfeit prescription drugs and

contact lenses on the shelves or shoddy construction being performed by unlicensed contractors.

Entrepreneurs who cut corners by not paying taxes, not providing adequate insurance and skimming off their employees’ paychecks are considered to be part of the underground economy. But the term underground economy means different things to different people. Broadly defined, it includes any

activities that individuals and businesses try to hide from government licensing, regulatory, tax and law enforcement agencies. Some of these activities, such as drug dealing or human trafficking, are illegal transactions that should be shut down. Other activities are conducted by individuals or businesses who otherwise would be legal operators but who are breaking the law to

Continued on page 10

SHHH...DON'T TELL ANYONE...
But this service guy is not working as hard as it looks.

HOW DO WE KNOW?
Because he is using **Pool Perfect+PHOSFree.**

- Predictable Results
- No Phosphates, No Problems
- Eliminate the waterline ring, even when you're not there.
- Reduce the headache pools
- Extend filter cycles

NO PROBLEM POOLS.
Call 1-800-753-1233 for more information on our products.

IS YOUR POOL BUSINESS DROWNING IN PAPERWORK?
QUICKBOOKS™ slowing you down?

Well...

THERE IS A BETTER WAY
to organize, automate and grow your pool business.

visit: **HYDROSCRIBE.COM**
Work anywhere. Succeed everywhere!™

HOW A SIMPLE ADD-ON CAN HELP YOU ADD CLIENTS

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

INSTANT FROG®

FROG

KingTechnology.com • 800.222.0169



El Dorado's First Annual Trap Shoot

Continued from page 1

Specialties. We would like to confirm that it was merely a coincidence that they won first place & the prize money. This will be a yearly event that will be held on the last Saturday in February so mark your calendars now.

Little Hoover Commission

Continued from page 9

gain a leg up on their competition. The underground economy typically includes everyone from the low-income worker trying to make a "few extra bucks" on the side by doing home improvement projects, landscaping or housekeeping for cash to the street gangs and terrorists who have penetrated the highly lucrative counterfeit goods market and the many, many layers in between. It can be easy to ask, particularly at the lower end of the spectrum, why should I care?

When consumers don't care, it feeds the demand that allows the underground economy to grow and thrive. When government doesn't care, as evidenced by a lack of enforcement or a lower priority in the criminal justice system, it erodes trust in government and signals to law-abiders that crime in California actually does pay.

In this review, the Commission found that the tentacles of the underground economy reach deep in California and that it plagues both businesses and workers. The underground economy also robs the state of an estimated \$8.5 billion to \$10 billion in uncollected tax revenue, money that could fund education, law enforcement or long-overdue infrastructure investments or reduce taxes for the majority of Californians who play by the rules.

Because of the breadth of this topic, the Commission limited its focus in this review to those activities that are legal when all laws and regulations are followed – and illegal when not. One exception to the narrow focus of this review is counterfeiting, in part due to the authority of state taxing agencies in shutting down counterfeiting operations, the damaging effect that counterfeit goods sellers have on legitimate businesses and the significant public health and safety risks posed by the very broad array and availability of modern counterfeit products.

The Commission's year-long study process included two public hearings, three public advisory committee meetings and as well as staff research including interviews with more than 150 experts and stakeholders. The Commission heard from dozens of employers, workers and the associations that represent them. It heard from federal, state and local officials, including organizational leaders as well as the investigators, auditors, attorneys and law enforcement officials battling the underground economy on the front lines, often without adequate resources or in some cases, the tools and technology to be most effective.

This reports includes 15 major

Continued on page 11

What might be heard at Mount Rushmore about Salt Water Pools...

I check the salt level and only use **AQUASALT**.

I keep the pH in the correct range.

I clean the cell every 2 to 3 months of use.

I add conditioner as needed, honestly.

AQUASALT®

www.aquasalt.com

George Washington
1st President

Thomas Jefferson
3rd President

Theodore Roosevelt
26th President

Abraham Lincoln
16th President



Western Pool & Spa Show

(L to R): Scott Peterson, Ray Arouesty, Roberta Rohwedder and Marc Cannon.



Paradise Pools and Spa with Adam Morley and Jason Briggs

Little Hoover Commission

Continued from page 10

recommendations on ways California can level the playing field for compliant businesses and protect workers from unscrupulous employers. First and foremost, it must educate – consumers, employers, workers, and public officials – both on the public safety as well as the economic perils of letting the underground economy go unchecked. The Commission applauds the many outreach efforts of various state organizations that help businesses and workers who simply don't know or understand the rules to become compliant. But for those who knowingly and willfully break the law to gain an upper hand or fatten their wallets by forgoing taxes and licensing fees, underpaying workers or taking shortcuts with insurance, the state must take bold and immediate moves to show it is serious about tackling this problem.

Thirty years ago, the Little Hoover Commission reviewed the underground economy and concluded "the state can and must do more to deter the growth of the underground economy and eliminate its activity in many areas." Sadly, not enough has changed in this arena since its 1985 report. As the number of employers has doubled in the state in the past 30 years, and as rules and regulations have grown increasingly complex, the state has done a woeful job responding, both in terms of providing easy access to information to help businesses comply and in terms of growing its enforcement resources to tackle those businesses that knowingly cheat.

This report is organized into four chapters, a background chapter that describes the negative effects the underground economy has on the California business climate, on workers and on health and safety. It also includes a description of the state government entities primarily responsible for curbing the underground economy and the various task forces that have been formed to better leverage limited investigation and auditing resources. The background chapter is followed by three chapters that provide findings and recommendations on leadership challenges, opportunities to improve tools for enforcement and proactive options to stop the underground economy before it starts.

Leadership void

California's long campaign against the underground economy suffers from a lack of leadership. As it found in 1985, the Commission in this review again found that there is no single executive accountable for leading the charge against the underground economy. There are many champions and

Continued on page 17




AQUA TECHNIX®

A complete line of in-ground & above ground pool equipment

**SOLD ONLY BY
POOL PROFESSIONALS.**

Not available for sale on the internet.



- ✓ Exclusive Products
- ✓ Extended Warranties
- ✓ Special Discount Programs
- ✓ Point of Purchase Materials
- ✓ Dedicated Website



LIMITED TIME OFFER!

Buy any six UniFit single speed pumps and get **\$150 IN VISA CARDS.**

Buy six UniFit 1.65THP variable speed pumps and get **\$300 IN VISA CARDS.**

Buy six UniFit (2.4, 2.7, or 3.45 THP) variable speed pumps and get **\$400 IN VISA CARDS.**

Program ends on May 15, 2015



Select UniFit models are ENERGY STAR certified.



LISTED 3184

Learn how to become an authorized Aqua TechniX dealer:

Call 800-223-8538 for more information.

AQUA TECHNIX®

Aqua TechniX products are manufactured and marketed by Speck Pumps.



Does our salt chlorination give your customers the best water possible? Naturally.

For consistently clean, beautiful water the clear choice is Hayward®, the #1 brand in salt chlorinators. Our complete lineup of salt chlorination products eliminates red eyes, itchy skin, green hair and faded fabrics, all while simplifying installs and providing unmatched reliability. This in turn leads to happier customers and more referrals. Best of all, salt is more profitable for you—you'll earn more on the original equipment sale and create a new, more profitable revenue stream for yourself with replaceable salt cells. *For more information contact us at 1-888-HAYWARD or visit haywardsalt.com.*



30 years of clear water: The story of SeaKlear

By Terry Arko

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

The beginning

Back in the early 1980's sea food processors in the Pacific Northwest had a big problem.

Clearing the ocean as well as pools

Through modern processing "chitosan" was derived from the shell. Chitosan has been around for centuries and can be derived from various sources including the wings of some insects. One of the early uses of chitosan was in the varnish of violins made by Stradivarius because it helped to create a firm silky finish on the instruments. Chitosan was found to be an excellent way to naturally produce the clearest, cleanest pool water possible. And so SeaKlear Natural Clarifier was launched. The name SEAKLEAR came from the early uses of the product by the U.S. Navy to clear cloudy ocean water for the recovery of weapons and underwater photography. It worked so good for the Navy that it was soon introduced to the pool market to clear cloudy swimming pools. Natural Clarifier took off and soon became the preferred choice of pool professionals. Regular use of

saving easy dosing method with our weekly pods by using the 50 pod service bucket size.

Always leading the way

SeaKlear was the first to bring a natural effective clarifier to the pool market and we continued that innovation by being the first to introduce phosphate removal as well. Our Phosphate Remover Commercial strength is 6 times as strong as the

leading competitor. Our quality formula removes high levels of phosphate to the filter fast. We also revolutionized how algae is killed by being the first to introduce a 90 Day Algae Prevention and Remover. Yes 3 months of algae prevention and protection in a unique triple chelated low-dose copper that does not cause staining or foaming. It is the number one choice of algacide among

the service trades in Florida and the Southwest.

Our dream fulfilled

30 years ago today our company had a big dream to make pool water better with natural based products. Today the dream is real and your customers will benefit while you profit from all of the natural, effective products that SeaKlear offers!



Crab, shrimp and lobster thrive in the nutrient rich waters of this region. The seafood companies profit from processing these for canning. The problem: 80% of processing crab-meat for canning ends up as shell waste. Think of how much shell was left on your plate the last time you had a crab dinner. Seafood companies were disposing of this in land-fills and bays. This soon became a stinking, rotting mess and a pollutant to the waters. Orders from the EPA were to find some other way to dispose of the tons of shell.

The secret ingredient

This is what led to the creation of the most amazing and effective water treatment in the pool and spa industry. SeaKlear 4-in-1, now known as Natural Clarifier, was developed as one of the many useful products from the re-cycling of crab shells. A team of scientist discovered that hidden in the shell of these crabs is a fantastic almost magical ingredient known as "chitin".

the Natural Clarifier meant no more scum lines, crystal clear water and filters that stay cleaner longer! Because of its proven performance SeaKlear Natural Clarifier has remained the number one choice among pool and spa professionals for 30 years.

Making the best clarifier even better

We have taken the technology from the 1980's and modernized it with the advent in 2012 of our SeaKlear Mighty Pods for pools. The CURE pod is a super concentrated dry form of our proprietary crab shell formula in a simple and easy to use dissolvable pod. Simply drop it in the skimmer and turn a cloudy pool to clear within 24 hours. The 3-in-1 WEEKLY pod is a blend of phosphate remover, enzyme and clarifier in one convenient dose. Simply place in skimmer or pump basket weekly to keep water quality superb. There's less waste from bottles and dosing is no question anymore. Service pros can take advantage of the cost

SeaKlear®

Natural Clarifier

Made from crab shells not oil wells.

1985 - 2015

Thanks for 30 Years of Support!



HEY BUD.... DON'T BE A SQUARE, USE HYDROWAVE



HYDROWave[®]
Innovative In-floor Pool Cleaning Products



HW1
A&A
QuikClean 1

HW2
A&A
QuikClean 2

HW3
A&A
GAMMA 3

HW4
Caretaker 99
Threaded

HW5
Caretaker 99
Bayonet

HW6
Paramount
PV3

HW7
Blue Square
Q360

Coming Soon! GPM™ 6 Port Water Valve

Upgrade your next pool project with our patented HydroWave® in-floor replacement heads



Accelerated Pool Innovation™



Transform your cleaner into an automatic pool brush.



Empty your skimmer basket with the push of a button!

New Model Coming Soon! B-152 Compatible with 1080 Series Skimmers.



US and Foreign Patents Pending



For more information call, **1.800.588.4008** or visit poolpatch.com (Dealers Welcome)

Sweep Fins®, HydroWave® and Debris Z® are registered trademarks of Pool Patch LLC © 2015 Pool Patch LLC



Shaping the future through aquatics

Early Registration for the 12th Annual World Aquatic Health™ Conference Opens April 1. Register by June 1 to save.

Organizers announced early registration on April 1 for the 2015 World Aquatic Health™ Conference (WAHC™), offering a savings when registering by June 1. The three-day event, hosted by the non-profit National Swimming Pool Foundation® (NSPF®), is slated for Oct. 7-9, 2015, in the Valley of the Sun, at the Scottsdale Plaza Resort, Scottsdale, Ariz. Complete details can be found at thewahc.org, including one-stop registration, an interactive seminar schedule, presenter bios, and special conference events; also a link to make discounted hotel room reservations (book early to assure a room at \$154.00 per night plus taxes, available through Sept. 13, 2015).



This year's Welcome Reception will celebrate NSPF's 50th Anniversary of keeping pools open and safer. Other special events include a private showing of the Missy Franklin and Kara Lynn Joyce documentary, "Touch the Wall"; the International NSPF Instructor Meeting; an Environmental Health Leader Reception; and an Emerging Leaders Reception.

In addition, the first bi-annual meeting of the CMAHC (Conference of the Model Aquatic Health Code) will take place Oct. 6-7 at the Scottsdale Plaza Resort. The CMAHC serves the key role of collecting, assessing, and relaying national input needed on the MAHC. Other pre and post con-

ference events include an Insider's Tour; USA Swimming's Regional Build a Pool Conference; and a Genesis 3 Event to be announced.

Two notable keynote addresses will kick off the packed schedule planned for over 400 World Aquatic Health Conference attendees. Rowdy Gaines, renowned Olympic swimmer, now Executive director of LIMU's Rowdy's Kidz outreach program will open the conference on Thursday, Oct. 8; Graham Talley & Ashkahn Jahromi, entrepreneurs with outrageous curiosity will present on the morning of Oct. 9.

The unmatched educational

and networking event includes 62 seminars across eight important tracks: New Industry Technology (9 seminars); Health Benefits (5 seminars, plus 16 'Ted-style' 5-7 minute talks); Facility Management (9 seminars); Health Codes (5 seminars); RWI Prevention (4 seminars); Advanced Chemistry/DBP Prevention (4 seminars); Drowning Prevention (5 seminars); and Market Growth (5 seminars); plus a scientific poster session and tabletops.

"Over 50% of our attendees return year after year because they appreciate this unique forum where

Continued on page 16

The IPSSA Scholarship Fund

Advancing professional training and education in the swimming pool and spa industry

The Independent Pool and Spa Service Association (IPSSA), established in 1988, was formed to promote educational opportunities and provide business resources to its membership. Scholarships through the IPSSA fund are available to all self-employed swimming pool/spa service technicians and their immediate family members in Arizona, California, Florida, Georgia, Nevada and Texas.



Scholarships will be available in all swimming pool/spa service related areas, including business-related courses at local community colleges. Scholarships are not available for pool building education. Applications are accepted throughout the year. The Scholarship Committee meets once each year in January. Applications must be received in the IPSSA executive office by December 1st to be considered for a scholarship at that time.

Applications are available by clicking on the link below or by contacting the IPSSA executive office at 888-360-9505.

Scholarships are available for, but not limited to, the follow-

ing areas:

- Certified Pool Operators (CPO)
- Aquatics Facility Operator (AFO)
- Contractor license schools
- Manufacturer sponsored courses
- Community college courses in:
 - > Bookkeeping
 - > Accounting
 - > Computers
 - > Chemistry
- Trade school courses in:
 - > Plumbing
 - > Electrical
 - > Mechanical
- Whatever will help your business!

Go to ipssa.com for an IPSSA scholarship fund application.

Save Labor & Increase Your Earnings

SR3 allows you to increase your billings with new and existing customers.

Our customers bill their clients \$300 for initial service and then a reoccurring \$50 monthly maintenance fee. The reoccurring service takes 10 minutes and 25% of product initially applied.

Fast & Effective Scale Removal
The alternative to bead blasting

	BEAD BLASTING	SR3
TIME	3 - 5 Hours 1X Per Year	.5 - 1 Hour 1X Per Year
COST	\$250-\$300	\$14.99 (11.99 w/coupon) <i>Just one bottle cleans the whole pool!</i>
PROFIT	\$130	\$850 <i>Depending on labor costs</i>

*Time and cost vary with degree of scale buildup. Specs based on an average size pool (15' x 30') with cleaning surface of 90 linear feet.

SR3 Scale Remover & Tile Cleaner is a professional strength formula that's tough enough to remove heavy scale build-up easily, yet gentle enough for regular maintenance. The thick, viscous gel clings to vertical surfaces to quickly remove scale and grime. Leaving pool and spa tiles clean, bright and without damage.

View our video at www.3xchemistry.com

\$36

Save \$36.00 when you purchase a case of 3X SR3 Scale Remover
Limit 5 cases per coupon.

\$3

Or save \$3.00 when you purchase individual bottles.
Limit 12 bottles per coupon.

MANUFACTURER'S COUPON
Coupon valid only at participating distributor pool facilities. **Store redeem thru DirectLine Industries

EXPIRATION DATE: APRIL 30, 2015

Available through:
Superior Pool Products, SCP, Cloud Supply, B's Pool Supply, many other purveyors of pool products nationwide, & www.Amazon.com

PO Box 15133 • St. Louis, MO 63110
(866) 773-6136 • 3XChemistry.com

POOL & SPA LEAKS?

WE LOCATE & REPAIR LEAKS IN:
POOLS • SPAS • PONDS & FOUNTAINS

💧 SONAR
💧 ULTRA-SONIC FIELD TESTING

• Ask about our guarantee warranty.
• Senior Citizen discount.

**LEAK
DETECTION
USA**

(888) 889-8858

State License #652030

CERTIFICATES OF INSURANCE NOW AVAILABLE
Contact Arrow Insurance at 800-833-3433
or visit www.arrowinsuranceservice.com

World Aquatic Health Conference

Continued from page 15

professionals share the latest scientific advances, innovation, and emerging trends – helping us shape the future of aquatics for a better tomorrow,” said Michelle Kavanaugh, NSPF Director of Mission Development, US/Canada.

“We are at a unique and extraordinary time to keep pools safer and to create demand for aquatics resulting in healthier people and growth in our field,” added Thomas M. Lachocki, Ph.D., and CEO of the NSPF.

The World Aquatic Health™ Conference is tailored for professionals affiliated with aquatic facilities, service providers, consultants, parks & recreation, water parks, academia, manufacturers, associations, builders, retail, boating, community organizations, distributors, hotels, government, health/medical, and media. A record number of attendees traveled to the 2014

WAHC from 42 states and 12 countries. Attendees from the United States, Australia, Austria, Canada, Denmark, Hong Kong, Iceland, Mexico, Poland, Sweden, the Ukraine and the United Kingdom participated in this leading global aquatic research forum.

Full-time college students (12+ credit hours) may register for the WAHC at a special price, \$150, by providing proof of enrollment at an accredited college or university. For additional information call 719-540-9119.

Conference sponsors

NSPF appreciates the support of organizations who have signed on as exclusive sponsors as of press time: Platinum sponsor PlayCore; Gold sponsors Councilman-Hunsaker and Wapotec; Silver sponsors: AquaSalt LLC; Delta UV; Industrial Test Systems; and Neptune Benson/Engineered Treatment Systems. Partnership opportunities are still available; email conference@nspf.org.

About the National Swimming Pool Foundation®

We believe everything we do helps people live healthier lives. Whether it's encouraging more aquatic activity, making pools safer, or keeping pools open, we believe we can make a difference. NSPF® offers products and programs that are technically sound, convenient, and beautifully designed. We just happen to sell books, training programs, online courses, and organize conferences. As a 501(c)(3) non-profit, proceeds go to fund research and to help create swimmers. NSPF has funded over \$4 million in grants since 2003 that have impacted policies and practices around the world. We are a founding sponsor of the Conference of the Model Aquatic Health Code (CMAHC) and a silver sponsor for the USA Swimming Swim Today campaign. In 2012, we launched the Step Into Swim™ Campaign, a 10-year initiative to create 1 million more swimmers. To find ways to work together, go to www.nspf.org.

It pays to designate beneficiaries

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

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

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

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

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

“The Next Generation of Online Ordering”

eCommerce + SourceDisk



Why use POOL360

1. Powerful search engine to help you find what you need **FAST!**
2. Features product images and schematics for quick reference.
3. View orders, invoices and account information.
4. Real time access to product availability and pricing at main and neighboring Sales Centers.
5. Easy online ordering.
6. Enhanced Security for Business Owners.*

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

It's Easy!

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



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

Little Hoover Commission

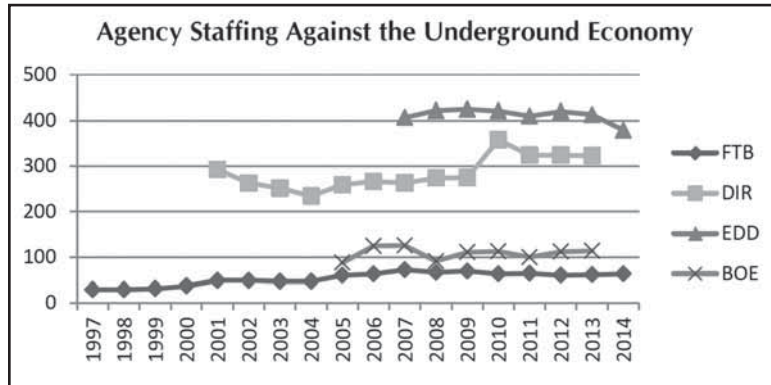
Continued from page 11

leaders within the organizations that have jurisdiction over the underground economy. Today, there is not just one statewide task force, as recommended by the Commission in 1985, but four major task forces as well as numerous other statewide collaborative efforts, plus the many state-local partnerships fighting these crimes on the streets in California's communities. At the state level, however, the alphabet soup of task forces at times seems more of a cacophony than a concerted effort. To level the playing field for California businesses, the state must make reining in the underground economy a priority, as important as achieving the many other policy goals that have benefited from the concentrated effort of a dedicated leader. In 2012, when the Commission reviewed energy governance, specifically whether the state had the structure in place to achieve the renewable energy goals enacted in 2011, it found that significant progress was taking place because a senior advisor was given the authority to get all the necessary players together in the same room, develop a plan, set milestones and then hold everyone accountable.

lead the organizations that have jurisdiction over the underground economy outside of the Governor's purview, including the Board of Equalization members, the Attorney General and the State Controller.

Lack of enforcement resources

During the past three decades since the Commission's last review of this topic, California's economy has grown and changed significantly. The number of employers in California has more than doubled to 1.3 million in 2014 from 621,000 in 1985. Policymakers enact well-intentioned laws to regulate businesses but then do not allocate robust funding to enforce the rules. Funding enforcement comes down to fairness and transparency. Honest businesspeople pay a high price to comply with the state's laws and regulations. When legislators enact laws but don't allocate the funding necessary to enforce them, they are failing law-abiding constituents by giving an unfair advantage to those who cheat. The graph below shows the enforcement personnel devoted to curbing the underground economy over the years.



The model was simple – get everyone together, cut through the red tape, get it done. Following this model, the Governor should appoint a short-term independent policy advisor with clear authority to untangle the current overlap of responsibilities, bridge silos and move efficiently toward results. This leader must be able to work with and garner cooperation from the various elected officials who

Not only has enforcement funding not kept pace with population and business growth, in some cases, the funding for enforcement comes from siloed special funds with strict rules on how the money can be spent. The Department of Industrial Relations, responsible for Californians' safety and protecting California's most vulnerable workers, relies entirely on money received through special funds.

Each of these special funds has rules determining how the money can be used. Further, several of these funds funnel revenue into reserves for times of economic uncertainty. The Commission found one of these funds, the Car Wash Worker Fund, has a reserve that is 19 times the annual operating budget of the enforcement program it is supposed to fund. The Commission recommends that policymakers establish a prudent reserve level for

the special funds – money paid by business through fees and surcharges – and use the rest of the revenue accrued through these funds for enforcement efforts, as originally intended.

Laws unclear, penalties too lax

In this review, the Commission also found laws and rules that can be so confusing and inconsistent that even those business owners who try to be compliant sometimes find they are not, while providing

cover for those who intentionally cheat. The lack of clarity in the definition of independent contractor, for example, is one way that participants in the underground economy shroud themselves in legitimacy. Long-time California janitorial firms told the Commission they are going out of business because they cannot compete with companies that classify their workers as independent contractors to avoid

Continued on page 18



www.springboardprb.com

WANT TO SELL YOUR POOL ROUTE?

We put cash in your pocket!





- ✓ Fast results
- ✓ Easy transactions
- ✓ Qualified buyers


Call us Today for a FREE Route Appraisal


1-888-998-7665

Specialty Tools for the Pool & Spa Professional!

CORD STOPPER
 Eliminate water leaks at the pool light forever. Simply slide Cord Stopper onto cord and push into conduit.

SURV CHEK LEVEL
 This amazing two way level gives you both a horizontal level and bullseye level with a threaded nylon base that screws into your fitting.

HYTEC FIBERGLASS SANDING TOOL
 This tool quickly sands the back of fiberglass pools & spas for snug fitting jets to eliminate leaks.

AQUA WRENCH TOOLS
 Over 4 dozen Aqua Wrench tools made of laser cut steel or rigid PVC for precision fit and durability.

G&P Tools, LLC
 573-431-6998 Made in the USA www.gandptools.com

Little Hoover Commission

Continued from page 17

paying payroll taxes and carrying workers' compensation insurance. The employees work set hours at set locations, but it is difficult to prosecute these businesses because there is no clear definition of independent contractor. The Commission recommends enacting a law that defines independent contractor and once defined, requires all state departments to abide by the same definition.

Beyond the lack of clarity, the Commission also found that the state lacks a coherent strategy for its sentencing laws related to white collar crime. The Commission, in decades of work focused on the state's criminal justice system, has called for an examination of California sentencing laws to reduce disparities and increase fairness. In this review, the Commission makes the call once again, recommending

the state assess existing penalties for white collar crimes and, where appropriate, make adjustments to ensure that rewards of breaking the law do not outweigh the risk or the penalties imposed if caught breaking the law.

Participants in the Commission's advisory committee process pointed out various laws and inconsistencies that contribute to lax penalties for underground economy-related violations. The Commission recommends that the state identify and refine laws that are unclear or inconsistent. Until rules and definitions are clear, businesses should be provided a safe harbor when following advice from administrative agencies.

When violators are caught and fined, the state and local prosecutors often have great difficulty collecting restitution. Assets are hid-

den, have been spent by the cheaters or are transferred beyond the state's reach. The Commission recommends that the state refine and expand its asset seizure laws.

Improving enforcement tools

A common thread emerged over the course of the Commission's underground economy study process: The state needs not only to enhance but also to improve enforcement efforts. This recommendation came from a broad spectrum of Californians who are often at odds on many issues but spoke in unison on the state's need for better tools to police the underground economy. This included business owners, labor groups, state and local officials, workers, taxpayers. Participants on the various state and local task forces and partnerships agree the single most important improvement needed is access to better information. Better information could help the state focus the

limited resources for enforcement on the most egregious offenders. In this review, however, the Commission found both policy and technological impediments to information sharing. The Commission recommends that policymakers enable state agencies to expand information sharing, including allowing some non-taxing agencies to obtain information currently only available to taxing agencies. The Commission also recommends that the Governor designate an advocate to negotiate with federal agencies for expanded access to data.

At the same time, the Commission urges caution to ensure that departments that collect and share data to combat the underground economy follow best practices and do not violate Californians' state constitutional right to privacy. The Commission recommends a review process to determine whether information and data sharing actions are

conducted according to established terms of use and whether they are making departments and agencies more efficient.

Funding for local enforcement

The state has a valuable asset in local law enforcement that can be leveraged by expanding or replicating existing state-local funding models. The Commission heard repeatedly that the workers' compensation grant model, financed by premiums paid by California employers for fraud investigations and prosecutions, is an effective funding model. This program was endorsed by employers who pay into the grant fund, by local prosecutors and two members of the commission overseeing the program who spoke with Commission staff. Counties that receive this grant money have dedicated prosecutors and staff who investigate and develop expertise in workers' compensation fraud. These prosecutors often uncover violations beyond workers compensation fraud, including unlicensed contracting, cash-pay transactions and tax evasion. Advisory committee members recommended, and the Commission agrees, that the workers' compensation grant model should be replicated and expanded and should include dedicated funding for complex multi-year investigations that currently are difficult to conduct within the existing grant formula.

Equity for enforcement personnel

Successful enforcement against the underground economy ultimately depends on the people doing the audits and investigations. At the state level, the Commission found inequity and discrepancy in the compensation and protective resources for employees holding similar positions. Specifically, the Commission found that some investigators are not paid commensurately with colleagues in similar positions at other levels of government. Additionally, the state requires criminal investigators to complete Peace Officer Standards and Training and perform the duties of sworn peace officers, but not all of these investigators are armed, even though they often are in dangerous situations. The Commission was told that issuing search warrants and making arrests can sometimes be delayed until contracted partners who are armed become available. The Commission recommends that the state evaluate civil service classifications for consistency for the same level of work in the investigation, tax audit and compliance and management series.

Making it easier to comply

Education, outreach and simply making it easier for businesses to comply should be the top priority of state government. In its 1985 report and again in this review, the Commission calls for a one-stop shop to provide business owners all the information they need to comply with state rules and regulations in one location. The Governor's Office of Business and Economic Development (GO-Biz), an organization created in response to a Little Hoover Commission recommendation in 2010, has made considerable progress in reviving a defunct permit assistance unit in a website called CalGOLD, www.calgold.ca.gov. Currently a user can go to the website, select the type and location of the planned business and view a list with links and contact information

Continued on page 20



A COMPLETE LINE OF POOL DECK PRODUCTS

HS-1 SL

One-Part, Self-Leveling Sealant

DECK-O-SEAL Is Proud to Introduce HS-1 SL: One-Part, Self-Leveling Hybrid Polymer Sealant



A Division of **W. R. MEADOWS, INC.**
P. O. BOX 337 - Hampshire, IL 60140
Phone: 800-542-POOL
Fax: 847-214-2268
Email: sales@deckoseal.com
@deckoseal

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

Offering a network of strategically placed stocking locations throughout the U. S. and Canada.



POOL WATER PRODUCTS OFFERS NEW ONLINE STORE FRONT/eCOMMERCE WEBSITE!

Our online storefront/eCommerce website allows you to:

- Check inventory levels and pricing from any of our 20 warehouses.
- Place orders with any of our 20 warehouses 24 hrs a day. 7 days a week.
- Review past purchases of all products.
- Review both current and past invoices.
- Plus much more!

Contact your local PWP branch office for more details and register today!

ASK FOR
ALL-CLEAR
Professional Pool Chemicals

GARDEN GROVE, CA (714) 638-3873
VAN NUYS, CA (818) 997-6651
SAN JOSE, CA (408) 432-9700
SANTA ANA, CA (714) 973-4744
SAN DIEGO, CA (858) 565-1330
CANOGA PARK, CA (818) 710-9500
CONCORD, CA (925) 827-4300
SACRAMENTO, CA (916) 927-2882
RIVERSIDE, CA (951) 682-7700
LAS VEGAS, NV (702) 617-0010
MESA, AZ (480) 351-2929
PHOENIX, AZ (602) 244-2727
PHOENIX, AZ (602) 569-3177
TUCSON, AZ (520) 887-1100



FORT LAUDERDALE, FL (954) 771-1110
LONGWOOD, FL (407) 260-2323
SARASOTA, FL (941) 922-1919
DALLAS, TX (972) 243-6006
HOUSTON, TX (281) 894-7071
RICHLAND HILLS, TX (817) 284-1600



PUT YOUR BUSINESS IN GOOD HANDS.

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

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



Steve Richardson
(209) 667-2222
2012 West Monte Vista Ave.
Turlock, CA 95382
steve@allstate.com
CA Insurance Agent #: 0105597



Allstate
BUSINESS INSURANCE

We offer commercial auto insurance.

Subject to terms, conditions and availability. Allstate Indemnity Co. Northbrook, Illinois © 2011 Allstate Insurance Co.

WATER SAVERS COMPANY

A DIVISION OF DIRKAND, INC.

SPECIALIZES IN REPAIRING AND LOCATING POOL AND SPA LEAKS

PERSONALIZED, FRIENDLY SERVICE

- Family Owned •
- Satisfaction Guaranteed •

Serving Orange County, Inland Empire, South Bay and the Long Beach area

Call Steve or Andi at

1(800) 543-0979 or

(949) 955-1233

Lic. 561852

California water conservation

Continued from page 5

into effect. All Californians are now prohibited from:

- washing down sidewalks and driveways;
- watering outdoor landscapes in a manner that causes excess runoff;
- washing a motor vehicle with a hose, unless the hose is fitted with a shut-off nozzle;
- operating a fountain or decorative water feature, unless the water is part of a recirculating system; and
- irrigating turf or ornamental landscapes during and 48 hours following measurable precipitation (new).

(New) Prohibitions affecting commercial businesses include:

- restaurants and other food service establishments can only serve water to customers on request; and
- operators of hotels and motels must provide guests with the option of choosing not to have towels and linens laundered daily and prominently display notice of this option.

Water agency requirements

The biggest change for urban water suppliers is the creation of a floor, or minimum standard, for outdoor irrigation restrictions. Urban water suppliers must now limit the number of days per week that customers can irrigate outdoors. The limit must either be specified in their drought contingency plans; or if their plan contains no specific limit, irrigation is limited to no more than two days per week.

Water agencies will also be required to notify customers when they are aware of leaks that are within the customer's control. Finally, monthly reporting requirements will be expanded to include the limit on days for outdoor irrigation and a description of compliance and enforcement efforts.

For smaller water suppliers, the expanded regulation clarifies that if they choose to implement alternate mandatory measures, in lieu of limiting outdoor irrigation to twice a week, those measures should be designed to achieve a 20 percent reduction in water consumption.

Local agencies can fine property owners up to \$500 a day for failure to implement conservation requirements and the State Water Board can issue cease and desist orders against water agencies that don't impose mandatory conservation measures upon their retail customers. Water agencies that violate cease and desist orders are subject to civil liability of up to \$10,000 a day.

"In a drought this severe, we need to think differently about our daily water use, and need to sacrifice emerald green lawns and other water use luxuries," Marcus said. "At a time when hundreds of thousands of acres of farmland lie fallow, thousands are out of work, communities are running out of water, and fish and wildlife are devastated, and when locally stored urban water supplies are shrinking, we need to step up the pace of conservation. Water agencies should be motivating cus-

tomers to take even more responsibility for the amount of water used in homes, backyards, businesses, parks and everywhere else."

Following Board adoption, the regulation will be submitted to the Office of Administrative Law, which has 10 days to approve or deny the regulation. If approved by the Office of Administrative Law, the regulation will take effect immediately and remain in effect for 270 days from that date.

For more information, please visit the Emergency Water Conservation website.

Governor Brown has called on all Californians to reduce their water use by 20 percent and prevent water waste – visit SaveOurH2O.org and SaveOurWater.com to find out how everyone can do their part, and visit Drought.CA.Gov to learn more about how California is dealing with the effects of the drought.

Pentair offers incentive program for IPSSA

By Steve Zorn

Steve Zorn is California regional sales manager for Pentair.

All of us at Pentair Aquatic Systems appreciate the support of the IPSSA membership. We are pleased to offer IPSSA a rebate incentive based on the individual product purchases of each member.

Pentair will reimburse IPSSA one dollar (\$1.00) for each whole good that a member purchases throughout the year. The listing of qualifying whole goods are the same that are listed in Pentair's PIP program, but basically pumps, filters, heaters, heat pumps, cleaners, automation systems, Intellichlor and colored lights.

In order for IPSSA to receive payment each member must register individually on the Pentair-IPSSA Incentive Program Registration Form (shown below and available on the members-only page of www.ipssa.com). This will allow Pentair to monitor and collect electronically from participating distributors purchase details, or direct from the member purchases for the rebate accumulation.

If a member does not register, their purchases will not qualify and cannot be added later.

The Pentair Incentive Program dates reflect purchases made from October 1, 2014 thru

September 30, 2015.

This program does not affect any member purchases that may also currently be individually enrolled in our PIP program.

If dealers have any questions regarding the program, please have them dial 800-693-0171 and speak with their Program Coordinator.

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

2015 IPSSA National Rebate Program



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

Member Information:

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

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

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

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

I purchase from the following Distributors:	Rebate Rules • Pentair will reimburse IPSSA National one dollar (\$1.00) for each whole good that a member purchases throughout the year. The listing of qualifying whole goods are the same that are listed in Pentair's PIP program, but basically pumps, filters, heaters, heat pumps, cleaners, automation systems, Intellichlor and colored lights. The maximum total payout to IPSSA will be \$20,000 per year on an annualized basis for all its members participating. To enroll in this IPSSA National rebate and ensure the education fund receives credit for your purchases, please fax this enrollment to 866-741-4051/ATTENTION: IPSSA REBATE. Once we receive your form, you will be enrolled in the IPSSA National Rebate Program. • If you have any questions regarding this rebate, please call the Marketing Team at 800-693-0171 or email to rewards@pentair.com • Each member must register individually on the Pentair- IPSSA Incentive Rebate Registration Form. This will allow us to electronically collect and monitor member purchases for the rebate accumulation. If a member does not register, their purchases will not qualify and cannot be added later. Should the National rebate be in effect going forward, the participants will be rolled over into the next year. • Purchases must be made between the dates of October 1st thru Sept 30th during each rebate year.	
		Name: _____
		Acct #: _____
		Name: _____
Name: _____		
Acct #: _____		
Name: _____		
Acct #: _____		

Member Signature _____ Date _____

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

Little Hoover Commission

Continued from page 18

for all the paperwork required to open the business. GO-Biz is continuing to enhance this website and later in 2015 expects to add a wizard-type application in which the user is asked a series of questions and receives specific information in response. The Commission commends this effort and recommends

the state continue to build the "one-stop" center with a technology solution that automatically is updated by state and local authorities as requirements are added or revised.

The Commission also recommends going a significant step further by creating a master business application that lets business own-

ers interact with all government agencies through a single portal. For businesses that want to comply with all the rules, the portal would provide all the information needed. The goal of the master business application should be to reduce and streamline paperwork for businesses and provide a common identifier that the business owner could use to enter and update information. A common identifier also would benefit underground economy enforcement efforts as there would be a common number that could be used across departments and agencies.

Incentives, education and outreach

Every state entity involved with tackling the underground economy has outreach efforts, yet the Commission found more can be done to educate businesses, workers, consumers and even public officials. Although much of this report focuses on the supply side of the equation, consumer demand for low prices feeds the underground economy. Consumers could have a

tremendous impact on the underground economy if they had the tools and information to recognize and then choose not to patronize cheating businesses.

The Commission found the state also could adjust incentives to change results. One example highlighted during the Commission's public hearing process was the rebates rewarded to homeowners who replace old heating, ventilation and air conditioning (HVAC) units with energy efficient units. To qualify for the rebate, the homeowner must pay for a permit and have air ducts inspected and sealed if leaks are detected. In 2010, approximately \$11 million in taxpayer-funded rebates were awarded, yet some 90 percent of HVAC replacement units installed statewide are not properly permitted and do not meet quality verification requirements.

The Commission also found that more could be done to ensure that government contracts are not awarded to businesses that do not comply with state laws. There is a

lot of pressure for government officials to take the lowest bid. Parameters have been put in place to ensure that public works projects are awarded to compliant businesses. Similar steps should be taken to ensure that all public contracts are awarded not just to the lowest bid, but to the lowest responsible bid. Tools that might help achieve that goal include a prequalification database, mechanics liens and stop notices and stricter requirements for recordkeeping with correspondingly sharper penalties.

Every state department that provided input to the Commission during this project indicated a high priority on education and outreach. The Commission applauds these efforts and encourages the state to continue to educate through traditional and social media and by working with community-based organizations that can provide outreach to businesses and workers that may not trust government. Finally, the Commission recommends that the state develop incentive-based opportunities for businesses to become compliant and work with industry associations to develop self-certifications and fiscal incentives for businesses to self-certify.

The state cannot successfully battle the underground economy alone. In addition to developing better cooperation between state agencies, the state must work with local and federal partners, community-based organizations, law-abiding businesses, consumers and workers. The state must take the lead, however, in transforming a

Continued on page 21



**Since 1984 — Employee Owned
Specialists in Swimming Pool Safety Products**

The employee owners at **Pool Covers, Inc.** are committed to great customer service for you and your clients!

Know that when you refer your clients to us they do not need to shop anywhere else. Pool Covers, Inc. employee owners will not only provide **superior customer service** but will provide you with the most innovative products to make your clients pool safe. We offer child safety fencing as well as safety swimming pool covers. Our style of "one stop shopping" makes it faster and more convenient for you and your clients.

Remember, for every client you refer that purchases a safety product from Pool Covers Inc., you will receive a referral check. We here at Pool Covers, Inc. appreciate you and your business!

Pool Covers Inc. providing quality safety products and service in Northern California for over 25 years.

Call us at 800-662-7665 with your referrals!

Save Lives, Save Water, Save Heat, Save Money!

OPTIONAL COVERAGE FOR MEMBERS

*Increased Life Insurance Limits
Higher Liability Limits
Remodeling Coverage*




arrow insurance service


(800) 833-3433
DOI License No. 0510559

Swimming Pool Insurance Specialists Since 1982


Stop asking yourself WHY and try Ab-Chem Chlor.



Receive \$5.00 off your next purchase of Abcana products




Valid only on liquid bleach and acid. Only one coupon per customer. No minimum purchase required to redeem coupon. Not valid on previous purchases. No cash back. Not valid in conjunction with any other offers. Other restrictions may apply, please see your store for further details. Offer expires on June 30, 2015



Contact us and ask us where you can find our product

Abcana Industries, Inc. • 545 W Bradley Ave. • El Cajon, CA 92020
PH: (619)444.9900 • FX: (619)444.9804 • sales@abcaindustries.com

 Find us on Facebook

Little Hoover Commission

Continued from page 20

culture of indifference into a level playing field for Californians.

Recommendations

Recommendation 1: The Governor, in consultation with state leaders who have jurisdiction over the underground economy, should designate an independent chief policy advisor for the underground economy and give that leader the authority to take action to eliminate the barriers that have prevented the state from successfully fighting the underground economy. This independent policy advisor should:

- Monitor the state's task forces and interagency partnerships to ensure they are organized efficiently, eliminate or restructure task forces that are ineffective, ensure they have sufficient resources and that there are no gaps or overlaps in enforcement of the constantly-evolving underground economy and develop recommendations to eliminate barriers that are preventing these task forces from being fully effective.

- Lead a strategic planning process to develop performance outcomes for combating the underground economy.

- Review enforcement staffing and funding levels and work with legislative leaders to develop a plan to adequately fund enforcement.

- Report on progress and any barriers requiring administrative or legislative changes within six months. Before the advisor's work concludes, work with the administration to designate a position that will periodically review the state's efforts to combat the underground economy.

Recommendation 2: The Governor and Legislature should establish a prudent reserve for the special funds that support the Department of Industrial Relations and use the rest of the revenue accrued through the special funds to expand enforcement.

- State officials should work with stakeholders to determine enforcement needs and allocate funding authorization accordingly.

- If the state is unable to provide fee-payers the enforcement they are paying for, then the state should reduce their fees to support the level of enforcement actually provided.

Recommendation 3: With stakeholder input, the Legislature should enact a law that defines independent contractor. This definition should be standardized across state agencies.

Recommendation 4: The Legislature should assess existing penalties for white collar crimes and make adjustments to ensure rewards do not outweigh the risks of participating in the underground economy. The Legislature should identify and refine areas where legal definitions are unclear or inconsistent.

- Until inconsistencies are resolved, individuals receiving advice from administrative agencies should receive safe harbor for following the advice given to them.

Recommendation 5: The state should refine and expand its asset seizure laws to improve the collection of victim restitution.

Recommendation 6: The chief policy advisor recommended previously should have the authority

to enable agencies to expand the use of information sharing, including allowing certain non-taxing agencies to obtain more information currently available only to taxing agencies. The Legislature, through the budget process, should allocate appropriate resources to cover the costs involved with data sharing. Additionally:

- The Governor should designate an advocate to negotiate with federal agencies for expanded access to its data.

- An expanded information sharing program should include the following components in which the state:

- Determines what data it wants, where the data is and what it plans to accomplish with its data.

- Plans its access controls, evidence-based methodology and information sharing infrastructure architecture.

- Creates terms of use for its data in a public and transparent manner, allowing stakeholders a voice in the process. This should include development of an oversight process if third parties are granted access to the data.

- Ensures it has the appropriate technology for investigators to accomplish their mission, users of the technology are appropriately trained and information sharing systems are compatible statewide.

Recommendation 7: The Governor and the Legislature should create a review process to determine whether information and data sharing actions are being conducted according to the pre-determined terms of use and whether they are making departments and agencies more efficient.

- Any discrepancies between agency actions and terms of use or results indicating that efficacy is not increasing should result in the cessation of that data sharing or an action plan to assist the agency or agencies in reaching the desired outcome.

Recommendation 8: The state should replicate the workers compensation grant funding programs in other high-fraud areas, and the grants should include dedicated funding for complex multi-year investigations.

Recommendation 9: The executive branch should evaluate civil service classifications for consistency for the same level of work, including the investigation, tax audit and compliance and management series.

Recommendation 10: The Governor and Legislature should create a "one-stop" center for business information including regulatory and financial information. The state should implement a technology solution so that this information center is automatically updated by state and local authorities with any revised requirements or changes in contact information.

Recommendation 11: The state should create an online statewide master business application to make it easier for businesses to comply with state requirements. The state should disseminate the information collected to appropriate departments to reduce the time a business owner spends filling out paperwork.

- The state should assign each

business a common identification number to facilitate information sharing.

- State field offices and public libraries should provide Internet access to the master business application.

- The application and annual renewals should ask if the applicant plans to hire or has hired independent contractors. If the applicant responds in the affirmative, the state should ensure the applicant receives independent contracting compliance information.

- The master business application should be created in an electronic portal that would allow businesses to quickly and easily make updates. Information about their employees should include their name, identification number and workers' compensation job classification against which workers' compensation claims should be cross-referenced.

- The state should work with willing local jurisdictions to create a master state/local business license, which would not prejudice existing local fees.

- The state should include stakeholders in every stage of the application planning process, including design and user-testing, to develop a tool that meets their needs. These should include business owners, state agency representatives, labor representatives, law enforcement personnel, district attorneys and Department of Justice officials.

Recommendation 12: Administrators of taxpayer-funded rebates should require proof that legal obligations to receive the rebate were met. If administrators are unwilling or unable to collect this proof, administration of the rebate should be moved to another entity or the

constituents under that administrator's jurisdiction excluded from the taxpayer-funded rebate program.

Recommendation 13: The Legislature should require all state and local contracts that meet the threshold for bidding to accept the lowest responsible bid and provide these agencies with the tools to identify and act upon the lowest responsible bid. These should include:

- A pre-qualification database that requires disclosure of previous violations and outstanding obligations to workers and the state, as well as proof that the contractor is meeting all regulatory obligations. Any subcontractors used must also be on the pre-qualification database. The funds derived from pre-qualification registration and renewal should go toward underground economy enforcement and education.

- An adjudication authority should be able to put a stop notice or mechanics lien on a public contract when the contractor or subcontractor is shown to be in violation of the law.

- Public works recordkeeping requirements and penalties should be applicable to all public contracts.

Recommendation 14: The state should develop a three-pronged statewide educational strategy that teaches consumers, public employees and businesses and workers about the harmful effects of the underground economy and how to avoid participating in it. The intent of this educational outreach program should be statewide culture change.

- The state should evaluate where there are gaps in education and outreach and determine how those gaps should be filled, using best practices.

- The state should assess the needs of its more disenfranchised populations, including immigrant business owners and low-wage workers, and work with community-based organizations to develop strategies to bring participants in the underground economy into compliance, encourage workers to report violations and build trust in government institutions.

Recommendation 15: The Governor and Legislature should work to expand voluntary audit programs and, working with industry associations, create incentive-based education and industry certification programs.

The IPSSAN subscriptions available to employee members

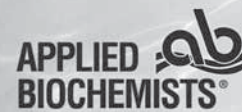
Would you like your employees to read The IPSSAN each month? All you need to do is contact the IPSSA Financial Office (888-391-6012 or sue@cramercpa.com) and make the request.



BOOST YOUR ACID WASH PERFORMANCE AND SAVINGS

Adding **HCL Advantage®** Acid Wash Aid boosts performance and savings. Our advanced formula bonds with metals and other materials in the wash for a cleaner result with no streaks, marks or deposits left behind at the bottom of the pool. Plus it thickens the wash for a more controlled application that uses less product to complete the job, eliminates the need for soap and reduces fumes for a safer, less irritating process.

Restore the sparkle in your customer's pool with **HCL Advantage®** Acid Wash Aid.

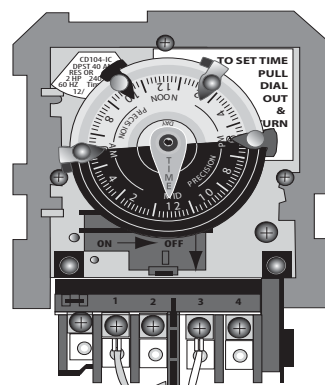


For more information, call **800.445.2059** or visit **AppliedBio.net**

HCL Advantage®, Applied Biochemists® and the AB logo are registered trademarks of Arch Chemicals, Inc. © 2011 Arch Chemicals, Inc. Arch is now part of Lonza



PRECISION MODEL CD104-IC



DIRECT SUBSTITUTE FOR INTERMATIC® TIMER – SNAPS INTO ENCLOSURE IN 30 SECONDS – NO TOOLS REQUIRED

Limited Time Offer
\$ 37 Each when Ordering the 6-Pack Special!
With Free Shipping!

Model CD104-IC - 240 V • DPST • 40 AMPS
Replaces T104 & T104R

IMPORTANT CLARIFICATION - Precision Multiple Controls, Inc. does NOT sell Intermatic® timers. Precision manufactures and sells their own timers with brackets that allow them to fit directly into an Intermatic® time switch enclosure. Intermatic® is the registered trademark of Intermatic Corporation - Spring Grove, IL USA.

Order at: www.SwimmingPoolTimeSwitch.com

FOR OVER 50 YEARS
PRECISION
THE #1 SOURCE FOR ENERGY SAVINGS CONTROLS

1-800-775-5862 LIVE CUSTOMER SERVICE
AVAIL. MON. – FRI. 9AM TO 5PM E.S.T.

1964 HASA 2015
 WORLD
 KEEPING YOUR WATER SAFE AND CLEAN FOR OVER 50 YEARS

Use HASA's Enzyme Products
 Effective in removing 80 - 90% of organic matter
 Reduces sanitizer use, Saving Money

HASA Eco-Safe pool enzyme & phos out maintenance
 1 quart removes 750 ppb phosphates per
 10,000 gallons of pool water

**HASA would like to thank all of the customers that entered the
 "50th Anniversary of Quality & Service Sweepstakes"
 Congratulations to Marty Stenhouse for taking home the Harley**

**For The Nearest HASA Distributor Location
 Please Contact Us At 661-259-5848
 HASA HAS ALL THE PRODUCTS YOU NEED
 VISIT HASAPOOL.COM TO VIEW OUR FULL LINE OF PRODUCTS**

HasaPool, hasapool.com, QR code, and social media icons (Twitter, Facebook) are also present.

SMART DIGITAL WATER TESTING™

eXact iDip®
 SMART PHOTOMETER SYSTEM
 with Bluetooth SMART

USEPA HEALTH DEPT COMPLIANT

Download on the App Store
 GET IT ON Google play

Scan to view the eXact iDip® Commercial!

HARNESS THE POWER OF THE SMARTPHONE & UPGRADE THE WAY YOU TEST WATER!

- The ONLY handheld photometer to use 2 way communication with a smartphone
- Customize the app with only the tests you need (4 pre-installed / 35+ available for purchase)
- In-app updates continually improve accuracy and add new features
- 30 day satisfaction guarantee AND 2-year warranty
- Results include time, date and GPS location which can be emailed as a CSV file (spreadsheet)

Industrial Test Systems, Inc.
 Innovators of Water Quality Testing
 800-861-9712 SENS SAFE.COM
 SENS SAFE ITSSENS SAFE

eXact®, Sensafe® and eXact® Strip Micro are trademarks of Industrial Test Systems, Inc. Rock Hill, SC 29730 USA © 2015 Industrial Test Systems, Inc. PSN0215 iPad, iPhone, iPod, iPod classic, iPod nano, iPod shuffle, and iPod touch are trademarks of Apple Inc., Google Play® Android® are trademarks of Google, Inc. registered in the U.S. and other countries.

IPSSA CHAPTER LISTINGS

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

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

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

CAPITAL VALLEY: (Sacramento)

First Wed., 7 p.m.
VFW, 8990 Kruithof Way, Fair Oaks
Pres. Gregg Simon (916) 536-9165

DELTA: (Stockton)

Third Wed., 6:00 p.m.,
Contact chapter Pres. for location.
Pres. Rick Plath (209) 456-1605
service@rickspoolservice.com

EAST BAY

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

EAST CONTRA COSTA

Fourth Tues., 6:00 p.m., Canton Garden Restaurant
7840 Brentwood Blvd., Brentwood
Pres. Martin Stenhouse (925) 240-8222
justapoolman@comcast.net

EL DORADO

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

ELK GROVE

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

GOLD COUNTRY

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

MODESTO CENTRAL VALLEY:

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

SACRAMENTO CITY

Fourth Wed., 7:00 p.m., Plaza Hofbrau
2500 Watt Ave., Sacramento
Pres. Nathan Williams (916) 213-6889
TRACY: Fourth Thurs., 6 p.m.,
Perko's Café, 1321 W. 11th Street, Tracy 95376
Pres. Greg Mongeau (209) 833-8109

WEST PLACER

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

REGION 2 (CENTRAL CALIFORNIA)

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

BAKERSFIELD

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

CENTRAL COAST

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

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

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

CONEJO VALLEY

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

FRESNO:

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

SANTA BARBARA

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

VENTURA: Third Tues., 7 p.m.

Yolanda's Mexican Cafe, 2753 Main St., Ventura
Pres. Jason Trone (805) 660-6344
VISALIA: Third Wed., 6 p.m.
Amigo's Cantina, 5113 W. Walnut Ave., Visalia
Pres. Roman Gomez (559) 992-5779
romangomez1251@yahoo.com

REGION 3 (NORTH L.A. COUNTY)

B.O.R.D. Member: Ivan Vance
(818) 376-8541
E-mail: ivanvance@att.net

ANTELOPE VALLEY

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

DIAMOND BAR

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

FOOTHILL

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

SAN FERNANDO VALLEY

Third Wed., 7:30 p.m., Canoga Bowl
20122 Vanowen, Canoga Park
Pres. Elias Duran (818) 360-4769

SAN FERNANDO VALLEY METRO

First Tues., 7 p.m., Canoga Bowl
20122 Vanowen, Canoga Park
Web site: www.sfvmetro.com

Pres. Saul Krochmal (818) 609-8252

SAN GABRIEL VALLEY

Second Thurs., 7:00 p.m.
Call or email Terry Snow for location
Pres. Terry Snow (909) 985-1830
tls.pools@verizon.net

SANTA CLARITA VALLEY

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

REGION 4 (SOUTH L.A. COUNTY)

B.O.R.D. Member: Jason Briggs
(310) 370-2144
E-mail: jason@paradisepools.biz

CENTRAL LOS ANGELES

Second Mon., 6:30 p.m., Han Woo Ri Presbyterian
Church, 1932 S. 10th Ave, Los Angeles
Pres. Se Hwan Kim (323) 733-8712

EAST LONG BEACH

Second Tues., 6:30 p.m., Ecco's Pizza,
2123 N. Bellflower Blvd, Long Beach
Pres. Bill Rothwell (562) 425-8249
poolboy1950@yahoo.com

SOUTH BAY

Second Wed., 7 p.m., American Legion Hall
412 S. Camino Real, Redondo Beach
Pres. Randy Mahler, (310) 832-1785
rmahler@oceanviewpools.net

WESTSIDE

Second Tues., 6:30 p.m., American Legion Hall
5309 S. Sepulveda, Culver City
Pres. Jeff Von Dwingelo (310) 749-1853
waterdogpoolservice@msn.com

WHITTIER: First Wed., 7 p.m.

Superior Pool Products in Santa Fe Springs
Pres. Tom Horning, (562) 458-2881
tomspoolcare@roadrunner.com

REGION 5 (ORANGE COUNTY)

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

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

Roundtable Pizza, 12829 Harbor Blvd., Garden Grove
Pres. Cal Pratt (949) 230-7462
CENTRAL ORANGE COUNTY
Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin
Pres. Jeff Steinker (949) 586-4860 jsteinker@cox.net

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

Coco's, Crown Valley and I-5
Pres. Brian Bottrell, (949) 697-8544
vambrian@gmail.com

HUNTINGTON BEACH

Third Mon., 6:30 p.m., Round Table Pizza
Warner & Euclid, Huntington Beach
Pres. Greg Beard (714) 903-8607
MISSION VIEJO: First Tues., 6 p.m.
Claim Jumper, 27845 Santa Margarita Pkwy
Pres. Mark Byrne, (949) 690-6381
eternitypool@gmail.com

NORTH ORANGE COUNTY

Second Wed., 7 p.m., Graziano's Italian Restaurant,
17487 Imperial Highway, Yorba Linda
Pres. Rick Reyes (714) 635-5459
rickmreyes50@yahoo.com

ORANGE COAST

Last Monday, 5 p.m., Carrow's Restaurant
Warner & Magnolia, Huntington Beach
Pres. Michael Kei Black (714) 891-0351
mblackels@netzero.com

ORANGE COUNTY #1

Second Wednesday, 7:00 p.m.; Graziano's,
17487 Imperial Hwy, Yorba Linda
Pres. Bill Walton (714) 632-8888

ORANGE COUNTY #9

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

ORANGE COUNTY POOL PROFESSIONALS

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

SADDLEBACK VALLEY

Last Tues., 6 p.m., Lone Star Steakhouse,
24231 Avenida de la Carlotta, Laguna Hills
Pres. Scott Kather (714) 742-9597

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

10560 Los Alamitos Blvd., Los Alamitos
Pres. Ken Tipton (562) 430-8515
SURF CITY
Third Tues., 6:30 p.m., Superior Pool Products,
10865 Kalama River, Fountain Valley
Pres. Frank Malavar (714) 960-3558

TUSTIN/IRVINE

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

YORBA LINDA

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

REGION 6 (INLAND EMPIRE)

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

CORONA

Second Tues., 7:00 p.m., Marie Callenders
160 E. Rincon St. (at Main St.), Corona
Pres. Johnny Springer (951) 741-6189
johnnyspoolandspa@sbcglobal.net

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

1999 N. State Street, Hemet
Pres. John Bettencourt (951) 925-2442

bettencourtpool@msn.com

MENIFEE VALLEY

First Wed., 7 p.m. at My Buddies Pizza
2503 E. Lakeshore Drive #A, Lake Elsinore
Pres. Renee Marier, (951) 285-9672
mangopoolspa@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.

Grandma's Restaurant, 539 Vista Bella, Oceanside
Pres. David Talbot (760) 845-6863

ESCONDIDO

Third Wed., 6:30 p.m., Call for location.
Pres. James Leisten (760) 737-3058
jim@blueribbonps.com

NORTH COUNTY COASTAL

Third Tues., 6:30 p.m.
Brett's BBQ, 1505 Encinitas Blvd., Encinitas
Pres. Daniel Carlson (760) 613-1552

RANCHO DEL MAR

Third Mon., 5:30 p.m., Tio Leos
3510 Valley Centre Drive, San Diego
Pres. Joshua McKee (858) 337-4482
josh@makaipools.com

SAN DIEGO

Third Wed., 7 p.m., Mission Valley Resort
875 Hotel Circle S., Mission Valley
Pres. Austin Gardiner (619) 449-6345
austingardinerps@hotmail.com

SAN DIEGO EAST COUNTY

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

SAN DIEGO METRO

Fourth Thurs., 7:00 p.m.
Coco's, 1025 Fletcher Parkway, El Cajon
Pres. Mike McCourtney (760) 788-0823
sunrisepools1@hotmail.com

REGION 8 (SOUTHWEST)

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

EAST VALLEY

Third Thurs., 6:45 p.m., Superior Pool Products
2350 W. Broadway Rd. #110, Mesa
Pres. Mike Lee (480) 786-0687

HENDERSON:

First Wed., 7 p.m., Village Pub-Horizon Ridge
10900 S Eastern Ave, Henderson NV
Pres. Forrest Owen (702) 372-7200, poolboys@cox.net

IPSSA VIPS

Third Wed., 7:00 p.m.
Elk's Lodge #335, 14424 No. 32nd St., Phoenix
Pres. Joe Mischik (602) 290-5547

NORTH PHOENIX

Third Tues., 7 p.m., SCP
18201 N. 25th Avenue, Phoenix AZ 85023
Pres. William Goossen (623) 580-9802
goosse-man@cox.net

NORTHWEST LAS VEGAS

First Thursday, 7:00 pm
Joey's Bar & Grill, 7081 W. Craig Road, Las Vegas
Pres. Robert Fazio, (702) 591-1624

SCOTTSDALE

Third Mon., 6:00 p.m., SCP, 7841 E Gray Rd.,
Scottsdale, AZ 85260-3461
Pres. Kurt Schuster (602) 488-7335

TUCSON:

Third Wed., 7 p.m.
Superior Pool Products, 4055 N. Runway Drive.
John Greenough (520) 440-5671

WEST VALLEY

First Wed., 7:00 p.m., Cloud Supply
1100 N. Eliseo, Felix Way, Avondale
Pres. Patrick Pace (623) 853-6859

WESTERN LAS VEGAS

First Mon., 6:30 p.m. (excl. holidays)
Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas
Pres. Linda Cross 702-524-8453
ipssalindacross@gmail.com

REGION 9 (TEXAS)

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

AUSTIN

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

CLEARLAKE

Fourth Tues., 7:00 p.m., Red River BBQ,
1911 Hwy 518 at 270, League City,
Pres. Jim Jacobsmeyer (281) 787-6116

CORPUS CHRISTI

First Thurs., 6:30 p.m., Schlitterbahn Upper Padre
14353 Commodores Drive, Corpus Christi
Pres. Michael Baker (361) 563-7655
HOUSTON: Second Tues., 7 p.m.
IHop, 11225 Katy Freeway, Houston
Pres. Bryan Norris (713) 234-7649
bryan@norrispools.com

NORTH AUSTIN

Second Tues., 6 p.m., Cedar Park Library
550 Discovery Blvd.,
Pres. Rick Beaubouef (512) 466-9672

NORTH HOUSTON: Third Thurs., 7 p.m., IHop

25619 Interstate 45, Spring
Pres. Gary Lindsey (936) 448-4208

SAN ANTONIO

First Mon., 6:30 p.m., Willies Grill
15801 San Pedro, San Antonio
Pres. Becky Clayton (210) 240-3121
beckyclayson@yahoo.com

WEST HOUSTON: First Mon., 7 p.m.

Texas Land & Cattle, 12313 Katy Fwy, Houston
Pres. Earl Jones (832) 573-8279
earl@texaspooltechs.com

REGION 10 (BAY AREA SOUTH)

B.O.R.D. Member: John Oldfield
(888) 641-8047
E-mail: joldfield@oldfieldinc.com

FREMONT: Second Mon., 6 p.m.,

El Patio Restaurant, 37311 Fremont Blvd., Fremont
Pres. Michael Murphy (510) 579-1448

MID-PENINSULA

Last Tues., 7 p.m., Highland Community Club
1665 Fernside Ave., Redwood City
Pres. Jerry Lindley (650) 366-6637

MONTEREY COAST: Fourth Wed., 7:00 p.m.,

Holiday Inn Express, 1855 Main Street, Watsonville
Pres. Bob Blade, (831) 647-8680
alohapoolbob@sbcglobal.net

REDWOOD EMPIRE (Marin Co.)

Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,
320 N. McDowell Blvd., Petaluma
Pres. Darrell O'Neal (707) 544-3060
dandmpool@aol.com

SANTA CLARA VALLEY

Third Thurs., 7:30 p.m., Napredak Hall
770 Montague Expressway, San Jose
Pres. Mark Lyons (408) 69

Associate Members

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

TITANIUM PARTNERS



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

PLATINUM PARTNERS



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



SCP/SUPERIOR/NPT*
www.poolcorp.com
Robert Rankin / 714-693-8035 X 293
Mike Felechner / 714-288-1940
Service industry related ①



ZODIAC POOL SYSTEMS INC.
www.zodiacpoolsystems.com
800-822-7933 X3323
Steve Gutai / steve.gutai@zodiac.com
Zodiac, Jandy Pro Series, Polaris, Nature 2 Products ①

GOLD PARTNERS



ABCANA INDUSTRIES INC.
www.abcanaindustries.com / 619-444-9900
Jesus A. Felix / jesus@abcanaindustries.com
Gabriel Gurmilan / gabriel@abcanaindustries.com
Trusted distributor of water treatment chemicals in Southern California.



AQUASALT LLC
www.aquasalt.com / 713-877-2616
Susan Flowers / 866-549-POOL x7665
sflowers@aquasalt.com
Salt for chlorine generators. ①



AQUASTAR POOL PRODUCTS
www.aquastarpoolproducts.com / 877-768-2717
Todd Pieri / Todd@aquastarpoolproducts.com
Manufacturer of plastic injection molded parts for pools and spas.



ARROW INSURANCE SERVICE*
www.arrowinsuranceservice.com
Ray Arouesty / ray@arrowinsuranceservice.com
800-833-3433 / 805-955-9555
Insurance issues ①



INDUSTRIAL TEST SYSTEMS
www.sensafe.com / 800-861-9712
Mike McBride / mmcbride@sensafe.com
George Bailey / gbailey@sensafe.com
Manufacture water quality test strips and meters for the pool and spa service industry. ③



KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



POOL PATCH
www.poolpatch.com / 800-588-4008
Thomas Lopez / tom@poolpatch.com
Manufacturer of repair products and DEBRIS Z, Sweep Fins, Aqua Brite and HydroWave.



POOL & ELECTRICAL PRODUCTS INC.
www.poelectrical.com
909-673-1160 / Andres Becerra
Wholesale distributor stocking all major brands and hard-to-find items. ③



WATERWAY INC.
www.waterwayplastics.com / 805-981-0262
Richard Howell / richardh@waterwayplastics.com
Good quality, good services, outstanding manufacturer of pool and spa equipment, valves, fitting and custom OEM spa parts. ①

SILVER PARTNERS



ADVANTIS TECHNOLOGIES, A LONZA BUSINESS
www.poolspacare.com / 678-627-2376
Jana Wright / jana.wright@lonza.com
Melissa Whipkey / mswhipkey@archchemicals.com
Manufacturer of pool and spa chemicals.



CODEGENICS
www.hydroscribe.com / 760-889-6268
Vernon Thomas / vern@hydroscribe.com
Brandon Thomas / brandon@hydroscribe.com
Creators of Hydroscribe, management software for pool service and repair professionals.



CUTTING EDGE BANK CARD SERVICES, INC.
www.ce411.com / 800-238-2771
Sara Ayala / sara@ce411.com
Mobile credit card processing



DECK-O-SEAL
www.deckoseal.com
Janet Webster / 817-598-1969 / www.deckoseal.com
Manufacturer of Deck-O-Seal joint sealant, Deck-O-Shield penetrating sealer, and Deck-O-Grip non-slip sealer for the maintenance of pool decks. ①



NATURAL CHEMISTRY
www.naturalchemistry.com
Ryan Rickaby / 909-815-9602 / Fax 909-988-3265
rickaby@naturalchemistry.com
Environmentally friendly cleaning products for pools and spas. ①



POOL COVERS INC.
www.poolcoversinc.com / 800-662-7665
Cheryl MacLennan / cmaclennan@poolcoversinc.com
Claire King / cking@poolcoversinc.com
Sales, service and installation of safety swimming pool covers and safety spa covers.



POOL ROUTE PROS INC.
www.poolroutepros.com / 714-974-1968
Tom Falvai / tommy@poolroutepros.com
Tommy has been in the pool business since 1980 with hands-on experience in service and repairs, specializing since 1995 in pool route sales and consulting. ②

RICHARDSON INSURANCE AGENCY
209-667-2222
Steve Richardson / steverichardson@allstate.com
Auto, inland marine, commercial auto and umbrella.



SEAKLEAR POOL & SPA PRODUCTS
www.seaklear.com / 425-974-1943
Terry Arko / tarko@seaklear.com
Specialty chemical manufacturer



WESTERN HYDRO CORPORATION
www.whcpools.com / 510-783-9166
Nick Haderer
nhaderer@westernhydro.com
Distributor of solar pool pumps and accessories

ASSOCIATE MEMBERS

A. O. SMITH - REGAL BELOIT
www.regalbeloit.com / 937-667-2431
Heather Scaggs / heather.scaggs@regalbeloit.com
Jim Mosman
Bill DeCorrevont / bill.decorrevont@aosepc.com
Application & repair of pump motors ①

ALAN SMITH POOL PLASTERING INC.
www.alansmithpools.com
Alan Smith / alan@alansmithpools.com
Dave Huiberts / 714-628-9494
Pool and backyard remodeling. ③

ALL SAFE POOL FENCES AND COVERS
www.allsafepool.com / 714-712-6233
Reed Hauge / reed@allsafepool.com
We save lives: Manufacturing, sales and installation of removable pool fences, safety nets and pool covers.

ALPHA WATER SYSTEMS
www.awspoolsupply.com / 562-408-6447
Henry Cota / henry.alphawatersystems@gmail.com
Proud supplier of wholesale pool supplies to the pool professional.

AMERICAN LEAK DETECTION
www.americanleakdetection.com / 800-755-6697
Adam Gray / agray@americanleakdetection.com
American Leak Detection specialists use state-of-the-art equipment and methodology to locate hidden water and sewer leaks from swimming pool cracks to concealed plumbing systems ③

ANNUAL WESTERN POOL & SPA SHOW
www.westernshow.com / 800-787-7727
info@westernshow.com
800-746-9772 / exhibitsales@westernshow.com
Annual pool industry convention and symposium

APSP
www.theAPSP.org / 703-838-0083
Bill Weber / bweber@APSP.org
Association of Pool and Spa Professionals

AQUA CREATIONS
www.aquacreations.com / 805-672-1695
Richard Dietz / rsdietz@aol.com
Aqua-Glass resurfacing of swimming pools and spas, and coping, tile, lights and below-ground plumbing installations. ③

AQUA MAGAZINE
www.aquamagazine.com / 608-249-0186
Kristin Pires, Editor / kp@aquamagazine.com
Shawn Gahagan, Publisher.
The leading monthly for pool and spa professionals.

AQUABOND LLC
www.aquabondadhesives.com / 714-961-1420
Cindy LaCombe / clacombe@aquabond.com
Professional adhesives and crack repair for pools, spas and fountains.

AQUATHERM INDUSTRIES
www.aquathermindustries.com / 732-905-9002
Molly Friar / mfridar@warmwater.com

Dave Sizelove / dsizelove@warmwater.com
Largest U.S. manufacturer of solar thermal panels for hybrid solar pool heating of commercial and residential pools.

B'S POOL SUPPLIES
www.bspspool.com / 951-274-0964
Andrew Macmillan / chlorboy@hotmail.com
Wholesale pool supply distributor, specializing in chemical delivery.

BIO ACTIVE
www.solarsunrings.com / 951-296-6502
Georgina Miramontes / info@solarsunrings.com
Solar covers and cyanuric acid reducer.

BLAKE SALES ASSOCIATES*
www.blakesales.net / 800-748-5756
Mike Ramey / mramey@blakesales.net
John Grucky / john.grucky@blakesales.net
Products which we represent ③

CHEMLINK PRODUCTS INC.
www.chemlink.com / 909-260-9446
Dale Cisco / dcisco@chemlink.com
Manufacturer of solvent free, 1-part horizontal and vertical joint sealants and adhesives.

COMPASS MINERALS
www.nasalt.com
Lauren Fallon / 913-344-9100
fallonl@compassminerals.com
Manufacturer of Sure Soft® Pool Salt. Designed specifically for use with electrolytic chlorine generators. Contains high purity, extra fine crystals that dissolve rapidly.

COMPU POOL PRODUCTS
www.compupool.com.au / 888-798-7665
Nick Millar / nick@compupool.com.au
Tim Moreton / compupoolusa@aol.com
Manufacturer of salt water chlorinators, both domestic and commercial.

CONTINENTAL RESEARCH CORPORATION
www.3xchemistry.com / 866-773-6136
Sally Miener / sally@3xchemistry.com
Pool chemical manufacturer of 3X brand and private label.

CRAMER & ASSOCIATES
www.cramerpcpa.com
Clint Cramer / clint@cramerpcpa.com
Jay Lang / 916-864-4272
Accounting and tax planning. ③

CROWN SPA COVERS
www.crownspacovers.com / 760-536-4721
Kyle Kuhlmeier / crownspacovers1@gmail.com
Manufacturer of custom spa covers.

D&D TECHNOLOGIES (USA)
www.ddtechusa.com / 800-716-0888
Pool safety gate hardware manufacturer. Key products: Magna-Latch® self-latching gate latch and Tru-Close® self-closing hinges. ②

DISCOUNT POOL SUPPLY
www.dpspoolsupply.com / 310-530-3393
Jeff Berson / dpsjb@aol.com
Supplier of all pool and spa equipment, parts, chemicals and maintenance items.

EASY CARE PRODUCTS
www.easycarewater.com / 559-299-7660
Evangelina Serrano
eserrano@easycarewater.com
Manufacturer of water treatment chemicals

ENGLISH POOL CONSULTING
www.poolinspections.com / 619-338-9197
Rick English / rick@english.net
Cindy English / cindy@english.net
Expert witness, pool inspection. ②

FILBUR MANUFACTURING
www.filburmfg.com
714-228-6000 / 888-424-9185
Joe Marcotte / joe_marcotte@filburmfg.com
Leading manufacturer of pool and spa replacement cartridges, featuring REEMAY media, anti-microbial endcaps and the strongest cores in the industry. D.E. grids offer the strongest frames, material, and reinforced seams available. ①

FPSIE
Michael Orr / info@fpsie.org
Carole Dittmer / 916-922-8895 / www.fpsie.org
FPSIE (Foundation for Pool and Spa Industry Education) An institute of learning featuring Technical Certification courses from APSP, NSPF and FPSIE. Utility Approved Aquatic Energy Auditor Certification Course created by an affiliation of FPSIE, NSPF and Hanley Wood. ②

G&P TOOLS
www.gandptools.com/573-431-6998
Jeanie Partridge / jpartridge@gandptools.com
Darrell Goacher
Manufacturer of pool and spa tools.

GARDNER POOL PLASTERING
www.gardnerpoolplastering.com / 619-593-8880
Scott McKenna
scottm@gardnerpoolplastering.com
Pool remodeling and pool plastering of any size or scope. Full service offices in San Diego, Orange, Southern L.A. and Riverside counties. ③

GUARDIAN POOL FENCE
www.guardianpoolfence.com
800-366-7233 / Steve Sadinsky
info@guardianpoolfence.com
Pool fence manufacturer and supplier.

H2FLOW CONTROLS INC.
www.h2flow.net / 419-841-7774
Carol McKenzie / carol.mckenzie@h2flow.net
Gavin Hackett / gavin.hackett@h2flow.net
H2flow solutions for pools, spas, and water features include VFDs for energy reduction, accurate Flow Meters, wireless AutoFill Systems, and intelligent VGB Anti-entrainment devices.

HORIZON SPA & POOL PARTS
www.horizonparts.com / 520-295-9750
Raymond Thibault / ray@horizonparts.com
Bruce Johnson / bruce@horizonparts.com
Wholesale distributor of pool parts, spa parts, business education. ③

INTERMATIC
www.intermatic.com / 815-675-7000
Allen Ustianowski / austianowski@intermatic.com
Time controls, remote controls, pool/spa automation, freeze protection, pool/spa transformers, chlorinators. ①

KELLEY TECHNICAL COATINGS
www.kelleytech.com
Brink Spruill / brink@kelleytech.com
John R. Kelley Jr. / 502-636-2561
Manufacturer of Olympic pool and deck coatings. ②

LAMOTTE COMPANY
www.lamotte.com / 800-344-3100
Rich DeMoss / rdemoss@lamotte.com
Robin Myers / rmyers@lamotte.com
Manufacturer of water testing products.

LEAK DETECTION USA
www.leakdetectionusa.com
800-652-9062 / Fax 760-814-8051
Michael Manula / michael@leakdetectionusa.com
Ed Mumford / ed@leakdetectionusa.com
Leak detection solutions for pools and spas, fountains and ponds, waterfalls, domestic water. ③

LEAK SPECIALISTS
www.leakspecialists.com
Orange & Los Angeles Counties:
Luis Perez / 800-996-5325
San Bernardino & Riverside Counties:
Derek O'Hanlon, 888-522-5325
Leak detection and underwater repair.

LESLIE'S POOLMART
www.lesliespool.com / 800-537-5437
Sean Murphy / smurphy@lesl.com
Pool supplies

LOWRY CONSULTING GROUP LLC
www.lowrycg.com / 706-692-7727
Robert Lowry / rlowry@lowrycg.com
Chemical consulting, product formulation, education and technical writing.

LUBEGARD
www.lubegard.com / 330-769-8484 x110
Kelley Bolas / kbolas@stellargroupinc.com
Manufacturer of Zero Pool & Spa Lubricant

NATIONAL PLASTERERS COUNCIL
www.npcnline.org
Mitch Brooks/npcnline@comcast.net
Andy Mallison / 941-766-0634
Association to promote, advance and advocate the common interests of its members of pool plastering and related activities. ①

NATIONAL POOL ROUTE SALES
www.poolroutesales.com / 877-766-5757
Charles Baird / cbaird@poolroutesales.com
How to improve route profitability and earn more on a sale ②

NORTHERN FILTER MEDIA
www.nfmpools.com / 563-263-2711
Dave Reusswig / dave@northernfiltermedia.com
Manufacturers of filter media and antimicrobial filter media.

NORWOOD & ASSOCIATES
www.nalobby.net / 916-447-5053
John Norwood / jnorwood@nalobby.net
Lobbying firm for pool and spa industry, representing CPSA (California Pool & Spa Association).

NPS POOL & SPA SUPPLY
www.npspool.com
Jeff Manno / 702-873-4545 / jeff@npspool.com
Supplier of all pool and spa equipment, parts, chemicals and maintenance items.

ON BALANCE LLC
Kim Skinner / kim@poolhelp.com
Que Hales / que@poolhelp.com
801-358-7450 / www.poolhelp.com
Water chemistry and plaster problems. ③

ORANGE COUNTY LEAK SERVICES / THE POOL CENTER
www.orangecountyleak.com / 714-632-0134
Bill Campbell
bob.campbell@orangecountyleak.com
Swimming pool and spa leak locating, repairs, remodel. ②

ORENDA TECHNOLOGIES
www.orendatech.com
Harold N. Evans / info@orendatech.com
Formulation, manufacture, marketing and sales of specialty chemical water treatment products.

OREQ CORP
www.oreqcorp.com / 800-420-3255
Sales Program Manager / sales@oreqcorp.com
Ornamental and recreational water products; treatment, features, activities, maintenance and custom fabrications. ①

PENTAIR AQUATIC SYSTEMS
www.pentairpool.com / www.poolprofyi.com
800-831-7133
Steve Zom / 760-431-8218 / steve.zom@pentair.com
Pentair Aquatic Systems is the world's leading manufacturer of pumps, filters, heaters, automation, lighting, cleaners, sanitizers, water features, and maintenance products for pools and spas.

PLASTIFLEX
www.plastiflex.com / 704-871-8448
Kevin Baum / kbaum@plastiflex.com
Manufacture vacuum and filter hoses for the pool industry. Robust vacuum hoses for the commercial service trade.

POOL & SPA NEWS
www.poolspanews.com / 323-801-4903
Dick Coleman
Advertising, promotion, management. Publishing. ②

POOL BUSINESS ACADEMY
www.poolbusinessacademy.com / 714-319-6584
Brett Gereau / brett@poolbusinessacademy.com
Business coaching and training for pool service owners.

POOL INDUSTRY EXPO
www.poolindustryexpo.com / 650-323-7743
Don Koss / Bill Hoy
info@poolindustryexpo.com

POOL ROUTE ADVISORS
www.poolrouteadvisors.com
877-455-7665
Blake Farris / blake@poolrouteadvisors.com
Brad Schulte / brad@poolrouteadvisors.com
Broker and pool route advisors.

POOL SAFE INC
www.poolsafe.com
John Moss/760-580-4640, john@poolsafe.com
Dan Newbold/949-689-7085, dan@poolsafe.com
Devin Callahan/925-698-9839, devin@poolsafe.com
Automatic pool covers and removable fences: installation and repair.

POOL TRAC
www.pooltrac.com / 317-418-4777
John Pyle / john@pooltrac.com
Providers of mobile and web-based applications for all aspects of pool and spa service, including detailed recordkeeping.

POOL WATER PRODUCTS*
www.poolwaterproducts.com
James Bledsoe / jbledsoe@poolwater.com
Richard Holtzworth / 949-756-1666
Wholesale distributor of swimming pool and spa chemicals and accessories, equipment and parts, electrical and plumbing supplies. ①

PRECISION MULTIPLE CONTROLS
www.swimmingpooltimeswitch.com
Frank Masci, 800-775-5862 X230
fmasci@pmcontrols.com
Supplier of 24 hour mechanical pool timers.

PRISTINE BLUE
www.pristineblue.com / 800-257-9283
Dennis Hughes / dennishughes@pristineblue.com

Chemical manufacturers and sales.
PROFLUENT MEDIA INC.
www.profluentmedia.com / 949-891-7398
Will Boslavizki / will@profluentmedia.com
Profluent Media is a digital marketing firm that combines technical knowledge with creative thinking to help you achieve the best internet marketing results. By optimizing our client's digital presence, we are able to create digital visibility as well as a broader customer base.

PURITY POOL INC
www.puritypool.com
Julie Gross / julie@puritypool.com
Rich Gross / 800-257-1961 ext. 1
Professional cleaning tools & timesavers

RAMUC POOL PAINT
www.ramucpoolpaint.com / 800-221-4466
Rebecca Spencer / rspencer@ramucpoolpaint.com
Develops and produces the most advanced pool and deck coating in the U.S. Pool paint and sundries.

RAYPAK INC.
www.Raypak.com / 805-278-5329
John Kane / jkane@raypak.com
Tom Grucky / 818-292-1546
David Ekman / 949-466-9187
Chris Nielsen / 818-292-1549
Daniel Nicholas / 818-292-1531
Gas heaters and heat pumps ①

REVO SOLAR ENGINEERING
www.revosolar.com / 949-367-0740
Chrissy Wellman / Chrissy@revosolar.com
FAFCO solar distributor. Design, sales, installation and service of solar thermal and solar electric residential and commercial.

SERVICE INDUSTRY NEWS
Carolyn Dibrell / 949-916-0292
servicenews@juno.com
Promoting your business.

SGS INDUSTRIES
www.sgschlorinators.com / 480-385-3052
Cary Tenenbaum / caryt@sgschlorinators.com
Bob Trepp, bobt@sgschlorinators.com
Develop and manufacture salt water chlorinators and water meters for residential and community swimming pools.

SOLAR HEATING SPECIALISTS
www.warmpools.com / 951-781-6520
Emery Osgood / emery@warmpools.com
Installation of solar pool heating.

SOLAR UNLIMITED, INC.
www.solarunlimited.com / 818-843-1633
Bob Irwin / bob@solard41@yahoo.com
Southern California's exclusive FAFCO solar dealer / installer. Specializing in design, sales, installation and service of commercial and residential thermal pool heating and residential solar electric systems.

SPECK PUMPS-POOL PRODUCTS
www.usa.speck-pumps.com / 904-739-2626
Joe Valentino / j.valentino@speck-pumps.com
Tony Sedor / t.sedor@speck-pumps.com
Speck offers swim jet systems, filters, filter systems, and pumps for in-ground, above ground pools, spas and pools with vanishing edges, waterfalls, fountains or waterslides.

SPRINGBOARD POOL ROUTE BROKERS
www.springboardprb.com / 888-998-7665
Cory Mouillesseaux
Pool route broker.

SUN X SOLAR
www.sunxsolar.com / 760-738-8398
Kristal Cavender / kristal.cavender@sunxsolar.com
Solar pool heating specialists, residential and commercial.

SUNTREK
www.suntreksolar.com / 800-292-7648
Roy Heine / roy@suntreksolar.com
Solar service and installation.

TAYLOR TECHNOLOGIES INC.
www.taylor technologies.com / 410-472-4340
Jody O'Grady / jody@taylor technologies.com
Manufactures water-testing supplies geared to the needs of service professionals, including the TTi 2000 Colorimeter. Renowned for accuracy, simplicity, durability and tech support from real chemists. ②

TRIVITRO
www.vitroclean.com / 425-251-8340
Jeff Freas / jcfreas@trivitro.com
Chris Freas / cfreas@trivitro.com
Manufacturer and distributor of Vitroclean filter media.

TSYS MERCHANT SOLUTIONS
www.tsysmerchantsolutions.com
402-5747089
Mary Beth Erps / merps@tsys.com
TSYS offers an exclusive payment acceptance program to the pool and spa industry.

UNICEL
www.unicelfilters.com
Scott Gleason / spgleason@unicelfilters.com
Derek Podesbarac / 818-678-0400
The industry's most complete line of replacement filter cartridges and DE grids. When quality and service count - Unicel - clearly the best. ②

UNITED CHEMICAL CORP.*
www.swimpool.com / 800-824-5550
info@swimpool.com
Rescue treatments for swimming pools. ①

US MOTORS / NIDEC
www.nidec-motor.com / 262-692-2001
Jim D'Angelo / jim.d'angelo@nidec-motor.com
Pat Shadrach / pat.shadrach@eemotors.com
Nidec Motor Corporation, under the US Motors® brand, produces the most service friendly, energy efficient pool and spa replacement motors in the industry. ①

VACLESS SYSTEMS, INC.
www.vacless.com / 818-701-6200
Samar Hamza / samar@vacless.com
Bevin Coen / bevin@vacless.com
Manufacturer of pool and spa safety products.

VALTERRA PRODUCTS LLC
www.valterra.com / 818-898-1671
Gayle Key / gayle@valterra.com
George Grengs / george@valterra.com
Pool and spa maintenance equipment and OEM gate valves and unibody valves and replacement parts.