VOLUME XXVII, NUMBER 2

February 2015

California Capitol Report

CPSA Alert: Economic Impact Study Completed

By John Norwood

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

It's the start of a new year for California, and even though it's just beginning there is already a lot on the horizon for the California Pool and Spa Association, and for the pool and spa industry throughout California. The swimming pool and spa industry has endured a lot these last few years, and while things have been steadily improving as the economy and our state recovers, we still have a long way to go and new challenges to face. The ongoing drought has added to the difficulties that the economic downturn created, leading many water agencies to propose restrictions on or altogether prohibit the use of water by pools and spas in the mistaken belief that such measures would help conserve our dwindling water supplies. These proposed restrictions cast a wide net in the business landscape of California, affecting not only those directly employed in the pool and spa industry but those with indirect contact such as subcontractors, distributers, and material suppliers as well as retails of all backyard products, all of whom depend on pools and spas to stay in business.

Fortunately, CPSA has had tremendous success in 2014 in convincing water districts not to implement such restrictions, or in several cases to roll such restrictions back. Although we managed to come through 2014 relatively unscathed thanks to some hard work and the dedication of our members, there are still many challenges in the year ahead. The water outlook may have improved slightly with the recent rains in the month of December, but we know all too well that it was not enough rain to bring us out of the drought. Worse yet, forecasts indicate that the month of January will be relatively free of rain. We will need lots more rain to break out of the cycle entirely, and this means that short of the state receiving five or six



big storms in the next couple of months the CPSA will be facing another year defending the industry from unfair and unwarranted restrictions that threaten our members and their livelihoods.

The key to success in 2014 was the proactive approach taken by CPSA. The association instituted a statewide education and public relations campaign to inform citizens and public policy makers on the real facts of water use by swimming pools and spas. We also launched the "Let's Pool Together" campaign to demonstrate that the pool and spa industry can be part of the solution, not part of the problem. Building on this approach, CPSA commissioned an Economic Impact Study from the firm PK Data to more fully and completely understand the scope of the pool and spa industry's footprint in California. PK Data is a research and consulting firm that specializes in the study of recreational water use, making them a perfect fit for our needs - namely a survey that covers the direct, indirect, and related economic impact of the entire pool and spa industry in the state. This was a wide-ranging project that encompasses the construction, retail, and related industries, as well as the tax revenues and employment numbers associated with pools and spas. And now that the data is in and has been compiled into one study, it is clear that the CPSA's message regarding the importance of our industry to the state as a whole is supported by solid economic facts.

While there is too much data to reprint here in its entirety, even an overview of the total findings shows just how beneficial the pool and spa industry truly is to the California economy. In 2013, the year that was surveyed for the study, the pool and spa industry contributed over \$5 billion to

Continued on page 22



Fresno chapter supports Toys For Tots

By Manuel Margain

Manuel is the president of the Fresno chapter and incoming Region 2 Director.

Our goal this year as IPSSA members was to collect new, unwrapped toys during October, November and December, and distribute those toys to "Toys For Tots" as Christmas gifts for needy children in the community. The stated goal is to "deliver, (through a new toy at Christmas) a message of hope, to less fortunate youngsters that will assist them in becoming responsible, productive, patriotic citizens."

The IPSSA Fresno chapter collected \$1,000.00 (customers donated as well) worth and filled a trailer full of toys, so full that when we delivered them toys were falling out the crowd the crowd were next year!

falling out as the door was opened. Many cheers were heard among the crowd when this happened.

We are shooting for \$2,000.00

Things to do in February

- **➤** Driving safety
- **➤** Truck maintenance
 - ➤ Hose bibs
 - ➤ No draining
- ➤ Heater tune-ups

DO NOT HOLD

DATED MATERIAL

Inside This Issue

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)

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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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Martin Mercado Wins the December Education Corner quiz and Ed Baeza is the Big Annual Winner for 2014!

Martin Mercado, a member of the East Bay chapter, was selected randomly among all of the correct entries for the December 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. Ed Baeza, a member of the Santa Barbara chapter, is the big winner for 2014! Congratulations!

The correct answers for the December quiz are 1. You have an 18,500-gallon pol and you want to raise the chlorine level by 3ppm. How much liquid chlorine do you need to add? A. 5.8 fl.oz. B. 58.8 fl.oz. C. 31.8 fl.oz. D. 19.6 fl. oz., the correct answer is b) 58.8 fl.oz. 2. One measuring cup of dry acid (sodium bisulfate) weighs more than 11 ounces. A. True B. False, the

correct answer is a) true. 3. To swer is a) 16. 4. pH and total convert dry ounces into pounds, you divide ounces by: A. 16 B. 128 C. 12 D. 8, the correct an-

alkalinity are related and interconnected. A. True B. False, the correct answer is a) true.

Calendar of Events 2015

Feb. 6 **IPSSA Board of Regional Directors Meeting** Region 5 - Sheraton Park Hotel, Anaheim, CA Friday, 10 a.m. info@ipssa.com

Feb. 7 IPSSA Leadership Seminar/Banquet Sheraton Park Hotel, Anaheim, California info@ipssa.com

Feb. 18 **Inland Empire Pool Expo** University of Redlands-Orton Hall, Redlands, CA

March 12-14 Western Pool & Spa Show Long Beach Convention Center, Long Beach, CA

www.inlandempirepoolexpo.com



Education

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 MARCH 20, 2015.

- 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
- 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
- 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
- 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 to 5.0 ppm

Name				
Address				
City		State_		Zip
Telephone Number ()				
Chapter				
Correct Answers: 1	2	3	4	
(Please indi	cate A, B, C	, or D for eac	ch answer.)	
	Mail Er	ntry 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 MARCH 20, 2015.

Financial office thanks chapters with prompt payments

www.westernshow.com

The Financial Office thanks the following 36 chapters, whose members all paid promptly in January before second notices were required:

Region 1 – East Contra Costa, El Dorado, Gold Country, Modesto Central Valley, Sacramento City

Region 2 – Central Coast, Santa Barbara

Region 3 – Foothill

Region 4 – Central Los Angeles, Whittier

Region 5 - Anaheim, Huntington Beach, OCPP, Saddleback, Southwest, Surf City, Tustin/Irvine

Region 6 - Corona, Hemet, Palm Springs, Redlands, Riverside, Temecula/Murietta

Region 7 – Rancho Del Mar

Region 8 – East Valley, Henderson, Las Vegas, Tucson, Western Las Vegas

Region 9 – Clearlake, Corpus Christi

Region 10 – Redwood Empire

Region 11 – Cape Coral, North Georgia, Sarasota, Treasure Coast

WELCOME NEW MEMBERS!

REGION 2 – Conejo Valley: Anthony Smith. . . **REGION 8 – Las** Vegas: Marcel Mirassou. . . North Phoenix: Martynas Laurencikas. . . VIPS: Thomas Younger. . . REGION 9 – Houston: Jaime Garcia. . . North Austin: Kevin Beck, Craig Corn, Wayne Stewart. . . San Antonio: Ronald G Wells. . . REGION 11 - Gold Coast: Kurt Higginbotham. . . **REGION 12 – Dallas:** Angelo L Rodriguez.

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contact the IPSSA Financial Office (888-391-6012 or sue@cramercpa.com) and make the request.



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Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
1 PM TO 2:45 PM	T/S Max-e-Therm Master Temp	Managing Your Service Business With the New Pool Program 8, Jason Wise	•	Technical Service Training for In-Floor Cleaning Systems, Jaime Guzman	Commercial Chemical Automation – CAT Controls and Commercial Salt, Troy McGinty, Hayward	Plus Q&A	Basic Algae Control, Marvin Rezac, Easy Care *	Designing and Troubleshooting Solar Pool Heating Systems, Suntrek Industries	Heater Repair Tools & Tips, Arturo Torres X Clases En Español
3 P.M. TO 3:45 P.M.	Heaters, Troubleshooting, Pentair	How to Install Water Features That Work Ron Hetzner, Oreq	Pool Pump Sizing and Hydraulics for Beginners, Dennis Rettela	Certified Aquatic Equipment Installer,	New HydroRite UVO3 UV-Ozone Sanitation for Residential & Commercial, Ray Denkewicz	Pool Deck Joint Installation and Tile Repair Made Easy by Chem Link	Proper Care of Fiberglass Surfaces Richard Dietz, Aqua Creations	How to Repair and Replace Pool Lights, Robert Foutz Jr., Purity Pool	Basic Algae Control, EasyCare * Clases En Español
4 P.M. TO 5:45 P.M.	Up to \$1,000 Rebates for Pool Pumps Through the Energy Upgrade California Program, Pentair	Myths & Mysteries	How a Motor Works and Basic Motor Repair Dennis Bush, Regal Beloitt		Salt Chlorine What You Need to Know, Bob Seward & Dan Smith, Hayward	Gas Pool Heaters Installation and Repair, Leon Hall, Raypak	Good Mastic Installation Jim Dill Deck-O-Seal	How a Pool Works Robert Foutz Jr., Purity Pool	Business Management Pedro Correa Clases En Español
EDIDA	FRIDAY MARCH 12 2015 / EVIURIT HOURS 2 6 RAY / OREN TO THE TRADE ONLY / RECISTRATION REQUIRED / 201 Novy Classes							ou Classes &	

FRIDA	Y, MARCH 13,	2015 / EXHIB	SIT HOURS 2-6	P.M. / OPEN	O THE TRADE	ONLY / REGIS	TRATION REQU	JIRED / 30+ No	ew Classes *
Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	Chemical Automation Common Adjustment for IntelliChem, Scott Parker	Basic Chemistry, Lonza-Applied Biochemist, John Puetz	Certified Aquatic Equipment Installer, Part 2: Sales Opportunities	Zodiac 🗶	Hayward Nav. Pro & Pool Vac XL, Tear Down Reassembly and Correct Installation, Bob Seward, Trevor Stift	Increased Efficiency	Certified Stain Specialist,	Acid Wash Proper Techniques, Fowler/McArthur	Heater Troubleshooting, Carlos Gomez, Pentair Clases En Español
10 A.M. TO 10:45 A.M.	Hydraulics for the Service Pro,	Commercial Pools New Operating Code, Steve Dunn	& Customer Relations, Michael Orr	Why the Next 5 Years is Going to be a Profit Goldmine & How to Cash In On It, Brett Gereau *	Serviceman's Radical Ruckus Revival, Monica Archibald *	Clean Light Technology Using UV-6 Sanitation Delta UV, Dan Tillman	Barry Driks, Jack's Magic	Hazardous Material Transport & Your Route Truck, Ron Hetzner	Chlorine Generators Arturo Torres Clases En Español
11 A.M. TO 12:45 P.M.	Mike Childress, Pentair	Hydraulics Primer Course, Steve Dunn *	Tips & Tricks for the New Pool Professionals, Peter Haverlation	Web Based Controls iAqualink 2.0, Alex Krajewski, Zodiac ★	Hayward Heaters Installation & Troubleshooting, Dan Smith	Basic Water Chemistry & Testing Wayne Ivusich, Taylor Technologies	Basic Electrical Class Including NEC, E.P. Hamilton	Proper Service of Pool/Spa Filters, Fowler/McArthur	Gas Pool Heaters, Installation and Repair, Raypak Clases En Español
1 P.M. TO 2:45 P.M.	New Pentair Suction Side Cleaners, Mike Childress, Pentair ★	Ozone + Germicidal UV Advanced Oxidation Process (AOP), Del Ozone, Beth Hamil	Salt Systems and How They Function, Cary Tenenbaum	Using QuickBooks to Run Your Pool Service Business, Cindy Hovig	New OmniLogic Control The Power of Simple, Greg Fournier, Jason DeBruin, Hayward	The Real Scoop on Spot Etching And Calcium Nodules OnBalance	Building Modular Custom Slides, How to Design, Build & Sell for In-Ground Pools, Kathryn Varden	Commercial Pool Heaters Installation and Repair, Raypak Heaters *	Introduction to QuickBooks Pedro Correa Clases En Español
SATU	RDAY MARCH	14 2015 / FX	HIRIT HOURS 1	-6 P.M./OPEN	TO THE TRAD	F ONLY/REGIS	TRATION REOL	JIRED / 30+ No	ew Classes *

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Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	The Shocking Truth of Electricity and How to	Chemistry 101, Basic Water Chemistry, Terry Arko, SeaKlear	i noopnato momoran,	Component, Compatibility Basic Hydraulics Residential Pools, Zodiac	When to Acid Wash a Pool, How to Avoid a Catastrophe, Nat'l Plasterers Council	How to Install and Repair Tiles *	Intermatic Multi Wave Installation Wiring and Programming *	Identify and Remove Plaster Stains, Barry Driks, Jacks Magic	Hydraulics For the Service Pro, Carlos Gomez, Pentair
10 A.M. TO 11:45 A.M.	Troubleshoot It, Mike Childress, Pentair	Understanding Variable Speed Pumps Ben Honadel	How to Run a Successful Business in Any Economy, Marty Fowler	Avoiding Claims and Court – Learning from the Mistakes of Others, Ray Arouesty	Poolvergnuegen Troubleshoot & Maintenance, Mark Pieri	12 Myths About Water Maintenance, Wayne Ivusich, Taylor Technologies	Pool and Spa Service Professional Training, Alex Antoniou, Ph.D. *	The Hidden Secrets to a Stain Free Pool, United Chemical *	Basic Chemistry, Pedro Correa Clases En Español
NOON TO 1:45 P.M.	Understanding the Strengths & Weaknesses of Plaster, Quartz and Pebble Finishes, Nat'l Plasters Council	Variable Speed Pumps: Advanced Programming and Sales Strategies, Ben Honadel, Pools by Ben	Improving Visibility		Open Forum, Pool Guy Roundtable, A Panel of Experts Answer Your Questions		Rola-Chem ORP/Ph Controllers & How They Function, Todd Schwab	Basic Electrical, Greg Price ≭	Variable Speed Pumps, Arturo Torres ★ Clases En Español

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Ask Ray...

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 is from an IPSSA member in Texas

Question

My customer just bought a used heater and asked me to install it. Are there any issues with doing this job?

Answer

Installation of used equipment adds whole other layer of liability upon the pool service tech. In the event of a heater fire or injury, an issue will be raised as to whether the pool tech adequately inspected the heater and determine that it was safe to install. This, of course, is not an issue when installing new equipment.

Answers to recent questions asked to IPSSA's insurance broker

How long will it take you to determine it is safe? You will check for gas leaks, but will you also inspect the wiring to make sure rodents haven't eaten the insulation? What about spider webs in the orifice? And how will you determine whether the heat exchanger has internal damage from improper water chemistry?

Can you adequately charge for the time involved and is it worth the risk involved? I'd pass on this job.

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.



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.

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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.

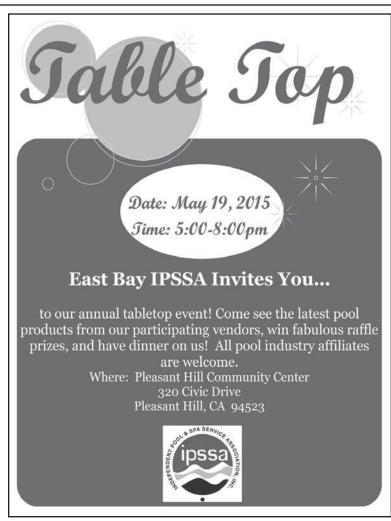
- Matching grant requests must be submitted in writing to the regional director by December 1st each year.
- The regional director shall qualify the request to meet the spirit of the matching grant program.
- The region must approve the grant by either a regional Board meeting, regional Board teleconference, 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.



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go north to Brockton, turn east to Orton Hall.
Vest on I-10, exit Cypress off-ramp, go to second stop sign, turn left of

Going West on I-10, exit Cypress off-ramp, go to second stop sign, turn left on Citrus, then turn right on University to Brockton, turn east to Orton Hall*

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.

A few years ago, we introduced the AmerBrite LED light kit, which is a great upgrade opportunity for many service professionals. With this simple kit, you can replace old technology with something more energy efficient, and get the job done in a matter of minutes — a win-win for you and your customers.

When I do presentations about

AmerBrite, I'm always amused that some people in the room know exactly what I'm describing when I compare newer color changing LED lights to older-style incandescent lights. Believe it or not (and some people don't actually believe it), the way to change an incandescent fixture from, say, red to blue, is to get down on the pool deck, typically on your belly, and reach down into the water. Pop off the plastic lens and replace it with a different color lens. Pretty basic stuff. Pool owners with Amerlite fixtures deserve to know there's a

AmerBrite LED lamps, which come in white and color, are plugin replacements for Amerlite incandescent bulbs, which are one of the most popular lights out there. There are literally millions of Amerlite lights in the field. The odds are pretty good that there are some on your route.

better way!

Why push the upgrade? LED (light emitting diode) technology

has a well-deserved reputation for being brighter and more energy efficient than older lighting technologies. Bulbs last longer and provide brighter light while consuming less energy. The difference is really quite remarkable. Incandescent lights use between 300 and 500 watts while LED lamps like AmerBrite use 36 watts of power to provide comparable brightness.

Plus, this upgrade allows pool owners to have truly colored lighting, rather than covering white fixtures with colored, snap-on light lenses (which are getting harder to find and home owners often lose interest anyway).

Some other product features are AmerBrite's unique reflector design that creates more uniform light distribution than other LED lights and a lens that can be rotated 180 degrees to provide a wide or narrow beam pattern. Plus, the color ones come in five fixed colors that can combine for seven pre-programmed light shows. And AmerBrite is the only UL Certified LED replacement lamp for Amerlight fixtures.

More importantly, the job itself is incredibly simple. Remove the existing light from the niche. Remove the clamp, lens, gasket and old lamp and discard them. Insert the lamp stem assembly, connect the stem power cord to the AmeriBrite LED assembly, and mount using the provided nut. Install the new lens, gasket and clamp provided in the kit and



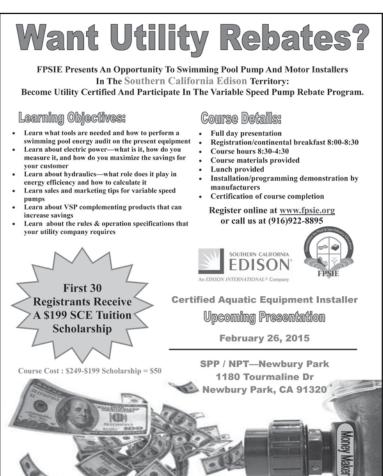
you're done! Both fixtures have Edison screw bases, making the upgrade to the brighter and dramatically more efficient LED technology almost as easy as changing a light bulb.

If you need to convince yourself or any of your customers that upgrading from incandescent to AmerBrite is a good move, check out the LED lamp savings calculator on our website. Go to www. pentairpool.com, click on Support, then Calculators. Plug in some basic information, and the calculator shows you electrical savings per year (in dollars), operational savings per year (also in dollars), the payback period for switching to AmerBrite LED lamps (in years), and the total cost savings over 10 years.

It's a no brainer!

<u>Send Your</u> <u>Technical Questions to:</u>

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Education Quiz

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knowledge!



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The shakedown on salt hot tubs

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.

As we all know, Salt Water Systems have become extremely popular over the past 5-10 years. The system's popularity began with swimming pools, to improve the swimming experience while simultaneously reducing the amount of traditional chemicals needed to sanitize the pool water. There was also the added safety benefit of eliminating the need to store large quantities of chlorine at the pool site.

Now that salt-chlorine generators are universally accepted and proven to work wonders on swimming pools, the technology has expanded to include units for spas.

This system makes even more sense for a smaller body of water, such as a spa. Many hot tub users soak in their spa for health and relaxation and users are not interested in soaking in a tub of chemicals.

As spa retailers and service pros more frequently encounter salt-chlorine generators on spas, it's important to understand how these systems work on hot tubs and how the system differs from that of a salt-chlorine generator on a pool. By understanding how the salt system works and how the system is different that traditional spa/ hot tub sanitation, our industry will be better prepared to service these spas and pro-actively deal with issues that arise from the use of salt-chlorine generators on spas.

What is a salt system?

Let's start by explaining how the salt-chlorine generators work and how this system is applied to both pools and spas.

Salt systems work by using a method known as electrolysis, which splits atoms of molecules apart in solution and creates active chemicals. The chemicals produced are based on what the molecule is in the solution. In 1800 two scientists discovered that the water molecule H2O could be split into active oxygen and hydrogen by electrolysis. Electrolysis has been used in treating drinking water and wastewater since the early 1900's. Recently, the process of splitting salt molecules to create active sanitizer in hot tubs has taken off. The two most common molecules for hot tubs are sodium chloride and sodium bromide. These two halogen salts are split by electrolysis to create active chlorine or bromine.

How does it work in a hot tub?

Let's take a look at how this technology works in hot tubs along with the benefits and some troubleshooting.

Salt generators work to produce active sanitizer in water. The term salt system is a misnomer as it leads to the conclusion that this is a non-chemical system. The truth is salt water itself is part of a process to produce active sanitizer. In a hot tub sanitizers are

Continued on page 13



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Hayward introduces fastest speed-to-heat performance with new 500,000 BTU Universal H-Series pool heaters

New high performance gas heaters for both residential and commercial markets expand upon Hayward's existing gas heater line featuring the industry's only 'standard' Cupro nickel heat exchanger.

expanded its Universal H-Series gas heater line with a new 500,000 BTU heater featuring the fastest mercial applications, set the stan-

Hayward® Pool Products has speed-to-heat capability in its class. The 500,000 BTU heaters, available for both residential and com-

dard with industry-leading hydraulics, exceptional performance, energy efficiency, planet-friendly low NOx emissions, reliability and value via the industry's only "standard" Cupro nickel heat exchanger.

The new Universal H-Series residential models - H500FDN (natural gas) and H500FDP (propane) – and commercial ASME models – H500FDNASME (natural) and H500FDPASME (propane) – provide unprecedented efficiency and value, according to Bruce Aubrey, Hayward Product Manager – Heat Technology. "The Universal H-Series heaters are ideally suited for both new construction and aftermarket applications. The speed-to-heat of our new 500,000 BTU models will appeal to pool professionals and pool owners - especially when you consider the combination of just two models will produce a million BTUs of heat.

Aubrey added that the relatively small footprint of Hayward's new heater means easier installation and maintenance, which is particularly important in commercial pump rooms.

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- Commercial 500,000 BTU ASME SKU's include Pressure/ Flow Kit as standard
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- Easy dual-voltage conversion with fuse-protected circuit boards

The Universal H-Series line is also available in the following models; residential heaters -150,000; 200,000; 250,000; 300,000; 350,000; 400,000 BTU models in natural gas or propane variations, and commercial ASME heaters - 250,000; 400,000 BTU models in either natural gas or propane variations.

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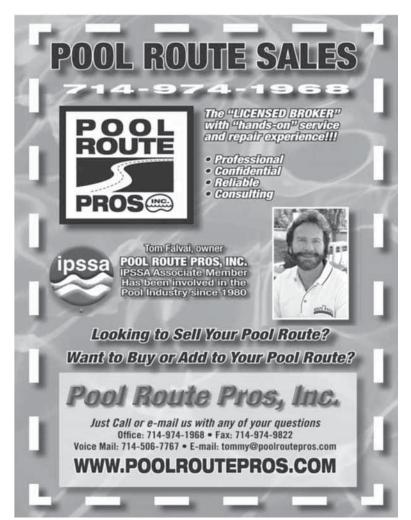
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Opinions expressed in published letters do not imply endorsement by IPSSA.



Save the date for the 2015 World Aquatic HealthTM Conference

Come to the Valley of the Sun, October 7-9, 2015, Scottsdale, Arizona

For the twelfth consecutive ing a record number of states (42) year, global recreational water leaders will gather at the World Aquatic HealthTM Conference (WAHC), slated for October 7-9, 2015. The WAHC will be held at the beautiful Scottsdale Plaza Resort, Scottsdale, Arizona. In addition, the first bi-annual meeting of the CMAHC (Conference of the Model Aquatic Health Code) will take place October 6-7

and countries (12) traveled to the WAHC in 2014. 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. Fifty-one percent were new attendees. The WAHC is tailored for people involved in all

medical, retail, and media.

The World Aquatic Health Conference will once again be hosted by the National Swimming Pool Foundation® with pre and

post conference events and leadership meetings to be announced. Many companies and organizations coordinate their leadership and sales meetings with the

WAHC, making conference attendance more convenient and cost effective. People interested in hosting an event or sponsoring the conference should email conference@nspf.org.



at the Plaza Resort. The CMAHC areas of aquatics, including aquatserves the key role of collecting, assessing and relaying national input needed on the MAHC. Industry leaders are urged to mark their calendars, and watch for details by visiting www.thewahc.org.

The WAHC spotlights advances that can generate growth for the aquatic field and industry. Seminars on public health code, recreational water illness (RWI) prevention, facility management, advanced chemistry, drowning prevention & fear, health benefits, and new industrial technology are some of the topics covered each year. A scientific poster session, lunch roundtables, and tabletop displays presented by non-profit organizations and conference sponsors fill out the two-day event. The most influential academic, industry, and government experts share the latest research to understand emerging issues, exchange ideas, and formulate future plans.

ic facilities, service providers, consultants, parks & recreation, water parks, manufacturers, academia, associations, builders, community organizations, distributors, hotels, government, health/









Natural Chemistry is excited to announce the winner of the 2014 PRO SERIESTM Ford F-150 sweepstakes! The winner is Jim Schwarz and he is the owner of Schwarz Pool in Santa Ana, California. Jim spent a day at the dealership with Natural Chemistry's local representative Nick Gordon picking out his customized Ford F-150 prize. Congratulations, Jim!

Clearing up the phosphate mystery

By Terry Arko

Terry Arko has more than 30 years' experience in the swimming cal manufacturing, customer serv- (CPO) and CPO Instructor through

service, repair, retail sales, chemi-

pool and spa industry, working in ice, sales, and product development. A certified pool operator

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. Sea-Klear is a subsidiary of Halosource Inc., a clean water technology company based in Bothell, Wash. He can be reached via email at tarko@seaklear.com.

Phosphates happen

Looking back 15 years ago phosphates were unheard of in the pool industry. Today, there are many phosphate removers and testing products available. Most pool professionals now include phosphate testing and regular removal procedures in their maintenance service. However, there still is a lot of mystery regarding the presence of phosphates in swimming pools. Here are some insights to help clear the waters on the subject.

What are phosphates and how do they end up in pools?

Phosphates are compounds derived from the element phosphorous. They can be present in certain detergents and cleaners, fertilizers and metal treatment chemicals. Phosphates can be present at high levels in source water from wells or where anti-corrosion treatment has been deployed. The primary way phosphates are introduced to pools is by the use of phosphate-based metal treatment products.

Phosphates make algae grow

Phosphates are described as a 'growth limiting nutrient" for plants and algae. Simply put if the supply of phosphates is limited then plants or algae cannot grow. The EPA has deemed the high presence of phosphates in our nation's waterways is one of the primary sources of pollution. In lakes with high phosphate levels the algae blooms become so numerous that they remove all the dissolved oxygen in the water causing aquatic life to die. Because of this, the EPA has set regulations to manage the levels of phosphate waste from agriculture and other industries. Tons of phosphate waste from agriculture, chemical processing and mining has already made its way into many groundwater systems. High phosphates in pool water can

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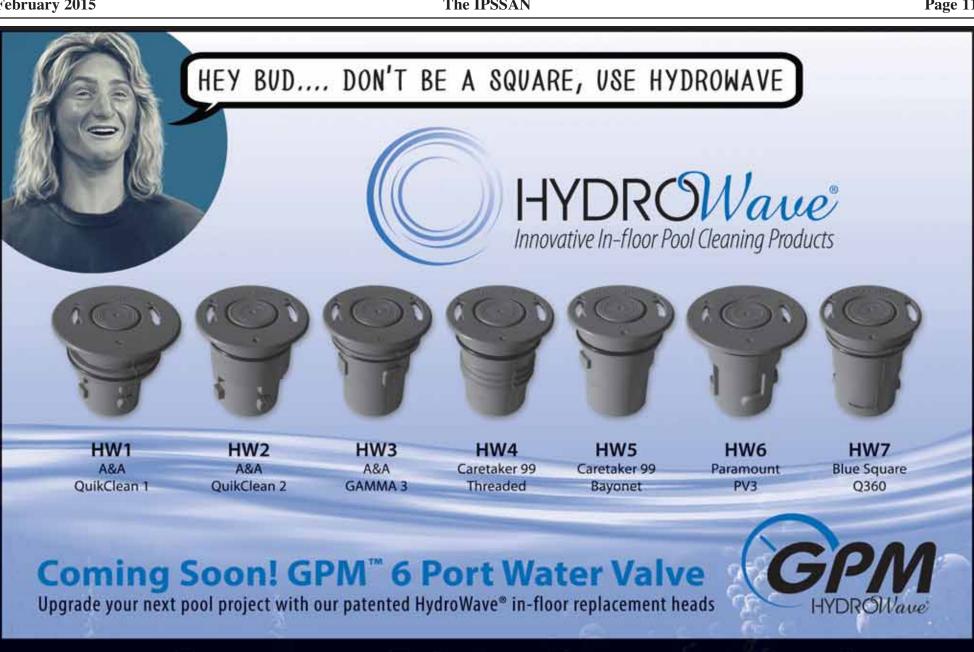


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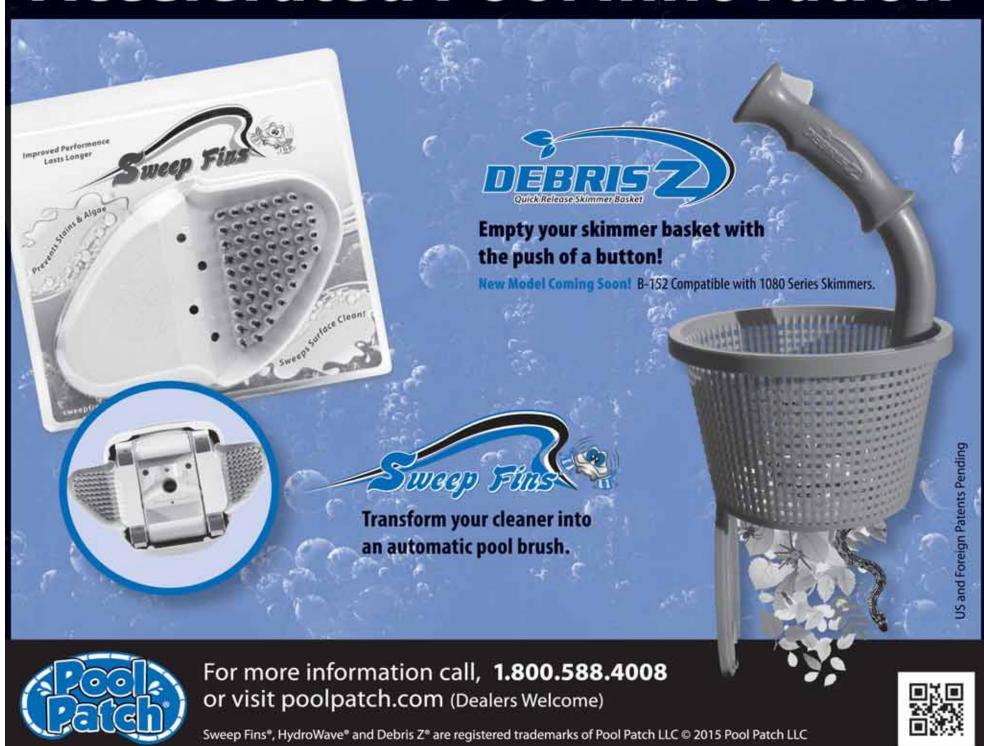
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Phosphate mystery

Continued from page 10

mean a greater chance of resistant algae outbreaks. Also, high phosphate levels in swimming pools can lead to calcium phosphate scale forming on heat exchangers. In salt chlorine generator pools phosphates can cause salt chlorine generators to fail in producing free available chorine.

How to measure phosphates

Phosphates are measured in ppb (parts per billion). The acceptable range for swimming pools is 200 to 400 ppb. When phosphate levels are 500 or above in salt pools the chlorine generator may fail to produce free available chlorine. At levels above 1,000 ppb in all pool systems the potential for more resistant algae increases especially if the pool's chlorine is not properly measured and managed. Some strains of algae can me more chlorine resistant and bloom even in the presence of chlorine. Phosphates can play a role in the increase of resistant algae and place an extra demand on the chlorine needed to keep the pool water clear.

Control phosphates and keep the pool looking great

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phates and keep your pool water looking great. Our SeaKlear Commercial Strength Phosphate Remover is the original extra strength formula to remove extreme levels of phosphates (9,000 ppb in a single dose!). Our Free & Klear is a 3in-1 formula that combines phosphate remover, enzyme and bestin-class clarifier. This is a proactive way to keep phosphate levels in the acceptable and easy to manage range. Our Sea-Klear Natural Clarifier helps to keep pool water sparkling clear and can be used along with the commercial strength phosphate remover to help clear and remove phosphate cloudiness quickly. For the ultimate in convenient phosphate control try the NEW SeaKlear Weekly Care Pools Pods, these powerpacked self-dissolving pods reduce phosphates, keep water sparkling clear and remove scummy oils. SeaKlear has an arsenal of products to combat phosphates and keep pools clean and crystal clear.



Jim Smith, Phil Sharp, Jim Jacobsmeyer, Jason Lehmann and Ray Arouesty promoting IPSSA at the Southwest Pool & Spa Show in San Antonio Texas in January.

The shakedown on salt hot tubs

Continued from page 7

needed to disinfect against pathogenic bacteria and viruses present in water as a result of use by bathers. Effective sanitizers for hot tubs will act to sanitize, oxidize and leave a small residual behind in the water. The two most common and effective sanitizers for this purpose are chlorine and bromine. Chlorine and bromine are categorized as halogens. This

means they are created from inert salts and after they have reacted in water they return to salts again. The word halogen comes from the Greek words meaning "saltformer". Most salt generator systems work by taking a simple solution of either sodium chloride or sodium bromide that is circulated through a device with two cells made of a noble metal.

Platinum or titanium are two of the most commonly used. A low voltage electrical charge is introduced through the cells. One cell is defined as an anode with positive charges. The other cell is known as the cathode, with a negative charge. Chloride is a negative charged atom that bonds to the positive charged atom sodi-

Cl- + Na+ = NaCl

In solution the negative charged Cl atom is pulled toward the positive charged anode and the positive charged Na atom is pulled to the negative charged cathode. The molecule is split. At the anode the chloride is oxidized to chlorine. Sodium is pulled towards the negative charged cathode where

Continued on page 19





Mike Ryno, Kurt Schuster, Ray Arouesty, Marc Cannon, Bill Goossen, Mark Cyr and Daniel Bachmann promoting IPSSA at the Desert Pool & Spa Show.

National Swimming Pool Foundation® Announces Promotions

New roles and structure respond to increasing opportunities

Non-profit National Swimming Pool Foundation® (NSPF®) announces five promotions in response to growing demand in scope and geography for NSPF training materials and programs.

The promotions are of existing team members who have proven excellence in supporting NSPF instructors and professionals who strive to keep pools safer, keep pools open, and encourage more people to become active in the water. "Our training scope has grown across all industry segments. Our geographical reach has grown with a key executive in Brussels, and over 110 authorized instructors outside the U.S.," commented Thomas M. Lachocki, Ph.D., and CEO of the NSPF. "We are educating professionals online

and in person with materials in Spanish, French, Russian, and Ukrainian," he added.

The National Swimming Pool Foundation has witnessed 11 consecutive years of mission-focused educational growth and forecasts continued increases for 2015. "NSPF plays a key and unique role among thought leaders in our field. The NSPF Authorized In-

structors we are honored to support are the leading industry educators. NSPF reinvests training revenue into research and philanthropic giving that enhances safer aquatic experiences and fosters growth," explained Scot Hunsaker, President of the NSPF Board of Directors. "We are stronger than ever as we enter our 50th anniversary year," he added.

Alex Antoniou, Ph.D., is promoted to Chief Marketing and Information Officer, a new leadership position at NSPF.

Dr. Antoniou takes over direction and management of all aspects of marketing for the organization, including writing marketing plans, guiding development of educational materials, websites,

Continued on page 16



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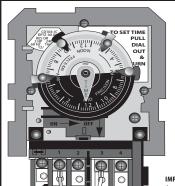
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NSPF

Continued from page 14

creative, media relations and social media. He will oversee and guide IT processes. Alex has worked with NSPF since 2004, as Director of Educational Programs. Prior to NSPF, he directed all aquatic programming and supervision for Rutgers University. Dr. Antoniou is esteemed for his award-winning emergency action and in-service training programs. He has also established operating procedures and programming for

commercial pool facilities that have exceeded nationally recognized standards.

Michelle Kavanaugh, B.A., is promoted to Mission Development Director for U.S. and Canada, a new position.

Michelle will oversee all mission (business) development, customer service, fulfillment, and customer support, including management of conferences and trade shows, and planning and execution of the twelfth World Aquatic HealthTM Conference (WAHCTM), scheduled in Scottsdale, Arizona, October 7-9, 2015. Michelle has worked with NSPF since 2005, managing mission development, marketing and the WAHC. She holds a degree in economics and has a long history of community volunteerism.

Silvia Uribe, B.A., is promoted to Mission Development Director for all International Markets, also a new position.

Silvia will lead all business development and customer service outside the U.S. and Canada. In March, as International Business Manager, Silvia relocated to Brussels from Colorado Springs to better support international mission-focused training partners. She joined NSPF in February of 2008 as the Special Project Coordinator focusing on Spanish translation, interpretation and education development. Silvia earned her degree in Business Administration from the Technological Institute of Juarez, Mexico. She has worked as a translator, interpreter and instructor, receiving numerous certifications and awards.

Natalie Strong is promoted to Senior Customer Service Specialist.

In this newly created position, Natalie will help develop and support a cohesive customer service team, performing supervision and leadership, to assure NSPF is providing excellent experiences for its customers. Natalie has worked with NSPF since 2012 as a customer service and fulfillment specialist. She has been a lifeguard for more than eight years, swim instructor for more than four years, and loves everything aquatics.

Paloma Betancourt is promo ed to the position of International **Mission Development Specialist.**

Paloma has been a proactive member of NSPF and joined the organization in 2014. With her extensive experience in customer service and organizational skills, she'll support NSPF's training distribution partner, APPAC in Mexico and Central and South America. Originally from San Juan, Puerto Rico, Paloma studied Architecture and Industrial Design in both Universidad Politécnica and Universidad del Turabo.

In addition to the five promotions, NSPF seeks to fill new positions, a Manager of Product Development and a Marketing Specialist.



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Zodiac increases simplicity of iAquaLink 2.0 installation for pool pros and home automation installers

Mobile apps are all the rage this year and your clients may be looking to add mobile control to their residential pool capabilities. Zodiac Pool Systems, Inc. in 2014 won the People's Choice "Best Connected Home Product" Internet of Things (IoT) award from PostscapesTM for its iAquaLinkTM mobile app that allows pool owners to control their pool and spa systems anytime, anywhere, using their smart phones, tablets or other Web-connected devices. iAquaLink 2.0, the newest version of this award-winning app, was recently introduced to simplify installation of mobile pool control for both pool professionals and home automation specialists.

In addition, the company is working with major manufacturers of home automation control systems, including both URC® and Crestron®, to integrate AquaLink® pool control systems via iAquaLink wirelessly into two-way control modules that support every important home automation category. These may include security, lighting, shades, surveillance, climate, power control and A/V in addition to pool/spa systems and water features.

What makes iAquaLink 2.0 easier to install?

iAquaLink 2.0 eliminates the need for PCs, cables and software downloads during installation and is compatible with all residential Wi-Fi routers. Zodiac worked with installers, electricians and pool pros to get their input to develop the simplified solution.

What methods of connection are available?

There are two methods of connection available. Either one takes only minutes to accomplish.

- 1. iAquaLink can be connected via a Wi-Fi hotspot method wire-lessly, using any smartphone or tablet computer (as well as laptops, of course).
- 2. iAquaLink can be connected by a WPS method using a WPS-enabled router.

Which control systems does iAquaLink work with?

iAquaLink 2.0 is backwards compatible with all legacy versions of AquaLink Automation Systems, and first must be connected to it to begin installation. Upgrade kits are available.

What steps are taken when connecting iAquaLink via WiFi?

After connecting the iAqualink antenna device to the AquaLink Automation module, steps are very easy to follow:

- 1. Toggle the Wired/WiFi option switch to the WiFi setting.
- 2. Clear any existing WiFi settings, then open your smartphone settings to go to WiFi. Connect to the network labeled iAquaLink.
- 3. Some devices will automatically redirect to the Login/Setup screen, but if yours does not, then open a browser window and go to Zodiac.com.
- 4. iAqualink will display the networks it detects, as well as signal strength. Choose the home's

named network to connect iAqua-Link.

5. If prompted for a password, enter the password for the home network. Note that font case must be correct.

6. Within 2 minutes the yellow LED light should stop blinking. When the green LED illuminates, the iAquaLink is now connected, and you are done!

Continued on page 21



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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.

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The shakedown on salt hot tubs

Continued from page 13

hydrogen is being created. The atoms of Cl and Na rejoin after this process to once again form NaCl sodium chloride.

As long as the NaCl sodium chloride molecules are present in the water the reaction of creating active chlorine is continuous. Bromine is created the same way. NaBr sodium bromide in solution passes by the anode and cathode. At the positive charged anode bromide is oxidized to active bromine. And at the negative charged cathode sodium hydroxide is created. The positively charged anode of a salt generator always produces oxygen so this will act to oxidize either chloride or bromide Since the units are producing oxygen as well there is increased oxidation, which breaks up combined chlorine and helps to reduce waste. Increased oxygen leads to better water quality and less draining. At the cathode hydrogen is created. Sodium mixes with water and hydrogen to create sodium hydroxide along with some hydrogen gas.

How do salt system hot tubs differ from standard?

Traditional hot tub water needs to be properly balanced to keep the hot tub free from damage like scale and corrosion. The elements of balanced water are: Calcium hardness, total alkalinity, pH and total dissolved solids (TDS).

Calcium:

In traditional hot tubs calcium hardness levels should be maintained between 150 to 400 ppm. In saltwater hot tubs the calcium level can be kept at the lower end. Some manufacturers recommend calcium hardness levels no higher than 50 ppm. They provide a device for lowering calcium hardness with the system. Higher levels of calcium in salt systems can cause the metal cells to scale up and reduce the output of sanitizer. This is a specific problem in hot water because calcium precipitates into a solid much quicker.

TDS:

Because of the high TDS and the production of sodium hydroxide in the system the total alkalinity will move upwards. Therefore the total alkalinity in a salt system can be maintained at a lower level as well. Many manufacturers of salt systems recommend no more than 80 ppm of total alkalinity. Normal total alkalinity levels are usually between 80 to 120 ppm.

и оо **рН:**

pH in salt pools tends to stay fairly balanced due to the fact that both an acid and base are produced and mixed from the reaction of the cells. The ideal pH for salt systems is 7.4. High TDS in a standard hot tub is undesirable. However, in salt systems there will be an increased TDS level from the sodium. This is beneficial to the creation of the sanitizer. TDS of the fill water should be tested and written down before adding salt or sodium bromide to the water. Then re-test TDS after adding salt or sodium bromide. TDS should be tested monthly. Whatever the TDS reading is subtract the difference between fill water and the test after salt or sodium bromide was added. If the reading of TDS is 1500ppm over fill water then its time to drain and re-fill. The recommended TDS salt level is 1000 ppm. In both

Acct #:

Member Signature

sodium chloride and sodium bromide systems the levels from the salt can run anywhere from 1,000 ppm to 2,000 ppm. Always check the directions from the manufacturer for details on the proper salt levels

Dealing with metals

In salt pools there is a greater propensity for corrosion and staining from metals. These metals can be in solution in the source water used to fill the tubs. Some examples of dissolved metals that can be present in water are iron, copper and manganese. Also, depending on the type of system there could be some copper present that could corrode. The reason for this in salt-water hot tubs is due to galvanic corrosion. In a high TDS solution such as a salt system the water is highly conductive. This means that electrical charges travel more quickly and efficiently.

Continued on page 20

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, Intelli-Chlor 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 thru Sept-

ember 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





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lame: cct #:	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.

rebate year.

Purchases must be made between the dates of October 1st thru Sept 30th during each

Date .

The shakedown on salt hot tubs

Continued from page 19

With the presence of a low voltage form of electricity in solution with dis-similar metals there is a greater potential for staining. As pointed out previously, most salt systems use platinum or titanium for the anode and cathode cells. Both of these are high on the list of noble metals. That means

they are the least likely to corrode in an environment where other metals may be present. Iron, copper and manganese are all lower on the list of metals. So, that means if any of these are present in the water of a salt system they will act as a sacrificial anode and corrode more readily.

The stains from galvanic corrosion of these metals will appear brown, turquoise, black and purple. The use of metal sequestering chemicals can help along with the use of a zinc anode in the system. Zinc is one of the lowest grade metals on the list of noble metals so it will corrode more readily

without staining surfaces.

What else is needed?

Salt System Hot Tubs actually should allow for fewer chemicals needed to maintain good quality water. Slightly more acid may be needed to keep total alkalinity levels from drifting upwards. Also, high levels of phosphates can

cause interference in salt systems that reduce the output of sufficient sanitizer. For this reason regular testing of phosphates should be done at least monthly. Phosphate levels should be maintained below 500 ppb. 200 ppb is ideal. Phosphate removers are available to remove excess phosphate that may be present in fill water. Also, extra metal protection is needed in salt systems to insure that any metals in source water don't drop out and cause staining. Be sure the metal product is a no phosphate formula. Clarifiers can help to floc smallsuspended particles and keep water clear as well as help keep the cells cleaner.

Benefits of salt

There are great benefits to a salt-water hot tub system. The main benefit is the continuous production of an active sanitizer. And there is no need to store toxic chemicals on site. Many users claim a softer feel to the water, no irritating chemical smell and less draining needed. Salt or sodium bromide hot tubs both offer one striking benefit over standard hot tubs. They provide pure chlorine or bromine. Unlike granular chlorine that contains fillers and stabilizers and bromine tablets which have fillers and preservatives. The by -products of packaged chlorine or bromine end up in your water and the build up leads to increased TDS poor water quality and greater draining frequency. With the salt systems you are getting the pure element without added

Continued on page 21



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IPSSA Scholarship Fund

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 businessrelated 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

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

The shakedown on salt hot tubs

Continued from page 20

stabilizers and fillers. The overall quality and feel of salt hot tubs is much better than with the traditional use of bottled chemicals.

It's important to realize that spa owners want to reduce their overall chemical usage and are turning to alternative sanitizers like salt-chlorine generators and UV. Many spa manufacturers are now including UV sanitizers within their original spa design. In addition, several manufacturers are also offering retro-fit salt-chlorine generators that simply 'drape over' into the spa water and generate chlorine with a simple tap on a device that generates the sanitizer needed to keep spa water clean which drastically reduces the amount of traditional chemicals needed.

What about draining

Great care should be taken when draining salt system hot tubs. First of all the chlorine or bromine levels should be allowed to drop to as near to zero as possible. Turn salt units off and uncover the hot tub for a day or two before draining to get the active

iAquaLink 2.0 installation

Continued from page 17

What steps are taken when connecting iAquaLink via WPS?

- 1. The installer must have access to the homeowner's WPSenabled router.
- 2. Press the WPS button on the router to start WPS setup.
- 3. Within 2 minutes, press the WPS button inside the iAquaLink 2.0.
- 4. The two devices will automatically exchange a passcode and establish communication. Connection complete!

What are the advantages of iAquaLink as a mobile control device?

- 1. iAquaLink provides easy, inexpensive, remote monitoring and control of pool pumps, cleaners, lighting, water elements, temperature, and other features.
- 2. The technology provides efficient management tools for pool professionals, allowing you to monitor, diagnose, and even reconfigure all your clients' pools from a single app, without needing to be at the physical location.
- 3. The download of the app and its ongoing Cloud service are

If the app download and ongoing service are free, how do pool pros make money on it?

Attractively priced upgrades are available to support every AquaLink control system - and this gives pool technicians a new sales opportunity in addition to being able to charge for your time and expertise of installation.

sanitizer levels down. The best place to drain a salt system hot tub is directly into the sanitary sewer through a clean out located beside the outside of most homes. If a clean out can't be located then the pump hose can be put into an inside bathtub or toilet. Be sure to use a low flow sump pump to prevent backflow. The pump flow

should be no more than 20 gpm.

Never drain salt-water treated water onto lawns or in gardens as the sodium will burn grasses and kill plants. Any type of hot tub or pool water should NEVER be drained into storm drains. There are strict regulations against draining any kind of chemical treated water into storm drain. Storm drains lead directly to creeks and streams that eventually end up in larger rivers and lakes. Anything that enters the storm drains is not treated and can have a detrimental effect to fish and wildlife in the surrounding eco-system. Hot tubs and pools should also NEVER be allowed to drain directly into a creek or stream. Over a thousand wild salmon were killed in a stream back in 2012 in Vancouver B.C. when a pool contractor inadvertently drained chlorinated swimming pool water into a storm drain that led directly to the stream. In many areas of Canada and the United States there are fines and penalties for draining directly into storm drains or streams. Some fines can be up to \$2,000 or even imprisonment.

Salt-water hot tubs may be drained onto drain fields or rock pits, but this should be verified

with local authorities first. There are some who claim the sodium bromide treated pools can be drained safely onto lawns without any risks of burning or bleaching the grass. In this case it may be wise to test a very small area of lawn before doing a complete

Keeping salt system hot tubs clean and maintained is fairly simple too. A bit of acid may be needed from time to time to keep alkalinity levels down. Check and manage phosphate levels monthly. For metals use a phosphate free metal treatment to sequester the metal ions. Also, the weekly use of a natural clarifier treatment to keep water clear and effectively remove organic solids to the filter.

Scholarships are available for, but not limited to, the following

· Certified Pool Operators (CPO)

Continued on page 22



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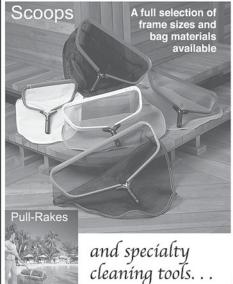
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Continued from page 21

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California Capitol Report

Continued from page 1

California's economy, as well as 55,000 jobs.

most reliable for measuring the industry known as housing starts

These findings fully support the message that CPSA has been

Phase	Area	Total Impact (2013)	
New Construction	Total Dollar Volume	\$554,944,636	
	Income Impact	\$350,243,783	
	Employment Impact	8,234	
	Tax Impact	\$143,248,170	
Retail/Accessories	Total Dollar Volume	\$2,166,101,628	
	Income Impact	\$1,246,595,013	
	Employment Impact	46,604	
	Tax Impact	\$591,768,693	

The importance of these findings cannot be understated. The pool and spa industry has a significant, meaningful impact on the economy and strength of California, contributing billions of dollars and thousands of jobs even in a time when the industry is recovering from a significant downturn. As the study later states, while one of the statistics that is

are "slowly rebounding from the recession [sic] the upturn has not been fully realized in the swimming pool and hot tub industry." And yet even contending with this fact, the swimming pool and spa industry is still a vital contributor to the economy, and it is crucial for California to ensure that these businesses are allowed to thrive and grow in their recovery.

sharing with water districts and officials throughout the state that pools and spas must not be unfairly targeted by water restrictions and burdensome regulations. It is a fact that pools and spas do not waste water, and in fact they save a significant amount of water compared to lawns and traditional landscaping. Imposing restrictions on the water that can be used by pools and spas water districts threaten the livelihoods of small business that make up an important segment of the state's economy. It is crucial to protect these businesses by sharing our findings and our message with those water districts, many of whom are under the mistaken impression that regulating pools and spas will conserve water, and the CPSA Economic Impact Study will be an important tool for that mission.

The year ahead contains many uncertainties, from how much rain the state will receive to whether the drought will improve or grow worse in the coming months. The CPSA is prepared to face these challenges head on and continue protecting and advocating for and industry that is a vibrant and vital part of our state.

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.



Membership Application

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

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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.

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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

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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

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

First Mon., 6:00 p.m., Max's Restaurant 110 Grass Valley Hwy, Auburn Pres. Donald Rosenkrans (916) 300-0383

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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., Golden Gong Restaurant 290 Madonna Road, San Luis Obispo Pres. Richard Seely (805) 937-3216 CONEJO

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

Pres. Saul Krochmal (818) 609-8252 SAN GABRIEL VALLEY Second Thurs., 7:00 p.m. Call or email Terry Snow for location Pres. Terry Snow (909) 985-1830

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> 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 SOUTH BAY

Second Wed., 7 p.m., American Legion Hall 412 S. Camino Real, Redondo Beach Pres. Adam Morley (310) 493-3565 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. David Avila (562) 895-4800

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. Robert Sink (949) 916-8860 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. Chris Aragon (949) 716-2303 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 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 David Hartson (714) 306-4864

> **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 Elisnore Pres. Brittanie Sada, brittaniesada@yahoo.com 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. James Johnson (951) 313-2965 TEMECULA/MURRIETA Third Wed., 7 p.m., Pat & Oscar's 29375 Rancho California Rd., Temecula

Pres. Jack Delaney (951) 674-6318 **REGION 7 (SAN DIEGO COUNTY)** B.O.R.D. Member: Joe Lukacik (619) 508-8587

E-mail: joe.sunpools@yahoo.com

CARLSBAD

Third Wed., 7 p.m. El Camino Country Club, 3202 Vista Way, Oceanside Pres. David Talbot (760) 845-6863 **ESCONDIDO**

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

jim@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 Sweeny (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: rescueh2oinc@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 res. Kurt Schuster (602) 488-73 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)850-4559

CORPUS CHRISTI

First Thurs., 6:30 p.m., Dragonfly Restaurant 14701 S Padre Island Drive, Corpus Christi TX 78418 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 Clayson (210) 240-3121 becky.clayson@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: Mark Lyons (408) 691-2663 E-mail: markllyons@yahoo.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 December 13, Christmas Party

Location TBD Pres. John Oldfield (888) 641-8047 REDWOOD EMPIRE (Marin Co.) Third Wed., 7 p.m., Lucchesi Park, Petaluma Park, 320 N. McDowell Blvd., Petaluma

Pres. Tim Summers (707) 775-8970 Pres. Tim Summers (707) 775-8970
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SANTA CLARA VALLEY
Third Thurs., 7:30 p.m., Napredak Hall
770 Montague Expressway, San Jose
Pres. Val Patel (510) 376-8800
SILICON VALLEY: First Wed., 6 p.m.
Armadillo Willy's, 1031 N. San Antonio Road, Los Altos

Pres. Randy Matteis (408) 368-3999

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 Starner (941) 915-2135

E-mail: tstarner@tampabay.rr.com CAPE CORAL

First Tues., 6 p.m., Worsham residence call for location and directions Pres. Ira Worsham (239) 839-7665 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. Victor Gil De Lamadrid (941) 629-0271

> **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., Dixie House Café 6200 E. Lancaster, Fort Worth TX 76112 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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