

## IPSSA member alert

### Unfair and outrageous contract terms

**By Mark Alcorn, J.D., M.B.A.**  
*Mark Alcorn is an attorney and management consultant for Alcorn Associates.*

Recently, some IPSSA members were asked to sign an "Addendum to Pool Service Contract." The Addendum (1) requires the pool service contractor to acknowledge that they have read and understand laws relating to pool and spa safety and health; (2) includes an agreement to abide in the law; (3) requires the pool service contractor to provide written notice of any potential violations of the laws or regulations that the contractor discovers, as well as recommended steps to resolve the potential violations; and (4) includes an agreement by the pool service contractor to pay the management company and persons associated with it, for all damages that may arise from the failure of the management company or property owner to comply with any local, state or federal law, except fair housing and ADA claims.

A reasonable person could argue about whether the first three provisions of the Addendum are fair and reasonable, but the fourth clause appears to make the pool contractor liable for anything that happens at the premises, not just the pool. In other words, the pool service contractor would take on responsibilities similar to that of an insurance company, covering the property owner and manager from nearly all risks, and without having assessed the risks or having collected premium for taking on those risks.

For example, if a tenant or visitor trips and falls in the parking lot of the premises, the pool service contractor could be forced to pay the damages. If a tenant or guest tampers with an unlocked electrical panel and is injured, the pool service contractor could be forced to pay the damages (repair the electrical panel and damages to the injured party). If the pool service contractor notices a pool or spa hazard and immediately notifies the manager/owner, and the manager/owner does nothing, and someone is hurt or property is damaged, the pool service contractor could be forced to pay the damages. Is this fair and reasonable? Of course not.

**IPSSA is NOT recommending that its members, or anyone, refuse to sign the proposed Addendum.** Doing so could be unlawful under antitrust laws. Rather, **IPSSA is recommending that pool service contractors carefully review all contracts prior to signing them to make sure they are appropriate for that contractor.** Most contracts are different from one another;

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## IPSSA co-sponsors evaporation test study

**By Terry Snow**  
*Terry Snow is the President of the San Gabriel Valley chapter of IPSSA.*

Along with NPC, APSP and CPSA, the evaporation test study will take place at the Cal Poly National Industry Research Center at the Cal Poly San Luis Obispo Campus.

Given the severity of the drought California is confronted with, the swimming pool industry is coming together to find ways to save water in outdoor swimming pools. We can then inform the public on which methods can best help the pool owner reduce evaporation in their pool.

Region 6 Director Scott Peterson was involved with the committees that helped come up with the protocols to be used in the study.

Seven Pools will be monitored:



Steve Riley

1. Solid track pool cover
  2. Plastic bubble cover
  3. Solar Rings
  4. Foam Cover
  5. Liquid evaporation suppressant A
  6. Liquid evaporation suppressant B
  7. This will be the Control Pool: not to be covered.
- All Seven Pools have identical shape, size and exposure to the sun

and wind.

The testing will take place 60 days to conduct. The study will involve daily water level measurements and weekly water chemistry testing.

A big thank you to retired IPSSA member Steve Riley. Steve moved from the Dallas area to near San Luis Obispo. He is volunteering his time to take care of

*Continued on page 7*



Dr. Misgana Muleta



### IPSSA Chapter Membership Drive 2015

**July 1st – December 31st, 2015**

1st Place - \$3000	Contest rules: A chapter must be an approved chapter as of July 1st and bring in a minimum of 5 members to be entered into the contest. New and reinstated members only, transfer and employee members do not qualify. In the case of a tie, the prizes will be combined and awarded. Prizes will go to the winning chapters and not individuals.
2nd Place - \$2000	
3rd Place - \$1000	

### Things to do in October

- Evaluate previous season and start planning for next year
- Walk-throughs on properties; evaluate for upgrades
  - Deck seals
- Tax planning and investment planning

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 Los Alamitos, CA 90720  
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Deadline for submission of articles is the 20th of each month. Material submitted late will be considered for the following month.

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**Alex Berumen Wins the August Education Corner quiz**

Alex Berumen, a member of the Diamond Bar chapter, was selected randomly among all of the correct entries for the August 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 August quiz are 1. One percent is how many ppm? A. 1.0 B. 10.0 C. 1,000 D. 10,000, *the correct answer is d) 10,000.* 2. Electricity pass through a solution of salt and water produces chlorine gas, hydrogen gas and A. Sodium chloride B. Sodium hydroxide C. Sodium hypochlorite D. Sodium hypochloride, *the correct answer is b) sodium hydroxide.* 3. One pound of salt is needed in 10,000 gallons of water for

each 10 ppm? A. True B. False, *the correct answer is b) False.* 4. Stabilized chlorine refers to chlorine compounds that con-

tain: A. Sodium B. Hydrochloric acid C. Cyanuric acid D. Calcium, *the correct answer is c) cyanuric acid.*

**Calendar of Events 2015**

<b>Oct. 22-23</b>	<b>CPO Class</b> Superior Pool Products, Anaheim, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Oct. 29-30</b>	<b>CPO Class</b> Superior Pool Products, Palm Desert, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Nov. 7</b>	<b>IPSSA Board of Regional Directors Meeting</b> Doubletree Hotel, San Jose, CA 10am info@ipssa.com
<b>Nov. 12-13</b>	<b>CPO Class</b> SCP, San Juan Capistrano, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Nov. 19-20</b>	<b>CPO Class</b> Superior Pool Products, Vista, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Dec. 3-4</b>	<b>CPO Class</b> Superior Pool Products, Anaheim, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Dec. 10-11</b>	<b>CPO Class</b> Hasa, Santa Clarita, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
<b>Feb. 5-6, 2016</b>	<b>IPSSA Leadership Weekend</b> The Sheraton Park Hotel, Anaheim, California info@ipssa.com

**WELCOME NEW MEMBERS!**

**REGION 2 – Santa Barbara:** Kyle Sarpolis...**REGION 3 – San Fernando Valley:** Sheldon Brown...**REGION 5 – Huntington Beach:** Mark Thompson...**REGION 8 – North Phoenix:** Clinton Burrier...**REGION 9 – Austin:** Edward Cabello Jr, Jerome Potter.

**Financial office thanks chapters with prompt payments**

The Financial Office thanks the following 33 chapters, whose members all paid promptly in August before second notices were required:

- Region 1 – East Contra Costa, El Dorado, Gold Country, Modesto Central Valley, Tracy, West Placer
- Region 2 – Central Coast
- Region 3 – Diamond Bar, San Gabriel Valley
- Region 4 – Central Los Angeles, East Long Beach
- Region 5 – Orange County #9, Surf City, Tustin/Irvine
- Region 6 – Corona, Hemet, Palm Desert, Redlands, Temecula/Murrieta
- Region 7 – Escondido, Rancho Del Mar
- Region 8 – Henderson, Northwest Las Vegas, Tucson
- Region 9 – Clearlake, North Austin, San Antonio, West Houston
- Region 10 – Fremont
- Region 11 – Cape Coral, Treasure Coast, Venice
- Region 12 – Waxahachie

**Attention IPSSA Members!**

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

**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](mailto:sue@cramer CPA.com)) and make the request.

**\* 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 **NOVEMBER 20, 2015.**

1. Gunite is a construction material comprised of:
  - A. Cement, aggregate and gravel
  - B. Aggregate, sand and gravel
  - C. Concrete, aggregate and gravel
  - D. Cement, aggregate and sand
2. In general, we want to change the basics in this order:
  - 1) Total alkalinity 2) pH 3) Hardness 4) Free available chlorine 5) Conditioner.
    - A. True
    - B. False
3. Lithium hypochlorite is non-flammable.
  - A. True
  - B. False
4. Mixing cal hypo tablets and trichlor tablets may cause an explosion or fire with the evolution of chlorine gas.
  - A. True
  - B. False

Name \_\_\_\_\_

Address \_\_\_\_\_

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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

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Entries for this month must be received by **NOVEMBER 20, 2015.**



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# Ask Sue

**By Sue Robach**

*Sue Robach is national training manager for Pentair Aquatic Systems. If you have questions for Sue, send them to info@ipssa.com.*

While it's always fun to answer the technical questions I receive from readers of this column, this month I want to use this space to encourage you to take

advantage of the educational opportunities available at our industry's trade shows.

As I write this, I'm looking forward to The Pool Industry Expo, where my Pentair colleagues and I will be teaching classes on chemical automation, low-NOx heaters, hydraulics, variable-speed pump programming, using Inter-

net tools and more. We're even doing some of our classes in Spanish.

The PIE show will be over by the time you read this, but it's the first of many events this trade-show season, and I hope many of you will take advantage of the classes offered by Pentair, other leading manufacturers, and your peers in the industry.

Members of the Pentair training team will be teaching seminars at IPSPE in Las Vegas next month,

as well as the Florida show, Atlantic City, the Southwest show, Mid-American, and the Western Pool and Spa Show. It makes for a busy travel season, but it's so worth it.

Some of you may have heard me tell this story before, but it's a powerful one that I'm going to repeat here: When I first started my pool service business back in the late 80s I, like so many of us in the pool repair business, learned by experience. I thought I had enough information to muddle my way through anything. What I didn't anticipate was that every job was different. Some pools had one brand pump, another brand filter and sometimes a heater. Some jobs had automation systems. I clumsily stumbled my way through programming some of those systems and had to say "uncle" more times than I want to admit. Needless to say, you can't run a successful business this way. My lack of



knowledge reflected in my customers' lack of confidence, which, more often than I care to admit,

*Continued on page 5*

Send Your Technical Questions to:

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# 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

This month's question comes from a member in San Fernando Valley.

**Question:**

I accidentally overfilled a pool yesterday. There wasn't any damage as the water ran into the street, but a neighbor reported the incident to the Department of Water and Power. I'm told that the home owner or I will be fined. Am I covered for the fine, if I receive one?

**Answer:**

Fines are never covered by general liability insurance. That includes fines issued by a municipality, county, state or federal agency. There is a strong public policy against permitting insurance for fines as they are meant to dissuade people from doing wrongful acts. Imagine, for example, if a person could buy insurance to pay penalties for not paying federal or state income tax.

From an insurance analysis, a fine doesn't meet the definition of

an occurrence under a general liability policy. Filling the water wasn't accidental and there is no damage to tangible property, such as a hillside or home furnishings. Unfortunately, this is the kind of situation you will need to handle on your own.

## Ask Sue

Continued from page 4

translated to a lack of wanting to pay full price. I realized very early on that I needed much more education if I was going to succeed in this business.

I continued to educate myself at manufacturers' seminars and learned from some of the very same people who are still teaching today. I remember a turning point

in my business very clearly. I had quoted a large amount of work costing quite a bit of money. I went in expecting to hear something like "I think I'm going to hold off right now" or "I'd rather not replace, I think we should just repair." Instead, what I heard was: "What you're saying makes a lot of sense. How soon can you get this done?" I could hardly contain myself. I felt very proud.

I am convinced that I was able

to turn that corner because I was no longer muddling through but really knew what I was doing and selling. Knowledge builds confidence — both self-confidence and confidence in you from your customers.

In addition to trade shows, education is available from Pentair and other manufacturers throughout the year and around the country. Check our schedule at [www.pentairtraining.com](http://www.pentairtraining.com). I hope to see you at a trade show or other seminar soon!



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The Tropical Pool Show  
**ipssa**  
Region II



California Capitol Report

The fight continues

By John Norwood

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

It was another busy month for the California Pool & Spa Association (CPSA) and Association of Pool & Spa Professionals (APSP),

as members and representatives of both organizations responded to existing local pool filling and proposed pool building restrictions. Once again the pool industry and consumers prevailed after the materials produced and provided by CPSA and the testimony of

CPSA/APSP industry representative Jose Solorio convinced the City of Del Mar's Design Review Board to not proceed with recommending a moratorium on pool construction. Additionally the City of Signal Hill re-visited their Water Conservation Program which includes a pool filling prohibition, and Council Members agreed to consider changes relative to swimming pools when they adopt an updated Urban Management Water Plan sometime next year. This underscores the importance of CPSA's ongoing efforts to remove the restrictions on pools and spas in the state template for emergency shortage plans that has plagued the industry since it was adopted some 7 years ago.

Continued on page 8



Dick Nichols, John Oldfield, Brian Duncan and Ray Arouesty work the IPSSA booth at the PIE Show.

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# Arrow Insurance Service joins HUB International

Ray Arouesty has announced that on September 1, 2015, Arrow Insurance Service joined HUB International Insurance Services. HUB International is a leader among insurance brokerages and is the ninth largest insurance brokerage in the world with offices throughout the United States, Canada, and South America. "We are very excited about this merger. Our partner-

ship with HUB will give us the ability to expand out insurance programs nationwide and offer even more specialized coverage for the industry" stated Arouesty. He stressed that current policies and coverage will remain in force and are not impacted by this change. Ray and his staff will continue to provide the specialized service and support to IPSSA and the swimming pool

industry. Their telephone number and email addresses remain unchanged and they will be relocating to HUB's offices in Westlake Village this fall, from their current location in Simi Valley, California. Arrow Insurance Service has been IPSSA's insurance broker since 1988, offering members coverage unavailable elsewhere, including through other associations.

## Evaporation test study

Continued from page 1

all the pools. Steve was involved with getting the pools back in operation after being empty for 4 years. He goes to the research center once a week to clean and test the chemistry readings.

Steve works closely with Dr.

Misgana Muleta, Associate Professor of Civil and Environmental Engineering at Cal Poly, who is in charge of the Test Study.

At the end of the study the information will be posted on the IPSSA web site.

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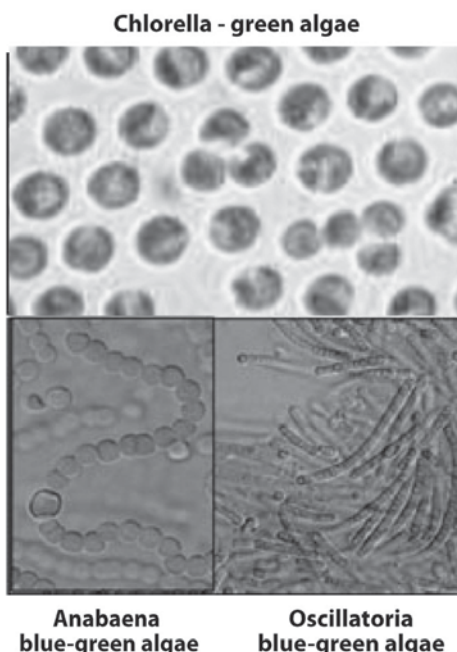
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# California Capitol Report

Continued from page 6

Responding to CPSA alerts regarding the Del Mar Design Review Board consideration of a new swimming pool construction ban, association members participated in full force with Solorio at the Wednesday meeting. In what was an hour-long discussion on the issue, Jeff Mitchell (Dynasty Pools), Bruce Dunn (Mission Pools) and Scott McKenna (Gardner Pool Plasters) joined Solorio

in providing testimony and responding to over 15 questions. CPSA President John Norwood, who formerly represented the City of Del Mar on issues before the state Legislature, also utilized his relationships to speak with the City Manager to discuss the moratorium, who was very complimentary of the association's materials and timely response. These collective efforts proved successful as

the Design Review Board abandoned the pool construction moratorium because the facts demonstrate the restriction is inherently discriminatory and inconsistent with water conservation goals. Instead, the board will form a subcommittee to examine more effective requirements like those promulgated by CPSA which include mandatory pool covers.

Solorio also participated at a City Council meeting in Signal Hill on behalf of CPSA and APSP after the CPSA contracted-moni-

toring service discovered a pool filling moratorium contained in the city's Water Shortage Contingency Plan. Speaking to industry opposition, Solorio provided alternative restrictions that would not adversely impact the industry and listed the cities that recently repealed the exact restriction contained in their municipal code. Council Members were more reluctant to immediately change this provision, but agreed to consider our recommendations as they would be reforming their plan next year. The City Council was impressed by CPSA's proactive involvement with the Metropolitan Water District of Southern California, which serves 17 water districts and hundreds of Southern California cities, regarding updates to their model ordinance to remove the pool filling restriction. Most importantly, the CPSA has provided comments to the Department of Water Resources (DWR)

who is updating Urban Water Management Plans. This is a substantial undertaking, but if successful would eliminate local filling restrictions.

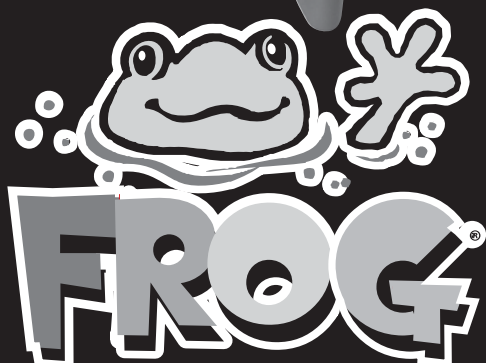
The industry enjoyed success this week, but there is still a heavy workload remaining. Every week both associations receive 5-10 alerts regarding water conservation programs, which typically include a few cities with existing or proposed pool filling restrictions. In addition to organizing local response efforts now in conjunction with APSP, CPSA is invested with DWR in revising Urban Water Management Plans. State proceedings require patience as they are designed to allow for discourse and input from stakeholders, but this long-term approach could be the key to remedying local pool filling restrictions that have been proven to be ineffective and contrary to water conservation.

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# President's message

By **Todd Starner**

*Todd Starner is the Region 11 Director and President of IPSSA.*

Hope this finds you all doing well.

By now most of you have had your regional meetings and chapter meetings. So I want to give you food for thought for your next chapter or regional meeting. As I write this I just got back from visiting one of my chapters. At the beginning of this meeting the chapter President took the time to introduce me. He also had a few new faces step up and introduce themselves. He welcomed them and proceeded on with his meeting. An hour or so went by and at the end of the meeting he thanked all for coming, including his new faces. He then asked them to please

wait after the meeting so he could talk with them. We sat down with the prospective members and I listen to the President explain IPSSA. When he was finished he asked if they had signed the guest sheet and if they had any questions and sent them on their way. He did a great job in welcoming them to the meeting and I like the fact that he talked to them after the meeting. It's what he talked about that I can't stop thinking about. He talked about what IPSSA can offer them, insurance and sick route coverage. So you ask...What's wrong with that? We all cover that with new members. This is what I see wrong about what my President covered. My guess is they already knew about IPSSA insurance and sick route cov-



erage. That's why they came. But today's IPSSA is so much more than insurance and sick route. While I agree with him that IPSSA does offer what I believe is the best insurance policy out there and a sick route program to protect your busi-

ness, IPSSA also offers:

- The chance to network with other pool professionals at monthly meetings.
- The ability to educate yourself, either online through the IPSSA website, at those same monthly meetings, or through the people you meet within IPSSA.
- The opportunity to help pay for education thru the IPSSA Scholarship program.

• A \$50,000 life insurance plan. Don't know if any of you have researched this but I have. To cover myself a 49 year old with no medical history. It would cost me \$29.00 per month. This benefit is included when you sign up under the IPSSA insurance program.

• The BIGGEST one that we seem to forget is the best one, the \$5000.00 accidental medical policy.

*Continued on page 10*

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# WaterTech Corp supports neighborhood YMCA

Water Tech, manufacturer of well-known Pool Blaster battery operated pool cleaners, has taken upon itself to supply regular pool care technical help to its local YMCA, just a few blocks from the company's headquarters in East Brunswick, NJ.

Water Tech president, Guy Erlich, met with the Raritan Valley YMCA director specifically inquiring about their swimming pool. The YMCA in our neighborhood truly runs itself because people get involved and give a helping hand," says Guy Erlich. "Water Tech decided it could support the efforts of this community organization by offering technical assistance on pool maintenance." Water Tech supplies its pool main-

tenance expertise to the YMCA and has also donated several of its battery-powered robotic cleaners for YMCA staff to incorporate into their daily pool cleaning maintenance program. "We have served so many families with financial needs this summer that these donations will go a long way to help others through the year end and to support our special needs programs," noted Gina Stravic, Executive Director of the Raritan YMCA. "We are proud to be a part of the YMCA and all that is does for the community," says Erlich.



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tenance expertise to the YMCA and has also donated several of its battery-powered robotic cleaners for YMCA staff to incorporate into their daily pool cleaning maintenance program. "We have served so many families with financial needs this summer that these donations will go a long way to help others through the year end and to support our special needs programs," noted Gina Stravic, Executive Director of the Raritan YMCA. "We are proud to be a part of the YMCA and all that is does for the community," says Erlich.

### President's message

*Continued from page 9*

Again part of the benefit when you sign up under the IPSSA insurance program.

- Information to keep you up to date with any and all things that could affect your business. We have relationships with the CPSA, NSPF, NPDA, FPSIE, FSPA, APEC, etc. to keep us informed on all industry situations across the country.

The point I'm trying to make is that IPSSA offers a new member a lot. We just have to do a better job in explaining and selling IPSSA to them. We now have 2 months left in the membership drive. Remember your region has tablecloths and banners if you need them. Contact your region director to locate them.

I have been talking about this change thing for a year now. Well if you have been to the Arrow Insurance Service website you will see one of those changes. Arrow Insurance Service has merged with HUB International Insurance Services (see their press release in this issue). Members still get to deal with Ray and his great staff. What does this mean for IPSSA? IPSSA now has the ability to start new chapters in all 50 states. Provided they meet the guidelines of the IPSSA governing rules. With that news, your Expansion Committee has been working with people that have contacted us from around the country that want to be a part of IPSSA.

In other changes, I'm happy to report that at the last BORD meeting your BORD approved to move forward in the creation of a college scholarship program. In August we met in San Diego for the third quarter BORD meeting. I would like to thank those of you that were in attendance. I also want to give a BIG thank you. To Mike, Adam and Josh for stepping up and representing your regions at the Friday committee meetings and Saturday BORD meeting.

See I told you all change is not bad. The next BORD meeting will be in November in San Jose, California. I encourage all to come to the meeting.

Until next time, I thank you for your support.

Todd





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# National Swimming Pool Foundation® celebrates its 50th Anniversary

*Non-profit aims for a century of keeping pools safer and open*

The National Swimming Pool Foundation® celebrates its 50th year in 2015 and sets goals to further keep aquatics safer and create more swimmers. The Foundation will commemorate the event at the World Aquatic Health™ Conference on October 7, 2015 in Arizona at the Desert Foothills.

Back in the 1960s, there was an explosion of interest in swimming pools thanks to the prosperity created after World War II and advances in plastic materials and disinfection. As the pool and spa industry grew, a group of visionary leaders, the National Spa & Pool Institute, realized a need for an educational organization to research and supplement practical aquatic knowledge for the industry. In 1965, that organization became the National Swimming Pool Foundation (NSPF®), a 501(c)(3) not-for-profit, with the original mission to receive and maintain funds to use for scientific and educational purposes which would influence the design, construction, and operation of swimming pools and spas.

The seventies were a good year for the pool industry and the NSPF. As pools were becoming larger and more unique, the NSPF developed a mail-in correspondence course, which after successful completion, one received the Certified Pool/Spa Operator® (CPO®) Certification. The CPO Certification is to this day, the NSPF's most popular creation as it has resulted in more than 400,000 successful CPO certifications in nearly 100 countries! This program is designed to provide individuals with the basic knowledge, techniques, and skills needed to operate pools and spas.

When the nineties arrived, consumer's wanted lower maintenance pools with higher quality automatic cleaners, control systems, and safety devices such as pool alarms and safety covers. A higher standard was also implemented in the NSPF, as then-CEO Mr. Les Kowalsky required pool operators to train and recertify every five years to have a valid CPO Certification. With this raised standard, the Certified Pool/Spa Operator Certification gained both popularity and credibility throughout the United States.

Many changes occurred when the new millennium began, the National Swimming Pool Foundation moved from Texas (distribution) and New York (headquarters) to Colorado Springs in 2002. A year later, Thomas Lachocki, Ph.D., was

*Continued on page 16*



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This promotion is Jon's third since joining King Technology in 2006 where he previously managed the customer service team and most recently was a National Key Account Manager. Jon's vast knowledge of King Technology, its products, and the industry provides him with a unique perspective on how to effectively serve the market. As National Sales Manager, Jon will oversee all sales activities for King Technology's growing portfolio of products.

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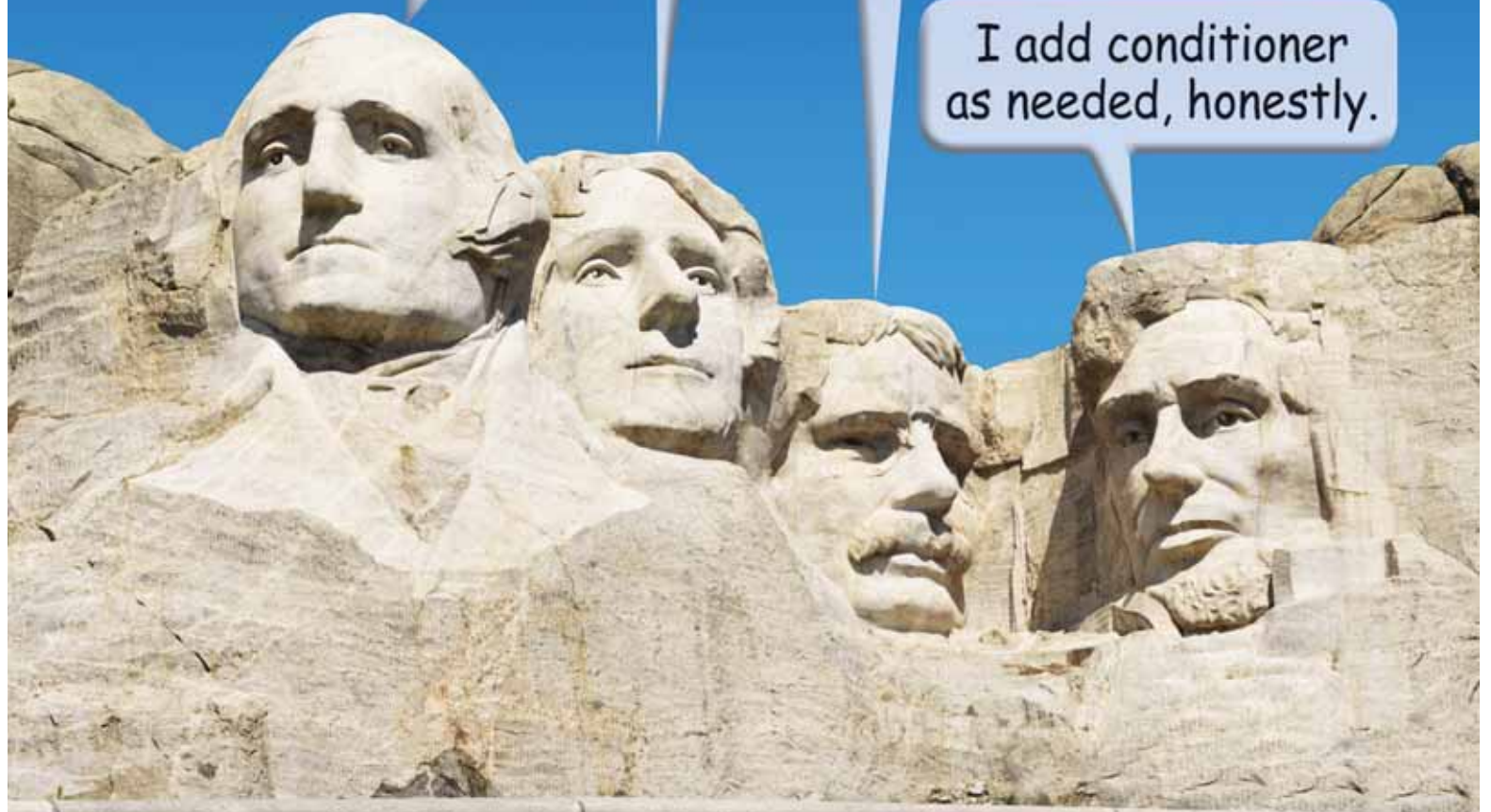
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# NSPF anniversary

Continued from page 13

appointed the new CEO with experience in areas of chemistry, research, education, and business development. With Lachocki's appointment, the NSPF reinvented itself with the goal of creating more value for the non-profit's customers.

Not a year later, and the NSPF released the new, full-color, in-

dexed, and updated Pool/Spa Operator™ Handbook. The board hired longtime NSPF instructor, Ronald Ford, to update the handbook, which resulted in a 30 percent increase in those achieving their CPO certification by the next year. In 2004 the annual World Aquatic Health™ Conference was launched by the NSPF as an unrivaled educa-

tional and networking event for the aquatics field.

That same year, Alex Antoniou was hired on as the Foundation's first Director of Educational Programs. At the time, there was only one course, the two-day CPO certification program; once Antoniou came on, the NSPF's portfolio grew quickly and many "firsts" were launched. The nonprofit was the first in the industry to present a comprehensive series of online training programs that focused on specialized programs in aquatics, like the Certified Pool/Spa Inspector, Aquatic Play Feature, and 60 other courses. The NSPF was also first to fund creation of a science-based, free Model Aquatic Health Code, which is now published by the Centers for Disease Control & Prevention (CDC).

By 2006 the NSPF's international efforts expanded with the release of a Spanish Pool & Spa Operator® handbook. A year later a French version was printed and ready for the masses. During this time of tremendous innovation,

the NSPF reinvested about \$4 million in research grants. The research focused on helping keep pools safer from drowning, illness, injury and chemical exposure. Additionally, it focused on the documentation of how immersion and water activity can benefit an individual's health, thus creating more swimmers which helps keep pools open. In 2007 the Pool Operator Primer™ online course and Pool Operator Fusion™ classroom course was introduced as a blended learning course that resulted in a CPO Certification after both the portions are successfully completed. Two years later, the NSPF partnered with the American Red Cross and created the Home PoolEssentials™, an online course that teaches backyard pool safety and maintenance for home owners.

Initiatives were then taken in 2009 as the NSPF's new mission became "To encourage healthier living by increasing aquatic activity through education and research." To complement this new

mission, the NSPF initiated the 10 year Step Into Swim™ campaign to create one million more swimmers. The goal being to reduce drowning, improve health, and build demand for our field.

Today, the pool and spa industry continues to grow while the National Swimming Pool Foundation remains committed to furthering advances in research to demonstrate how aquatic activity creates healthier lives. The continued growth and development of the organization means constant evolution for the industry. Recently, the NSPF became a sponsor of Swim Today, a campaign that is meant to give a new splash of initiative to the sport of swimming for youths. Since 2003, the organization has grown from three employees to 19 to better keep up with the flourishing needs of the industry. The NSPF looks forward to support initiatives that help to keep pools safer and keep pools open, to assure that the future of aquatics is more accessible to the people who enjoy the benefits of getting into the water.

"The innovations we have created has resulted in 12 consecutive years of mission-focused training-program growth. As a result, we are able to give back to prevent bad things and to promote good things," stated CEO Tom Lachocki. "All we ask is that everyone in our field train their staff. If you chose to use NSPF materials, thank you! We take your confidence very seriously and commit to serve you for decades to come. What's more, we intend to give back to help mankind through aquatics."



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# Zodiac Pool Systems introduces new Jandy Pro Series Ozone Generator product line

Ozone generators complement salt water systems, chlorine feeders and Nature2 mineral sanitizers, to create crystal clear water and extend life of chlorine by reducing consumption

Zodiac Pool Systems, Inc. (Zodiac®), a leading manufacturer of automatic pool cleaners and pool equipment, has introduced its

new Jandy® Pro Series Corona Discharge Ozone Generators, featuring ceramic plasma technology that sets a new standard in corona discharge (CD) reliability.

The Jandy corona discharge (CD) system design has eliminated the most vulnerable components typically found in a CD ozone generator, i.e., glass and stainless steel. Glass and metal are typically the first materials to corrode and ultimately lead to catastrophic failure of traditional CD systems.

Ceramic plasma technology is also impervious to water. Should any water enter the cell, it will eventually dry, and then the cell will resume production. Minimal

amounts of nitric acid production will then remove any impurities left from the water, and the cell will eventually return to optimal production levels. Water ingress will have no effect on the power supply.

Ozone works well as a supplemental sanitizer, providing pool owners the most eco-friendly, natural and safe pool water when used in combination with salt water systems, chlorine feeders and Nature2 mineral sanitizers. When dissolved in water, ozone gas can kill pathogens and microorganisms, destroy organics, and break down chloramines by oxidation. This occurs immediately at the ozone gas injection point,

and continues through the main return. A small residual amount of dissolved ozone enters the pool, providing further oxidation and sanitation of contaminants.

Ozone has several practical benefits for swimming pools:

- Strong oxidation helps to rid the pool water of organic and inorganic contaminants, making the pool water cleaner.
- It provides micro-flocculation to aid filtration and noticeably improve water clarity.
- It destroys biofilm, the slime that can accumulate on the surface of an inactive pool.
- It helps control the chloramine levels in the water, reducing "shock-oxidizing" for chloramine reduction and reducing the "chlorine smell" that dirty pools sometimes generate.
- Ozone allows chlorine to last longer by decreasing its rate of consumption, thereby reducing cost.

Amy Armstrong, product manager at Zodiac, says, "Our new ozone generators will provide a cleaner, clearer pool in any climate, from Michigan to Florida, New York to California. They are engineered to deliver the high-output and energy efficiency only available from true corona discharge ozone generation technology, in a simple-to-install, extremely reliable system. We think customers and pool pros alike will really appreciate these advantages."

Three models are available for different-sized swimming pools. The model needed is based on the size of the pool, with Model CD100 appropriate for 100,000 gallon pools, CD70 for 70,000 gallon pools, and CD40 for 40,000 gallon pools. Two installation kits are available; one generator and one installation kit are required for proper installation. All models include a one-year warranty; professional installation is required.



## THE BLOG IS BACK

**Check out the latest horror stories from Ray's blog "Blame it on the Pool Tech" at [www.ArrowInsuranceService.com](http://www.ArrowInsuranceService.com)**

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## IPSSA CODE OF ETHICS

As a member of the Independent Pool and Spa Service Association, Inc., I will utilize my professional knowledge and skilled practical workmanship in providing quality customer service. To that end, it will be my responsibility to keep informed of developments in the pool and spa industry including new techniques and product applications.

My second obligation will be to the members of IPSSA by giving them any professional assistance they may need including sick route coverage. With respect to sick route coverage, I will treat sick route clientele with professionalism and respect, and will not solicit the business of a sick route client while providing sick route coverage.

My final responsibility will be to my community and its citizens. I will strive to communicate the necessity for pool safety and other issues of importance to pool and spa owners.

In these ways, I will promote the ideals and objective of the Independent Pool and Spa Service Association, Inc.

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





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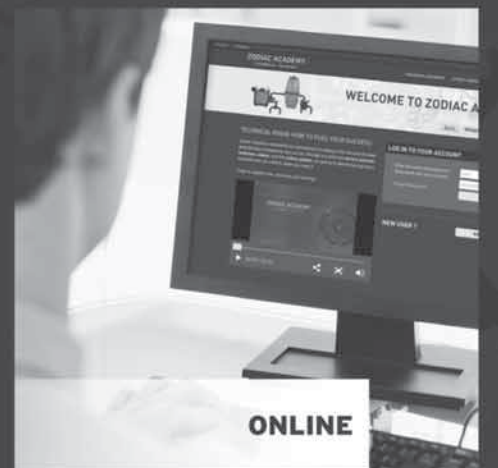
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Through a partnership with the National Swimming Pool Foundation, IPSSA is pleased to offer online education through the IPSSA website. And, IPSSA members who complete classes through this online portal are eligible for 35% rebates!

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

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It's easy to enroll. Visit [www.ipssa.com](http://www.ipssa.com) and under the Resources tab click on Online Training Store to see all that is offered.

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

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

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## Matching funds available from IPSSA Inc.

IPSSA Inc. has a matching grant fund of \$24,000 to assist individual regions and chapters for community involvement, safety programs, and promoting IPSSA to the public. The spirit of the matching grant is to foster IPSSA promotions by facilitating new ideas from individual members, chapters and regions.

The matching grant funds shall be allocated evenly by region in each given year. In the event that a region does not request funds in a given year, that region's representative may elect to reallocate their portion to the matching grant fund for redistribution. Any redistribution of funds must be approved by the BORD.

The BORD will match, dollar for dollar, up to the budget amount once a matching grant is approved by the regional Board.

Each region shall determine how to use its allotment of funds without BORD approval once it has been approved by the regional Board.

Individual members, chapters and regions of IPSSA in good standing qualify for matching grants.

- Matching grant requests must be submitted in writing to the regional director by December 1st each year.

- The regional director shall qualify the request to meet the spirit of the matching grant program.

- The region must approve the grant by either a regional Board meeting, regional Board teleconference, or e-mail ballot, and the results will be posted in the regional minutes.

- The regional director shall then request the funds from the IPSSA BORD president or chief financial officer without BORD approval, as long as the requested amount does not exceed the region's budgeted amount.

## Member alert

Continued from page 1

there is no legal requirement of uniformity or fairness. Contract terms may be very reasonable, highly unreasonable, or a mixture of both. And, the form you signed a week ago might have substantially different terms than the contract you are asked to sign today. **This is why it is important to read every pool and spa service contract or addendum that you sign before signing it.**

Concerning the Addendum described above, Clause 3 appears to add to the duties of the pool service contractor, at no additional fee. Further, in the event of an incident/claim, the property owner/manager will argue that the pool service contractor breached the contract by not giving written notice of a potential violation of state or federal law or regulation, and is therefore responsible for the loss. Thus, this clause significantly increases the duty owed by the pool service contractor. Again, each pool service contractor should examine these terms and decide whether or not it is willing to accept the risks and benefits associated with them.

Also concerning the Addendum above, Clauses 1 and 2 are

Continued on page 21



**Member alert**

*Continued from page 20*

not particularly unreasonable, and they create an inference that the remainder of the Addendum is just as reasonable when, in fact, it may not be. Clauses 1 and 2 apply to the pool service contractor whether those terms are included in the agreement or not. If you are a pool service professional, you are already obligated to know the laws and regulations, and to conform to those rules. Thus, the first two clauses were completely unnecessary, but may have been to give the appearance of reasonableness, or provide cover in which highly offensive contract terms might be "concealed in plain sight."

Some competitors may fail to read or care about the provisions of an Addendum if they are asked

to sign, and simply sign it. This happens in every trade and profession. *Signing agreements without reviewing them is careless and irresponsible, yet the owner or manager may refuse to do business with your firm if you refuse to agree to unreasonable terms, and it is lawful for them to do so.* Those contractors (that don't review contracts, or that accept risky terms) are apparently willing to bet everything, including their business and potentially their home and other assets, that nothing will go wrong. Each business person should ask itself whether it is in their best interest to make that bet.

There is a legal doctrine, called "unconscionability" under which the terms of a contract or so oner-

ous and unfair that a court may refuse to enforce that provision of the contract. I believe Clause 4 above is unconscionable. However, unconscionability is a defense that is argued in court. It is my belief that acceptance of unconscionable contract terms is a roadmap to the courthouse, and exceedingly expensive to address when something goes wrong.

If your company does not have a relationship with a business lawyer, it should. Depending on the level of knowledge and experience of your company, it may be acceptable to review many contracts yourself, and consult with a lawyer only when necessary. It is acceptable, perhaps even wise, to ask for an estimate of legal fees prior to the review, and to limit the

scope of review to the areas of the agreement that you consider most important. If this is unacceptable to the lawyer, you may want to look for another lawyer. A good place to start is to ask your colleagues who they use for contract review, and knows something about the pool and spa business.

Remember, it is never acceptable to agree with colleagues NOT

to sign any addendum, or a particular addendum, or to punish vendors or competitors for entering into agreements, including unconscionable agreements. It is acceptable to discuss contract concerns with other IPSSA members, but only for the purpose of understanding the contract, and never for purposes of coordinating a response to it.

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# 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@cramercpa.com or P.O. Box 1617, Rocklin, CA 95677  
 Chapter treasurers contact: ipssafinancial@cramercpa.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., The Elks Lodge  
 19071 N Lower Sacramento Road, Woodbridge  
 Pres. Rick Plath (209) 456-1605  
 service@rickspoolservice.com  
**EAST BAY**  
 Third Tues., 6 p.m., Pleasant Hill Community Center,  
 320 Civic Drive, Pleasant Hill  
 Pres. David Luthy (510) 435-5252  
 townandcountrypool@comcast.net  
**EAST CONTRA COSTA**  
 Fourth Tues., 6:00 p.m., La Fuente Mexican  
 Restaurant, 642 1st Street, Brentwood  
 Pres. Martin Stenhouse (925) 980-4578  
 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  
 jerryspoolservice@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., Alpha Water  
 Systems, 725 Cochran Street #A, Simi Valley  
 Pres. Dennis Van Sloten, (805)813-6154  
 dvs10@live.com  
**CONEJO VALLEY**  
 Second Wed., 6:30 p.m., Superior Pool Products  
 1200 Lawrence Drive #400, Newbury Park  
 Pres. Michael Flanagan (805) 444-7960  
**FRESNO:**  
 Fourth Tues., 7 p.m.  
 Roundtable Pizza at First & Bullard, Fresno  
 Pres. Norm Carpenter, (559) 217-1228  
 ipssafresno@gmail.com  
**SANTA BARBARA**  
 Second Mon., 6:30 p.m., Rusty's Pizza Parlor  
 232 W. Carrillo, Santa Barbara (downtown)  
 Pres. Joe Burich (805) 451-1963  
 mericks2001@yahoo.com  
**VENTURA:** Third 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. Dan Riley V (951) 588-9035  
 dan@hemetpoolcare.com

**MENIFEE VALLEY**  
 First Wed., 7 p.m. at My Buddies Pizza  
 2503 E. Lakeshore Drive #A, Lake Elsinore  
 Pres. Renee Marier, (951) 285-9672  
 mangopoolnsa@verizon.net  
**ONTARIO/ RANCHO CUCAMONGA**  
 Second Tues., 7 p.m., Carows 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) 702-0160  
 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) 966-0592  
 libertypoolservice@hotmail.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: Mike McCourtney**  
 (760) 788-0823  
 E-mail: sunrise1@hotmail.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  
 sunrise1@hotmail.com

**REGION 8 (SOUTHWEST)**  
**B.O.R.D. Member: Marc Cannon**  
 (602) 432-3371  
 E-mail: rescueh2o@aol.com

**EAST VALLEY**  
 Third Thurs., 5:45 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) 691-2663  
 santalaraiipssa@gmail.com  
**SILICON VALLEY:** First Wed., 6 p.m.  
 Armadillo Willy's, 1031 N. San Antonio Road, Los Altos  
 Pres. David Guslani (650) 333-1351  
 dguslani@earthlink.net  
**TRI-VALLEY:** Second Thurs., 6 p.m.,  
 Meeting locations vary. Check with chapter president.  
 Pres. Stan Phillips (925) 518-1718  
 stan@aquacps.com

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

**GOLD COAST (Ft. Lauderdale area)**  
 Second Tues., 6:30 p.m., Wings Plus9,  
 9880 W. Sample Rd., Coral Springs  
 Pres. Ana Labosky (954) 224-7733  
 www.ipssagoldcoast.com;  
 president@goldcoastipssa.com  
**MANASOTA (Bradenton/Sarasota)**  
 First Mon., 7:00 p.m., Call for meeting  
 location and directions  
 Pres. Andrea Dospel (941) 920-2205  
**NORTH GEORGIA**  
 Pres. James Anderson (678) 947-3600  
**OSCEOLA (Kissimmee/Orlando)**  
 Second Wed., 6:30 p.m.  
 Fat Boy's Restaurant, 2512 13th Street, St. Cloud  
 Pres. David Bianco (407) 957-2609  
 biancopools@aol.com  
**SARASOTA:** First Tues., 6:30 pm  
 Papa Nicks, 4940 Fruitville Road, Sarasota  
 Pres. Andy Homner (941) 330-5757  
**TREASURE COAST**  
 Fourth Tues., 7:00 pm  
 Duffy's Sports Bar, 6431 SE Federal Hwy, Stuart  
 Pres. Allen Schroeder (772) 215-1884  
**VENICE:** Fourth Monday, 6:30 p.m.,  
 Valenti's Ristoranti, 1200 E. Venice Avenue, Venice  
 Pres. Ray Kurilivicius, (941) 743-2010  
 ray@dartpoolsolutions.com

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

**DALLAS**  
 Fourth Tues., 5:30 p.m., Tony's Diner  
 3112 N. Jupiter Rd #307 Garland TX  
 Pres. Eustaquio Portillo (214) 325-6746  
**FORT WORTH**  
 Third Tues., 6:30 p.m., La Playa Maya Restaurant  
 1540 N Main Street, Fort Worth  
 Pres. Tina Lehmann (817) 991-0555  
**MID CITIES DFW:** First Mon., 7:00 p.m.,  
 SCP, 2107 Hutton Drive, Carrollton TX 75006  
 Pres. Casey Gardner (469)835-5674  
**TARRANT COUNTY**  
 First Tues. 7 p.m., El Chico's Café  
 7621 Baker Blvd., Richland Hills  
 Pres. Will Ainsworth (817) 987-8580  
**WAXAHACHIE**  
 Second Wed., 7 a.m., Denny's,  
 408 Westchase Drive, Grand Prairie  
 Pres. Neal Holt, (972) 617-9877



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

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