

California Capitol Report

CPUC Kicks Off Proceeding to De-Carbonize Buildings

Are Gas Pool Heaters Targeted?

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

Many years ago, SPEC, now CPSA, was founded in part to respond to a proposed ban on gas fired pool heaters. Now, 40 years later, the swimming pool and spa industry may be facing another challenge on the same topic.

The California Public Utilities Commission (CPUC) just announced a new proceeding to examine various initiatives aimed at de-carbonizing buildings to meet California statutes requiring a reduction in greenhouse gases 40% below 1990 levels by 2030, and mandating carbon neutrality by 2045 or sooner.

The Commission started this proceeding to implement SB 1744 passed last session by the California Legislature. Noting that “the electricity and heating fuels used in buildings are responsible for a quarter of California’s GHG emissions and



contribute to indoor and outdoor air pollution,” SB 1477 requires the Commission to oversee the development of two new building decarbonization programs, called:

- Building Initiative for Low Emissions Development (BUILD)
- Technology and Equipment for Clean Heating (TECH).

In addition, another bill passed in 2018, AB 3232, requires the CEC to assess the potential for reducing GHG emissions from buildings by at least 40% below 1990 levels by 2030.

The combination of these two new statutes encouraged the CPUC to expand the scope of its proceeding to look broadly at ways it can use its authority and incentives to address de-car-

Continued on page 18


MEMBER HIGHLIGHT

TODD STARNER
 joined IPSSA in 2006.

From the first introduction to IPSSA he hit the road running. He helped formed the 2nd IPSSA Chapter in Florida. He transferred into other chapters as they were forming to teach and lead the newly elected leaders. While Florida was a part of Region 9, he never missed a regional meeting. So much involvement, Todd won the Person of the Year Award for Region 9 in 2010.

One of Todd’s leadership role with IPSSA was Vice President of Manasota Florida. After the president resigned, Todd took over as president and has never looked back. In 2012, Todd became the first director of region 11 and served as the expansion chair. Todd served as vice-president then on to two terms as president of IPSSA. Todd’s contributions to membership expansion is realized by the hard work and volunteer hours he applies in his region and to other regions.

Todd sits on the FSPA board to help navigate the state government’s regulations.



Terry Cowles 2019 Award Winner, Todd Starner and Isabelle Starner.

NEW FEATURE! VOLUNTEER SPOTLIGHT

IPSSA’s newly launched Volunteer Spotlight feature puts our amazing volunteers front and center in the IPSSA Community! We want to use this unique opportunity to thank the wonderful individuals that continuously donate their time and energy to help IPSSA and the pool and spa industry thrive. We encourage all IPSSA members to connect with these star volunteers to let them know about the Spotlight. To be featured in our next Volunteer Spotlight, in the IPSSAN, Face Book and YouTube email your picture, pictures of any information that supports the spotlight, and answer a few questions. Forward to info@ipssa.com.



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

Text Message Scams – Don’t Fall Prey

By Rose Smoot, IOM, CAE
IPSSA’s Executive Director

Have you received this type of a text? “I’ll need you to make payment to a vendor as soon as possible. Let me know if you are available so I can have the beneficiary detail sent to you. STOP!! DON’T RESPOND, even it appears from someone or some entity you have relations. This is what is known as SMISHING.

According to the Federal Trade Commission (FTC) this is a new breed of identity theft scams known as “smishing.” Similar to “phishing” scams — authentic-looking emails that appear to be from the victim’s bank, government agencies, or other well-known organizations, such as IPSSA for example. “Smishing” scams are text messages sent to mobile phones. While the risks of smishing scams are potentially devastating, the defense is simple. According to the FTC, “Just don’t text back.”

How the Scammer Sets the Trap



Cybercriminals are trying to lure you into providing account information – such as a login name, password or credit card info- by tapping a link that takes you to a website. Here they can get enough information to steal your identity by just asking a few questions via text message.

Some examples of what those text messages might look like

- Dear customer, Wells Fargo needs you to verify your PIN #.
- “IRS Notice: Tax return file overdue! Click her to enter your

information to prevent being prosecuted.

- Beautiful weekend coming up, wanna go out? Julie gave me your number. Check out my profile here: [URL]
- Your entry last month has WON. Congratulations! Go to [URL] and enter your winning code -1122- to claim your \$1,000 Best Buy gift card!

How to Deal with Smishing Scam Messages

The FTC advises not to be fooled by smishing scam texts messages. Remember this:

- None of the government agencies, banks, or other legitimate businesses will ever request personal financial information via text messages.
- Take your time. Smishing scams work by creating a false sense of urgency by demanding an immediate response.
- Never click on any links or call any phone numbers in unsolicited text or email messages.

Continued on page 18

PERMIT NO 618
 SACRAMENTO, CA
 US POSTAGE PAID
 PRSRT STD

THE IPSSAN
 5800 Stanford Ranch Road #220
 Rocklin CA 95765
 RETURN SERVICE REQUESTED

DO NOT HOLD
 DATED MATERIAL

Things to do in April

- Filter Maintenance
- Increase Filter Run Times
- Check Conditioner Levels

INSIDE THIS ISSUE

President’s MessagePage 2
 Hey Ray!Page 6
 Meet the BORDPages 12 & 13
 IPSSA Delegation to SCEPage 16

THE IPSSAN

Official Publication of the
Independent Pool & Spa Service Association, Inc.
P.O. Box 3367, Rocklin CA 95677
(888) 360-9505 • (888) 368-0432 (FAX)
Email: editor@ipssa.com
Website: www.ipssa.com

Executive Editors:

Brian Duncan, Adam Morley

Managing Editor: Rose Smoot, IOM, CAE

Graphics and Production: Kim McGill

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

Copyright ©2019 Independent Pool and Spa Service Association. All rights reserved under state, federal and international laws. No part of this publication may be reproduced by any mechanical, photographic or electronic process, nor may it be stored in a retrieval system, transmitted or otherwise copied (except members of the Independent Pool and Spa Service Association may copy all or part of this publication exclusively for personal use or use in the operation of that member's pool and spa service business other than a publication) without prior written permission from the publisher. For permission to make photocopies, contact the IPSSA Executive Office at 888-360-9505.

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

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

A Message from the President

By David Hawes
IPSSA President, Region 1 Director

Hi Everyone. Another month has flown by and we have had the unofficial start of the season. The Western Pool & Spa show has always represented the end of Winter hibernation and the beginning of Spring/Summer craziness that will occupy all of our lives for the next few months. The show was a great mix of education and exhibits showing products that we all can use. I know we all have busy schedules, but I want to encourage all of you to take advantage of these opportunities to stay on top of all things pool and spa related. One of my favorite parts of attending the show, is to reconnect with so many folks that I have gotten to know over the years (yes, a lot of years). While the pool industry has a large footprint, it is still

very much a small family. The relationships we build while running our business tend to transcend cleaning pools and repairing heaters, to developing life-long friendships. These are the more important things in life, and I hope you appreciate and value them. I was also able to connect with several IPSSA members and talk about our Association. I appreciate the input all of you gave me regarding how we are



doing as leaders, and the suggestions for how to improve what we
Continued on page 5

NEED HEALTH INSURANCE?
Compare rates at
www.ipssainsurance.com

No Correct February Quiz

Unfortunately, we didn't receive any 100% correct responses to the February Education Corner quiz. Remember to email your answers to editor@ipssa.com by the 20th of each month!

The correct answers for February were:

1. A pool is said to be "in balance" when the pH, alkalinity, calcium hardness, TDS and temperature are all with the recom-

mended ranges. Answer: A. True.

2. The two basic things that we need to test in the water are: Answer: B. Sanitizer and water balance

3. A gallon of muriatic acid (hydrochloric acid 31.4%) is equal to how many pounds of dry acid (sodium bisulfate)? Answer: C. 10.0 (pounds)

4. Total alkalinity does not affect the speed of pH change in the water. Answer: B. False

Calendar of Events

- April 5-7 Fishing with FPSIE (Foundation for Pool & Spa Industry Education) Family Campout & Fishing Derby**
Camanche Lake Reservoir
South Shore, 11700 Wade Lane, Valley Springs, CA
Information: www.fishingwithfpsie.org
916-922-8895; info@fpsie.org
- April 18 Nuts 'n Bolts – Santa Clara IPSSA Chapter's 27th Annual Showcase / 5:00-8:30 p.m.**
Scuba Pool Repair, 800 Cristich Lane, Campbell, CA
Information: Fred Doering, fredoring@gmail.com
- April 24 Sacramento City IPSSA Chapter**
Mini Trade Show BBQ
6-8:30 p.m., Leisure Supply, 4660 Pell Drive, Sacramento, CA 95838
- April 26 Charity Golf Tournament - Supporting Combat Wounded Veterans**
Sponsor: Water for a Warrior, a nonprofit organization
8:00 a.m. registration/breakfast, 10:30 a.m. shotgun start, 4:30 p.m. meal/awards
Catta Verdera Country Club, 1111 Catta Verdera, Lincoln, CA 95648
Register: www.waterforawarrior.org
Info: Jennifer Bishop 916-257-8236

WELCOME NEW MEMBERS!

REGION 1 – East Bay: Dan Marcotte... **Delta:** Jeffrey Pellerin... **Sacramento City:** Michael Nelson... **REGION 2 – Conejo:** Victor Rodriguez... **Visalia:** Chio Saetern... **REGION 5 – Orange County #9:** Frank Vasquez... **Orange County Pool Professionals:** Alex Tkachenko... **REGION 7 – San Diego East County:** Louis Finger... **San Diego:** Kevin Harwood... **REGION 8 – East Valley:** Adam Rudolph, Jerry Handley, James Southwood... **REGION 9 – Hill Country:** Mark Cancel... **Clearlake:** Matthew Hunter... **REGION 10 – Monterey Coast:** Neil O'Laughlin... **REGION 11 – Sarasota:** Brian Gill.

Financial office thanks chapters with prompt payments

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

- Region 1 – East Bay, Delta, Sacramento City, West Placer, Elk Grove, El Dorado, East Contra Costa
- Region 2 – Bakersfield, Conejo
- Region 3 – Santa Clarita
- Region 4 – Central Los Angeles
- Region 5 – Anaheim, Dana Point, North Orange County, Orange County #9, Yorba Linda, Tustin/Irvine, Orange Coast, Orange County Pool Professionals
- Region 6 – Hemet, Riverside, Redlands, Temecula/Murrieta, Ontario/Rancho Cucamonga, Menifee Valley
- Region 7 – Rancho del Mar
- Region 8 – Western Las Vegas, Scottsdale, West Valley, Henderson
- Region 9 – North Houston, Houston, Hill Country
- Region 10 – Mid Peninsula, Silicon Valley
- Region 11 – North Georgia, Manasota, Port Charlotte
- Region 12 – Fort Worth, Mid Cities DFW, Tarrant County

* WIN *
IPSSA Logo Gear!

Education

Corner

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for IPSSA logo gear. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by **MAY 20, 2019**.

1. Low total alkalinity will cause the pH to be unstable.
A. True
B. False
2. HOBr (hypobromous acid) is the killing form of bromine.
A. True
B. False
3. OTO (ortho-tolidine) reagent is cancer causing according to NIOSH and OSHA.
A. True
B. False
4. What is the Saturation Index for the following water test results? pH 7.5, total alkalinity 120 ppm, calcium hardness 300 ppm, TDS 1100 ppm and temperature 80° F.
A. -0.1
B. +0.1
C. 0.00
D. +0.2

Name _____

Address _____

City _____ State _____ Zip _____

Telephone Number (____) _____

Chapter _____

Correct Answers: 1. _____ 2. _____ 3. _____ 4. _____

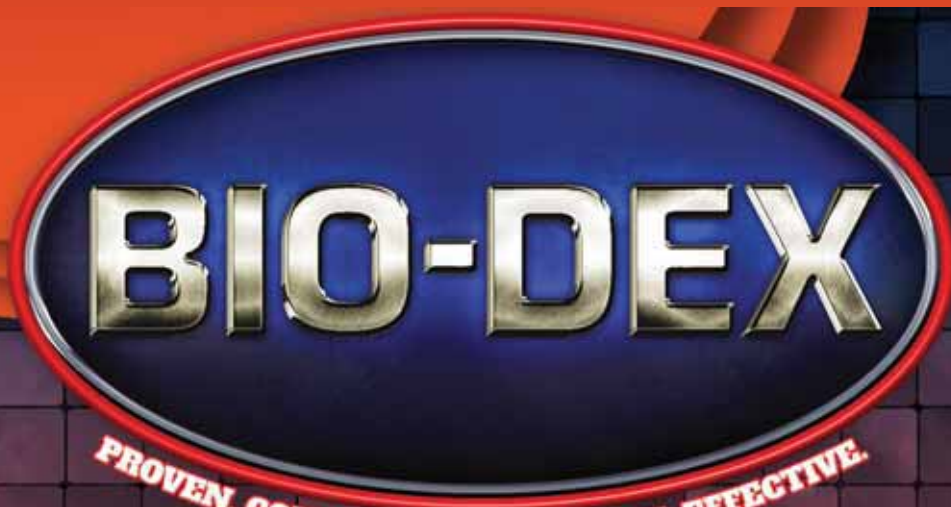
(Please indicate A, B, C, or D for each answer.)

Mail Entry to:

IPSSA Quiz, P.O. Box 3367, Rocklin, CA 95677

Or email to: editor@ipssa.com

Entries for this month must be received by **MAY 20, 2019**.



BIO-DEX

**OUR PRODUCTS ARE
HIGHLY CONCENTRATED.
BETTER PERFORMANCE:
BETTER VALUE**



PROVEN. CONCENTRATED. SIMPLE. EFFECTIVE.

**CONTACT US & RECEIVE A
FREE SAMPLE OF
CLEAREX 500!
SEND US YOUR NAME,
ADDRESS, PHONE NUMBER &
E-MAIL ADDRESS TO:
INFO@BIO-DEX.COM**



ACID WASH THE BIO-DEX WAY!

NO DRAIN DEEP CLEAN

START UP

PRETREAT WITH PROTECT ALL SUPREME

MIX PLASTER WHITE AND BRITE, AQUADEX 50 STAINOFF WITH WATER AND ACID AND SIMPLY POUR DOWN WALLS OF DRAINED POOL THEN RINSE - BRUSHING OPTIONAL

ADD PROTECT ALL SUPREME, AQUADEX 50 STAIN OFF AND CLEAREX 500. RUN PUMP AND FILTER 48 HOURS MINIMUM

BRUSH 2X DAILY (OPTIONAL) FOR BEST RESULTS. REPEAT PROCESS AS NEEDED.

USE PROTECT ALL SUPREME AND CLEAREX 500 FOR ROUTINE PREVENTION

FOLLOW UP WITH PROTECT-ALL SUPREME AND CLEAREX 500 AND LIQUID CONDITIONER FOR START-UP AND MONTHLY MAINTENANCE.

DETAILED INSTRUCTIONS AVAILABLE AT WWW.BIODEXLABS.COM



Report on National Plasterers Council Board Meeting

Submitted by Joe Lukacik
IPSSA liaison for N.C.P.

Location: Washington, D.C.

Highlights of the February 15th N.P.C. BOARD meeting - Washington D.C.

• **Education:** Yvette Gammon reported progress on the plaster start up classes - the proper way to do a start up on plaster pools. They are in the process of training more instructors.

• **Membership Committee:** N.P.C. continues to grow. Total members as of 2/1/2019 is 553. Since 6/1/2018 55 new members have joined. As stated earlier, I will be working with Yvette Gammon and Taylor White to aid in the promotion of N.P.C to the IPSSA BORD. This will enable us to assist in building our memberships and relationships between the two organizations.

• **Marketing Committee:** N.P.C. is currently updating their website. A review will be con-

ducted on the website by the Technical Advisory Committee before releasing to the public.

• **Research Committee:** Lee Valenzuela (chair) indicated there won't be any more chemical testing at the Cal Poly pools. More information to come on the removal of the pools at Cal Poly.

While at the board meeting. Joe Lukacik, long standing IPSSA member and liaison, connected with Taylor White of N.P.C. Both gentlemen are going to be working together on communication channels between IPSSA and N.P.C and how to help get the message out about N.P.C to more IPSSA members. Joe Lukacik will be working with Yvette Gammon of N.P.C. on new marketing messaging strategies sometime in April.

The next scheduled N.P.C. meeting will be held in San Diego, April 11-13, which Joe Lukacik plans to attend.

Water Tech team takes on fitness challenge for swimsuit season

Water Tech, manufacturer of well-known Pool Blaster battery operated pool cleaners, recently decided to have a company-wide 'fitness challenge' to get ready for summer. Fitting for our industry, the goal is for everyone in the company to be ready for summer fashion, including swimsuits! With more than 99 percent participation, just about everyone at Water Tech took the challenge. Each employee created a unique goal to lose a certain number of pounds or body fat. "We combined all of our person-

al goals to set an overall company goal to be accomplished by Memorial Day weekend, for the start of the summer swim season" says Marissa Gill, Human Resources Manager for Water Tech and organizer of the fitness challenge. The fitness challenge kicked off in January of 2019 and employees have already achieved more than 70 percent of their company goal. "People are running at lunch, taking more walking breaks throughout the day and even using our products as weights to increase their mus-

cle mass," says Guy Erlich, President of Water Tech. "It is so encouraging and hilarious seeing people 'curl' our Pool Blaster at their desks while speaking to customers on the phone!"

"Water Tech is going to kick off the summer season with a big pool party to celebrate our improved, company-wide fitness achievements," says Erlich. "Our success so far makes me confident this team is going to be ready for a summer of swimming and exercise as we are sure to achieve our fitness goals!"

What is the Certified Pool/Spa Operator® Certification Program

CPO® certification courses are designed to provide individuals with the basic knowledge, techniques, and skills of pool and spa operations. The Certified Pool/ Spa Operator® certification program has delivered more training than any other program in the pool and spa industry since 1972, resulting in more than 342,623 successful CPO® certifications in 86 countries. Many state and local health departments accept the CPO® certification program.

Instructors receive comprehensive training and certification to teach the CPO® certification program. These instructors represent every segment in



the aquatics industry including operators, health officials, service professionals, builders, manufacturers, property managers, retailers, and academicians. This training has helped protect millions of swimmers by reducing hazards at aquatic facilities.

Course Information

The CPO® certification program requires participation in either a two-day class (14-16 hours) taught by a certified instructor or the blended format that combines the online Pool Operator Primer™ and one day of the Pool Operator Fusion™ class of instruction.

The CPO® certification pro-

gram includes pool and spa chemistry, testing, treatment, filtration, maintenance, automatic feeding equipment, and government requirements.

The CPO® certification program requires an open book written examination.

The CPO® certification is valid for five years.

Course Benefits

- Proven educational tool
- Widely accepted by local and state authorities
- Covers topics necessary for pool operators including a section for local and state codes
- Comprehensive handbook that is updated regularly
- All courses are taught by NSPF® certified instructors
- The CPO® certification is recognized nationally and internationally

- Gives participants a better understanding of the operator's role in pool care, management and risk reduction

- The CPO® Certification program is now eligible for IACET Continuing Education Units (CEUs)

Visit www.nspf.org for more information.

OPTIONAL COVERAGE FOR MEMBERS

*Increased Life Insurance Limits
Higher Liability Limits
Remodeling Coverage*

arrow insurance service

(800) 833-3433

DOI License No. 0510559

SANTA CLARA IPSSA CHAPTER'S 27TH ANNUAL

Nuts 'n Bolts

Thursday,

APRIL 18TH

5:00 p.m. – 8:30 p.m.

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

Bring your check book for the auction

DINNER WILL BE CATERED

Prizes

NEW LOCATION

Scuba Pool Repair

800 Cristich Lane

Campbell, CA

CONTACT: fredoering@gmail.com

Since 1984 — Employee Owned

Specialists in Swimming Pool Safety Products

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

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

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

Pool Covers Inc. providing quality safety products and service in Northern California for over 30 years.

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

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

President's Message

Continued from page 2

have. We are doing our best to make changes that help IPSSA move forward with quality benefits for all of our members. This is a challenging task at times, and our Board of Directors are working hard to meet budgets and set in place the different processes needed for sustainability. When you have a chance, thank all your volunteer leaders for their tireless work. IPSSA would not survive without their involvement and commitment to the organization.

You may be seeing some changes in the billing statements soon. Don't panic. We are trying to have our financial reports be more transparent and have your invoices reflect a more balanced look at what you pay for every month.

Our Executive Director, Rose Smoot, continues to educate your BORD on how to better execute our responsibilities. We are fortunate to have such an experienced member of our team, helping us operate IPSSA. She has an excellent staff at her disposal, and our Social Media presence has increased substantially with their help. She is committed to working on the website issues that have been expressed by so many of you, and while that project has not been completed, I want all of you to know it is one of our top priorities.

I want to encourage all of you to let us know how we can better serve you, and what improvements you would like to see in IPSSA. Each of us on the BORD operate in a bit of a bubble and at times are so involved in the small sphere we operate, that the big picture becomes a little hazy. Not

everything can be accommodated or done in an instant, but your entire BORD wants to make sure we are meeting your needs, and we welcome input. We are a large organization and sometimes it is difficult to keep a pulse on the membership, so speak up or email us and let us know. The contact information for your leaders can be found inside the back page of your IPSSAN. I also want to encourage those of you that have never got involved in a leadership role to step up. If you are noticing the same names in charge of chapters or regions, it is because there are a lot of the same people doing the leading. While there is work involved in stepping up, every volunteer that has been committed to IPSSA has found it rewarding and worth the time. Relationships are built and a sense of pride in what you accomplish as a leader are just some of the benefits. If you are thinking about jumping into the ring, contact a chapter board member or a Director. We would love to discuss it with you. It may not be easy, but nothing of value ever is. One of my favorite quotes is:

The difference between involvement and commitment is like ham and eggs. The chicken is involved; the pig is committed. There is no better feeling than doing well while you are doing good. If you really want to meet the nicest, most caring people in your field, get involved.

Stay tuned

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



SUPPORTING COMBAT WOUNDED VETERANS

Friday, April 26, 2019

CATTA VERDERA
1111 Catta Verdera
Lincoln, CA 95648

8:00am - Registration & Breakfast
10:30am - Shotgun Start
4:30pm - Meal & Awards

Register At:
www.waterforawarrior.org

For More Info Call
Jennifer Bishop
916-257-8236



CHARITY GOLF TOURNAMENT

Registration Includes: Cart & Green Fees, Breakfast Burrito Spread, Putting Contest, Driving Range, Food on the Course, Meal & Awards

Individual Golfer - \$200
Team of 4 - \$800

Sponsorship Opportunities & Early Bird Pricing Until 2/28/19

WATER FOR A WARRIOR is a 501(c)(3) Non-Profit
Tax ID #47-4109782

HELP US COMPLETE OUR MISSION

Stop worrying about problem pools!

INSTANT FROG® uses minerals to kill bacteria to free up chlorine to attack algae.

LEARN MORE AND GET A **FREE TRY ME** AT INSTANTFROG.COM

Sits in the skimmer basket providing cleaner, clearer water for a full 6 months!



Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker



By Ray Arouesty

Ray Arouesty is Senior Vice President of Arrow Insurance/HUB International and IPSSA's endorsed insurance provider. He can be reached at (800) 833-3433 or ray.arouesty@hubinternational.com.

This month's question is from a member in Region 1 in Northern California.

"I'm selling my pool route and have found a buyer and signed paperwork. The deal will close at the end of the month and I'm planning on then dropping my IPSSA membership. Do you have any advice before I head for the golf course?"

Answer:

Congratulations on the sale and your plans. But before you drop your IPSSA membership consider that general liability insurance covers you only for occurrences that happen while you are insured. That's usually not a concern while you are working and are an active IPSSA member. But what if someone is entrapped or receives an electric shock in a pool after you retired and canceled your membership? You could find yourself sued and without insurance coverage for injuries from work that you did in the past. Your responsibility would not just be limited to a judgment, but for your legal

defense fee as well.

The best way to avoid this mess is to purchase an extension of coverage known as "discontinued completed operations" insurance. It provides coverage for post-retirement claims and lawsuits in connection with work that you did in the past. Coverage is inexpensive, at under \$350 annually, and it provides the same \$1 million limit that you now have.

Starting coverage is easy. Just call my office at (800)833-3433 for details.

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

IPSSA members eligible for 35% rebate on online education at www.ipssa.com

Through a partnership with the National Swimming Pool Foundation, IPSSA is pleased to offer online education through the IPSSA website. And, IPSSA members who complete classes through this online portal are eli-

gible for 35% rebates!

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

- Aquatic courses
- Electrical safety courses
- Occupational safety courses

- Environmental management courses
- Department of Transportation courses
- Healthcare courses
- Employment law courses

Plus three courses are available in Spanish.

It's easy to enroll. Visit www.ipssa.com and click on Shop to see all that is offered.

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

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

Policy on IPSSA mailing list

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

IPSSA Education Fund

The IPSSA Board of Regional Directors unanimously approved the new guidelines for the IPSSA Education (formally Scholarship) Fund, January 17, 2019. IPSSA Education Committee is charged with identifying educational needs at various industry trade shows.

The IPSSA Education Fund – Advancing Professional Training and Education in the Swimming Pool and Spa Industry

The Independent Pool and Spa Service Association (IPSSA), established in 1988, was formed to promote educational opportunities and provide business resources to its membership.

Scholarships through the IPSSA Education Fund are available to all self-employed swimming pool/spa service technicians in Arizona, California, Florida, Georgia, Nevada, and Texas. Based on the group class setting.

Funding is provided for qualified group classes through the IPSSA Education Fund. Those taking qualified group class will receive a DISCOUNTED ENROLLMENT FEE BASED ON A SUBSIDY PROVIDED BY THE FUND. The following classes qualify, but are not limited to, under these guidelines:

- Certified Pool Operators (CPO)
- Aquatics Facility Operator (AFO)
- Contractor license schools
- And whatever other courses the committee deems appropriate

Qualified group classes may be offered at INDUSTRY TRADE SHOWS, INCLUDING BUT NOT LIMITED TO: The Desert, Orlando, PIE and Southwest Trade Shows.

If you have any questions about the program, please inquire info@ipssa.com or call 888-360-9505. Press 6

Mission Statement: IPSSA Scholarship [Education] Fund is to advance professional training and education of the Self-Employed Swimming Pool and Spa Service and Repair Professional by subsidizing group classes that will expand his/her knowledge of their profession.

Pentair offers incentive program for IPSSA

By Steve Zorn

Steve Zorn is California regional sales manager for Pentair.

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

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

In order for IPSSA to receive payment each member must register individually on the Pentair-IPSSA Incentive Program Registration Form (shown below and available on the members-only page of www.ipssa.com). This will allow Pentair to monitor and collect electronically from partic-

ipating 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 September 30, 2019.

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."

WE'RE QUITTING THE INTERNET

**WHEN YOU'RE STRONG,
WE'RE ALL STRONG.**

We're all in this together. That's why we're making the bold move to prohibit the sale of ALL Jandy Pro Series equipment online. We started the industry's first trade series policy back in 2014, and this year we're going all in to level the playing field so you and your business can thrive.

/// ARE YOU JANDY STRONG?
JANDY.COM/STRONG

©2018 Zodiac Pool Systems LLC. All rights reserved. ZODIAC® is a registered trademark of Zodiac International, S.A.S.U.; used under license. All other trademarks are the property of their respective owners.



Jandy®
Pro Series

HERE WE GROW AGAIN



Two NEW Convenient Locations



Oxnard CA

311 Kinetic Dr.
 Oxnard CA. 93030
 (805) 288-6006

Palm Desert CA

77810 Las Montanas Rd.
 Palm Desert CA. 92211
 (760) 349-0160

What You Need-Where You Need It When You Need It

ASK THE EXPERTS

Richard asks:

1) How many times have you heard the public say they have a salt pool, no chlorine? They are still called alternative chlorine systems. Very misleading by our industry.

John Bokor responds:

All the time! My favorite comment is when the customer walks into the pool store and says "I have a salt pool, cause I'm allergic to chlorine."

I agree that "alternative chlorine systems" is misleading.

Though it is frustrating at times, as an industry, we must continue to educate pool owners about Chlorine Generators (NOT salt generators- they do not make salt) and what their job is. Water balance, oxidizing swimmer/organic waste, the prevention of de-plating issues, corrosion, and scaling issues that can take place

because of how the device works. Things like: non-chlorine oxidizers, sacrificial anodes, and the addition of borate can be huge assets for the salt pool owner. It's up to us (the industry professionals) not the Google box or a smart phone to relay this message to pool owners.

Richard asks:

Are you noticing that conditioner neutralizers are affecting test methods but not necessarily removing the conditioners?

John Bokor responds:

This question is still up for considerable debate. I have yet to find a sustained CYA reduction with the use of these products. More practical field testing needs to be done. I will say that there are chlorine tablets and shocks

that contain less, or no CYA, that will decrease, or not contribute the rise of CYA. The methods I know of that are proven for CYA removal (like RO) can be extremely expensive. Dilution, or water removal still seems to be the most cost effective method for removing/ reducing CYA for most pool owners.

John Bokor is Regional Sales Manager for Haviland Pool and Spa. He also is an industry speaker and YouTube channel host.

IPSSAN Editor: What do you readers think about the questions and responses? What are your opinions on this subject? Is this a column that you would like continued? Let us know by emailing the IPSSAN Editor at editor@ipssa.com.

IPSSA Members:

We are going to start running an "Ask the Experts" Column, but we need YOU to submit questions to ask!! Please send us any questions regarding pools, business, equipment—you name it, we'll find an answer for you! Please submit ALL questions to: editor@ipssa.com.



If you are having issues logging into your account on the IPSSA website/members only section, please contact Elizabeth in the IPSSA Financial Office at 888-391-6012 or liz@cramercpa.com and she can assist 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 and make the request.

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 "Member Portal" at www.ipssa.com.

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

waterway™
OASIS™

Complies to UL & CE requirements

OASIS

Pool & Spa Control

The advanced Pool & Spa Control System that communicates with Waterway and many major pump and lighting systems!

- 3.2" Color Screen
- Variable, 1 or 2 Speed Pump Control
- 6 Standard Relays
- Controls up to 4 Valve Actuators
- Wi-Fi option – control with free OASIS app from any smart phone, tablet or web device

Available on the Google play App Store

Smart energy solutions for the Pool & Spa industry.

Power Defender 300 (SVL)
3.0 HP Variable Speed

Power Defender 165
1.65 HP Variable Speed

Power Defender 300
3.0 HP Variable Speed

Power Defender 270
2.7 HP Variable Speed

2200 E. Sturgis Rd., Oxnard CA 93030
Phone 805.981.0262 • Fax 805.981.9403
waterway@waterwayplastics.com • www.waterwayplastics.com

Designed, Engineered & Manufactured in the USA.

©2018 Waterway Plastics

ONLINE TRAINING

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



IPSSAN0518

A Reflection: 30 Years of Experience, 30 Years in Business

By Dirk 'Steve' Holcomb
President, Water Savers Company

As I was recently paying our Associate Membership dues for the 30th consecutive time, I was asked to reflect on our thirty years in the Business of Leak Testing and Repair of Pool & Spa Leaks and the changes we have seen over three decades.

The Swimming Pool Industry that we are all part of has many areas of expertise and specific trades. From the Engineers that draw the plans, to the builders that build the pools and the contractors that do the decks, the steel, the excavation, the plumbing, electrical, surface, tile and so on. Then, of course, we have the service companies, repair companies, and so on. Oh, I must not forget the suppliers that build the equipment and all else.

Leak Testing is a niche and typically falls into the service category. It is a given that over time all pools and spas will leak and present performance issues. Hopefully, this does not occur

when a pool or spa is new. Generally, problems become more frequent as the pool ages. It is also a given that the more complex a pool or spa is, the more likely problems will develop.

Let us turn back the clock, and bear with me as I paint a little background on how I started and how the current Leak Testing Niche developed: I started out cleaning pools in Palm Springs in the mid 1970's. Lots of very early pools in Palm Springs, and now that I look back on it, I think most of the pools, I cleaned, leaked or at least had performance issues. I may be exaggerating, but lots of pools with lots of problems. American Leak Detection was founded by Dick Rennick and started out with their franchise system in Palm Springs, testing houses, and various plumbing systems and then started with testing pools and spas for leaks.

As far as I know, American Leak Detection was the first, of any large-scale Companies specializing in Leak Testing, certainly in Southern California. There

may have been others, but they helped launch a specialized field which has in turn inspired other companies to eventually help build an Industry which has provided thousands of jobs and, of course, provided countless help to Pool & Spa owners. True Pioneers, our hats should tip to American Leak Detection.

The early days were interesting, the equipment was in its infancy. I can remember getting up early and cleaning the rust from the plugs for the day's work ahead. Most of the early test products came over from the plumbing Industry. Lance Anderson had been making plugs for testing radiators and made some of the early plugs for the Leak Testing of Pools and Spas.

I started Water Savers Company in 1989. Several years later, I started making my own plugs for our company, and several other Leak Testing Companies asked me for some, and that is when we started Starlight Manufacturing with our own plugs and test supplies, which we continue to sell to many Leak Testing Professionals all over the Country.

Testing the pools in the early days was routine. We had simple pools and spas, return lines, skimmer lines, structure etc. In the 1970's, the pool & spa combination style pools really took off. The flow control valves at first, were gate valves, then Ortega style valves and finally the Jandy style that we have today. One thing I think changed for sure is the complexity of pools. Today, it seems like the pools and spas are getting very complex. In the

beginning, testing a few lines, checking the light and structure could be done in a routine and speedy fashion. Today, we have pools with multiple pumps, features, pebble surfaces and so on. Just looking at a pebble surface pool for cracks is not enough. Sometimes the cracks can be almost invisible. You must really dive into the pool and carefully look, even then it is easy to miss something. Lots of calls today concern performance issues. Spas above pools: "Why is the spa dropping down?", "Is it a leak or because of valve issues?" These are sometimes not that easy to figure out. Then we have the age factor. Here in Southern California, we still have lots of pools with old copper plumbing, especially older apartment buildings. Convincing an owner that replacing the copper with PVC, is the best option can be difficult. But I have seen copper plumbing repaired multiple times in multiple areas over the years, in a quest to save a buck.

In the early days, pagers were used to reach us in the field. Your pager would go off and then you needed to run and find a pay phone. Early cell phones, as we old timers remember, were large and not something you could carry in your pocket like today. Most of the time we used answering services, who would page us or whom we could call a few times a day to get messages. Of course, most (all?) companies today have smart phones. Just this year, I finally bit the bullet and turned in my old flip phone for a smart phone. Just had to do it, I guess...

When I started, coming from a service background, I don't remember any, or hardly, any cracks in pools. Over the years we have seen lots of situations. This is just a wild guess, but I think I am seeing more cracks in pools and structure issues today. Lots of customers want the pool fixed-so cracks don't happen again. However, convincing a customer that there is no guarantee that cracks won't reappear is the honest, but difficult thing, to do. Repair of cracked pools and structure issues has almost become a sub-specialty trade of the leak testing niche. I have seen brand new pools crack. In the old days, I don't remember ever talking to a Civil Engineer who knew anything about pool problems. However, today, it is important that the customer have some type of access to an academically trained professional.

Thirty years ago, I cannot recall getting calls from real estate agents, asking for a pool inspection. Typically, today, we field at least one call a week from realtors, asking to have a pool inspected. It is not my place to advise my fellow Pool Industry Professionals on what to do; however, just remember the Liability factors involved in evaluating a pool-or inspection-as the realtors like to call it and putting your findings in writing.

Any of us that have a few employees, or a sizable company has had rough days, and of course rough customers. Independent Pool Professional can be independent and of course opinionated. In the old days, if you had a

Continued on page 17

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



(800) 833-3433
 DOI License No. 0510559

Advanced Startup Protection

Use Startup-Tec®...The Premium Proactive Startup Treatment

Little or no calcium-plaster dust formation. Minimal surface brushing and labor. Reduces surface mottling, discoloration and metal staining. Easier, faster and more effective startups.

Startup-Tec® revolutionizes new and remodeled pool startups with EasyCare's advanced Synertec® technology. This technologically advanced protection begins when Startup-Tec® is added within the first 300 to 500 gallons of fill water for amazing results.

- Prevents and removes most calcium-plaster dust formation.
- Strong sequestration of metals to prevent staining.
- Reduces laborious days of tedious brushing.
- Reduces warranty issues, call-backs, and replastering of damaged pools.
- Provides color consistency throughout new pool finish.
- Chlorine stable formulation ... phosphate & acid free!



Sucessfully tested at the National Pool Industry Research Center (NPIRC) in San Luis Obispo, California.
 Test pool #9, Sept. 2008 to May 2009





EasyCare™ Products USA
 div of McGrayel Company, Inc.
 5361 S. Villa Avenue
 Fresno, California 93725

Toll-Free: 1-800-289-7660 Tel: 559-299-7660 www.easycarewater.com
 Startup-Tec™ is a trademark of McGrayel Company, Inc. Startup-Tec™ is manufactured with components that are made in the U.S.

Made In U.S.A. 

Service Loyalty Rewards



Rake Up Some Green When You Choose Hasa

Contact your local rep for program details

Southern California

Henry Cota (LA, Las Vegas, Bakersfield, Central Coast)
661-904-2334
HCota@hasapool.com

JJ Maiers (San Diego/Orange Co.)
949-237-1589
JMaiers@hasapool.com

Jason Brown (Inland Empire/Desert)
951-634-1209
JBrown@hasapool.com

Northern California

Dave Shepard (Central/No. CA/ No. NV)
916-949-2662
DaveShepard@hasapool.com

Brian Rivera (Greater Bay Area/Monterey)
925-997-3640
brivera@hasapool.com

Texas

Randy Johnson (No. TX/OK)
520-262-9786
RandyJohnson@hasapool.com

Jody McGuffee (Greater Houston)
979-220-9688
JMcGuffee@hasapool.com

Eddie Lopez III (Austin-San Antonio)
210-347-9786
ELopez@hasapool.com

Arizona

Randy Johnson (AZ/NM/EI Paso)
520-262-0983
RandyJohnson@hasapool.com

Pacific Northwest

Gabe Talese (Pac NW/ No. UT)
360-218-8742
GabeTalese@hasapool.com

Website: www.hasapool.com

Take PRIDE In Your Work.



Don't settle for anything less than the **BEST REPLACEMENT FILTER ELEMENTS** that are **USA-MADE** to **OEM SPECIFICATIONS** with over **60 YEARS** of industry knowledge, experience, and **UNMATCHED CUSTOMER SERVICE.**

CLEARLY THE BEST

Unicel®



MADE IN THE USA

www.unicelfilters.com



Meet the 2019-2020 IPSSA Board of Regional Directors

BORD

BOARD OF REGIONAL DIRECTORS

REGION 1



David Hawes
Region 1
Northern California

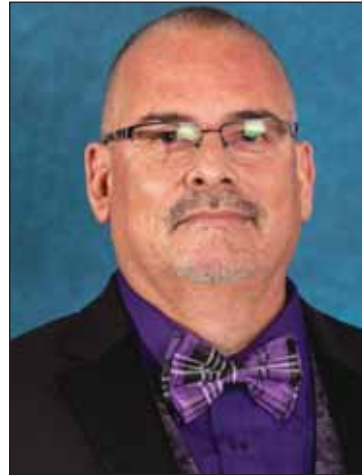
David grew up in Newark, CA, where he started his pool company at age 10, servicing pools on his bicycle. His parents

ran a Retail Store for many years. His company grew to service 1000 pools with 2 locations. He has helped many employees start their own pool service business. He has operated his current business in Dublin CA for the past 20 yrs. He received his BS degree in Finance and Accounting and worked at HP as a corporate accountant for 6 months, while servicing pools on the week end. "I would look out my office at HP and think, I would rather be outside." He is a nationally recognized speaker and delivers business seminars throughout the country at pool related venues. He has been married for 37 years to wife Paulette, who he met when they were both 13 yrs. old.

Has a son and a daughter, and 3 Grandchildren. He has been a member of IPSSA since inception and served as the Director of Region 1 and CFO in 1992-1993. President of IPSSA 2018/2019. He has been a chapter officer almost his entire tenure in the organization. Hobbies include fishing in Alaska, dirt bike riding, and vacationing in Hawaii. Currently live in Folsom, CA. Looking forward to being IPSSA's President this year.

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

REGION 2



Manuel Margain
Region 2
Central California

Manuel is in his third term on the IPSSA BORD. He is the CFO of IPSSA and Chair of the Finance Committee. He also serves on the Education and Entertainment Committees.

Manuel states "I'm here to move IPSSA forward! This is what we all as "IPSSA" members want."

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



REGION 3

Terry grew up in West Covina CA and now lives in Upland CA with his wife of 39 years, Barbara. He has two children Kyle and Kristen and two grandchildren Jacob and Sage. Terry started working for a pool service company in 1973 at the age of 18 and went on to start his own pool service business in 1981. He holds a California Contractor Licenses C-53 & C61-D35 and a certified technician license with Los Angeles Health Dept.

This is Terry's fourth term on the BORD. Terry states, "I believe I'm only one to do this." He was a member of the first IPSSA BORD in 1988-1989 and then again in 2004 through 2007.

A member of the San Gabriel Valley chapter since 1982, he was also awarded the Terry Cowles Award in 2010.

"As the Legislative & Regulation Chair, my goal is to continue to promote the IPSSA name and its brand to the Aquatics Industry and to the consumers who use our services and products. That way IPSSA can help promote more business to our members, which will show the value of being an IPSSA member" said Terry.

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



Terry Snow
Region 3
North Los Angeles County

since 1990 he joined IPSSA soon after. Michael has been the Orange Coast Chapter President since 2013 never regretting his involvement with the members of his chapter. Michael said, "They're a great group of guys and they always pitch in when necessary." He has now stepped to the plate as Regional Director for Region 5 and hopes he'll make his chapter proud.

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

REGION 5

Michael was born in Shibuyaku, Japan in 1960. At the age of four he moved to southern California where he resides today. Enduring his grade school years in Long Beach CA and having grown restless he joined the US Coast Guard in the summer 1978. Four years later having earned the distinction of being a double golden shellback, anyone who has sailed knows this term, he decided that a career in rock and roll was for him. Playing the Hollywood club scene from 1986 to 1994 he grew restless yet again and went to film school (GWC and USC).

After several years of the fast pace movie scene, Michael settled down to the care free life of



Michael Black
Region 5
Orange County

a pool man. Little did he know it's not that care free! Having his own commercial pool business

REGION 4

Adam was born and raised in Southern California. He traveled and lived in other states as a teenager but was happy to return to the South Bay. At the age of 21, he borrowed money to buy a truck and a route of 50 pools and three spas and chose the company name Paradise Pools. In 1989 he joined IPSSA and then he got his Los Angeles County Health Dept License. He then got his C61-D35 and CPO. Adam married Lara in 1994 and they had two daughters, Jordin and Kyler. Also, in 1994, Adam and Jason Briggs became business partners. Adam served on the Chapter Board a couple of times but said, "I never really got involved." In 2006 Adam was asked if he would be the Regional Director, he then agreed and asked, "okay, what do I do?" Chapter President Brad Jones said, "just go to the meetings and report back" Adam said, "My first BORD meeting, I was nervous, but I knew I could and would learn from those guys." Adam served on the BORD from 2007-2013. He believes that being on the BORD and working with the other directors really benefitted him and the



Adam Morley
Region 4
South Los Angeles County

business. In 2017 Jason Briggs, the Regional 4 Director needed to step down for military duties, so Adam volunteered again. "IPSSA is a volunteer association, it cannot exist without it's members volunteering." Adam encourages and challenges members to volunteer and participate. "You will learn more about your trade, IPSSA and meet some great people from across our country. Always remember, "it's another day in PARADISE."

Region 4 has five chapters: Central Los Angeles, East Long Beach, South Bay, Westside, and Whittier.



REGION 6

John Dixon was born in Baltimore, MD while his father finished medical school at George Washington University. When his father finished school his family moved to Corona, CA and that's where he grew up. His first experience with the pool industry was taking care of the family pool and became intrigued with water chemistry. That's when he really started learning about pools.

After high school, he attended Cal Poly Pomona and found aeronautical engineering to be his new interest and flying to be one of his passions. He earned his private pilot license and would fly to school while practicing aerobatics.

In 1981, he was employed by the

navy at the NSWC where he worked for 25 years as a civil servant. His specific task was a performance analysis engineer for the navy's weapon systems. It consisted of collecting telemetry and analyzing it to reconstruct the exercises he was tasked to cover. It was primarily a desk job, in a cubical, with some travel. He looked forward to traveling to the various places that would get him out of the confining space of the office. It also groomed him for his pool business.

While working for the navy, he met his soul mate, Robin. They have been married for decades. They moved to Murrieta, CA, to a new home and built another pool where he became the pool guy again, along

with some of the neighbors. They raised three children, their two girls graduated from the UC school system and are happily married living on opposite sides of the country. And their son still lives with them and is attending college; his interest is in engineering.

John started his pool business in 2005 where he was fortunate enough to be mentored by Jack Delaney, a fellow pilot and friend. Jack, a member of IPSSA, persuaded him to join the outstanding brotherhood of professionals. He has been a member of the Temecula/Murrieta Chapter for 12 years. He was elected Secretary for the chapter and has been in that position for the last 8 years. He has enjoyed working with



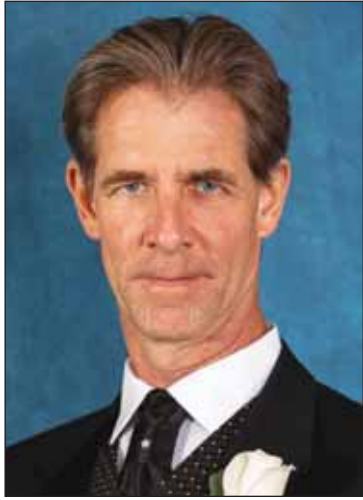
John Dixon
Region 6
Inland Empire

some of the best pool service professionals and builders in the industry in our community of the Inland Empire. John thoroughly enjoys working outdoors on his own schedule and is grateful to be able to help his community and his clients. He is also grateful for the quality time he has had to spend with his son, Jacob, and to be his mentor.

John is excited to represent Region 6 during 2018-2019. His plan is to grow the Inland Empire stronger and make IPSSA known in his community. Region 6 includes the Hemet, Palm Desert, Palm Springs, Riverside, Redlands, Temecula/Murrieta, Ontario/Rancho Cucamonga, Corona, and Menifee Valley chapters.

REGION 7

Michael Harris spent most of his childhood growing up in San Diego, CA. After graduating from Dartmouth College in 1983, he moved back to San Diego and worked in medical manufacturing companies for over 15 years in Quality Assurance and Engineering throughout San Diego and Tijuana, Mexico. After surviving his company's third merger acquisition, Michael decided to make a career change to the financial industry. Though it was rewarding helping people get out of debt, invest, and properly insure families, he continued to search for other opportunities to create and own his own business.



Michael Harris
Region 7
San Diego County

In the early 2000s, Michael began his adventure in the pool industry by helping his father-in-law who is a 30-year veteran of the industry. As his father-in-law's health declined, he continued to help while he acquired and built his own business. Soon, the pool industry became his primary focus and business of choice, serving both commercial and residential customers. He incorporated his business in 2015.

Michael became an IPSSA member in 2009, has served on

the San Diego Chapter Board as a Vice President, President, and is now serving as Region 7 Director. He currently holds a C-61/D35 State Contractors license and is a Certified Pool Operator.

Michael and his wife of 32 years, Tammy, have a son, Jacob, and daughter, Alexandra, who are both college graduates.

Region 7 includes Carlsbad, Escondido, North County Coastal, Rancho Del Mar, San Diego, San Diego East County and San Diego Metro.

REGION 9



Becky Clayson
Region 9
Texas South

Becky Clayson was born in Dutch John Utah in 1962. She moved around when she was a child due to her father being a construction worker. Becky went to high school in Kennedy Texas and had her first child the year

she should have graduated. When her children went to school, she started back to school. Becky got her associates degree in business technology from San Antonio College in 1990 and started B & R Pool & Spa Service in the spring of 1991. She joined IPSSA shortly thereafter. Becky states, "I have been the chapter secretary more years than I can recall and have been president of the chapter twice. As Regional Director I hope to lead South Texas to new heights with more brotherhood and professionalism."

Becky will be serving on the Marketing & Communication, Membership Program Committees.

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

REGION 12

Neal was born in Fort Worth Texas and raised in Clarksville TX. He now lives in Waxahachie, TX.

He started with Interstate Brand right out of high school and was with them for 16.5 years as a sales manager. He went through a buy out and ended up in the pool business.

He is happily married to his wife Wendy. They have 4 children and 6 grandchildren.

He started as a Dallas IPSSA member and helped start the Mid-Cities chapter. After Mid-Cities was up and running he then started the Waxahachie chapter. He was the President for three terms and the Secretary of Region 12 for two terms. He is also the Treasurer of APEC.

Region 12 includes the Dallas, Fort Worth, Mid-Cities,



Neal Holt
Region 12
Texas North

Tarrant County, and Waxahachie chapters.

REGION 8

Mike was born in Columbus Ohio and moved to Dallas Texas in 1978. While working on two master's degrees at the Dallas Theological Seminary, he needed a part time job so decided to work for a local pool service company. A year later he bought the company and formed Sparkling Water Pool Service, hiring students from the school to perform weekly cleaning service.

Eight years later, Mike moved to the Chicago area and formed Aqua Service, focusing on weekly maintenance and repairs as well as building Foxx in ground swimming pools. In 1993, Mike moved to the Phoenix Arizona area forming Mountainside Pool & Spa, LLC where Mike has built his company doing weekly maintenance, repairs, pool remodeling, and new pool construction, holding general contracting licenses in both residential and commercial areas.

That year Mike joined the local IPSSA Chapter, the East

Valley Chapter and has been a member since. Mike has served on the chapter board three times, one term as the Treasurer and then two consecutive terms as their President. Mike also has served on the Region 8 IPSSA Desert Pool and Spa Show board and in charge of marketing for the past seven years and now is serving as its Director.

Mike is in his third term as the Region 8 Director which includes the following chapters: East Valley, North Phoenix, Scottsdale, Tucson, West Valley, and Western Las Vegas. Mike serves as the IPSS Vice-President.

Mike is married to Chris, who has always been a very important part of the pool business and his role in IPSSA. Mike and Chris have 6 children and 14 grandchildren. All of the kids have been part of the pool business throughout the years.

Mike's passion is to make IPSSA's presence more apparent



Mike Lee
Region 8
Arizona, Nevada

in the local communities and to reach out to other men and woman in the pool industry making the great benefits that IPSSA has to offer realized. Mike believes that we can accomplish most of this at the chapter level, as he was able to add 27 new members to his chapter in 4 years.

REGION 10

Stan is excited about serving for the first time on the IPSSA BORD. He is serving a two-year term.

Region 10 is in the San Francisco/San Jose Bay Area, with 7 chapters: Fremont, Mid-Peninsula, Monterey Coast, Redwood Empire, Santa Clara Valley, Silicon Valley and Tri-Valley.



Stan Phillips
Region 10
Northern California



**IPSSA Board
of Regional
Directors
Meeting**

May 3, 2019
Westin Sacramento
info@ipssa.com

Save the Date!

REGION 11

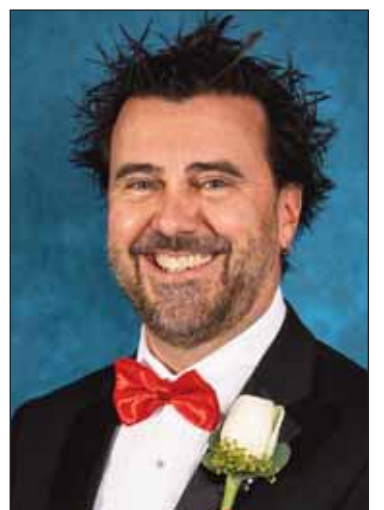
Derric was born in Winter Park Florida many years ago. He attended Trinity Prep, Lake Brantley High and Seminole State College. He has lived in Florida his whole life and loved every minute of it.

He has been President and Treasurer of the Osceola Chapter and Region Treasurer since starting Florida with Todd Starner in 2006.

He started in the pool industry in 2000 after many years of owning a surf shop and one hard year of selling cars. He decided the auto business was not for him. He went in business with another pool professional and after one year decided to go out on his own.

At that same time, he met his beautiful wife Libby and had four amazing kids. The two young ones Remington (13) and Pierce (12) travel with them always. His wife Libby is also busy as an Elementary School Principal. Derric said "I am very proud of my wife! She and my kids are the very best thing that has happened to me!"

Derric has done just about everything in the pool business



Derric Raymond
Region 11
Florida, Georgia

and traveled for jobs throughout Florida and the Caribbean. He is excited about being a Regional Director for IPSSA and will bring his experience to the association.

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

**Join the
Largest
Pool Service
Association
in the USA
Providing
benefits to
members
since 1988**

The Purple Haze

By Chris Marcano

Natural Chemistry/ NC Brands

Now that the very long winter is finally ending, pool owners are looking forward to pulling off their covers.

One of the strangest experiences a pool owner can have is to discover upon opening that the pool has a purple crystal-like stain on its surface. Service professionals have known about this phenomenon for years, and commonly refer to it as the Purple Haze.

The Purple Haze is not, contrary to popular belief, an organic bacterium or an algae issue. The

problem is actually the result of improperly balanced water chemistry combined with a mineral issue. The purple staining is caused when the pool water has formed something called copper cyanurate.

Copper cyanurate occurs when excessive levels of cyanuric acid combine with non-chelated copper that is present in the water. This problem is most common in pools that have cyanuric acid levels measuring above 100ppm.

This previously rare phenomenon seems to be on the increase these days. The use of cheaper, lower quality copper algaecides

at pool closing (which are typically sold at mass merchants) appears to be a major reason for the spike.

Ironically, colder water like we have in the spring aids the reaction between the copper and cyanuric acid to form these purple crystals. Copper cyanurate is not easily scraped, scrubbed or removed.

Dealing with a PURPLE POOL

If you do have to deal with a purple pool, there are steps to correct the problem. The first step is to lower the cyanuric acid level of the pool water to around



Service professionals have known about this phenomenon for years, and commonly refer to it as the Purple Haze.

30ppm by performing a partial drain and refill. It is extremely

important to follow the advice from a trusted pool professional for this step. When you lower the CYA levels by partially draining and refilling, you also happen to be reducing the copper levels in the water as long as your source water does not contain copper. This is a good time to add a non-phosphate metal control product to deal with the copper that still remains. Once the CYA levels are in line, adjustments need to be made to the pool water's pH and total alkalinity.

It is possible, through normal stain removal procedures, to eventually remove the stains, but typically it requires three times the normal amount of traditional stain removal chemicals and a lot of time.

The 3Ps—

Prevent Purple Pool

Prevention is truly the preferred method for dealing with the Purple Haze. Keeping the cyanuric acid levels below 100ppm (and ideally in the recommended 30-50ppm range) is the first step of prevention you should consider.

You should also consider reducing the amount of stabilized chlorine that you use during the pool season if you tend to see your cyanuric acid levels end up on the higher side. The best way to do this is by using alternative shocking products that will not increase your stabilizer level such as calcium hypochlorite or liquid chlorine.

Avoiding the use of inexpensive copper algaecides at closing is also a must. Copper algaecide is a fantastic off-season algae prevention product when it is properly formulated. If you are encountering this problem because your customer used a lesser grade copper algaecide, remind that customer that pool professionals stock versions of copper algaecides that are designed to provide protection against unintended staining like copper cyanurate. It's important to remind your customers that some mass merchant copper-based algaecides are nothing more than stains waiting to happen.

About the author:

Chris Marcano is the Director of Training and Education for NC Brands, maker of SEaKlear, Natural Chemistry and Coral Season pool and spa specialty chemicals. Marcano has 21 years of experience in the industry and is a Certified Pool/Spa Operator® (CPO®) instructor, and a member of the education committee for the National Plasterers Council (NPC). He is also active on the Association of Pool & Spa Professionals' (APSP's) board of regents and is a local APSP chapter president. He can be reached via e-mail at chris@nbrands.com.

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

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

I keep the pH in the correct range.

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

I add conditioner as needed, honestly.

AQUASALT®

www.aquasalt.com

George Washington
1st President

Thomas Jefferson
3rd President

Theodore Roosevelt
26th President

Abraham Lincoln
16th President



World's Largest Swimming Lesson™ Celebrates 10th Anniversary, June 20, 2019

Registration is Open Now

Registration for the 2019 World's Largest Swimming Lesson™ (WLSL) opened in February. This year's event will take place Thursday, June 20th. Organizers are urging aquatic facilities of all types to show their love for water safety and drowning prevention by registering as an official 2019 Host Location and sharing that love on social media. <https://bit.ly/2oE9Fgv>

The purpose of the lesson? Provide kids and parents exposure to life-saving water safety skills and build awareness about the vital importance of teaching children to swim to help prevent drowning. Program organizers are working to connect the dots between the real

risk of childhood drowning and the need for basic water competency skills and crucial parental supervision to keep kids safe in and around the water. Research shows:

- The problem is life threatening for children: Per the World Health Organization, drowning is third leading cause of unintentional injury-related death, accounting for 7 percent of all injury-related deaths. In the U.S., drowning remains the leading cause of injury related death for children ages 1-4, and the second leading cause for children under 14.

- Many lack basic swimming skills: In 2014, a survey completed by the American Red Cross found more than half of all Americans

(54 percent) either can't swim or don't have all of the basic swimming skills.

Parents don't recognize supervision is key: According to a 2016 Safe Kids Worldwide report, despite the fact that lack of supervision played a role in the majority of drowning deaths, less than half of parents (49 percent) indicate they remain within arms' reach of their child in the water.

However, there is reason to hope. Since the WLSL event launched in 2010, the Swimming Lessons Save Lives™ message has been shared with more than a billion people. Now in its 10th year, program organizers anticipate more than 600 facilities will host a WLSL event in more than 20 countries. Register at WLSL.org.

About The World's Largest Swimming Lesson™

WLSL was created as a platform to build awareness about the fundamental importance of teaching children to swim to prevent drowning. Each year, WLSL events provide more than 20,000 man hours of water safety training in a single day. Since its inception, more than 278,000 children and adults in close to 50 countries have participated in WLSL lessons.

Contact: Aleatha Ezra, Email: aezra@waterparks.org, or call 913-599-0300 x 11.

SOURCE World's Largest Swimming Lesson, visit <http://www.WLSL.org>

The World's Largest Swimming Lesson™
June 20, 2019
10 Years of Saving Lives

PROUD SUPPORTER OF WLSL

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

Well...

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

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

exact® pH+

SMART METER SYSTEM with Bluetooth® SMART

Tests for:
pH, Conductivity, TDS, Salt, Temperature, and ORP*

* Probe sold separately

- Wireless communication with Apple and Android devices
- Time, Date and GPS location stamp with eXact iDip® app
- Stable reading indicator with auto temperature compensation
- Auto calibration with buffer recognition
- 2-color back lit LCD

ORDER NOW!

NEW!

MVP
2018 MOST VALUABLE PRODUCTS

Industrial Test Systems, Inc.
Innovators of Water Quality Testing

800-861-9712
INFO@SENSAFE.COM
SENSAFE.COM

waterproof IP67

eXact iDip

Download on the App Store | GET IT ON Google play

IPSSAN

SCE 2019 Consumer Instant Rebate

Mtg. March 5, 2018

By Bob Nichols

IPSSA Diamond Bar chapter
Late February 2019, we became aware of the Southern California Edison 2019 consumer instant rebate program and that the rebate program did not include Truck and Toolbox multi-speed pump installers, as it had in the past.

Upon learning of the situation, Terry Snow, Chairman of the IPSSA Government Relations committee contacted local members of the committee in order to form a plan to protest the exemption of qualified retail installers to participate in the instant rebate program.

We drafted an email to the director of SCE that handles the SCE rebate program. SCE responded rapidly with an invita-



From left to right: Fred Manno – Hayward; Terry Snow – IPSSA; Jerry Wallace – CPSA; Mike Giddens – Zodiac; Bob Nichols – IPSSA; Ron Newman – Pentair; Robert Rankin – PoolCorp; Aaron Grimes – Pentair; Larry Tabizon – Edison

tion for IPSSA to form a delegation of stakeholders to meet and discuss our concerns with the 2019 rebate program.

On Tuesday, March 5th, we met with SCE personnel at their

Rosemead facility. Present at the meeting were invited manufacturer representatives from Hayward, Pentair and Zodiac. Pool Corp was present to offer distribution support to IPSSA.

Jerry Wallace from CPSA was invited and attended as well.

After some Q&A, the delegation got right to business in an all-out effort to convince SCE that the qualified retail pump installer must be included if their rebate program, if it is to be as successful as the CPUC expects it to be in 2019. SCE director, Larry Tabizon, managed the meeting in a professional problem-solving manner with a great deal of success.

For the most part, SCE was not fully aware as to how the swimming pool retail business is organized. The delegation worked hard to outline how product moves from manufacturer to consumer. We felt confident that SCE now understands just how important the Truck and Toolbox retailer is to the success of multi-speed pump installation.

There was some discussion on the SCE's website marketplace and, we, for the most part came away from the table with little expectation that this platform will change. But there may be some improvements that will assist the SCE certified installer

in participating in the rebate program. Incidentally, the marketplace platform is on all California IOU websites.

Everyone in the delegation had a great deal to offer SCE in support of IPSSA's effort to convince them to include Truck and Toolbox retail installers in the program.

As of this writing, we are waiting for SCE to digest the vast amount of information presented to them and come to a final decision on improvement of their 2019 Instant Rebate program.

On a personal note, this was the first time that all bodies of the industry have combined their efforts since the 2009 IPSSA Energy Conference. I am hopeful that at some point there can be a delegation of manufacturing, distribution, retail and service that can come together from time to time and discuss industry issues on a level playing field. Honestly discussing the state of the industry as a group working to inform, teach, protect and improve our chosen field can only be to everyone's benefit.

Southern California Edison Responds to the IPSSA Delegation!

SCE responded to the IPSSA delegation, formally by letter. SCE's response:

Pool Industry Leaders,

We would like to thank you for visiting our offices on March 5th to discuss the Pool Pump rebates. First and foremost we would like to clearly state: We have heard you and understand the concerns, and nature of the Pool Pump Industry.

Prior to our meeting on March 5th we conducted additional in-person, on-site, phone, internet, regulatory and state research. We also received and took into consideration thousands of concerns, recommendations, and opinions of multiple pool industry stakeholders including: Pool Pump Equipment Manufacturers, Pool Pump Maintenance Technicians, Pool Pump Industry Associations, Pool Pump Retailers (Big and Small), Pool Pump Installers, Distributors, Pool Owners, and many more.

SCE has evaluated the feedback and considered multiple approaches to the existing rebate delivery model that is currently approved by California Public Utilities Commission (CPUC) in our engineering workpapers.

In order to balance our goals of improving customer satisfaction, meeting CPUC regulations/mandates and continuing to support energy efficiency of Variable Speed Pool Pumps, SCE confirms the following:

- SCE will continue offering \$200 midstream rebates for Variable Speed Pumps purchased through authorized retailers.

- The midstream approach will continue to remain open to any retailers that meet the requirements in our contract. Contracts can be obtained by emailing Rebates@sce.com.

- SCE will look to employ measures that support the Pool Pump industry such as:

- o Providing customers with helpful Pool industry facts on www.sce.com/rebates and the SCE Marketplace, including:

1. Safety benefits of proper-

ly installing a pool pump. Virginia Graeme Baker Pool and Spa Safety Act (VGBA).

2. Information to help customers understand Pool Pumps are not a plug and play type of product.

3. Inform customers who are looking to self-replace their pool pumps to, instead, consider having the equipment installed by a professional.

4. Providing customers with a Return on Investment Calculator: <https://www.energystar.gov/sites/default/files/asset/document/Pool%20Pump%20Calculator.xlsx>.

5. Providing links for customer to find Trained Pool Professionals/Installers/Dealers:

- a. Pentair: <https://www.zodiac.com/en/united-states/find/dealer-locator>.

- b. Hayward: <https://www.hayward-pool.com/shop/HaywardStaticContent?catalogId=10057&langId=-1&pageName=DealerLocator&storeId=10201>.

- c. Zodiac: <https://www.zodiac.com/en/united-states/find/dealer-locator>.
- d. Independent Pool & Spa Association, inc (IPSSA): <http://portal.ipssa.com/mrm/directory/directory.aspx>.

- e. California Pool & Spa Association (CPSA): <https://the cpsa.org/member-directory/>.

- f. Foundation for Pool & Spa Industry Professionals (FPSIE): <https://www.fpsie.org/consumer/graduates-2/>.

6. Inform customers that having their Variable Speed Pool Pump Installed by a Professional comes with the following benefits:

- a. Your Variable speed Pool Pump will operate at its most efficient potential.

- b. Your Variable Speed Pool Pump will last longer.

- c. Professional installers offer longer warranties (Sometimes 2 or 3 years).

Lastly, we spent a great deal of time evaluating the proposal offered by Robert Rankin: Midstream through distribution. Unfortunately, this approach is

not possible to implement through a California utility for the following reasons:

- Energy Efficiency (EE) Rebates are funded by SCE Rate Payer Funds.

- SCE is mandated by the CPUC to implement cost effective programs using Rate Payer Funds.

- EE rebates are meant to incentivize customers towards purchasing a more efficient product that they were not originally intending to purchase. These types of customers are known as Eligible Participants.

- EE Rebates are NOT meant to cover costs for customers who were already intending to purchase a variable speed pool pumps. These types of customers are known as Freeriders.

- By implementing rebates through distributors, SCE would be paying rebates for both free riders and eligible participants.

- According to the retailers we spoke to Retailers do not buy from distributors, they buy directly from manufacturers.

- Cost effectiveness does not solely focus on costs. There are 30 other variables. The Total Resource Cost (TRC) of the Variable Speed pool pump is .7. That means for every dollar spent on rebating variable speed pool pumps, SCE customers lose .30 cents.

- Whether we rebate 10 or 10 Million pool pumps, the measure TRC will remain at .7. A higher volume of rebates for a .7 TRC measure does not improve cost effectiveness.

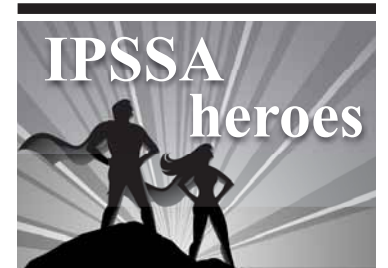
Other proposals included completely eliminating the rebate all together. SCE believes the variable speed pool pump offers a great deal of energy and money saving benefits to customers, so for 2019 we will not be sunseting the measure like all other California IOU's have done in the past. We will continue to support the pool industry any way possible within our regulatory guidelines.

Thank you for all your frank feedback.

Larry Tabizon, MBA, PMP

IPSSA is on Facebook!

Visit our page at www.facebook.com/ipssa



One of the great things about IPSSA is the underlying commitment to help others in the industry. 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.

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.



Calling all IPSSA Regular Members!

IPSSA is recruiting for volunteers to serve on the IPSSA BORD committees.

The committees meet four times a year through video or conference call. With this format very little time is taken away from your business or family.

You will be able to work with the IPSSA BORD to ensure your organization is doing all it can to help the members and the community it serves.

The committees are as follows:

- Marketing and Communications - designs and implements strategies for promoting IPSSA by continuously strengthening its brand and developing web, social media, and print materials (including the IPSSAN). MCC's objec-

tive will be to execute a comprehensive marketing and communications strategy which clearly presents IPSSA's mission and its services.

- Legislation and Regulation - develops and implements strategies to ensure that the association's public policies and government affairs activities are fully addressed and communicated.

- Membership Program - promotes and facilitates the recruitment and continuity of IPSSA members.

- Education - provides advice to the BORD on the strategic directions and development of the educational activities of IPSSA

and public awareness to the community.

Important information about the BORD Committees:

Please submit your email intent with your name, and committee you wish to serve by September 30, 2018. For those that are already serving on a committee please submit your email intent. At the Fall BORD meeting, committees for the following year will be composed, considering the volunteers that responded to the open call identified by the BORD. An email will go out to those selected as soon as the BORD has made their decision. Those wishing to volunteer may

select one-committee to serve. Committees may have no more than eight to serve on a committee. If interested, please submit your name right away. If you are not selected for the committee of choice, please know that committees change through out the year

and we will keep your name on file.

If you are interested or would like more information about the committee purpose and how best you can serve, please feel free to contact me, Rose Smoot at 888-360-9505 or rose@ipssa.com

A Reflection

Continued from page 10

disagreement with a customer, generally, that was the end of it. Not necessarily, now. It is different with the advent of social media. Once an angry customer goes online, the disagreement is on the record forever. So as times change, we need to be aware of the social media potentials and pitfalls.

Of course, some things remain the same: the challenges of getting paid, the customer that wants everything done well and cheap, the employee issues, the Insurance, tax issues. Those

things don't change. All these things can be a challenge, but nothing that is new.

Comparing the changes from 1989 to now, IPPSA has grown, the pool Industry has grown, the complexity of pools and spas have grown, the internet and smart phones are essential tools. Our company has matured. Although I am often called an expert, I still feel like just a pool guy that always loved pools, liked the Industry and made wonderful friends over the years. I want to continue to work every day, learn, and try to set an example on workmanship and

making an "honest dollar". I once was told many years ago, when I was just starting out, that I would never get rich in the pool industry, but I would make an honest living. Well, I don't consider myself rich, but I am a heck of a lot better off than I was when I was sleeping on a friend's couch, dead broke, over forty years ago in Palm Springs. Until one day I picked up a pole and started to clean my first pool. It has been wonderful being associated with such a fine Industry, a great company, and being associated with IPSSA for the last 30 years.

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



A COMPLETE LINE OF POOL DECK PRODUCTS

HS-1 SL

One-Part, Self-Leveling Sealant

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



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

- One part – no mixing
- Self-leveling – no tooling
- Pouch can be resealed
- Apply to green concrete or damp surfaces
- Bubble-free curing
- Non-gassing
- Tack-free in 50 minutes
- Easy to use 32 oz. foil pouch – no tools or caulking gun needed
- Available in tan and grey
- Twelve month shelf life
- VOC compliant

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

AQUASTAR®

INNOVATING SAFE SOLUTIONS



SPA JETS AND FITTINGS



VGB DRAINS & RETROFIT DRAINS



SKIMMERS



CHLORINATORS



POOL CLEANER, PUMP & FILTER REPLACEMENT PARTS



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

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





Pool Safely's Top 10 Tips to stay safer around the pool or spa

1. Learn how to swim and teach your child how to swim.
2. Install a four-foot or taller fence around the entire perimeter of the pool and use self-closing and self-latching gates; ask your neighbors to do the same at their pools.
3. Never leave a child unattend-

- ed in or near a pool or spa and always watch your children closely around all bodies of water.
4. Designate a Water Watcher to supervise children in the pool or spa. This person should not be reading, texting, using a smart phone or be otherwise distracted.

- Adults can take turns being a Water Watcher.
5. If a child is missing, look for him or her in the pool or spa first.
 6. Keep children away from pool drains, pipes and other openings to avoid entrapments.
 7. Ensure any public pool and spa you use has drain covers that comply with federal safety requirements, and, if you do not know, ask the pool manager if the facility complies with the "VGB Act."

the requirements of Section 1407 of the Virginia Graeme Baker Pool and Spa Safety Act, works with partners around the country to reduce fatal child drownings, non-fatal drownings and entrapment incidents in swimming pools and

spas. Parents, caregivers and the media are encouraged to visit: PoolSafely.gov or @PoolSafely on Twitter for vital safety information regarding the prevention of child drownings in and around pools and spas.

Text Message Scams

Continued from page 1

- Don't respond in any way to smishing messages, even to ask the sender to leave you alone. Responding verifies that your phone number is active, which tells the scammer to keep trying.
- Delete the message from your phone.
- Report the suspect message to your cell phone service carrier's spam/scam text reporting number or general customer service number.

- Anti-malware ("malicious software") exists for mobile devices. Many of which can detect and stop smishing attempt. This serves as an extra line of defense from these types, but you must still exercise common sense.

If you have been subject to this or know of someone that has, complaints about text message scams can be filed securely online using the FTC's complaint assistant (www.ftccomplaintassistant.gov).

County Leak Services



A division of The Pool Center Inc. Contractors License 736686 "The Leak Detective"

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

Referral commissions on prearranged jobs

714-632-0117

info@countyleakservices.com
www.countyleakservices.com

8. Learn how to perform CPR on children and adults, and update those skills regularly.
 9. Install and use a lockable safety cover on your spa.
 10. Have lifesaving equipment such as a life ring, float or fiberglass reaching pole available and accessible.
- Pool Safely, a national public education campaign supporting*

California Capitol Report

Continued from page 1

bonization of buildings, rather than greening California's energy system by improving energy efficiency and demand management, expanding renewable and low-carbon electricity generation, and reducing emissions from natural gas.

Initially, all large natural gas corporations regulated by the Commission, as well as the large investor-owned electric distribution utilities, will be the principle players in this proceeding. However, this rule-making is

intended to be very broad and will look at numerous alternatives, including coordinating changes to building standards under Title 20 and 24, both of which cover swimming pools and spas to some extent. It is expected that this proceeding will take up to 36 months to complete.

it is likely that anything affecting gas heaters for pools and spas would come in the way of requiring utility companies to provide financial incentives for

the purchase and installation of more efficient gas heaters, hybrid, or electric heaters pool heaters.

CPSA will be monitoring these proceedings for any adverse effects on the swimming pool and spa industry. We will continue to keep you updated as we learn more. We are here to serve your needs.


To learn more about the CPSA and to become a member to support their government relations efforts, visit www.thecpsa.org.

NO NONSENSE

We don't supply big box stores

We don't sell to Internet Dealers

WE SUPPORT POOL PROFESSIONALS ONLY



Join us for our

2019



10am to 2pm

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

RAFFLE PRIZES

★

FOOD

★

SPECIALS

★

VENDORS

- Bakersfield, Wednesday, April 10th
- San Antonio, Wednesday, April 17th
 - Murrieta, Saturday, April 27th
- San Dimas, Wednesday, May 8th
- San Fernando, Wednesday, May 15th

Over 27 Distribution Centers to Serve You!

ARIZONA	CALIFORNIA									TEXAS		
ANAHEIM 714-738-9038	BAKERSFIELD 661-679-1193	CATHEDRAL CITY 760-202-9075	CORONA 951-479-4670	DUARTE 626-359-1918	EL CAJON 619-562-0313	INDIO 760-776-1366	LIVERMORE 925-449-4259			AUSTIN 512-707-0109	HOUSTON 281-568-1113	
TEMPE 480-372-3047	LONG BEACH 562-333-4989	LOS ANGELES 310-945-4601	MURRIETA 951-600-7180	ONTARIO 909-969-2260	OXNARD 805-288-5226	PALM DESERT 760-601-3400	PALM SPRINGS 760-969-7378	RIVERSIDE 951-653-1490			N. AUSTIN 512-251-0400	SAN ANTONIO 210-479-0032
	SAN DIMAS 909-305-9839	SAN FERNANDO 818-365-8481	SAN JUAN CAPISTRANO 949-373-0010	VISALIA 559-297-7500	VISTA 760-477-1477	YUCAIPA 909-794-8340						

www.poelectricalproducts.com



BENEFITS OF SHOPPING AT LESLIE'S



Convenient locations

- 940 stores nationwide
- Expanded hours to better serve you
- Open 7 days a week

Competitive Pricing

- Pay what you're used to paying

Priority Service

- To get you in and out fast

Preferred Referral Program

- Let us help you grow your business

Expanded Inventory

- We've brought in more products to better serve you
- We carry the products you use

We offer In-Store free labor on:

- Pool cleaners
- Motor replacement
- Grid assembly



Exclusive to Leslie's brand



JCZ Salt System
40k Cell
81450



JCZ 2.5HP VS Pump
41087



JCZ420 Cartridge Filter
42265



JCZ150 Cartridge Filter
42260



JCZ 40k Replacement Salt Cell
81405

Need to set up an account? Call your local Rep today!

LOS ANGELES AREA

Isaac Crouch | icrouch@lesl.com | 909-964-2108

SAN DIEGO - SOUTHERN OC

Rob Kerstner | rkerstner@lesl.com | 858-295-9847

DALLAS AREA

Brian Ethridge | bethridge@lesl.com | 469-585-9300

NORTHERN CALIFORNIA AREA

Christian Ballard | cballard@lesl.com | 916-806-6402

HOUSTON AREA

Erik Hoffman | ehoffman@lesl.com | 832-338-0781

ARIZONA & NEVADA

Aaron Wax | awax@lesl.com | 480-469-7504

SOUTH FLORIDA

Eric Menken | emenken@lesl.com | 407-861-8478



lesliespool.com | 1.800.LESLIES



Proud to be an IPSSA Platinum Partner

IPSSA Membership benefits

By joining IPSSA, you will become professionally affiliated with the largest pool service industry organization in the world.

IPSSA's 3,800 members...

Help each other in time of illness or injury by covering each other's routes.

Experience educational opportunities through chapter meetings where IPSSA's Associate Mem-

bers (major manufacturers, distributors, service related companies) provide presentations and assistance to members.

Through IPSSA Management Company receive excellent group liability insurance, hazmat coverage, and a \$50,000 life insurance policy.

Have access to sample forms and contracts.

Receive a subscription to our monthly newspa-

per, *The IPSSAN*, which includes important industry updates, tech tips and educational articles.

Enjoy many discount advantages.

Get free water safety materials to share with customers.

To learn more about the benefit of IPSSA sick route coverage, please watch a short video at ipssa.com/join/benefits.html.

**30 Years of Experience
30 Years in Business**

WATER SAVERS COMPANY

A DIVISION OF DIRKAND, INC.
SPECIALIZES IN REPAIRING AND LOCATING POOL AND SPA LEAKS
PERSONALIZED, FRIENDLY SERVICE

- Family Owned •
- Satisfaction Guaranteed •

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

Call Steve or Andi at
1(800) 543-0979 or
(949) 955-1233

Lic. 561852

National *Pool Route Sales* LLC.
Licensed Real Estate Broker CA # 01355049 FL # CQ1027581

Don't Lose Money! Selling Your Route!

Pre-qualified buyers
Lowest escrow fees
Multiple source advertising

1-877-766-5757
www.poolroutesales.com

**NP
RS**

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 Portal page of www.ipssa.com.

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

CAN YOUR PRE-FILTER DO ALL THIS?



Introducing
FILLFAST™
HIGH-FLOW PRE-FILL DUAL FILTER

The Only System That Does It All:

- Eliminates Sediment, Combined Chlorine & Metals
- Prevents Stains & Discolored Water
- Eliminates 8 ppm of Stain-Causing Copper, Iron, Manganese, Cobalt, Nickel, Silver & Lead
- Includes Advanced Carbon Filter PLUS patented CuLator® Metal Eliminator Filter
- High Flow Rate – Treats up to 20,000 gallons

Now it's easy to fill your pool with metal-free water!
Call to order now!

Periodic
PRODUCTS
Redefine possible.

954.764.7654 culator.com



**BUILT BY
PROFESSIONALS,
FOR PROFESSIONALS.
PERIOD.**

**INDUSTRY-LEADING HAYWARD® EXPERT LINE PRODUCTS
CAN ONLY BE SOLD BY POOL PROFESSIONALS.**

At Hayward, we prohibit online sales of our pro-exclusive products. In fact, we've been doing it since the day we launched our Expert Line, providing you with innovative, technologically advanced solutions and extended warranties that make all the difference to your customers. Simply put, we call it Expert Line for a reason.

Learn more about Expert Line at Hayward.com/Expert

TRISTAR® VS 950 OMNI
WITH SMART POOL
CONTROL



DEP 500
PLEATED
ELEMENT DE
FILTER



AQUAVAC® 650
ROBOTIC CLEANER



EXPERT LINE

✓ PREMIUM PRODUCTS

✓ NOT SOLD ONLINE

✓ EXTENDED WARRANTIES

Join the Largest Pool Service Association in the USA Providing benefits to members since 1988

Sick Route Coverage

- Route Coverage If You Are Sick or Injured

Water Chemistry Certification

- Learn to Maintain Pools Correctly

Mentoring and Networking

Opportunities at Over 90 Chapters in

- California
- Arizona
- Nevada
- Texas
- Florida
- Georgia
- Affiliate Memberships Available in Most States



Scholarship Program for Tech Training

- Including CPO/NSPF, APSP, FPSIE & CPR Courses

Discounts on Technical Training Courses

- Aquatics
- Electrical
- Occupational Safety
- Environmental Management
- Courses Available in Spanish

The Best Insurance Program

Group General Liability, Including Coverage for

- Chemical Damage / Injury
- Haz Mat Clean-Up
- Workmanship
- Popped Pools
- Low Deductible
- Limits to \$3m / \$5m
- Optional Coverage for
 - Remodeling
 - Stores, Offices, Warehouses
 - Business Contents
 - Mold Coverage
 - Lost Keys
- "A" Rated Carrier
- Certificates / Endorsements at No Cost

Group Life Insurance

Medical Coverage for Accidental Injury to Members

www.IPSSA.com | 888.360.9505



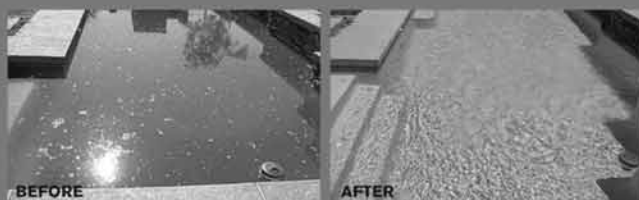
POOLRx™

MINERAL TECHNOLOGY

- Eliminates and Prevents all algae
- Reduces chlorine demand
- Lasts up to six months
- Saves Time and Money at every pool!



**GET POOLRX IN EVERY POOL
AND HAVE YOUR BEST YEAR EVER!**



**POOLRX ON SALE NOW!
MARCH 1 – APRIL 30**

The Big SALE EVENT



\$4.00 off!
PoolRx blue unit
Part# 101001



\$5.00 off!
PoolRx black unit
Part# 101001



\$2.00 off!
PoolRx booster minerals
Part# 102001



\$15.00 off!
4pack blue units
Part# 101003



\$17.50 off!
4pack black units
Part # 101067



\$7.50 off!
4pack boosters
Part# 102004

Contact PoolRx: 1-800-376-6579 • info@poolrx.com • poolrx.com

#1 Choice of Pool Professionals

IPSSA CHAPTER LISTINGS

For Association information: call Rose Smoot, Executive Director, (888) 360-9505 / • (888) 368-0432 FAX / P.O. Box 3367, Rocklin CA 95677, E-mail: rose@ipssa.com
For billing or Membership information: call Melody Bond at (888) 391-6012, FAX (888) 391-6203, e-mail melody@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) 870-7625 / 2393 Townsgate Rd., Suite 101, Westlake Village, CA 91361, E-mail: ray@arrowinsuranceservice.com

REGION 1 (NORTHERN CALIFORNIA)
B.O.R.D. Member: David Hawes
 (925) 828-7665
 E-mail: david@hhpools.com

CAPITAL VALLEY: (Sacramento): First Wed., 7 p.m.
 VFW, 8990 Kruithof Way, Fair Oaks
 Pres. Scott Houseman (916) 638-4100
 scott@leisuretimepool.com

DELTA: (Stockton)
 Third Wed., 6:00 p.m., The Elks Lodge
 19071 N Lower Sacramento Road, Woodbridge
 Pres. Rick Plath (209) 456-1605
 service@rickspoolservice.com

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

EAST CONTRA COSTA
 Fourth Tues., 6:00 p.m., La Fuente Mexican Restaurant,
 642 1st Street, Brentwood
 Pres. Dale Vaughn (925) 759-3819
 dalevaughn1176@comcast.net

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

ELK GROVE
 Second Wednesday, 7:00 p.m., Logan's Roadhouse,
 9105 W. Stockton Boulevard, Elk Grove
 Pres. Chris Bass (916) 704-1505
 basspoolservice@gmail.com

GOLD COUNTRY
 First Mon., 6:00 p.m., Sierra Grill Smokehouse,
 2515 Grass Valley Hwy., Auburn, CA
 Pres. Ryan Ruminson (530) 401-7346
 ryanruminson@sbcglobal.net

MODESTO CENTRAL VALLEY:
 Third Tues., 6 p.m.
 El Rosal Restaurant, 3401 Monte Vista Ave.
 Pres. Albert Camarillo (206) 628-2717
 acspoolserv@yahoo.com

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

TRACY: Fourth Thurs., 6 p.m.,
 Perko's Café, 1321 W. 11th Street, Tracy 95376
 Pres. Kevin McLard (209) 833-9200
 kevin_m@klmpools.com

WEST PLACER: First Thurs., 5:30 p.m., Strikes
 Bowling Alley, 5681 Lonetree Blvd., Rocklin CA 95765
 Pres. Bryan Soto (916) 258-5114
 norcalpools916@gmail.com

REGION 2 (CENTRAL CALIFORNIA)
B.O.R.D. Member: Manuel Margain
 (559) 307-1072
 E-mail: manuelmargain1@gmail.com

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

CENTRAL COAST
 Second Wed., 7 p.m., Mtgs alternate between
 N/S Co., Contact chapter Pres. for info.
 Pres. Ron Rusconi (805)549-7961

CONEJO:
 Second Wed., 7:30 p.m., Alpha Water
 Systems, 725 Cochran Street #A, Simi Valley
 Pres. Dennis Van Sloten, (805)813-6154
 dvs10@live.com

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

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

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

VENTURA: Third Thurs., 7 p.m.,
 Poinsettia Pavilion, 3451 Foothill Rd, Ventura
 Pres. Max O'Brien (805) 794-6270 / gotomax@att.net

VISALIA: Third Wed., 6 p.m.
 Amigo's Cantina, 5113 W. Walnut Ave., Visalia
 Pres. Roman Gomez (559) 992-5779
 romangomez1251@yahoo.com

REGION 3 (NORTH L.A. COUNTY)
B.O.R.D. Member: Terry Snow
 (909) 982-9962
 E-mail: tfs.pools@verizon.net

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

DIAMOND BAR
 First Thurs., 7:00 p.m.,
 PEP, 563 W. Terrace Dr., San Dimas 91773
 Pres. Johnny Hernandez (626) 833-7456
 justpools626@yahoo.com

FOOTHILL: Third Thurs., 7:00 p.m.
 849 Foothill Blvd. #4, La Cañada
 Pres. Raul Fernandez (818) 378-9231

SAN FERNANDO VALLEY
 Third Wed., 7:30 p.m. (March meeting is mandatory)
 Canoga Bowl, 20122 Vanowen, Canoga Park
 Pres. Blaine Enbody (805) 529-7562

SAN FERNANDO VALLEY METRO
 First Tues., 7 p.m., Canoga Bowl, 20122 Vanowen,
 Canoga Park / Web site: www.sfvmetro.com
 Pres. Eric Nielson (818) 710-1628
 willowcreekpools@gmail.com

SAN GABRIEL VALLEY
 Second Thurs., 7:00 p.m.
 PEP, 1862 Business Center Dr., Duarte, CA 91010
 Pres. Brian Nies (626) 536-2008
 brian@propoolm.com

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

REGION 4 (SOUTH L.A. COUNTY)
B.O.R.D. Member: Adam Morley
 (310) 493-3565
 E-mail: adam@paradisepools.biz

CENTRAL LOS ANGELES
 Second Mon., 6:30 p.m., Han Woo Ri Presbyterian
 Church, 1932 S. 10th Ave, Los Angeles
 Pres. Juno Yi (323) 850-8118
 juno8118@gmail.com

EAST LONG BEACH
 Second Tues., 6:30 p.m., Ecco's Pizza,
 2123 N. Bellflower Blvd, Long Beach
 Pres. Bill Rothwell (562) 301-4059
 pooboy1950@yahoo.com

SOUTH BAY
 Second Wed., 7 p.m., American Legion Hall
 412 S. Camino Real, Redondo Beach
 Pres. Brad Jones, (310) 880-7665
 aaapools@verizon.net

WESTSIDE
 Second Tues., 6:30 p.m., American Legion Hall
 5309 S. Sepulveda, Culver City
 Pres. Rick Haro (310) 204-4327
 rick@haropools.com

WHITTIER
 First Wed., 7 p.m.,
 Superior Pool Products in Santa Fe Springs
 Pres. Grant Hucko (714) 240-2099
 hucko@sbcglobal.net

REGION 5 (ORANGE COUNTY)
B.O.R.D. Member: Michael Kei Black
 (714) 891-0351
 E-mail: mblackels@netzero.com

ANAHEIM
 Third Wed., 6:30 p.m.
 Roundtable Pizza, 12829 Harbor Blvd., Garden Grove
 Pres. Cal Pratt (949) 230-7462

CENTRAL ORANGE COUNTY
 Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin
 Pres. Mark Harrison (949) 874-8234
 maharrison16@yahoo.com

DANA POINT
 Second Tues., 6 p.m., Coco's, Crown Valley and I-5
 Pres. Cliff Gross (949) 587-9773
 cliffgross@cox.net

MISSION VIEJO
 First Tues., 6 p.m.
 Claim Jumper, 27845 Santa Margarita Pkwy
 Pres. Tracy Simmons (949) 702-3545
 acmepoolcare@sbcglobal.net

NORTH ORANGE COUNTY
 Second Wed., 7 p.m., Graziano's Italian Restaurant,
 17487 Imperial Highway, Yorba Linda
 Pres. George Bonilla (714) 349-3326
 gbpsinc@ymail.com

ORANGE COUNTY
 Last Monday, 5 p.m., Roundtable Pizza
 on Adams & Beach
 Pres. Tom Honrath (714) 642-5018
 thonrath@hotmail.com

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

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

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

SURF CITY
 Third Thurs., 6:30 p.m., Superior Pool Products,
 10865 Kalama River, Fountain Valley
 Pres. Frank Malavar (714) 960-3558

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

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

REGION 6 (INLAND EMPIRE)
B.O.R.D. Member: John Dixon
 (951) 316-1675
 E-mail: waterwhisperer1@verizon.net

CORONA: Second Tues., 7:00 p.m., Marie Callenders
 160 E. Rincon St. (at Main St.), Corona
 Pres. Jenifer Meza (951) 833-0055
 aquatechpoolservice@earthlink.net

HEMET
 Third Wed., 6:00 p.m.
 Shooters, 121 E. Florida Ave, Hemet
 Pres. Kenny Campbell (951) 733-4330
 Kenny@WetworksPoolCare.com

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

ONTARIO/ RANCHO CUCAMONGA
 Second Tues., 7 p.m., Location varies,
 please contact chapter president for more info.
 Pres. Ron Goodwin (909) 989-0406
 good2win@msn.com

PALM DESERT
 Third Thurs., 6 p.m./7 p.m., please check with pres.
 Sloan's, 81539 US Hwy 111, Indio CA
 Pres. Gary Kauber (760) 702-5865

PALM SPRINGS
 First Wed., 5:00 p.m.
 Superior, 5700 Indian Springs Rd, Palm Springs
 Pres. James Elliott (760) 413-0463

REDLANDS: Second Tues., 6 p.m.
 Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa
 Pres. Bill Brooks (909) 553-5780

RIVERSIDE:
 First Tues., 6:00 p.m., Cask N Clever,
 1333 University Ave., Riverside
 Pres. Nathan Smith (972) 296-7946
 info@riversidepools.com

TEMECULA/MURRIETA
 Third Wed., 7 p.m., Pat & Oscar's
 29375 Rancho California Rd., Temecula
 Pres. Scott Peterson (951) 255-4175
 ipssascott@yahoo.com

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

CARLSBAD: Third Wed., 6:00 p.m.
 El Rancho Restaurant, 1565 N. Santa Fe, Vista
 Pres. David Talbot (760) 845-6863
 ahoypools@sbcglobal.net

ESCONDIDO
 Third Wed., 6:30 p.m., Call for location.
 Pres. Bruce Smith (760) 741-3960
 Bsmith1956@cox.net

NORTH COUNTY COASTAL
 Third Tues., 6:30 p.m.
 Brett's BBQ, 1505 Encinitas Blvd., Encinitas
 Pres. Nick Nelson (760) 802-3391
 3genpools@gmail.com

RANCHO DEL MAR
 Third Mon., 5:30 p.m., Tio Leos
 3510 Valley Centre Drive, San Diego
 Pres. Wayne Maynard (858) 361-8313
 arrowheadpoolservice@yahoo.com

SAN DIEGO
 Third Wed., 7 p.m., Admiral Baker Clubhouse,
 2400 Admiral Baker Road, San Diego
 Pres. James Morketter (619) 708-4972
 Elcerritopool@yahoo.com

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

SAN DIEGO METRO: Fourth Thurs., 6:00 p.m.
 Sammy's Woodfired Pizza, 8555 Fletcher Pkwy
 La Mesa, CA 9194
 Pres. Steven Elbik (619) 316-0690
 Poolsolutions72@yahoo.com

REGION 8 (SOUTHWEST)
B.O.R.D. Member: Mike Lee
 (480) 786-0687
 E-mail: mountainsidepools@mac.com

EAST VALLEY
 Third Thurs., 5:45 p.m., Superior Pool Products
 2350 W. Broadway Rd. #110, Mesa
 Pres. Steve Ward (480) 213-0481
 wardspool@yahoo.com

NORTH PHOENIX
 Third Tues., 6 p.m., SCP
 18201 N. 25th Avenue, Phoenix AZ 85023
 Pres. William Goossen (623) 580-9802
 goosse-man@cox.net

SCOTTSDALE
 Third Mon., 6:00 p.m., Pool Water Products,
 20810 N. 25th Place, Phoenix
 Pres. Clifton Orson (480) 585-0000
 orson@hotmail.com

TUCSON:
 Third Wed., 6:30 p.m.
 Superior Pool Products, 4055 N. Runway Drive.
 Ken Sanders (520) 429-6959

WEST VALLEY
 Third Wed., 6:00 p.m., Cloud Supply
 1100 N. Eliseo Felix Way, Avondale
 Pres. Trent Brumfield (623) 210-1615

WESTERN LAS VEGAS
 First Mon., 6:30 p.m. (excl. holidays)
 Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas
 Pres. Brian Pilgrim (702) 576-6631
 trinidadwaterllc@gmail.com

REGION 9 (TEXAS)
B.O.R.D. Member: Becky Clayton
 (210) 240-3121
 E-mail: becky.clayton@yahoo.com

AUSTIN
 First Tues., 6 p.m., Cherry Creek Catfish Co.
 5712 Manchaca Rd, Austin
 Pres. Keith Timm (512) 636-3750
 keith@acuaticoinc.com

CLEARLAKE
 Fourth Tues., 7:00 p.m.,
 Rudy's BBQ, 21361 Gulf Fwy, Webster
 Pres. David Potts (208) 887-6486
 david@freedmpools-texas.com

CORPUS CHRISTI
 First Thurs., 6:30 p.m.
 SCP in Corpus Christie
 Pres. Michelle Wilkinson (209) 604-6460

HILL COUNTRY:
 Third Tues., Komal Latin Kitchen,
 2550 Hunter Rd., San Marcos, TX
 Pres. Jascha Wood (512) 216-7663

HOUSTON: Second Tues., 7 p.m.
 IHop, 11225 Katy Freeway, Houston
 Pres. Bryan Norris (713) 234-7649
 bryan@norrispools.com

NORTH AUSTIN
 Second Tues., 6 p.m.,
 Cedar Park Library, 550 Discovery Blvd.
 Pres. Jim Smith (512) 206-0606
 jim@aquamanpools.com

NORTH HOUSTON
 Third Tues., 7 p.m., IHop
 25619 Interstate 45, Spring
 Pres. Stephen Titone (281) 773-8643
 Stitone2001@yahoo.com

SAN ANTONIO
 First Mon., 6:30 p.m.
 Longhorn Café, 17625 Blanco Rd., San Antonio, TX
 Pres. Jorge Martinez (210) 549-7665
 pooldoc@hotmail.com

WEST HOUSTON
 First Tuesday., 7 p.m.: Tony's Mexican Restaurant
 870 S Mason Rd., Katy, TX 77450
 Pres. Bill Williams (832) 593-6299
 poolmaxxinc@gmail.com

REGION 10 (BAY AREA SOUTH)
B.O.R.D. Member: Stan Phillips
 (925) 518-1718
 E-mail: stan@aquacps.com

FREMONT
 Jan.-July: Second Mon., 6 p.m.,
 Mountain Mike's Pizza
 20261 Patio Dr, Castro Valley, CA 94546
 Pres. Michael Murphy (510) 579-1448

MID-PENINSULA
 Last Tues., 7 p.m., Superior Pool Products
 2692 Middlefield Rd, Redwood City
 Pres. Justin Lindley (650) 863-6661
 justinyourpool@gmail.com

MONTEREY COAST: Fourth Wed., 7:00 p.m.,
 85 Nielson St, Ste 201, Watsonville, CA 95076
 NO April meeting. May meeting in new location
 Pres. Terry Page (831) 297-2215
 pinnaclepools@sbcglobal.net

MARIN & SONOMA COUNTY
 Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,
 320 N. McDowell Blvd., Petaluma
 Pres. Darrell O'Neal (707) 217-1546
 dandmpool@aol.com

SANTA CLARA VALLEY
 Third Thurs., 5:30 pm, 3050 Berryessa Rd., San Jose
 Pres. Tom Allen (408) 307-3196

SILICON VALLEY: Every Other Wed., 5:30 p.m.
 Armadillo Willy's, 1031 N. San Antonio Road, Los
 Altos
 Pres. David Guslani (650) 333-1351
 dguslani@earthlink.net

TRI-VALLEY: Second Thurs., 6 p.m.,
 Meeting locations vary. Check with chapter president.
 Pres. Gregory Gordon (925) 922-2212
 gregpoolservice@gmail.com

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

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

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

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

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

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

SARASOTA: First Tues., 6:30 pm
 Gecko's Grill & Pub, 351 N Cattlemen Road, Sarasota
 Pres. Andy Homner (941) 330-5757
 andy@clearwavepoolcare.com

TREASURE COAST: Fourth Tues., 7:00 pm
 Duffy's Sports Bar, 6431 SE Federal Hwy, Stuart
 Pres. Allen Schroeder (772) 215-1884

REGION 12
B.O.R.D. Member: Neal Holt
 (972) 617-9877
 E-mail: poolguy713@gmail.com

DALLAS: Fourth Tues., 5:30 p.m.
 Senor Chachote Cantina & Grill
 7602 N Jupiter Rd, Garland, TX 75044
 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 Slagle (817) 991-0555

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

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

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

Associate Members

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

TITANIUM PARTNERS



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



BIO-DEX
www.bio-dex.com,
(623) 582-2400
Lori Brumagin / lori.brumagin@bio-dex.com
Paul Matthews / pmatthews@bio-dex.com
Manufacturer of professional strength pool and spa chemicals.

PLATINUM PARTNERS



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



LESLIE'S SWIMMING POOL SUPPLIES
www.lesliespool.com
Jeff Manno/480-527-7494 Nationwide
jmanno@lesl.com
Jerry Rosas/ 480-469-7504 AZ/NV /
jrosas@lesl.com
Isaac Crouch / icrouch@lesl.com
Supplier of all pool and spa equipment, parts, chemicals and maintenance items



SCP/SUPERIOR/NPT*
www.poolcorp.com
818-645-8479
Danny Cervantez
daniel.cervantez@poolcorp.com
Service industry related



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

GOLD PARTNERS



AQUA STAR POOL PRODUCTS INC.
www.aquastarpoolproducts.com
877-768-2717
Todd Pieri / toddp@aquastarpoolproducts.com



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



ARROW INSURANCE SERVICE*
www.arrowinsuranceservice.com
Ray Arouesty
ray.arouesty@hubinternational.com
800-833-3433 / 805-870-7625
Insurance issues



EASY CARE PRODUCTS
www.easycarewater.com
559-299-7660
Todd Wilson / twilson@easycarewater.com
Jose Valdivinos /
jvaldivinos@easycarewater.com
Rosemarie Arenas /
rarenas@easycarewater.com
Manufacturer of water treatment chemicals



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



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



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



PERIODIC PRODUCTS,
www.periodicproducts.com
(954) 764-7654
Joseph Laurino / jlaurino@periodicproducts.com
David McLaren / dmclaren@periodicproducts.com
Manufacturer of CuLator products.



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



POOLRX WORLDWIDE
www.poolrx.com
(949) 502-5851
Fred Schweer / fred@poolrx.com
Pete Ashby / pete@poolrx.com
Manufacturer of algacide.



SOLAXX INC
www.solaxx.com
561-455-0252
Omry Porat
oporat@solaxx.com
Manufacturing salt systems and UV/Ozone systems



WATERWAY INC.
www.waterwayplastics.com / 805-981-0262
Jerry Hyland / jerryh@waterwayplastics.com
Mike Tuttobene / miket@waterwayplastics.com
Good quality, good services, outstanding manufacturer of pool and spa equipment, valves, fitting and custom OEM spa parts.




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



API
www.apiwater.com / 561-743-0449 x 15
Noreen McCarthy / admin@apiwater.com
Kelly Miller / kelly@apiwater.com
Manufacturing pool and spa chemicals



DECK-O-SEAL
Jim Dill / jdill@deckoseal.com
Janet Webster / 817-598-1969 /
www.deckoseal.com
Manufacturer of the new HS-1 SL One-Part, Self-Leveling Hybrid Polymer Sealant, and the industry standard Deck-O-Sean Two-Part Polysulfide Sealant for expansion joints.



HYDROSCRIBE
www.hydroscribe.com
619-733-9167
Vernon Thomas / hydroscribe.info@gmail.com
Complete cloud-based software and apps for managing pool service and repair companies. Includes separate menus and functions for pool techs, administrative staff, and customers.



NC BRANDS L.P.
www.ncbrands.com
(203) 295-2300
Jay Bertschy / jay@ncbrands.com
Jamie Novak / jamie@ncbrands.com
Chemical manufacturer.



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



WATER SAVERS CO.
Steve Holcomb
Andi Holcomb
800-543-0979 / 949-955-1233
Leak detection and repairs for pools and spas.

ASSOCIATE MEMBERS

ALL SAFE POOL FENCES AND COVERS
www.allsafepool.com
(800) 786-8110
Reed Hauge / marketing@allsafepool.com
Pool fences, pool covers, and pool safety nets. Sales and installation of removable mesh pool fence and various types of pool safety covers.

ALPHAWATER SYSTEMS
www.awspoolsupply.com
562-408-6447
Sheila Shaffer / Sheila@awspoolsupply.com
Proud supplier of wholesale pool supplies to the pool professional.

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

APPLIED MATERIALS
602-348-0257
Greg Garrett / greggarrett@hotmail.com
Education, consulting, manufacturing, and repairs of surfaces.

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

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

AQUATHERM INDUSTRIES
www.aquathermsolar.com
732-905-9002
Dave Szelove / jdszelove@warmwater.com
Manufacturer of solar pool heaters, and supplier of energy-efficient pool heat pumps.

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

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

CALIFORNIA POOL & SPA ASSOCIATION
www.nalobby.net / 916-447-4413
John Norwood / jnorwood@nalobby.net
Association for the pool & spa industry.

CHEM QUIP INC.
Jim Morrison / jim@chemquip.com
Greg Durkee / gdurkee@chemquip.com
Pool & Spa Distributor

CMP
www.c-m-p.com / 770-632-7112
Rich Simpson / rsimpson@c-m-p.com
Manufacture pool, spa & bath components/global supplier.

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

CONNECTED YARD INC. / PHIN
www.phin.co
(603) 493-6212
Jim Conti / jim@phin.co
Smart water care for pools and hot tubs

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

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

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

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

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

G&B TILE AND PLASTER
www.poolsb.com
972-906-0427
greg@poolsb.com
jamey@poolsb.com

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

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

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

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

J & J ELECTRONICS, LLC
www.jandjelectronics.com
949-455-4460
Susan Bloom / sbloom@jandjelectronics.com
Provides LED lighting products for the pool and spa industry.

JACK'S MAGIC PRODUCTS, INC
www.jacksmagic.com / 727-536-4500
Nadia Beane / nadia@jacksmagic.com
Jack Beane / jack@jacksmagic.com
Manufacturer of pool stain removal Chemicals Standard Membership

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

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

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

LOWRY CONSULTING GROUP LLC
www.lowrycg.com
678-648-8550
Robert Lowry / rlowry@lowrycg.com
Chemical consulting, product formulation, education and technical writing.

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

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

NEW IMAGE POOL INTERIORS, INC
www.newimagepoolinteriors.com
Lee Valenzuela - 559-299-4900
lee@newimagepi.com
Plaster swimming pools & spas

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

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

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

POOL CHEMISTRY TRAINING INSTITUTE
Greg Garrett / greggarrett@hotmail.com
602-348-0257
625 S. Smith Rd Ste 6, Tempe, AZ 85281
Pool Water Chemistry Educators, Regular member

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

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

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

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

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

RAYPAK POOL & SPA PRODUCTS
www.Raypak.com
805-278-5329
John Kane / jkane@raypak.com
Chris Nielsen / 818-292-1549
David Ekman / 949-466-9187
Matt Anderson/ 916-767-8185
Lino Ortiz / 805-616-9167
Kevin Campbell / 714-614-7480
Rick Witt / 408-263-2780
Gas heaters and heat pumps

RDS UNDERWATER WORKS
www.rdservices.com
714-421-4160
Ron Zwicky / Dana Zwicky / dana@rdservices.com
Pool remodeling and underwater structural repairs.

REGAL BELOIT AMERICA, INC. / CENTURY
www.centuryelectricmotor.com / (937) 669-6287
Mandy Pressel / mandy.pressel@regalbeloit.com
From the innovative leader in pool pump motors, Century® by Regal® offers a full line of high quality pool and spa replacement pump motors.

REVCO SOLAR ENGINEERING
www.revcosolar.com
949-367-0740
Lauren Vogel
949-215-5622
FAFCO solar distributor. Design, sales, installation and service of solar thermal and solar electric residential and commercial.

SEALEY BUSINESS BROKERS
www.sealeybb.com
844-766-5783
Arif Sealey
asealey@sealeybb.com
Assist pool service companies in selling their route.

SOLAR HEATING SPECIALISTS
www.warmpools.com
Chrissy Murillo, 949-367-0740 X100
chrissy@revcosolar.com
OC, SD, Riverside & Coachella Valley. FAFCO solar distributor. Design, installation and service of solar thermal and solar electric for residential and commercial.

SOLAR UNLIMITED, INC.
www.solarunlimited.com
818-843-1633
Bob Irwin
bob4solar41@yahoo.com
Southern California's exclusive FAFCO solar dealer / installer. Specializing in design, sales, installation and service of commercial and residential thermal pool heating and residential solar electric systems

SPECK PUMPS-POOL PRODUCTS
www.usa.speck-pumps.com
904-739-2626
800-223-8538
Joe Valentino / j.valentino@speck-pumps.com
Carlos Castro / c.castro@speck-pumps.com
Speck offers swim jet systems, filters, filter systems, and pumps for in-ground, above ground pools, spas and pools with vanishing edges, waterfalls, fountains or waterslides.

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

SUN X SOLAR
www.sunxsolar.com
760-738-4066
Dan Stifle / dan@sunxsolar.com
Solar pool heating specialists, residential and commercial.

SUTRO
www.mysutro.com
415-501-0029
Ravi Kurani / ravi@mysutro.com
Remote water monitor to measure pool chemistry.

TAYLOR TECHNOLOGIES INC.
www.taylor technologies.com
410-472-4340
Jody O'Grady / jody@taylor technologies.com
Leading manufacturer of water-testing supplies geared to the needs of service professionals. Accurate, easy-to-use products backed by stellar customer service and technical support from degreed chemists.

TEXAS FRESHRAIN
texasfreshrain.com
210-451-1341
P.O. Box 357, Schertz, TX 78154
Kevin Dykman / kevin@texasfreshrain.com
Top-of-the-line system that uses a vapor ion plasma generator to effectively and efficiently remove dangerous bacteria, keeping your hot tub fresh and clean. Distributor of Freshrain Units

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

TSYS MERCHANT SOLUTIONS
www.tsysmerchantsolutions.com
(402) 574-7045
Jason Carpenter / jcarpenter@tsys.com
TSYS offers an exclusive payment acceptance program to the pool and spa industry.

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

UNITED CHEMICAL CORP.*
www.unitedchemicalcorp.com
800-824-5550
admin@unitedchemicalcorp.com
Rescue treatments for swimming pools.

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

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

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

VASCO SOLAR
www.vascosolar.com
(714) 968-8845
Lauren Davis / lauren@vascosolar.com
Maureen Vasquez / Maureen@vascosolar.com
Solar pool heating.

WAYNE FISH POOL MAINTENANCE
Wayne Fish
waynefish@roadrunner.com
714-883-2767
Water chemistry, water treatment, KK the Poolman's Solutions.