

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

**VOLUME XXX, NUMBER 5** 

#### **30th Anniversary IPSSA!**

#### California Capitol Report

#### **Spring Legislative Update**

#### **By John Norwood General Counsel for the CPSA**

Springtime in Sacramento means that the Legislature is swinging into full gear, and that the CPSA is hard at work on bills that threaten the pool and spa industry. This year is no different, and there are already several bills in motion through the Assembly and Senate that will affect the industry.

One of the biggest and most enduring issues that the pool and spa industry faces every year is the return of the service tax, which has resurfaced once again as SB 993 from Senator Bob Hertzberg. Although a version of this bill dies in committee or on the floor every year, the idea to tax services is one with staying power and one that the CPSA is committed to keeping from passage. The bill has been softened somewhat to exempt certain industries such as healthcare and education, as well as exempting businesses that gross less than \$100,000 per year. However all businesses that do not meet the criteria for exemption will be required to levy and pay a sales tax on their services, increasing the cost to their customers and possibly losing those who cannot afford the increase. Another reason for our opposition is that even if SB 993 passes with limits, it will eventually be amended to include



all services in the years to come. SB 993 is being opposed by a coalition of business interests including the CPSA, and is currently sitting in the Senate Committee of Governance and Finance.

Another two pieces of legislation that have the potential to dramatically shape the future of the pool and spa industry are a pair of bills that would implement the Governor's Water Plan as law. SB 606 coauthored by Senators Skinner and Hertzberg would update the reporting and water shortage contingency requirements for urban water suppliers, while AB 1668 by Assembly Member Friedman would apply similar requirements to agricultural suppliers. Together, the two bills would grant unprecedented power to the state to manage the operations of local water suppliers, and to fine those that do not meet the mandates that have been put in place by the state. These bills are vehicles for implementing the Governor's proposed plan, Making Water Conservation a California Way of Life that would dramatically overhaul how Continued on page 18

# Menifee Valley Chapter Hosts **A Drowning Prevention Event**



#### By Sally Smith

IPSSA Menifee Valley Chapter

On March 24, 2018 members of the IPSSA Menifee Valley Chapter in Southern California hosted a drowning prevention event inside the EVMWD (Elsinore Valley Municipal Water District) "Splash Into Spring" event.

The local water company event had many vendors and kids activities, along with a tour of the water treatment plant.

At the IPSSA booth inside the "Splash Into Spring" event there were fittings of free children's life vests, free kids interactive books, Kids coloring books, water watcher tags, drowning prevention materials, information about local low cost swimming lessons and much more!

Josh the Otter Mascot showed up to entertain the kids along with EVMWD mascot Betsy the Bass. Thunder Dog the Lake Elsinore minor league baseball team mas-



cot was also there.

This was a fantastic event and we were proud to be a part of the

drowning prevention effort! (More Meniffee Valley Chapter news on page 15)

#### IPSSA Members:

It's IPSSA's 30th anniversary and we want to celebrate all year!! We're looking for pictures and stories over the past 30 years which we will feature in the IPSSAN throughout the year. Please, if you have any great IPSSA memories you'd like to share email them to Katie Brunner at katiembrunner@gmail.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.

#### **JAIRETAM GETAG DO NOT HOLD**

#### ➤ Algae control

➤ National Water Safety Month

Things to do in May

- ➤ Specialty chemical maintenance
- ➤ Change hoses on liquid chlorine feeders
  - **➤** Truck maintenance
- **➤** Evaluation of fuel consumption needs

#### Inside This Issue

Message from the President	.Page 4
Tax Corner	.Page 6
Hey Ray!	.Page 8
<b>Reg. 7 Table Top Donation</b>	.Page11
NDPA Lighthouse Awrd	Page 11

*KETURN SERVICE REQUESTED* 

Rocklin CA 95765 5800 Stanford Ranch Road #220 THE IPSSAN

#### 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: info@ipssa.com Website: www.ipssa.com

#### Executive Editors:

Michael Black, Marc Cannon, Brian Duncan, Neal Holt, Bob Nichols, Eric Nielson, Ivan Vance

Managing Editor: Katie Brunner

**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 ©2018 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 pub lisher. 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

Advertisements: The inclusion of commercial advertisements in this publication constitutes neither a recommendation nor an endorsement of the product or service advertised. Although IPSSAwill 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.

#### Tim Fennessy Wins the March Education Quiz!!

There were only a few submissions for the March quiz and Tim's was the only one that was 100% correct, so he'll be getting more IPSSA swag and another chance to win the big prize at the end of the year! Get those quizzes in so you can have a chance to win too! Remember the cut off for the April quiz is May 20th.

The correct answers for the March quiz are 1. To convert fluid ounces into gallons, you divide fluid ounces by: A. 16 B. 128 C. 32 D. 8, the correct answer is B. 128. 2. The APSP recommended ideal level for bromine for residential spas is: A. 3.0 to 5.0 ppm, B. 2.0 to 4.0 ppm, C. 4.0 to 6.0 ppm, D. 1.0 to 3.0 ppm, the correct answer is C. 4.0 to 6.0 ppm. 3. When salt is dissolved in water, ions are formed which are posi-

True, B. False. answer is A. True. 4. Non-chlorine shock chemicals such as answer is A True.

tively and negatively charged. A. monopersulfate will react with The correct DPD reagent and produce a color. A. True, B. False. The correct

#### Calendar of Events

May 5

**BORD Meeting** San Diego, CA

#### **WELCOME NEW MEMBERS!**

REGION 1 – Sacramento City – Kelli Caririllo.... REGION 2 – Central Coast: Greg Guggenmos.... REGION 6 – Palm **Springs:** Armando Rodriguez... **REGION 7 – North County** Coastal: Chad Inderwiesche... REGION 10 - Redwood Empire: Tom Elster... REGION 11 – Sarasota: Nathan Cruz... Gold Coast: Gilberto Gongora

#### **IPSSA.COM**

\* MIN \* IPSSA Logo

# Education

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for IPSSA logo gear. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by JUNE 20, 2018.

- 1. You have an 18,500 gallon pool and you want to raise the chloine level by 3 3ppm. How much liquid chlorine do you need to add?
  - A. 5.8 fl. oz
  - B. 58.8 fl oz
  - C. 31.8 fl. oz
  - D. 19.6 fl. oz
- 2. One measuring cup of dry acid (sodium bisulfate) weighs more than 11 ounces.
  - A. True
  - B. False
- 3. To convert dry ounces into pounds, you divide ounces by:
  - A. 16
  - B. 128
  - C. 12
- 4. pH and total alkalinity are related and interconnected.
  - A. True
  - B. False

Name				
Address				
City			Zip	
Telephone Number (	_)			
Chapter				
Correct Answers: 1	2	3	4	
(Please	indicate A,	B, C, or D fo	r each answe	er.)
	84-1			

Mail Entry to: IPSSA Quiz, P.O. Box 3367, Rocklin, CA 95677

or Fax to: (888) 368-0432

Entries for this month must be received by <u>JUNE 20, 2018</u>.

#### **IPSSA Code of Ethics**

As a member of the Independent Pool and skilled practical workmans.

providing quality customer service. To that end, it will be my responsibility to keep informed of developments in the pool and including new technologications. Spa Service Association, Inc., I will uti-

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.

#### Financial office thanks chapters with prompt payments

The Financial Office thanks the following 44 chapters, whose members all paid promptly in April before second notices were required:

- Region 1 Tracy, Capital Valley, West Placer, El Dorado, East
- Contra Costa Region 2 – Central Coast and Conejo
- Region 3 Foothill
- Region 4 Central Los Angeles, and Whittier
- Region 5 Anaheim, Dana Point, OCPP, Surf City, Tustin/Irvine, Mission Viejo, Yorba Linda, Central Orange County, Orange Coast
- Region 6-Hemet, Menifee Valley, Riverside, Redlands, and Ontario/Rancho Cucomonga
- Region 7 Rancho Del Mar, and North County Coastal
- Region 8 Western Las Vegas, Scottsdale, East Valley, West Valley, and Henderson
- Region 9 North Houston, Austin, West Houston, and Hill Country
- Region 10 Fremont, Silicon Valley, and Tri Valley
- Region 11 Gold Coast, Treasure Coast, Port Charlotte
- Region 12 Mid Cities DFW, Waxahachie, and Tarrant County

#### **PG&E Pool Pump Rebate Sunset**

**Dear Pool Pump Installers:** 

Effective January 1, 2018, PG&E is closing the \$100 rebate offering (\$200 for installers) for qualified pool pump and motor products, due to recent improvement in state energy efficiency standards.

- · Qualified pool pumps and motors must be purchased and installed by 12/31/2017.
- All paper or online applications must be postmarked or

received by 3/1/2018.

• Please see PG&E's Residential Rebate Catalog for additional information and require-

Thank you for your participation in PG&E's energy efficiency programs. For further questions, please contact the Smart Energy Line at 1-800-933-9555.

Sincerely, PG&E Customer Care Team



## CLEAN UP ON REWARDS

# \$50 TO \$100 CONSUMER REBATES\*

ON SELECT VARIABLE SPEED AND FLOW PUMPS

pentair.com/pump-rebates

\$50 TO \$150 CONSUMER REBATES\*

ON SELECT PENTAIR AND KREEPY KRAULY® CLEANERS

pentair.com/cleaner-rebates



Variable Speed And Flow Pump



Suction-Side Inground Pool Cleaner

#### Savings for your cutomers. Exciting incentives for you!

While customers save, pool professionals can earn cash rewards, travel, merchandise and more, starting with their first purchase via our Partners Incentive Program. Visit www.pentairpartners.com to learn more and enroll.







\*Offer good on qualifying in-store purchases of select Pentair Cleaners and Pumps. Rebate to be awarded in the form of a Pentair Visa® Prepaid Card. In Canada, prepaid card is issued by Peoples Trust Company pursuant to a license by Visa, Int. VISA® is a registered trademark owned by Visa International Services Association. In the U.S. card is issued by MetaBank®, Member FDIC, pursuant to a license from Visa U.S.A. Inc. Card terms and conditions apply.





# A Message from the President There Are Changes Coming for IPSSA

David Hawes, IPSSA President, Region 1 Director

I don't remember my 30th birthday. My wife and I had a 2 1/2 yr. old daughter and a 9 month old son. My wife and I had moved into our 2nd home, and we were working hard building a business. That's were things get a little fuzzy on details. It can be hard to remember that far back. IPSSA is celebrating it's 30th birthday this year, and while my 30th birthday didn't seem like much to celebrate, I consider it a major milestone for our association. We began our journey as a merger of 2 service associations, with the intent of having members in the pool service industry help

each other be successful and available if one of us was unable to service our route due to sickness or injury. We started on somewhat of a shoestring in regards to finances with a general plan of geographic chapters, and regions as a preliminary organizational plan for the future. That plan included bylaws and governing bodies of chapter boards, and a Board of Regional Directors to oversee the association and its growth. I was part of the original association when it formed and was excited to be a member. It seemed like everyone in the association was enjoying the benefits of IPSSA and the camaraderie it provided. We were growing, more



c h a p t e r s, more regions, and a general brotherhood was gelling as a result of our attempts to work together and take care of one anoth-

er. I wrote about volunteers last month and we all have many to thank for our association even forming. There were many hard workers that had the vision of IPSSA and the drive to make it happen. Many are still around and should be called out and thanked for their efforts. Some have passed on and were true supporters of IPSSA to the very end. 30 years is a long time, and we are no longer an

infant in the world of Pool Service Associations. As children mature, so have we. The world is a different place than it was 30 years ago. The pool industry is different than it was 30 years ago. Products have changed. Technology has changed. I spoke to a real NASA engineer for the space program that put our first men on the moon, and he admitted that the cell phone I carried had more technology in it than the space ship he worked on. We could argue if all of the changes are good or bad, but I want to point out that change has been a part of the last 30 years. That change has precipitated by evolving needs, better technology, and a desire to do things faster and less expensive.

IPSSA has experienced some changes over the last 30 years as well. Single person offices for our financial and management needs have given way to larger staff to perform the duties needed. The number of members is higher than it was 30 years ago. There are membership benefits we never dreamed of in 1988, but are now a normal part of our IPSSA regiment. We have chapters in states that were barely part of the vision in the beginning. IPSSA is 30 now and an adult. All of this leads me to my point this month that change is inevitable in any organization. I for one do not run my business the way I did 30 years ago. Growth has necessitated structure and accountability that I didn't worry about when I was a solo operator. Government (CA especially) has imposed requirements that have made businesses adjust their status quo and

operations. Technology has allowed us to do things effectively and efficiently. I believe it is incumbent on leaders to look out on the horizon and continue to refine and change business processes to protect the sustainability of their company or associations, so employees or members continue enjoying the benefits of the organization they belong to. Your current BORD is working on some of those changes this year. Those changes will not all be comfortable, and they will not come without plenty of debate regarding the best plan for implementation, but rest assured that they will come with the best interest of the membership at heart. IPSSA is here to provide benefits to its members. That involves fiscal responsibility. That involves making sure we offer as much as we can to the membership in terms of benefits and reasons to be a member of IPSSA, especially with other options out there. I always appreciate Southwest Airlines staff when I land and they announce "we know you have a choice when you fly, we appreciate you choosing Southwest". I want you all to be prepared for some changes. I want you all to help your Directors and chapter boards, by getting involved and be part of the inevitable change that IPSSA will see in the coming months and years. We need your input and your suggestions so we can continue to lead the association for swimming pool professionals. I know you have a choice in the association you belong to. I appreciate you choosing IPSSA. Bring a friend. Stay tuned.



† When Green to Clean or Yellow Out are used prior to shock treatment with an EPA registered chlorine compound that kills green and yellow algae

# SALT POOLS... LOVE 'EM OR NOT... YOU'LL LOVE THE CHOICES FROM SOLAXX!



#### **PURECHLOR- Salt Systems**

Installed on more than 50,000 pools, Purechlor Salt Systems are your best choice for rugged affordable salt pools.



#### **PRECISION - UV System**

Simple and affordable, Precision UV Systems are fully assembled at the factory for automatic flow control and easy install.



#### RENAISSANCE- UV/Ozone Combo

Unique, Patented and sleek, Renaissance AOP systems are powerful producers of Hydroxyl radicals. Nothing oxidizes like Renaissance! Includes auto flow control.

#### \$25 off 25K System \$40 off 40K System

Available at SCP/SPP Locations

\*Limit One System Per Dealer In May, 2018

# MAY SPECIAL



# World's First Integrated Gate Latch and Alarm



**Child Safety Gate Latch with Electronic Alarms** 



#### **SAFETY**

- NEW Visual & Audible alarms
- Emits a single beep upon each entry or exit
- Full alarm mode if gate is left open over 15 seconds
- Visual indicator provides locked and unlocked status
- 6-pin rekeyable security lock
- Meets international pool barrier codes

#### RELIABILITY

- Constructed of rust-free industrial strength polymer and marine grade stainless steel components
- Release knob is more ergonomic and child resistant
- Tested to 2 million cycles



2-Year Warranty On Alarm Unit



**Self-Closing Gate Hinges** 



- D&D patented tension adjustment
- Adjust tension from either end
- Meets international pool barrier codes
- Heavy Duty Range self-closes gates up to 154 lb (70kg)
- Decorative trim covers included
   no visible fasteners



Order now at www.magnalatchalert.com



P: (714) 677-1300

E: info@ddtechusa.com

www.ddtechglobal.com

















# 9 Tips to Get Your Small Business Accounting Practices in Order

**By Clint Cramer** 

Head of IPSSA's Financial Office and CPA for 30 years

There's no shortage of details to consider when you're a small business owner. Getting the backoffice basics of your small business accounting practices in order early on- tracking revenues, expenses, and costs - will keep you out of the weeds of paperwork and cash flow snafus, and onto the important work of growing your business.

Bookkeeping is a necessary chore of all small business, but that chore can be made a little easier by automating your accounting practices with one of the many finance software applications available to you such as QuickBooks, FreshBooks, Wave, or Xero-we like QuickBooks the best. You want to choose the software that best suits your needs like having cloud-based access or user-friendly iPad apps.

It's so important to keep up with your bookkeeping as this helps to manager your operations and prevent an audit by giving the IRS what they need. To keep moving toward your long-term goals and improve profits, get your small business accounting practices in order with these essential tips:

• Separate Business and Personal Expenses – Having a dedicated business bank account, including checking and a credit card, saves you precious manhours when it's time to tally up deductible expenses. It's tough to do out of the gate, but this small business accounting practice will save you major headaches down the road.

• Track Every Expense – Label and categorize each expense, and track your cash flow, or you're bound to miss tax write-offs and credits. Dollars add up quickly and you can easily run out of money. Use your business cred cards for all purchases and you won't end up with a wallet full of

paper receipts to sort through. This also means you can earn rewards or cash back for your purchases. But when cash is your only option, file digital copies of receipts in your accounting software.

• Accurately Record Deposits

— Loans, revenue from sales and other cash infusions are easy to lose track of, and that can lead to paying unnecessary income taxes. Ask your accountant for the best small business accounting practice for recording these deposits.

• Understand When It Pays to Pay – Hiring a professional bookkepper or accountant, even for just a few hours a week or month, can make a big difference. Your records will be up-to-date and orderly, and a pro is better equipped to know about potential fees, loopholes or additional tax deductions for which you may be eligible.

• Dedicate Time to Update Your Books – Block out weekly time in your calendar to get necessary paperwork in order and avoid letting receipts and invoiced receivables pile up. Make sure to stick to the time you've set aside!

• Keep Tabs on Labor Costs – Paying employees, including yourself, may be your largest expense. Take note of overtime, perks, and other benefits you offer to prevent over-or under – paying.

• Expect Major Expenses – Computer upgrades, equipment replacement, and tax deadlines



Clint Cramer

shouldn't come as a surprise.

Larger capital expenses often come up during slower months so plan ahead to avoid a crash crunch.

• Maintain Inventory

Penerds Avoid misplacing mer

• Maintain Inventory
Records – Avoid misplacing merchandise – or theft – by noting dates purchase, stock numbers, purchase prices, dates sold and sale prices. The more organized the better!

• Follow Up on Invoices and Receivables – Just because you've sent an invoice doesn't mean you'll get paid. Avoid overpaying on taxes and hours spent sifting through you revenue account and receivables listing by circling back with vendors who owe you money. Accepting online payments and using cloud based accounting software can help automate this process for you.

Finance is the backbone of any business, so learning good small business accounting practices is a must. Give Cramer & Associates a call (916) 864-4272 and we'll help you get started!

# WATER SAVERS COMPANY

A DIVISION OF DIRKAND, INC.

Specializes in Repairing and
Locating Pool and Spa Leaks
Personalized, friendly service

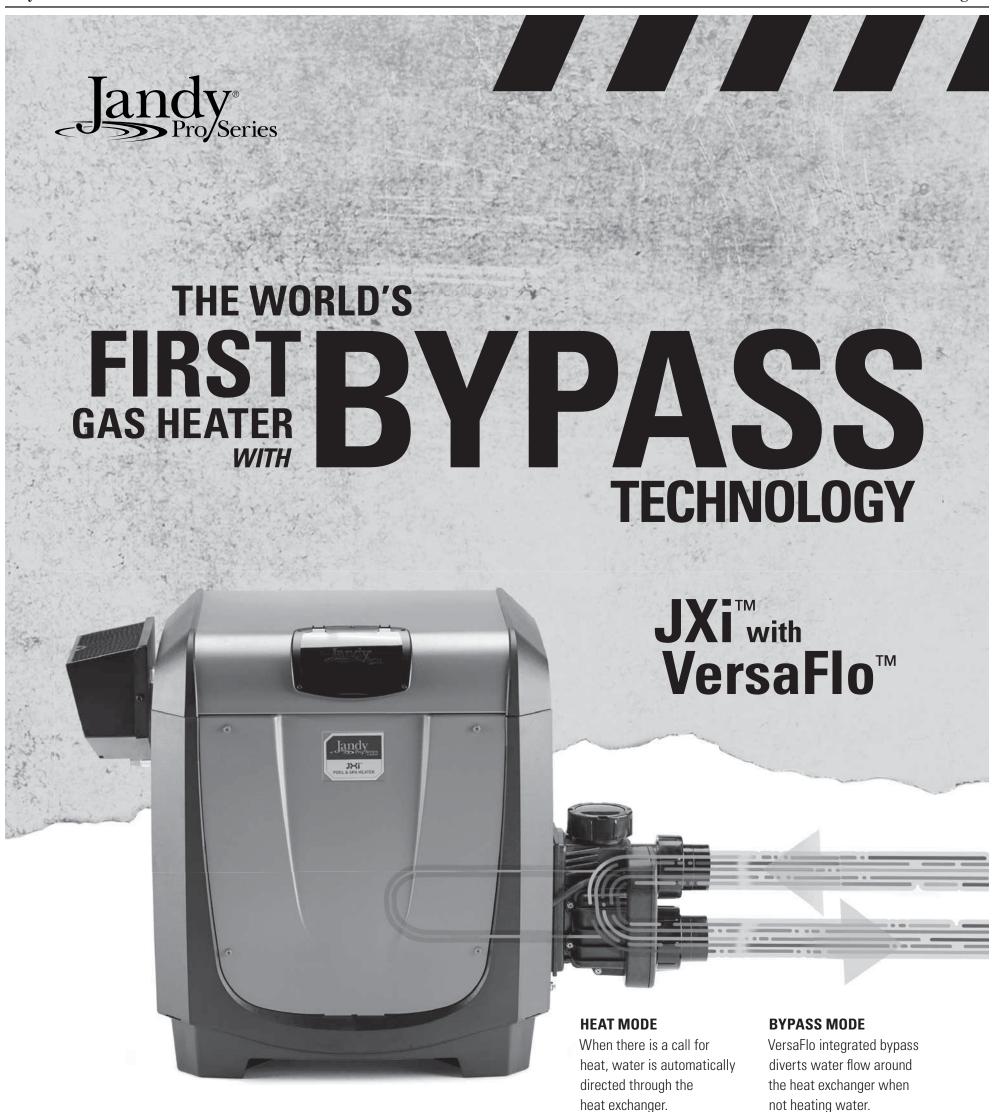
• Family Owned •

• 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

# Stop asking yourself WHY and try Ab-Chem Chlor. Receive \$5.00 off your next purchase of Abcana products Valid only on I quild bit ach and acid only one roupon per customer, No mail in the products of the restrictions may your product and the restrictions may offer or product and the restrictions of the restriction of the r

PH: (619)444.9900 • FX: (619)444.9804 • sales@abcanaindustries.com



#### WHY IT'S IMPORTANT

Pool heaters are typically used only 3.5% of the average annual pump runtime. The other 96.5% of the time, the heat exchanger can be bypassed so the pump works less, reducing electrical energy costs.

TRADE SERIES **EXCLUSIVE** 

**BUILT JANDY STRONG.** 

#### 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.



#### 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

Fax: 847-214-2268
Email: sales@deckoseal.com

- 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.

# Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker



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.

#### From Region 10 in Northern California. Question:

Hey Ray - A property manager is asking that I make a video training presentation to instruct their employees on checking the water and maintain the pools and spas on their property. They've asked me to write the script, which would go through the regular tasks that need to be performed on a daily basis. The property manager will get the actors and film crew. I once provided regular service to this account, but they now want

their own employees do the work to save money. Do you see any problems here?

#### Answer:

I think that this video might be Exhibit A in a trial bought by someone who is injured at this pool following an entrapment, electric shock or other hazard. The problem here is not what you will include as subject matter, it's what you may fail to include in this video. A prudent pool service tech, for example, should regularly check the main drains to assure that they are properly secured. Do you plan on advising the employees to use their pole and brush to check these covers? Are you planning on providing any information about the steps to take if electric current is detected in a handrail? Are you planning to advise on the monitoring of carbon monoxide in equipment rooms? What about the dangers of compressed air in a pool filter?

Pool service techs have a duty to maintain a safe environment around the swimming pool, but it's tough to convey that information in a simple homemade training video. My advice is to explain to the property manager the important role a professional pool service technician provides. Emphasize the fact that you are CPO certified, a licensed contractor and have over 20 years of experience in the field. The few extra dollars your customer spends for service by a professional pool tech is a bargain compared to the potential liability risk to injured pool users, as well as workers compensation claims from inadequately trained property management company employees.

# COVERAGE IF YOU ARE INJURED ON THE JOBSITE



Members participating in the IPSSA Group Insurance Program are automatically insured to \$5,000 for medical bills due to accidentally injury at the customer jobsite. This coverage can pay for an emer-

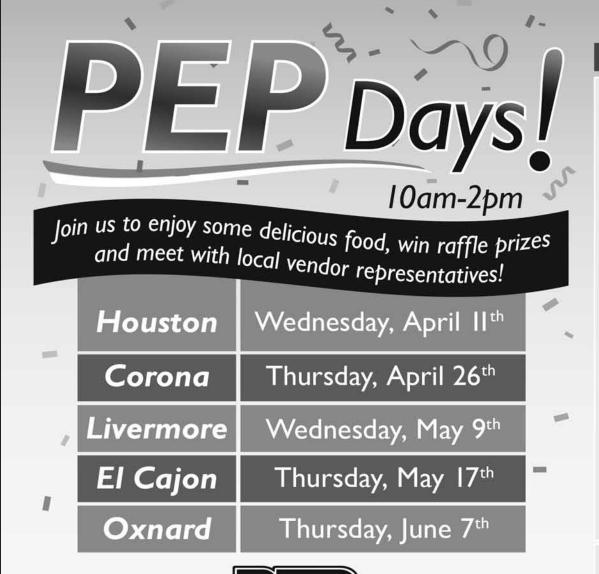
gency room or urgent care visit and covers injuries like dog bites, lacerations and slips and falls. It's even available to pay a deductible expense if you already have health insurance.

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

## IPSSA is on Facebook!

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





www.poolelectricalproducts.com

909-212-8282

#### PEP BRANCHES CALIFORNIA LOCATIONS ANAHEIM 714-738-9038 BAKERSFIELD 661-679-1193 CATHEDRAL CITY CORONA 951-479-4670 DUARTE EL CAJON 626-359-1918 619-562-0313 INDIO LIVERMORE 925-449-4259 760-776-1366 LONG BEACH LOS ANGELES 562-333-4989 310-945-4601 MURRIETA ONTARIO 951-600-7180 909-969-2260 OXNARD PALM DESERT 760-601-3400 PALM SPRINGS RIVERSIDE 951-653-1490 SAN FERNANDO SAN DIMAS 909-305-9839 818-365-8481 SAN JUAN CAPISTRANO VISALIA 949-373-0010 559-297-7500 VISTA YUCAIPA 760-477-1477 909-794-8340 TEXAS LOCATIONS HOUSTON

AUSTIN 512-707-0109

281-568-1113

N. AUSTIN 512-251-0400 SAN ANTONIO 210-479-0032

# **Calculating Pool Volumes**

By Kim Skinner

There is a way to use chemistry to calculate the water volume of pools without using the traditional geometric calculations.

The geometric formulas are fine for pools that are traditionally shaped. However, when pools do not fall into these convenient shapes, a chemical testing method can be used.

What is required? An alkalinity test kit, sodium bicarbonate or muriatic acid, and the formula.

This method to calculate pool volumes is to add a specific amount of acid or Bicarb to the pool water, observe the results, and "plug" the chemical dosage and result into a formula, and you can calculate the gallons of water in the pool.

Here is the method:

1. Take a water sample from the pool, test and determine the total alkalinity content. However, for sufficient accuracy, it is important to use a test method which is accurate to within 1 or 2 ppm. However, most test kits have each drop of titrant equal 10 ppm. To accomplish this, add 10 times the amount of pool water as the normal test sample amount into a small cup. Then each drop of titrant becomes 1 ppm instead of 10 ppm. If the alkalinity is on the low side and could be raised, then use sodium bicarbonate to raise the alkalinity.

- 2. For pools between 15,000 and 30,000 gallons, add precisely 5 pounds of sodium bicarbonate. For larger pools, add 10 pounds.
  - 3. With the circulation system

running and proper dilution by brushing, wait for the chemical to completely blend throughout the water. It should require about 45 minutes for residential pools.

- 4. Then take a second water sample from the pool and test the alkalinity again using the same 10 times of pool water volume.
  - 5. Apply the following formu-

la: 71,400 (formula number for Sodium Bicarbonate) times (multiply) by 5 (amount of pounds of sodium bicarbonate added) divided by the ppm change in alkalinity increase equals the pool volume.

Example – The starting alkalinity was 80 ppm, 5 pounds of Bicarb is added, and the ending TA (alkalinity) is 96 ppm. (96 –

80, equals 16 ppm change)

71,400 X 5 (pounds of Bicarb added) divided by 16 (ppm ALK increase) equals 22,312 gallons.

Then you can round off the volume to the nearest 1000 gallons, or however you prefer. The margin of error should be less than 5%.

If the Total Alkalinity of the pool is high (over 120 ppm) and you want to lower the TA instead of raising it, then you can use

muriatic acid (31.45%) to lower the alkalinity to determine the pool volume. The formula for adding acid is as follows:

125,000 (formula number for Muriatic Acid) times (X) the quarts of acid added, divided by the ppm reduction in alkalinity. Of course, be careful to not add too much acid at one time. Generally, it is safe to add two quarts of acid per 20,000 gallons

Continued on page 15



Our online storefront/eCommerce website allows you to:

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

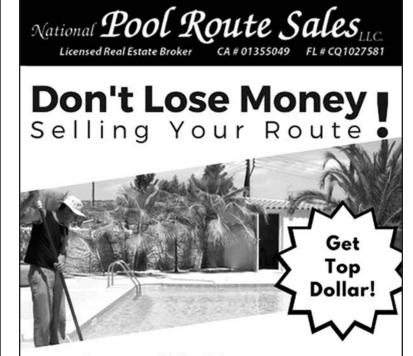
Contact your local PWP branch office for more details and register today!



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



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



Pre-qualified buyers
Lowest escrow fees
Multiple source advertising

1-877-766-5757

www.poolroutesales.com



#### 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
- TexasFlorida
- FloridaGeorgia
- · 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 DeductibleLimits 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









## San Diego's Table Top Show Donates \$10,000 to OnBalance

The Region 7 Table Top Show Donates \$10,000 of Its Show Profits to OnBalance for Continued Research

By Samantha Larimer

Secretary of Region 7 Table top Committee

San Diego, CA, January 27, 2018. At the annual Region 7 Table Top Show, a check was presented to onBalance for

\$10,000.00 to help with ongoing and future research projects being performed by onBalance for the betterment of the pool service industry. OnBalance is a non-profit research team consisting of three industry leaders: Kim Skinner,

## IPSSA receives NDPA Lighthouse Award



(Left to right) Jeremy Smith and Terry Snow with NDPA Lighthouse Award. "IPSSA received the highest award given out by the NDPA, The Lighthouse. I would like to thank all of the members who make a difference in Water Safety. This is your award," said Snow.



Que Hales, and Doug Latta. OnBalance has contributed a vast amount of technical information to the swimming pool industry. Over the past several decades, onBalance has released research data showing the effects on swimming pool plaster from many variables. This data was generated from field observations, failure analysis, laboratory experiments and forensic petrographic analysis. OnBalance is currently in the process of building two demonstration pools in the Tucson, Arizona area. Those areas of investigation are: (a) the effect of varying levels of calcium chloride on white cement plaster; (b) the effects of aggressive vs. balanced chemistry on the white calcium chloride plasters; and, (c) the effect of constant low-level chlorination vs. periodic super-chlorination chemistry on various organic and inorganic blue and black pigments. The \$10,000 was donated to onBalance for this research, and represented a portion of the proceeds of the 2017 Table Top Show last January. For more information on onBalance and its research,

www.poolhelp.com.

The Region 7 Table Top Show is a non-profit organization pro-

moting education in the pool service industry. Attendance is free to all service industry professionals, and provides a great opportunity to keep-up on latest advances in technology, chemistry, and stay connected with other industry professionals and manufacturers.

The 29th Annual Region 7 Table Top Show will be held on January 26, 2019, in San Diego, CA. For more information on the 2019 Table Top Show seminars, or to reserve your vendor booth before they sell-out, please contact the Region 7 Table Top Chairperson, Jon McArthur at 619-672-3760.

# POOL RX MINERAL TECHNOLOGY

# PoolRx now on SOCIAL MEDIA! Like us! Tag us!



**1** @poolrxworldwide

@poolrx

Check out our new Training Videos on the PoolRx YOUTUBE Channel.

https://www.youtube.com/channel/UC-ePExLFACEumuOZOxClCHw/featured/linearing/linearin

# Save Time and Money at *EVERY POOL!*PoolRx can support any size body of water. Perfect for both residential and commercial use.

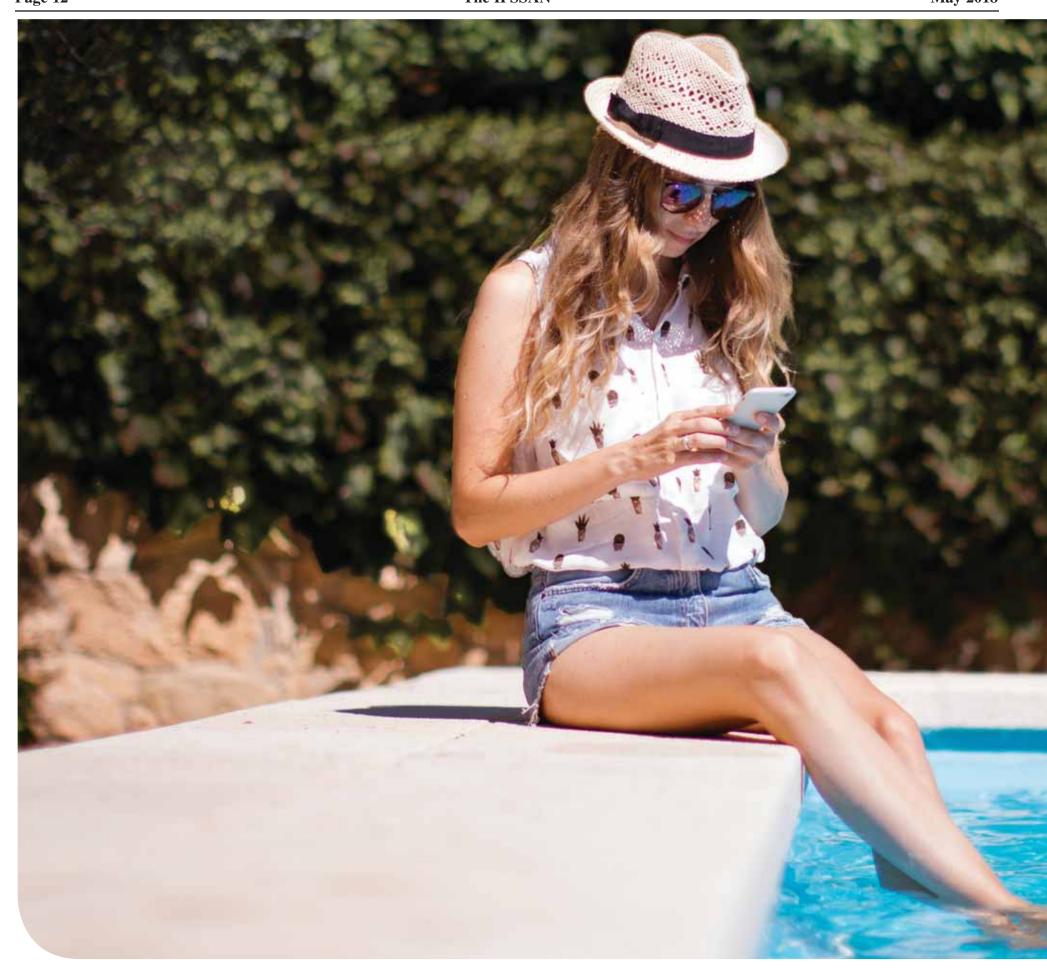




- **Eliminates and Prevents all algae**
- Reduces chlorine demand
- **lasts up to six months**
- Saves Time and Money at every pool!

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

**#1 Choice of Pool Professionals** 

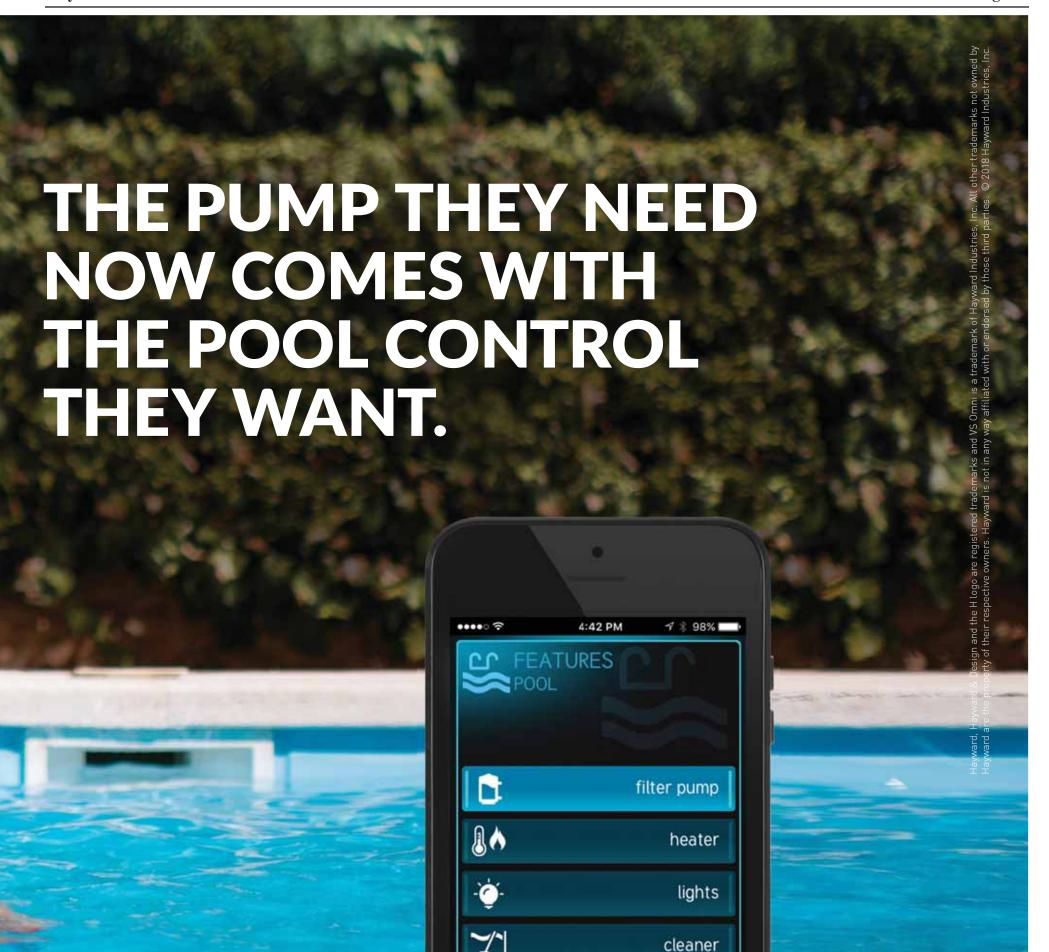




VS  $0mni^{\mathsf{\tiny M}}$  pumps can control up to four pieces of pool equipment: the VS pump, heater and pool lighting, plus a booster pump, backyard lighting or water feature (with purchase of an additional Smart Relay).



VS Omni includes a VS pump along with a VS Omni Control Pad, Hub and Smart Relay.



# VS OMNI™ PUMPS WITH SMART POOL CONTROL ARE THE SIMPLEST WAY TO ADD AUTOMATION TO POOLS AND SPAS.

Energy-efficient VS Omni pumps offer smart control for up to four products on a typical pool pad. Compatible with other equipment brands, they feature quick and simple five-step installation and even communicate with home automation systems like Amazon Alexa and Nest to fit seamlessly into your customers' busy lives.

Visit Hayward.com/VS0mni to learn more about VS 0mni variable-speed pumps.



Complies to

UL & CE requirements



IPSSAN0617

# 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

Manufactured

in the USA.

©2017 Waterway Plastics







Phone 805.981.0262 • Fax 805.981.9403 waterway@waterwayplastics.com • www.waterwayplastics.com

# The Menifee Valley Chapter is Making a Difference In Their Local Community

By Sally Smith

IPSSA Menifee Valley Chapter Secretary

At the end of the 2017 year members of the IPSSA Menifee Valley, CA Chapter made two food bank donations.

IPSSA Menifee Valley Secretary Sally Smith presented a \$100 donation to the Lake Elsinore food bank called H.O.P.E. (Helping Other People in Elsinore). The Hope check was presented to Laurie Howanec (Operations Manager of H.O.P.E.) and other volunteers.

Another \$100 check was donated to the Menifee Valley food cupboard in Menifee Valley (Sun City), CA and was presented by Lance Sada IPSSA Menifee Valley Chapter Treasurer.

H.O.P.E. (Helping Other People in Elsinore) is a local food bank that has been servicing the Lake Elsinore California area since 1992. They offer food, hygiene products, and childrens clothing to those who qualify (city residents can get one pick-up per week). HOPE also offers housing assistance and works with other low income governmental programs and outreach assistance programs. They also have delivery service and have distribution in multiple locations (check with HOPE for details).

If you would like to drop off a donation or volunteer at H.O.P.E, their hours are 9AM-12 Tue-Wed-Thur. 506 W. Minthorn in Lake Elsinore, CA phone 951-245-7510.

Items accepted at H.O.P.E.

# Calculating Pool Volumes

Continued from page 9

of pool water when the TA is 120 ppm or higher, and the pH is 7.8 or above. Two quarts of acid will lower the TA by 12.5 ppm per 20,000 gallons.

The accuracy of this method is directly dependent on the accuracy of the chemical dose and the alkalinity test method. You will notice that using 10 times more test water sample means that if the alkalinity level is 100, it will use 100 drops of titrant. That may seem a lot, but you get the needed accuracy.

Do not go overboard on either volume or dosage precision. Since a one-inch change in a pool's water level can result in hundreds of gallons of water volume difference, round off the calculated volume to the nearest 1000 and call it good.

The method of addition of the acid dose does not affect the amount that the alkalinity changes, so it is not necessary to worry about "columns" or "slugs" or any other methods of adding liquid pool acid. However, it is best to dilute the acid and trickle it around the pool or over the return lines when the pool equipment system is on. What is an issue is that the acid or base added is allowed to fully blend throughout the pool before the second sample is tested.

include: Can & package food (nonperishable food preferred), hygiene products such as soap, shampoo& deodorant.

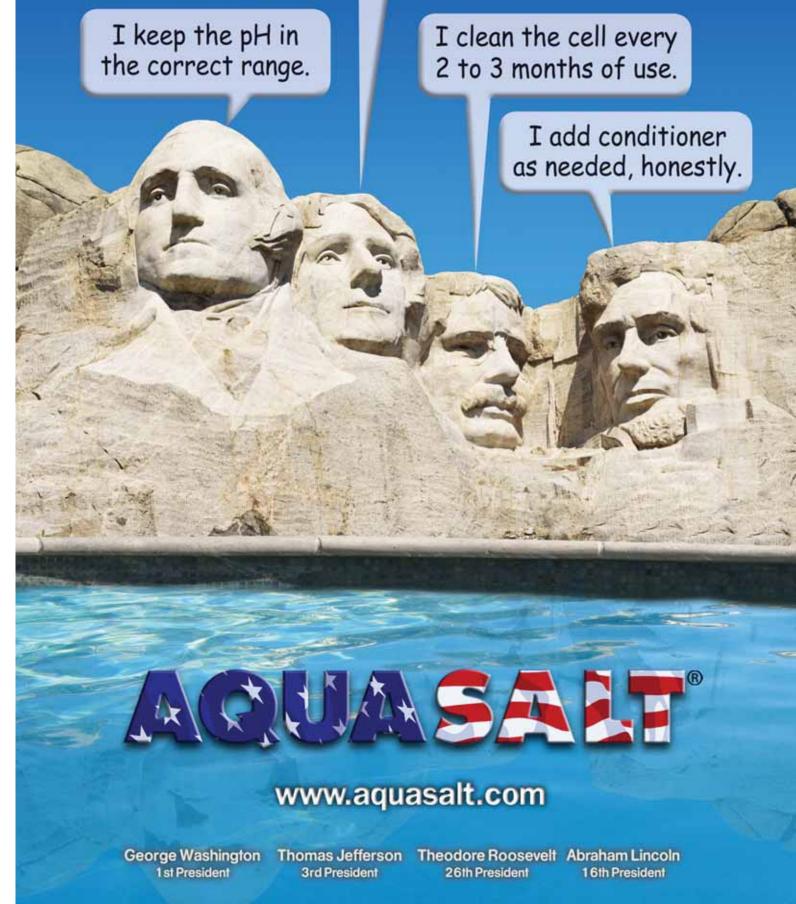
Menifee Valley Cupboard is

located at 26808 Cherry Hills Blvd in Menifee Valley (Sun City), CA 92586-2505 Phone: (951) 301 4414. They are also accepting nonperishable food items.



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

I check the salt level and only use AQUASALT.



## What to Do After Wildfires

By Terry Arko

NC Brands

No words can adequately express the condolences felt for those who have suffered loss during the recent wildfires in both Western Canada and the United States. In the case of active fires, the upmost concern should always be for the immediate safety of persons and property first. The devas-

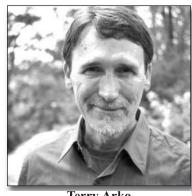
tation of wild fires this year has been particularly extreme. Even as I write this, wind driven fires are ravaging Southern California. The following is some advice for pool professional in dealing with the restoration and repair of swimming pools after a wildfire.

#### **During the fire**

Water pressure and water quality at the source will be affected during and after times of wild fires. For residents trying to protect their property, using the hose may not always be effective. In some cases where water pressure becomes an issue during the fire, some fire departments may incorporate pumps in the pool to use the water for protecting homes. Homeowners in wildfire areas can also buy pumps that can soak

down their property. These pumps can typically work at a flow of 150 gpm and can disperse the contents of a 20,000-gallon pool within 2 hours. Pool techs should be aware ahead of time of this possibility and should check that hydrostatic relief valves are in place on these pools to prevent the pool vessels from popping out of the ground during these emergency use times. If there is a high groundwater table or the pool is built over an underground spring, this could be a very real possibility.

All types of debris are possible during times of wildfires as result of possible high winds. Smoke, ash, tree branches, leaves and fire suppressant chemicals will all most likely end up in the pool. There is the possibility that live animals may seek shelter in the water or pool area. Do not attempt to deal with live wild animals on your own. Immediately contact



Terry Arko

your local animal control or wildlife management officials. Use extreme caution in and around areas where wildfires are still active. Protective gear such as respiratory mask, goggles and gloves may be required in these situations. It is prudent to carry some emergency supplies on your truck at all times. This could include bottled water, safety flares, a protective non-flammable blanket, a

Continued on page 19



# WANT TO SELL **YOUR POOL ROUTE?**

## We put cash in your pocket!



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

Call us Today for a **FREE Route Appraisal** 

1-888-998-7665







# **IPSSA Members-Only Savings**

## Set Up An Account And Start Seeing The Benefits

Call Your Local Sales Representative Today!





Jacuzzi<sup>®</sup> 420 Sq Ft Cartridge Filter 42265 | J-CQ420 | With this ad

(Jacvzzi.)



Jacuzzi® 1.5 HP Variable Speed Pump 41086 | J-VSP150 | With this ad

Jacuzzi.



Jacuzzi<sup>®</sup> 2.5 HP Variable Speed Pump 41087 | J-VSP250 | With this ad

(Jacvzzi.

#### Offers only valid with this ad through June 1st

#### **BENEFITS OF** SHOPPING WITH LESLIE'S

- Convenient Locations
- Open 7 Days A Week
- Expanded Inventory
- Competitive Pricing
- Preferred Referral Program

#### Visit Any Leslie's Store or Contact Us Directly

#### **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

#### **HOUSTON AREA**

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

#### **ARIZONA & NEVADA**

Jerry Rosas | jrosas@lesl.com | 480-469-7504

#### **SOUTH FLORIDA**

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



the right to correct typographical errors. @2018 Leslie's Poolmart, Inc.



925 Stores Nationwide | lesliespool.com | 1.800.LESLIES

\*Offer expires 6/1/18. Store Personnel scan barcode to process offers. Not valid on previously purchased merchandise. We reserve

Scan for ad offers







#### California Capitol Report

Continued from page 1

California manages water in the future. Included in this plan, and the pieces of legislation that would enforce it, is language granting power to the State Water Resources Control Board to require long-term efficient water use standards for indoor and outdoor residential use, up to and including quotas on usage. Outdoor water quotas would prove disastrous for the pool and spa industry, and the CPSA is hard at work to ensure that this does not come to pass.

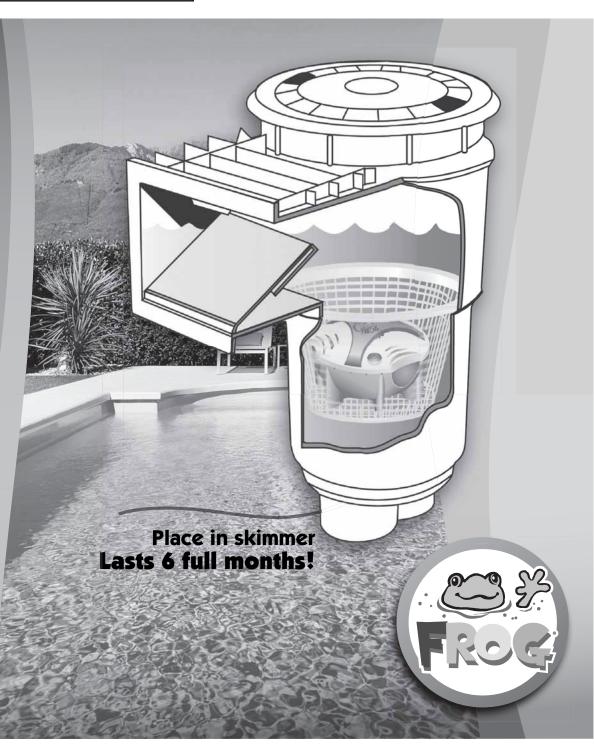
As with every legislative session, there is no shortage of labor legislation that impacts the pool and spa industry. Issues range from job candidate interview practices to sexual harassment policies. These measures typically expose employers to either greater regulatory burden or potential litigation, but a couple do attempt to improve employer ability to manage the workplace. These bills will be considered in committee over the next month. AB 1938 from Assembly Member Burke would prohibit an employer from inquiring about whether a job candidate has children, while AB 2587 by Assembly Member Levine repeals employer authority to require an employee to take up to 2 weeks of earned vacation before using family leave and AB 2841 by Assembly Member Gonzalez-Fletcher requires no less than 40 hours of accrued sick leave by the 200th calendar day of employment. AB 2705 from Assembly Member Holden would create a 2 year statute of limitations for claims of non-payment of workers' compensation by contractors.

It's not all bad legislation however, as there are a few items that the CPSA is working to support. AB 1766 authored by Assembly Member Maienschein is a bill that would mandate the installation of automated external defibrillator (AED) units in all pools that charge a fee for use. AEDs are lifesaving devices that have the potential to dramatically increase the safety of all public-access pools that have them installed, and the CPSA is eager to support measures that keep pools in California safe and open. Additionally, SB 1272 authored by Senators Galgiani and Atkins and sponsored by Attorney General Becerra is a piece of legislation supported by the CPSA that would greatly strengthen the fight against the underground economy. SB 1272 would make permanent the Tax Recovery Criminal and Enforcement (TRaCE) Taskforce, a multi-department effort that has already proven extremely effective in locating and prosecuting those who participate in the underground economy. These bad actors do great damage to our members and the rest of the pool industry by skirting the laws on taxes, workers' compensation, licensing and more, creating an unfair marketplace in which it is increasingly difficult to compete. The CPSA fully supports any measures to halt this activity, and we will continue our work with groups that have formed to combat the underground economy.

# The insurance policy you want!

INSTANT FROG®
uses minerals to keep
pools clean and clear
between service visits.

LEARN MORE AT FrogProducts.com



#### What to Do After Wildfires

#### Continued from page 16

battery powered radio and flashlight. In addition, it is vital to comply with the emergency management in the area. Avoid areas of heavy smoke where emergency crews are setup. Service companies should never attempt to cross an emergency barrier or evacuation zone to deal with pools. Fire can change course and move rapidly especially in areas of high winds. If your route is anywhere near where fires are, make sure to have several planned escape routes thought out ahead of time. Smoke and ash can be a problem for miles beyond the fire. In the summer of 2017, smoke from the fires in British Columbia spread all the way down to the Seattle Washington area. The airborne ash and debris affected many pools in the area. Some of the pools developed filter problems and bouts of

#### After the fire

Great care should be taken when undertaking the task of clean up after a fire. Be aware of live downed power lines. In many cases in fire-damaged homes, the fire department will turn off the power. This is done because wires may have melted or been fused from the heat. Be sure to check with the fire department before attempting to turn pump and filter breakers back on. Only a licensed electrical contractor should determine the integrity of the breakers for the pumps.

#### Pool Clean Up

Swimming pools in fire areas will contain ash, debris, firefighting chemicals and toxins. It is best when allowable to drain and re-fill the pool. Inspect the integrity of the pool walls, plaster, the pipefittings, decking and surrounding landscape. The components of smoke from fire can cause severe lasting damage to equipment and structures. In addition, the chemistry of the pool will be adversely effected. Smoke is corrosive and oxidative. It will cause severe damage wherever it has settled. If equipment and decking are covered in ash and smoke, continue to use caution. Wear personal protective equipment and a breathing apparatus as well as gloves. There are many toxins in smoke and ash residue that can cause sickness. The best case is to allow professionals to deal with excessive clean up situations.

#### The contents of ash

In the case of wildfires, there will be a lot of ash that ends up in pools. Ash from fires that burn lower than 840 degrees Fahrenheit is mostly organic carbon. At a higher temperature, the carbon is burned away and inorganic compounds are left. These include things like calcium, magnesium and sodium. The fires in Northern California and the current fires in Southern California not only burned forest, but also homes and structures. Because the combustion rate is much higher for buildings, the make-up of the ash is much more different. At a very high combustion rate, the ash can contain potassium and calcium oxides which create quicklime. If enough of this ash gets into the pool and then to the filter, it can create a limestone cement coating on the filter media. Ash from homes and structures can also contain toxins such as lead, arsenic

and hexavalent chromium. Most of the ash that lands in pool water is also hydrophobic and repels water. This explains why the ash floats and is so difficult to remove by skimming. Changing the charge of the ash by using a chitosan clarifier or an enzyme can help in the removal of the ash.

The ingredients of fire-fighting suppressants

Most of the dry suppressants dropped on wild fires are a made primarily of di-ammonium phos-

phate. The result of this is an increase in ortho-phosphate ending up in the waterways and in swimming pools. Phosphate in pools leads to many water quality issues and can combine with calcium to form calcium phosphate scale on heat exchangers. In 2003, the Cedar Fire in San Diego California was one of the biggest wildfires in California history. After that fire, pool service professionals reported a very high spike

Continued on page 21



Now Available to CA, TX & FL IPSSA Members.

CALL US FOR A PREMIUM QUOTE

**Arrow Insurance Service** 

аrrow insurance service

(800) 833-3433

DOI License No. 0510559





# Announcing our official winners for 2017

# **CONGRATULATIONS!**



Paul Oliver Austin,TX

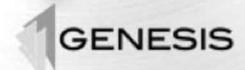
2017 Pleatco Perfect PoolGuy



Roberta Prygon North Cranbury, NJ

2017 Pleatco Perfect PoolGal







#### What to Do After Wildfires

#### Continued from page 19

in phosphate levels in pools. This could have been in direct relation to the large amounts of phosphatebased suppressants that were dropped in the area.

In cases where homes were not damaged but were in a vicinity to the fire, the following steps can be taken:

- Remove all larger debris as soon as is possible.
  - Brush all surfaces thoroughly
- · Skim smaller material with a pool net
- Make sure filter is clean and in operational order
  - Inspect all equipment
- Super-chlorinate the pool to 20 ppm or use a quality Chlorine free oxidizer
- · Follow immediately with a clarifier to help remove small ash material to the filter
- Use of an enzyme can help break down some un-filterable non-living organic material
- Test and treat for phosphates once the chlorine levels have come down below 5 ppm
- Add a good broad spectrum algaecide
- · Clean filter as necessary throughout this process

#### **Further cautions**

The extreme heat from fires can cause the ground to bake leading to a lack of absorption. The heat bakes the soil forming a solid layer that causes it to repel water. This is a condition known as hydrophobic-When rains come, the hydrophobic condition of the soil increases the rate of water run-off. Water can concentrate in these areas causing erosion. Excessive erosion can come from firefighting efforts and lead to flooding during rains. Pool areas need protection with sand bags or other diversion methods to drains to prevent an influx of floodwater in the pool.

Pools drained during the fire will need to be inspected for damage to plaster surfaces, deck areas and all equipment connections. Most likely, these pools will need to be re-surfaced before regular use can begin.

#### In Conclusion:

- Use extreme caution in areas where wildfires are active.
- · Always check ahead of time with emergency management personnel before attempting to enter neighborhoods where fires have been.
- Wear smoke protection when necessary (breathing mask and goggles).
- Water in pools can contain toxins from smoke and ash and firefighting chemicals it is best to drain when possible. No one should ever swim in a pool in the immediate aftermath of a fire.
- · Remember that wildfires can move fast and change course in seconds. Have more than one escape route planned ahead of time. It is best to stay out of the area.
- Shock, floc, enzyme, phosphate removal and algae prevention are all good remedial treatments once the fires are gone.
- · Check and inspect all equipment thoroughly during the cleanup process. Filters may need to be backwashed and cleaned frequent-

e have IPSSA logo gear available. Call the IPSSA Executive Office at 888-360-9505 to order!

ly during this time.

Ensure that pools equipped with firehose pumps also have hydrostatic relief valves to prevent popping from rapid draining.

· Be aware of erosion and flooding problems that may occur from damaged soil. Sand bag any vulnerable areas in advance. Ensure that the flow of water is to drains and culverts to prevent flooding.

#### About the author:

Terry Arko has more than 30 years of experience in the pool and

spa/hot tub industry, working in service, repair, retail sales, chemical manufacturing, customer service, sales, and product development. A certified pool operator (CPO) and CPO instructor through the National Swimming Pool Foundation (NSPF), Arko is currently a water specialist for NC Brands, parent company of SeaKlear and Natural Chemistry, which is a manufacturer of pool and spa products. Arko can be e-mail reached via terry@ncbrands.com.

### **OPTIONAL COVERAGE FOR MEMBERS**

Increased Life Insurance Limits Higher Liability Limits Remodeling Coverage

O HUB arrow insurance service

(800) 833-3433 DOI License No. 0510559



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.

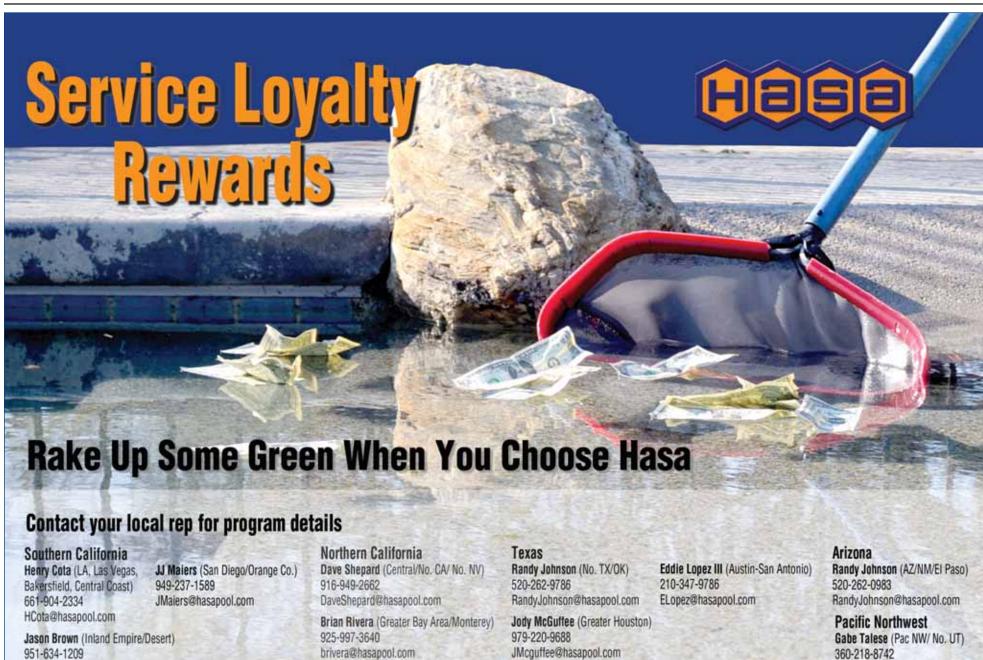
Remember, for every client you refer that purchases a safety product from Pool Covers Inc., you will receive a referral check. We here at Pool Covers, Inc. appreciate you and your business!

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!





# Certified to NSF/ANSI Standard 50 Marian Co

#### Pool eXact EZ Kit includes tests for:

pH

JBrown@hasapool.com

- Total Alkalinity
- Chloride
- Copper
- Free Chlorine
- Combined / Total Chlorine
- · Calcium Hardness · Cyanuric Acid
  - Phosphate

GabeTalese@hasapool.com

Website: www.hasapool.com

# Pool e act

The NSF- 50® Certified Pool eXact® EZ Photometer System delivers lab-quality results for 10 important pool water parameters using our patented eXact® Strip reagent delivery system! eXact® brand photometers are the only NSF-50® certified water quality testing devices to achieve the highest level of accuracy, Level 1!

#### **SCAN FOR INFO**



#### 800-861-9712 **POOLEXACTEZ.COM**







#### IPSSA CHAPTER LISTINGS

For Association information: call Elizabeth Hosea-Small, (888) 360-9505 / • (888) 368-0432 FAX / P.O. Box 3367, Rocklin CA 95677, E-mail: liz@cramercpa.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

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. Perkos, 2120 Patterson RD, Riverbank, CA 95367 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. Kyle Bridgman (916) 801-9155 jkpoolservices@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. Tom Mazzo (805)550-6709

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

Second Wed., 6:30 p.m., Superior Pool Products 1200 Lawrence Drive #400, Newbury Park Pres. Michael Flanagan (805) 444-7960 FRESNO: Fourth Tues., 7 p.m. Roundtable Pizza at First & Bullard, Fresno

Pres. Norm Carpenter, (559) 217-1228 ipssafresno@gmail.com SANTA BARBARA

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

mericks2001@yahoo.com VENTURA: Third Tues., 7 p.m. 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@vahoo.com

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

ANTELOPE VALLEY: Second Monday, 6 p.m. SCP Antelope Valley, 4514 Runway Dr., Lancaster Pres. Steven Polovina (661) 236-6095 spgotj85@yahoo.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 ½ 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) 425-8249 poolboy1950@yahoo.com SOUTH BAY

Second Wed., 7 p.m., American Legion Hall 412 S. Camino Real, Redondo Beach Pres. Brad Jones, (310) 880-7665 aaapoolspa@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 PÓINT

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@vmail.com

ORANGÉ COAST 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 SADDLEBACK VALLEY

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

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

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

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

YORBA LINDA: First Wed., 6:45 p.m., Lampost Pizza, 21480 Yorba Linda Blvd. #D, Ŷorba 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, Ĥemet Pres. John Bettencourt (951) 925-2442

bettencourtpool@msn.com MENIFEE VALLEY

First Wed., 7 p.m. at My Buddies Pizza 2503 E. Lakeshore Drive #A, Lake Elisnore Pres. Renee Marier, (951) 285-9672 mangopoolnspa@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. Jesse Vasquez (760) 636-2086 cannonballpoolco@gmail.com
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: barrowpoolssd@gmail.com

CARLSBAD: Third Wed., 7 p.m. El Ranchero 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 Sweeny (619) 244-0496 bernypoker@hotmail.com SAN DIEGO METRO: Fourth Thurs., 7:00 p.m.

Coco's, 1025 Fletcher Parkway, El Cajon Pres. Steven Elbik (619) 316-0690 Poolsoltuions72@gmail.com

> REGION 8 (SOUTHWEST) B.O.R.D. Member: Mike Lee (480) 786-0687

E-mail: mountainsidepools@mac.com

EAST VALLEY

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

wardspool@yahoo.com NORTH PHOENIX

Third Tues., 7 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

First Wed., 7:00 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 Clayson (210) 240-3121 E-mail: becky.clayson@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@freedompools-texas.com CORPUS CHRISTI First Thurs., 6:30 p.m. SCP in Corpus Christie

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

Pres. Michelle Wilkinsonr (209) 604-6460

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. Ken Burrington (512) 673-6701

aqualinepoolservice@gmail.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) 274-2465 flashpoolservice@sbcglobal.net

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: John Oldfield (888) 641-8047 E-mail: joldfield@oldfieldinc.com

FREMONT

Second Mon., 6 p.m., El Patio Restaurant, 37311 Fremont Blvd., Fremont Pres. Michael Murphy (510) 579-1448

MID-PENINSULA Last Tues., 7 p.m., 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 pinnaclepoolandspa@sbcglobal.net MARIN & SONOMA COUNTY Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,

320 N. McDowell Blvd., Petaluma Pres. Darrell O'Neal (707) 544-3060 dandmpool@aol.com SANTA CLARA VALLEY

Third Thurs., 5:30 pm 3050 Berryessa Rd., San Jose

Pres. Tom Allen (408) 307-3196 SILICON VALLEY: First Wed., 6 p.m. Armadillo Willy's, 1031 N. San Antonio Road, Los Altos Pres. David Guslani (650) 333-1351

dguslani@earthlink.net
TRI-VALLEY: Second Thurs., 6 p.m.,
Meeting locations vary. Check with chapter president.
Pres. 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@tampabav.rr.com NORTH GEORGIA

Pres. Benjamin Decker (404) 405-0197 ben@classicpoolsvc.com
OSCEOLA (Kissimmee/Orlando)

Second Wed., 6:30 p.m. Fat Boy's Restaurant, 2512 13th Street, St. Cloud

Pres. Diane Fowler (407) 460-6680 poollady2001@gmail.com PORT CHARLOTTE: Fourth Wednesday, 6:30 p.m., Buffalo Wings & Rings, 1081 W. Price Blvd. North Port Pres. Ray Kurilivicoius, (941) 743-2010 ray@dartpoolsolutions.com

SARASOTA: First Tues., 6:30 pm Gecko's Grill & Pub, 351 N Cattlemen Road, Sarasota Pres. Andy Homner (941) 330-5757 ©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., Tony's Diner 3112 N. Jupiter Rd #307 Garland TX Pres. Eustaquio Portillo (214) 325-6746 FORT WORTH

Third Tues., 6:30 p.m., La Playa Maya Restaurant 1540 N Main Street, Fort Worth Pres. Tina 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



#### PLATINU M PARTNERS (C) HAYWARD

#### HAYWARD POOL PRODUCTS INC.\*

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 imanno@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



#### PLEATCO LLC

www.pleatco.com Rattista Remati 516-609-0200

pleatco@gmail.com Pool & spa filter products/manufacturer.



#### SCP/SUPERIOR/NPT\* www.poolcom.com

818-645-8479 Danny Cervantez daniel.cervantez@poolcorp.com Service industry related



#### ZODIAC POOL SYSTEMS INC.

800-822-7933 X3323 Steve Gutai / steve.gutai@zodiac.com Zodiac, Jandy Pro Series, Polaris, Nature 2 Products

#### GOLD PARTNERS



#### ABCANA INDUSTRIES www.abcanaindustries.com

619-444-9900

Jesus A. Felix / jesusf@abcanaindustries.com Gabriel Gurmilan / gabrielg@abcanaindustries.com Trusted distributor of water treatment chemicals in Southern California.



#### AQUASALT LLC www.aquasalt.com

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



#### ARROW INSURANCE SERVICE\*

Ray Arouesty ray.arouesty@hubinternational.com 800-833-3433 805-870-7625 Insurance issues



#### **BIO-DEX**

www.hio-dex.com (623) 582-2400 Lori Brumagin / Iori.brumagin@bio-dex.com Paul Matthews / pmatthews@bio-dex.com Manufacturer of professional strength pool and spa



#### INDUSTRIAL TEST SYSTEMS

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

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



#### POOL & ELECTRICAL PRODUCTS INC.

909-673-1160 / Andres Becerra Wholesale distributor stocking all major brands



#### POOLRX WORLDWIDE

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

## waterway...

#### WATERWAY INC.

www.waterwayplastics.com 805-981-0262 Richard Howell / richardh@waterwayplastics.com Good quality, good services, outstanding manufacturer of pool and spa equipment, valves,

#### SILVER PARTNERS



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



A COMPLETE LINE OF POOL DECK PRODUCTS

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.



#### POOL ROUTE PROS INC.

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

#### ASSOCIATE MEMBERS

#### ALL SAFE POOL FENCES AND COVERS

(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

Henry Cota/henry.alphawatersystems@gmail.com Proud supplier of wholesale pool supplies to the pool

#### ANNUAL WESTERN POOL & SPA SHOW

800-787-7727 info@westernshow.com 800-746-9772

exhibitsales@westernshow.com Annual pool industry convention and symposium APPLIED MATERIALS

602-348-0257 greggarrett@hotmail.com Education, consulting, manufacturing, and repairs of surfaces.

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.

#### AQUA NOVUS

www.aguanovus.com 972-325-1010 Kermit Monzingo

k.monzingo@aquanovus.com

#### Pool filtration AQUABOND LLC

www.aquabondadhesives.com 714-961-1420

Cindy LaCombe clacombe@aquabond.com Professional adhesives and crack repair for pools,

#### AQUATHERM INDUSTRIES

www.aquather 732-905-9002 Molly Friar mfriar@warmwater.com Dave Sizelove dsizelove@warmwater.com

#### Solar pool heaters and heat pumps. B'S POOL SUPPLIES

www.bpspool.cor 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

#### CHEM QUIP INC. Jim Morrison

jim@chemquip.com Greg Durkee gdurkee@chemquip.com Pool & Spa Distributor COMPASS MINERALS

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

 $\hbox{\it Bill Campbell / bob.campbell@countyleakservices.com} \quad \textbf{ORENDA TECHNOLOGIES}$ Swimming pool and spa leak locating, repairs, **CRAMER & ASSOCIATES** 

#### www.cramercpa.com Clint Cramer / clint@cramercpa.com

Jay Lang / 916-864-4272 Accounting and tax planning.

D&D TECHNOLOGIES (USA) www.ddtechusa.com 800-716-0888

Pool safety gate hardware manufacturer. Key products: Magna-Latch® self-latching gate latch and Tru-Close® self-closing hinges. DISCOUNT POOL SUPPLY

310-530-3393 Jeff Berson / dpsjb@aol.com Supplier of all pool and spa equipment, parts, chemi-

#### **EASY CARE PRODUCTS**

Todd Wilson / twilson@easycarewater.com Jose Valdovinos / jvaldovinos@easycarewater.com Rosemarie Arenas / rarenas@easycarewarter.com

#### Manufacturer of water treatment chemicals **ENGLISH POOL CONSULTING**

www.poolinspections.com 619-338-9197 Rick English / rick@english.net Cindy English / cindy@english.net

#### Expert witness, pool inspection. FILBUR MANUFACTURING

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. POOL WATER PRODUCTS\* grids offer the strongest frames, material, and rein-

#### forced seams available 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

Steve Sadinsky info@guardianpoolfence.com Pool fence manufacturer and supplier. **HORIZON SPA & POOL PARTS** www.horizonparts.com

Raymond Thibault / ray@horizonparts.com

Bruce Johnson / bruce@horizonparts.com

#### Wholesale distributor of pool parts, spa parts, business education.

800-366-7233

INTERMATIC www.intermatic.com 815-675-7000

austianowski@intermatic.com

Time controls, remote controls, pool/spa automation, freeze protection, pool/spa transformers

#### J & J ELECTRONICS, LLC

#### Susan Bloom / sbloom@jandjelectronics.com Provides LED lighting products for the pool and spa

industry.

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

LAMOTTE COMPANY www.lamotte.com 800-344-3100 Rich DeMoss / rdemoss@lamotte.com

Robin Myers / rmyers@lamotte.com

#### Manufacturer of water testing products. LEAK DETECTION USA

www.leakdetectionusa.com 800-652-9062 Fax 760-814-8051 Michael Mamula michael@leakdetectionusa.com Fd Mumford ed@leakdetectionusa.com

Leak detection solutions for pools and spas, fountains and ponds, waterfalls, domestic water

#### LEAK SPECIALISTS

Orange & Los Angeles Counties:

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

877-766-5757 Charles Baird cbaird@poolroutesales.com

#### How to improve route profitability and earn more **NORWOOD & ASSOCIATES**

916- 447-5053 John Norwood jnorwood@nalobby.net

#### Lobbying firm for pool and spa industry, representing CPSA (California Pool & Spa Association).

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 cus-

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 INDUSTRY EXPO

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

#### 317-418-4777 John Pyle / john@pooltrac.com

all aspects of pool and spa service, including detailed James Bledsoe / jbledsoe@poolwater.com Richard Holtzworth / 949-756-1666 Wholesale distributor of swimming pool and spa

chemicals and accessories, equipment and parts,

Providers of mobile and web-based applications for

#### 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 sundires. RAYPAK INC.

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

#### **RDS UNDERWATER WORKS**

www.rdsservices.com / 714-421-4160 Ron Zwicky / Dana Zwicky /

#### dana@rdsservices.com Pool remodeling and underwater structural repairs. REGAL BELOIT AMERICA, INC. /

#### CENTURY

www.centurvelectricmotor.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

Chrissy Murillo / Chrissy@revcosolar.com
FAFCO solar distributor. Design, sales, installation and service of solar thermal and solar electric

#### residential and commercial SEALEY BUSINESS BROKERS

www.sealevbb.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

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, water-

#### falls, 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 com-

#### SUTRO

www.mysutro.com 415-501-0029 Ravi Kurani / ravi@mysutro.com

Remote water monitor to measure pool chemistry.

TAYLOR TECHNOLOGIES INC. www.taylortechnologies.com 410-472-4340

#### Jody O'Grady / jody@taylortechnologies.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.
TRIVITRO www.vitroclean.com / 425-251-8340 Jeff Freas / jcfreas@trivitro.com Chris Freas / cfreas@trivitro.com

#### Manufacturer and distributor of Vitroclean filter

TSYS MERCHANT SOLUTIONS (402) 574-7045 Jason Carpenter / jcarpenter@tsys.com TSYS offers an exclusive payment acceptance pro-

#### 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

gram to the pool and spa industry.

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

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

#### replacement motors in the industry 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 / gaylek@valterra.com George Grengs / george@valterra.com Pool and spa maintenance equipment and OEM

#### gate valves and unibody valves and replacement VASCO SOLAR

www.vascosolar.com (714) 968-8845 Lauren Davis / lauren@vascosolar.com Maureen Vasquez / Maureen@vascosolar.com

#### Solar pool heating WATER SAVERS CO.

800-543-0979 / 949-955-1233

#### WAYNE FISH POOL MAINTENANCE Wayne Fish

wavnefish@roadrunner.com 714-883-2767

Water chemistry, water treatment, KK the

Poolman's Solutions