**VOLUME XXVIII, NUMBER 8** 

August 2016

### California Capitol Report

# **CPSA Legislative Update**

#### By John Norwood

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

The Legislature will be coming back from a month long summer recess at the beginning of August. Prior to the break, the policy committee deadline occurred, meaning all bills needed to pass the second house policy committees in order to continue. As with all of the deadlines, a group of bills did not pass and are now considered dead.

AB 2617 by Assembly Member Chad Mayes (R-Yucca Valley) did not pass the policy committee deadline so is dead. This bill would have required the California Energy Commission (CEC) to develop a water efficiency cost-benefit analysis draft report by December 1, 2017, solicit comments, and finalize the report by July 1, 2018.

The final report would have included:

- (1) Identification of the most cost-effective incentives or rebates for indoor and outdoor water efficiency measures, measured by the amount of water use reduction per dollar spent.
- (2) Recommendations to public entities for prioritizing the most cost-effective measures.
- (3) Analysis of any unintended adverse environmental impacts from the water efficiency measures. Unintended adverse environmental impacts is defined to include, but are not limited to, impacts on climate change, net effect on carbon sequestration, increased erosion, and impacts to stormwater runoff.

CPSA had worked with the member's office to have pool covers included within the rebate identification as an outdoor water efficiency measure. CPSA supported the measure and will support any attempt next year to have this legislation passed.



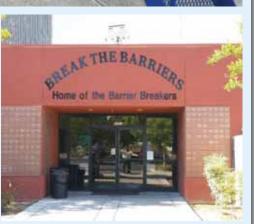
Two bills that did pass the policy committee deadline that CPSA is supportive of are AB 2486 by Assembly Member Catherine Baker (R-Dublin) and AB 470 by Assembly Member Kansen Chu (D-San Jose).

AB 2486 requires the Contractors State License Board, by January 1, 2019, to update its website to allow consumers to search for a licensed contractor by zip code or geographic locator. This bill will help combat the use of unlicensed contractors operating in the multi-billion dollar underground economy and will help further the Board's mission of consumer protection by making it easier for consumers to get information about licensed contractors in their area. This bill also will support the Board's 2015/2016 Strategic Plan recommendation to develop ways to make their website more user-friendly by providing a search by location function. CPSA is in support of this measure. AB 2486 will be heard in the Senate Appropriations Committee in August.

AB 470 is the bill that CPSA worked closely with the Assembly Member on regarding pool safety and CPSA is now in support of the bill. AB 470 requires newly constructed or remodeled swimming pools at private single-family residences to incorporate at least two of seven specified drowning-prevention safety features. This bill also requires home inspections conducted as part of the transfer of a property with a pool to include an assessment of whether the pool is equipped with adequate safety features. This bill will be heard on the Senate Floor in August.







# Fresno chapter comes to the rescue

#### By Larry Kirkorian

Larry Kirkorian is a member of the Fresno chapter.

In April of this year Larry Kirkorian of the Fresno chapter was contracted about the pool for an organization called Break The Barriers. This is a non profit that has many different programs for both children and adults of varying abilities and has been very successful in improving and enriching the lives of those they touch.

Upon inspection of the pool Larry contacted some Fresno chapter members for input and help regarding some repairs and upgrades needed. Lee Shepard and Gary Cullins along with Larry Kirkorian then approached the chapter for ideas and financial assistance. The Fresno Chapter once again stepped up and offered some financial help, along with Hayward Pool Products substantially reducing the cost of a liquid chlorine and acid feeder, and Larry, Lee and Gary not only installing the unit but doing some other minor repairs as well.

Once the unit was installed we then noticed the pressure relief sys-

tem on one of the sand filters was broken so we made a call to Mike Solakian of Val Pak who donated the needed parts for repair. During the discussions of this at the chapter meeting Dave Shepard of HASA heard what we were doing and felt that it was a very good cause and he generously donated chlorine for 4 months! While much more work is still needed we were able to help them better care for the pool chemistry and will be approaching a plaster and deck company in the near future to help with those needs as well!

DO NOT HOLD
DATED MATERIAL



# Inside This Issue

RELURN SERVICE REQUESTED Los Alimitos, CA 90720

10842 Noel Street, #107

#### THE IPSSAN

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

Executive Editors:

Marc Cannon, Brian Duncan, Bob Nichols, Eric Nielson, Ivan Vance

Managing Editor: Amy Nijjar

Graphics and Production: Kim McGill

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

Copyright ©2016 Independent Pool and Spa Service Association. All rights reserved under state federal and international laws. No part of this publication may be reproduced by any mechanical, photographic or electronic process, nor may it be stored in a retrieval system, transmitted or otherwise copied (except members of the Independent Pool and Spa Service Association may copy all or part of this publication exclusively for personal use or use in the operation of that member's pool and spa service business other than a publication) without prior written permission from the publisher. For permission to make photocopies, contact the IPSSA Executive Office at 888-360-9505.

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

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.

# Mike Aaron wins the June Education Corner quiz

Mike Aaron, a member of the Ontario/Rancho Cucamonga chapter, was selected randomly among all of the correct entries for the June Education Corner Quiz and will receive an IPSSA shoulder bag & backpack. All correct entries submitted during 2016 are eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the June guiz are 1. What is the volume of a rectangular pool that is 20 feet by 40 feet with an average depth of 5 feet? A. 4,000 sq.ft. B. 4,000 cu.ft. C. 20,000 gallons D. 800 sq.ft., the correct answer is b) 4,000 cu.ft. 2. The acceptable Saturation Index range is: A. -0.5 to +0.5 B. -0.3 to +0.3 C. -0.2 to +0.2 D. -0.1 to +0.1, the correct answer is b) -0.3 to +0.3. 3. The pH scale is logarithmic which means that

orne

.10, the correct answer is b) 10. rect answer is d) 13.0.

each whole number on the scale 4. The pH of liquid chlorine is this many times the previous (sodium hypochlorite) is: A. 9.0 number. A. 1 B. 10 C. 100 D. B. 10.0 C. 11.0 D. 13.0, the cor-

### **Calendar of Events**

**IPSSA Board of Regional Directors Meeting** Aug. 6 Doubletree by Hilton Hotel LAX, El Segundo, CA 10am/info@ipssa.com

Aug. 11-12 **CPO Class** Superior Pool Products, Anaheim, California

http://www.anotherperfectpoolnews.com/cpo

Aug. 25-26 **CPO Class** Superior Pool Products, Canoga Park, California http://www.anotherperfectpoolnews.com/cpo

Sept. 29-Oct. 1 Pool Industry Expo Monterey Convention Center, Monterey, CA

www.poolindustryexpo.com Oct. 19-21

**World Aquatic Health Conference** Sheraton Music City, Nashville, TN www.thewahc.org

Oct. 29 **IPSSA Board of Regional Directors Meeting** The D Hotel, Las Vegas, NV 10am

info@ipssa.com

Int'l Pool Spa Patio Expo Oct. 30-Nov. 4 Ernest N. Morial Convention Center, New Orleans, LA

www.poolspapatio.com

IPSSA Leadership Weekend Feb. 3-4, 2017

> Wyndham Anaheim Garden Grove, Anaheim, CA info@ipssa.com

## **WELCOME NEW MEMBERS!**

REGION 1 - Sacramento City: Richard Chaney... **REGION 3 – San Fernando Metro:** Kamran Nikzad... REGION 5 - Central Orange County: John Lamp... **REGION 8 – East Valley:** Roland Bates, Kerry Clinite, Alex Kalogianis, Michael Lloyd, Bill Potter, Heath Prestridge, Timothy Tjepkema... Western Las Vegas: Raymond Samlow... REGION 9 – North Austin: Josh McDermott.

## **IPSSA** is on Facebook!

Visit our page www.facebook.com/ipssa



# Financial office thanks chapters with prompt payments

The Financial Office thanks the following 57 chapters, whose members all paid promptly in June before second notices were required:

Region 1 – East Contra Costa, El Dorado, Elk Grove, Gold Country, Modesto Central Valley, Tracy

Region 2 – Central Coast, Conejo, Fresno, Ventura

Region 3 – Foothill, San Fernando Metro, San Gabriel Valley

Region 4 – Central Los Angeles, East Long Beach

Region 5 – Anaheim, Dana Point, Huntington Beach, Orange Coast, OCPP, Orange County #9, Saddleback, Tustin/Irvine

Region 6 – Corona, Hemet, Menifee Valley, Redlands, Riverside

Region 7 – Carlsbad, Escondido, North County Coastal, Rancho Del Mar, San Diego

Region 8 – East Valley, Henderson, North Phoenix, Northwest Las Vegas, Tucson, West Valley, Western Las Vegas

Region 9 – Corpus Christi, Houston, North Houston, West Houston

Region 10 – Fremont, Mid Peninsula, Monterey Coast, Redwood Empire, Silicon Valley, Tri Valley Region 11 – Cape Coral, Gold Coast, North Georgia, Sarasota,

Treasure Coast, Venice Region 12 – Waxahachie

\* 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 SEPTEMBER 20, 2016.

- 1. Total alkalinity controls pH and pH controls the killing power of the chlorine or bromine.
  - A. True
  - B. False
- 2. The pH of the water determines how much HOCl and OClyou have.
  - A. True
  - B. False
- 3. Which of the following is not a result of high pH?
  - A. Scale formation
  - B. Cloudy water
  - C. Corrosive water
  - D. Eye and skin irritation
- 4. Removing water from a vinyl-liner pool causes the liner to contract.
  - A. True
  - B. False

Name Address \_\_\_\_\_ \_\_\_\_\_ State\_\_\_\_\_ Zip \_\_\_\_\_ City\_ Telephone Number (\_\_\_\_) Chapter \_ Correct Answers: 1. 2. 3. 4.

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

Mail Entry to:

IPSSA Quiz, 10842 Noel Street, #107, Los Alamitos, CA 90720 Or Fax to: (888) 368-0432

Entries for this month must be received by <u>SEPTEMBER 20, 2016</u>.

# West Houston Make-A-Splash event



**Gold Medalist Rowdy Gaines** 



**Gold Medalist Cullen Jones** 



West Houston President Earl Jones

#### By Earl Jones

Earl Jones is the President of the West Houston chapter.

West Houston IPSSA Chapter was invited to help spread the word on water safety at Thompkins High School Natatorium on April 22nd with the USA Swimming Foundation Make A Splash Tour presented by Phillips 66. Gold medalist Rowdy Gains and Gold Medalist plus World Record

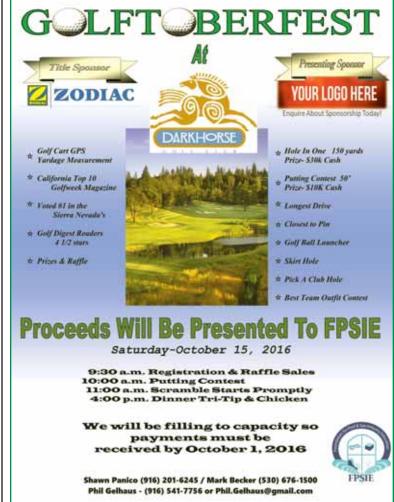
holder Cullen Jones were on hand to teach more than 60 children to swim. Rowdy Gaines stated "I care about all Water Safety and will be happy to help IPSSA with keeping the water safe, just call me." West Houston President Earl Jones handed out CPR Safety cards and several other water safety brochures. On May 14th we also attended the Katy Aquatics Make A Splash Event at the Cinco Ranch

Natatorium. For 4 years now we have been manning a booth on CPR and Water Safety. This event brings an opportunity for us to not only introduce IPSSA to the community but to educate the public on safety issues such as gate closures, and electrical issues and give vital instructions on CPR methods. This year there was over 150 children that attended and over 80 children had their 1st swimming lesson.



# IPSSA Leadership Seminar and Banquet

February 3-4, 2017
Wyndham Anaheim Garden Grove
Anaheim, CA
Save the Vate!



# **CPO Class**

To find a CPO Class near you visit

www.anotherperfectpoolnews.com/cpo

#### **IPSSA NATIONAL REBATE**





Buy a Jandy Pro Series Variable-Speed Pump and get

# \$75CASH BACK

Offer Valid for Purchases Made August 1- Septembert 31, 2016 Includes All Variable-Speed Pumps

# **PLUS**

Zodiac will donate \$2.00 for every Variable-Speed Pump purchased to IPSSA's Educational Scholarship Fund.

#### 1. IPSSA Members Only Complete Promo Form.

2. Attach Distributor Invoice:

Detach and return complete promo forn

A copy of your distributor invoice must be attached to collect rebate.

3. Submit All Completed Materials to:

Zodiac Pool Systems, Inc.

ATTN: Variable-Speed Pump Rebate, IPSSA Members Only 2620 Commerce Way, Vista, CA 92081

You may also email or fax your submission: eMail: rebates@Zodiac.com | Fax: 877.327.1403

**Terms and Conditions:** Offer valid for purchases made August 1 through September 31, 2016. Distributor invoice(s) must accompany each promo form. Offer valid in U.S. only. Not valid with any other special prices, discounts, or coupons. This promotion cannot be combined with any of Zodiac's incentives programs, or any other offer.

Promo form and qualifying invoice must be submitted within 30 days of purchase. Multiple submissions can be combined and mailed together as long as each submission is stapled/paper clipped separately, or emailed or faxed together. To receive rebates, each corporate and non-corporate business must be registered with Zodiac, receive a membership number, and have on file a completed W-9 Taxpayer Information Form. All non-corporate members will receive an IRS Form 1099—Misc (Miscellaneous Income) each year from Zodiac for for all rebate activity.

Zodiac Premium®#:		
Dealer Name:		
Billing Address:		
City:	State:	_ Zip:
Phone:		
Email:		
Shipping Address (if different):		
Citv:	State:	Zip:

**IMPORTANT!** Invoice must be attached to this form when mailed. Rebate will be payable by check. Please allow 6-8 weeks for delivery.

©2016 Zodiac Pool Systems, Inc. ZODIAC® is a registered trademark of Zodiac International, S.A.S.U., used under license. All other trademarks referenced herein are property of their respective owners. 0716

# What is the Certified Pool/Spa **Operator® Certification Program**

CPO® certification courses are designed to provide individuals with the basic knowledge, techniques, and skills of pool and

Call for a free estimate!

spa operations. The Certified Pool/ Spa Operator® certification program has delivered more training than any other program in the pool

714-628-9494

and spa industry since 1972, resulting in more than 342,623 successful CPO® certifications in 86 countries. Many state and local health departments accept the CPO® certification program.

Instructors receive comprehensive training and certification to teach the CPO® certification program. These instructors represent every segment in the aquatics industry including operators, health officials, service professionals, builders, manufacturers, property managers, retailers, and academicians. This training has helped protect millions of swimmers by reducing hazards at aquatic facilities.

#### **Course Information**

The CPO® certification program requires participation in either a two-day class (14-16

hours) taught by a certified instructor or the blended format that combines the online Pool Operator Primer<sup>TM</sup> and one day of the Pool Operator Fusion<sup>TM</sup> class of instruction.

The CPO® certification program includes pool and spa chemistry, testing, treatment, filtration, maintenance, automatic feeding equipment, and government reauirements.

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

The CPO® certification is valid for five years.

#### **Course Benefits**

- Proven educational tool
- Widely accepted by local and state authorities
  - · Covers topics necessary for



pool operators including a section for local and state codes

- Comprehensive handbook that is updated regularly
- · All courses are taught by NSPF® certified instructors
- The CPO® certification is recognized nationally and internationally
- Gives participants a better understanding of the operator's role in pool care, management and risk reduction
- The CPO® Certification program is now eligible for IACET Continuing Education Units (CEUs)

Visit www.nspf.org for more information.

# **OPTIONAL COVERAGE**

Higher Liability Limits Remodeling Coverage

arrow insurance service

(800) 833-3433 DOI License No. 0510559

## **Education Quiz**

Try the **Education Quiz** on page 2

# **FOR MEMBERS**

**Increased Life Insurance Limits** 

Partnering with IPSSA members since 1988

Serving most of Southern California

"I got my referral fee. I installed the equipment. The pebble looks

fantastic. My customer is thrilled. Nicely done Alan Smith Pools!" Anthony Lopiccolo, 15 years in the pool industry —

North OC IPSSA Member

"I have pools in my route that have been plastered by many

different plastering companies. I could always count on a quality,

consistent job when Alan Smith Pools was the contractor." Jim Oliver — IPSSA Central Orange County Member

"It doesn't matter who plastered my customer's pool, if there is

ever an issue with the plaster, I can make a quick call to

Alan Smith Pools and they will come out and try to help me fix it.

Great company and friendly people!"

Barton Ashworth, Ashworth Pool Care — Anaheim CA

Got Protection?

**Use Beautec® - The Strongest Scale-Stain-Salt Cell** and Surface Cleaner / Preventive . . . Ever Developed.

Beautec® is the only product in the pool industry that provides total scale control - calcium and hard silicates. Beautec® also prevents iron, copper and manganese metal stains and helps remove existing buildup.

- Maintains tile surfaces continuously clean and scale-free.
- Cleans and protects pool filter, piping, heater tube bundle, valves, auto-leveler unit, moving parts, and salt generator cell.
- Controls calcium levels to 1,000 ppm and silica up to 300 ppm.
- Advanced industrial formula without phosphates and acids.
- Upgrade your customers to a total water and surface care system.
- Average monthly cost of \$2.50 (per 10,000 gals) per pool.
- Let Beautec® be your new profit center.







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

Tel: 1-800-289-7660

Fax: 1-800-440-7660

www.easycarewater.com

Made

# The Terry Cowles **Memorial Award**

In 2006 IPSSA, Inc. initiated the Terry Cowles Memorial Award. This award will be given each year to the IPSSA member who best meets the criteria outlined below.

- Demonstrated professionalism
  - Service to IPSSA
- · Assistance to others in the pool and spa service industry
- · Contributions to his or her community

Terry Cowles was a longtime outstanding member of IPSSA was involved in the creation of the IPSSA Benevolent Fund.

The award consists of an inscribed plaque and complimentary dinner tickets, hotel room for the recipient and a guest to attend the next annual IPSSA leadership banquet, and a check in the amount of \$1,000.00. The award is presented at the IPSSA leadership banquet.

#### **Procedure**

Each IPSSA region is eligible to nominate a member for this award. Nominations should be delivered to the IPSSA, Inc. Executive Office using the designated nomination form not later than October 20 for consideration and selection at the November BORD Meeting. Nominations must be received no later than October 20, 2016.

# Tips on pool drought prevention California

Water stored in artificial sources are susceptible to evaporation, and pool water is no exception. In California, summer time is characterized by rapid drying out of water sources. Pool drought is a phenomenon that has hit the airwaves over recent times, despite efforts to curb the menace. As a pool owner, there are several steps you could take to ensure your pool is not another statistic in the pool drought category. Here are tips on pool drought prevention.

#### Understand the value of pool covers

Pool cover usage can never be overemphasized, as they are the most direct way of preventing pool drought through evaporation. According to research, a pool cover can lower the pool evaporation rate by up to 90 percent.

Pool covers can take a variety of forms, one of the most effective ones being the solid covers, which typically seal the water surface, thereby suppressing evaporation. Similarly, foam covers float on the water surface, protecting the water from direct exposure to wind and sunlight.

Continued on page 20

See Page 22 for

Seminar Schedule

# **IPSSA CODE OF ETHICS**

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

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

IDSSA IDSSA IN INDEPENDENT OF THE PROPERTY OF

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

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

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





650-323-7743

Register Online At:

ww.poolindustryexpo.com

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

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

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

- Aquatic courses
- Electrical safety courses
- Occupational safety courses
- Environmental management courses
- Depart of Transportation courses
- Healthcare courses

• Employment law courses

Plus three courses are available in Spanish.

It's easy to enroll. Visit www. ipssa.com and under the Resources tab click on Online Training Store to see all that is offered.

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

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



Answers to recent questions asked to IPSSA's insurance broker

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

The month's question is from a member in Region 2.

#### **Question:**

My client is in the middle of a divorce. His wife is refusing to let their toddler visit him because she says the pool presents a risk of drowning. In response my client bought a deck-mounted pool alarm and I filmed and narrated a video on his cell phone while he threw some objects into the pool so we could demonstrate to her how well the alarm works. Now I received a call from the wife's lawyer asking me a bunch of questions about the alarm, along with an affidavit that says the alarm is working properly. I'm beginning to think I'm getting in too deep into this situation. What do you suggest?

#### Answer:

In my world nice guys get sued by assuming liability that they otherwise wouldn't have. I recall the case where a pool tech helped a customer close a gate that was stuck. During the process of pushing and pulling the gate, part of the customer's finger was severed. Of course the customer hired a lawyer and sued the pool tech. The case was settled, but not without a very large payment.

A pool tech generally has no liability for a defective product that the customer purchases unless the pool tech knows, or should have known, that the product is defective. That would have been the situation with the deck-mounted pool alarm. But you are assuming liability by demonstrating the safety of the alarm. It is reasonable to expect that the wife would rely on your representations. Moreover, signing an affidavit attesting to the adequacy of the alarm is a statement that the alarm is an adequate safety device – one in which the wife can count on to protect her child. We call this "evidence".

I suggest you call your customer and tell him that you aren't going to get involved in the dispute between he and his wife. You shouldn't sign the affidavit and make no statements regarding drowning prevention or the increased safety associated with pool alarms. Pool servicing is tough enough without assuming unnecessary liability by being a nice guy.

## **CPO Class**

To find a CPO Class near you see Calendar of Events on page 2 or visit www.anotherperfectpoolnews.com/cpo

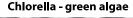


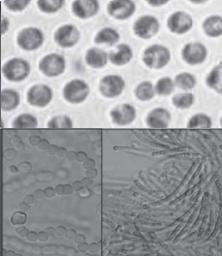
# Got Algae? Use Algatec® . . . The Green, Yellow (Mustard), and Black Synergistic Algaecide.

Kills green and yellow algae in just 4 to 24 hours! Powerful algae removal with NO chlorine loss.

Algatec® provides superior cleanup; especially in chlorine and salt cell pools, due to it's powerful killing action with chlorine products. Algatec® outperforms other algaecides, enzymes, and costly phosphate removers that seek only to control algae growths.

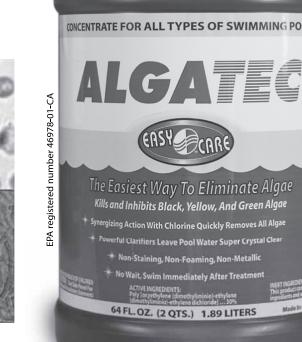
- Kills green and yellow algae with minimal brushing.
- Eradicates black algae (fungi) within 7 to 10 days.
- Fast cleanup action with chlorine ... without chlorine loss.
- Salt cell chlorinator friendly will not interfere.
- Swimmers can use pool immediately.
- Algatec<sup>®</sup> is FREE of copper, sodium bromide, quats, silver and ammonia that may stain or consume chlorine.





blue-green algae

Oscillatoria blue-green algae





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

Fax: 1-800-440-7660 Tel: 1-800-289-7660 www.easycarewater.com

Algatec™ is a trademark of McGrayel Company, Inc. Algatec™ is manufactured with components that are made in the U.S.



ful Clarifiers Leave Pool Water Super Crystal Clea

# Hayward Industries, Inc. acquires Kripsol Group

Hayward Industries, Inc., a leading global manufacturer and marketer of residential and commercial pool equipment, has announced it has acquired Kripsol Group, headquartered in Yuncos, Spain.

"We've had a long standing relationship with Kripsol and are delighted to add their portfolio of products and management talent to Hayward. This combination also fulfills our strategy of manufacturing close to our customers," said Clark Hale, President of Hayward Industries.

Founded in 1988 in Madrid, Spain, Kripsol markets its products around the world under the Kripsol and Fiberpool brands. Kripsol manufactures a broad line of products including pumps, filters, ladders, lights, salt chlorinators, and controls. Miguel Garcia Sánchez, General Manager of Kripsol, expressed his enthusiasm for the transaction, "This will provide a positive transformation for our company and

### **ONLINE TRAINING**

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

employees. Joining with a global leader enhances our ability to serve our customers in Europe, the Middle East and the rest of the world." Kripsol will continue to operate as a separate entity.

## Chapter presidents: make sure we have your email address!

Chapter presidents, please make sure the IPSSA Financial Office knows your current email address. Every Friday, the Financial Office puts out emails to each president, notifying you of chapter membership updates. If you do not have email we do try to leave a phone message, but prefer to send emails becauses it is a written record.

Also if you do not have Melody's email it is membership@ipssa.com Please make sure you mark it as a safe email to receive from, to be sure you do receive these notifications.

Also if you prefer to receive your chapter rosters by email instead of postal mail, they can be sent as either a PDF or an Excel file.

Just let Melody know. Thanks!



campaign dedicated to funding exceptional learn-to-swim programs for people of all ages

It is well documented that swim lessons promote good health and save lives. Your donation will make a life-long difference by teaching people to swim.

- ▶ More people name swimming as an activity they'd
- ▶ Since 1980 the obesity rate among children has tripled.
- ▶ 1 in 3 American men and nearly 40% of women report no leisure time or activity.
- ▶ Nearly 50% of Americans are afraid of water
- Drowning is the leading cause of death in children ages 1-5 years. ▶ 3800 drowning deaths and 5700 near-drowning
- related injuries each year.
- ► The CDC reports an 88% reduction in drowning risks in children ages 1-4 if they learn to swim

- ✓ Reduce the risks of drowning
- Add fun aquatic activities for the entire family
- ✓ Begin the legacy of generations of swimmers

#### Donate swim lessons today

- ✓ It's tax deductible!
- ✓ Online: www.stenintoswim.org ✓ Phone: 719-540-9119
- ✓ Mail a check payable to National Swimming Pool Foundation; 4775 Granby Circle Colorado Springs, CO 80919



For Fun. For Family Safety,





# PEP BRANCHES

ANAHEIM 160 E. Liberty Ave Anaheim, CA 92801

714-738-9038

CATHEDRAL CITY 68370 Commercial Rd Cathedral City, CA 92234 760-202-9075

**EL CAJON** 1908 Friendship Dr. #B El Cajon, CA 92020 619-562-0313

LONG BEACH 6979 Stanley Ave Long Beach, CA 90805 562-333-4989

**ONTARIO** Ontario, CA 91761 909-969-2260

PALM SPRINGS 1301 Montalvo Way #5 760-969-7378

SAN DIMAS 563 Terrace Dr San Dimas, CA 91773 909-305-9839

VISALIA 9636 W Grove Ave Visalia, CA 93291

AUSTIN 407 Radam Ln #B & C 512-707-0109

CORONA 2855 Ragle Way Corona, CA 92879 951-479-4670

HOUSTON 10610 S Wilcrest Dr Houston, TX 77099 281-568-1113

**MURRIETA** 41610 Reagan Way Murrieta, CA 92562 951-600-7180

**OXNARD** Oxnard, CA 93030

805-288-5226

RIVERSIDE 1119 E Alessandro Blvd 951-653-1490

SAN FERNANDO 630 Jessie St San Fernando, CA 91340 818-365-8481

SAN JUAN **CAPISTRANO** 33046 Calle Aviador San Juan Capistrano, CA 92675 949-373-0010

VISTA 1270 Distribution Way Vista, CA 92081 YUCAIPA 31129 Outer Highway 10 S Yucaipa, CA 92399

**BAKERSFIELD** 

12556 Jomani Dr. Ste C Bakersfield, CA 93312

661-679-1193

DUARTE

1862 Business Center Dr.

Duarte, CA 91010 626-359-1918

LIVERMORE

6277 Preston Ave

Livermore, CA 94551 925-449-4259

N. AUSTIN 16300 Central Commerce #4 Pflugerville, TX 78660

512-251-0400

PALM DESERT

Palm Desert, CA 92211

760-776-1366

SAN ANTONIO

15501 Capital Port

210-479-0032

# **IPSSA Membership qualifications**

To qualify for membership, you must meet the following standards:

Be self-employed or employed in the pool and spa service and repair business and derive more than 50% of your income from it.

Attend as a prospective member three out of four meetings of the chapter you seek to join (the one in the closest proximity to your route). Go to ipssa.com to find the chapter nearest you.

Agree to and participate in sick route coverage pursuant to your chapter's Standing Rules.

Maintain liability insurance. IPSSA members may obtain group liability insurance through an IPSSA-affiliated company. Go to ipssa.com/join for more information on insurance.

Pass IPSSA's Water Chemistry Certification Examination. Check the information at ipssa.com for

**INSTALLATION** 

**RESULTS** 

**CLIENT SATISFACTION** 

Just pop the INSTANT FROG

in the skimmer basket and you're done!

Your clients will enjoy cleaner, clearer water for months

while using up to 50% less chlorine.

INSTANT

**FROG®** 

more details on the exam.

Meet any additional requirements as may be required by IPSSA Inc. or your chapter.

All IPSSA members are encouraged to maintain current business and professional licenses required in their geographic locations.

No chapter in your area? It only takes ten people to start a new chapter. Please contact the regional director for information

and assistance.

# How do I apply for membership?

Contact the chapter nearest your route for specific information on its requirements. This may include an online test or oral interview. Membership applications are only available through the chapter.

## What is the cost of joining IPSSA?

Initiation fee (set by each chapter) and monthly fees, which include chapter dues, insurance premiums and other fees.

## **COMMERCIAL TRUCK INSURANCE**

Now Available to CA, TX & FL IPSSA Members.

CALL US FOR A PREMIUM QUOTE

**Arrow Insurance Service** 

arrow insurance service

(800) 833-3433

DOI License No. 0510559

Swimming Pool Insurance Specialists Since 1982

# **Specialty Tools for the Pool & Spa Professional!**

#### **CORD STOPPER**



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

### SUR CHEK LEVEL

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



### **HYTEC FIBERGLASS SANDING TOOL**



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

### **AQUA WRENCH TOOLS**

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



**G&P Tools, LLC** 

573-431-6998

Made in the USA

www.gandptools.com



# deck-o-seal.

POOL DECK PRODUCTS

# HS-1SL

One-Part, Self-Leveling Sealant

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



A Division of **W. R. MEADOWS, INC.** P. O. BOX 337 - Hampshire, IL 60140 **Phone: 800-542-POOL** 

Fax: 847-214-2268

Email: sales@deckoseal.com

₩@deckoseal

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

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



# Non-Profit Requesting Proposals for a 'Learn To Swim Index'

# Index Will Lead to Growth of Aquatics Industry

Foundation® (NSPF®) seeks proposal by August 31, 2016 to create a "Learn-to-Swim Index" (LTS Index) that tracks how many people complete formal swim lessons in the United States. Proposals will describe the experience and methodology a Principal Researcher will use to create the Index that represents the number of individuals who learn to swim from formal lessons.

Currently, there is no index that measures the effectiveness of the aquatic industry's combined efforts to create more swimmers. Numerous organizations would benefit from an LTS Index; swimming schools will be able to better

The National Swimming Pool gauge their program's growth versus the national or regional index, companies can compare product and service growth rates, and learn-to-swim supporters will be able to gauge if the investment is yielding a positive result. In addition, the LTS index could be compared to other economic indicators that can forecast future growth or contraction trends.

Measuring the number of new swimmers created each year benefits everyone from the swimmer to those that provide equipment and services. Swimming and water association can help people of all ages live healthier and happier lives. Further, learning how to swim in a formal lesson can

reduce the chance of childhood drownings by 88%.1 Water participation also builds demand for aquatic facilities and residential pools and hot tubs, which results in greater economic strength for a health-focused industry.

"Market research presented at the 2015 World Aquatic Health™ Conference shows that a person who is proficient in the water is two-times more likely to become a member at an aquatic facility or purchase a swimming pool or hot tub compared to someone who is not proficient," said NSPF, CEO, Thomas M. Lachocki, Ph.D. He added, "It is about time we started measuring to what degree we are helping more people onto the path

to water proficiency."

NSPF is seeking proposals from qualified individuals or organizations to create the Learn-to-Swim Index. For further information about the request for propos-

als or to submit a proposal please visitwww.nspf.org or call 719-540-9119 and ask for Dolores Malocsay.

Center of Diseases Control and Prevention



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!

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

- teach your child how to swim.
- 2. Install a four-foot or taller fence around the entire perimeter



1. Learn how to swim and of the pool and use self-closing and self-latching gates; ask your neighbors to do the same at their

- 3. Never leave a child unattended in or near a pool or spa and always watch your children closely around all bodies of water.
- 4. Designate a Water Watcher to supervise children in the pool or spa. This person should not be reading, texting, using a smart phone or be otherwise distracted.

Adults can take turns being a Water Watcher.

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

Continued on page 18





## For a cleaner pool you can see and feel.

The new Dorado<sup>™</sup> Suction-Side Inground Pool Cleaner with unique Bristle-Drive<sup>™</sup> Technology combines deep scrubbing action and a powerful oversized vacuum inlet, to remove dirt and debris of all shapes and sizes. Which will help you clean up on sales—and that's nothing to bristle at.

#### More features for more sales.







Oversized Vacuum Inlet



SmartTrac™ Programmed Steering



Bristle-Drive Technology





# Treasure Coast chapter uses IPSSA Matching Grant Program to assist Order of the Arrow

By Allen Schroeder

Allen Schroeder is the president of the Treasure Coast chapter.

It started in December with a call to Allen Schroeder the President of the Treasure Coast chapter of IPSSA and an active member of the Order of the Arrow (The OA for short, is the fraternity of the Boy Scouts of America.). "We're doing the food for the OA Section Conference April 8-10. Figure on 1,000 people attending. It will be at Camp Elmore in Davie, FL."

Mind you that in 2008 Hurricane Wilma totally destroyed the camp. A tornado from her leveled all but a few buildings including the dining pavilion and kitchen. So now the challenge was on, how to cook for 1,000 people without a kitchen? Ideas were thrown around between the key cooks: Jorge Leon, Jose Quintero, Allen Schroeder, Head Cook Charlie Yost, and Food Coordinator Moose Pedersen. At the time, the cooking facilities available were limited to a tent with a 3 burner camp stove, two 48" gas grills, three single gas burners, and three charcoal smokers. The menu was set: Nachos Friday night, pancakes and sausage for Saturday breakfast, meatball subs at lunch and smoked pork loin with baked beans and cole slaw for supper. Then hot sausage, egg and cheese croissants for Sunday morning instead of a traditional continental breakfast. A month before the event one of the grills was taken away from the cook staff to be used for a concession stand, so what now. A comment was made, if we only had a stove like they have at that other camp we frequently use.

Then Allen remembered the IPSSA matching grant program. Calls were made. First to Region 11 Director Derric Raymond, then to Jason Lehmann CFO of IPSSA, can the chapter donate a stove? It was determined this was a doable donation. At the chapter meeting it was brought up, discussed and voted on. All members unanimously agreed to sponsor a purchase of a commercial stove for the Boy Scouts. The forms were filled out and processed, and a stove was delivered to the Boy Scouts to use for their Section Conference.

Following the Conference, key leaders informed Food Coordinator Moose Pedersen that they were shocked by the meals that were prepared without a formal kitchen. They praised the staff on the quality, quantity and warmth of the food for the entire weekend. The leaders also informed him that supper was served to 875 people! And in only eleven minutes! Again they all thanked Treasure Coast IPSSA for a monumental addition to the organization that will be used for years to come.



Phil Engleman(left) and Brad Schmidt(right), Associate Lodge Advisors look on while Lodge Chief Mike Brignola thanks Allen Schroeder, President of Treasure Coast IPSSA chapter as Lodge Advisor Bill Gillaland (center) adds his blessing.

# **Education Quiz**

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

And Win a Prize!



# INT'L POOL | SPA | PATIO EXPO 2016 WHERE IT ALL COMES TOGETHER



The International Pool | Spa | Patio Expo (PSP) is where service techs come to hone their skills. If you need APSP service certification credits, CPO course certification or just want to polish your general business skills, the PSP has all the SERVICE courses you need.



**EXPO:** NOV. 2 - 4, 2016

**CONFERENCE:** OCT. 30 - NOV. 4, 2016

**ERNEST N. MORIAL CONVENTION CENTER NEW ORLEANS, LOUISIANA USA** 

www.PoolSpaPatio.com

- LEARN tips and techniques that make your job easier
- SHARPEN your technical knowledge
- EXPAND your certifications
- INCREASE your company's profitability

If you service or repair pools/spas, there is only one event that offers this level of education. Make plans to attend.

## Register at www.PoolSpaPatio.com to receive FREE Expo Only admission.

During the online registration process, enter AD10 when asked to enter a discount code. Discounts not applicable to MA or NEM registrations. Discounts apply to new registrations only; no refunds issued for pre-existing registrations.

This show greatly exceeded my expectations. We found insights and innovations to lower

chemical costs for the pools we service. I highly recommend this show to anyone in the industry!

- Brian Belflower, Executive Blue Pools











# NC Brands representation updates

Following the acquisition of SeaKlear and a company name change at the end of May, NC Brands L.P. (formerly Natural Chemistry) announces the following company representation additions:

#### NC Brands new hires

• Greg McFadzen: to the position of Long Island and Northern



Greg McFadzen

New Jersey representative. Greg was hired in late June. Greg joins NC Brands with over 12 years of pool industry sales experience.

• Heather Ansell: to the position of Mid-Atlantic Regional



**Heather Ansell** 

Manager to cover Philadelphia, Southern New Jersey, Delaware, Maryland and Northern Virginia. Heather Ansell has 14 years of pool retail experience in the Philadelphia area, and her start date will be August 1st.

#### Manufacturer's representatives

The following three firms have signed on to represent NC Brands product lines (Natural Chemistry, SeaKlear, Pro Series & Red Leopard) alongside internal NC Brands representatives:

- Atlantic Sales Connection in the Northeast & Mid-Atlantic
- Blake Sales Associates on the West Coast
- Byrd Moreton & Associates in Florida

These three highly regarded rep groups previously represented the SeaKlear line, so their knowledge of the brand and dealer base makes them a great fit with NC Brands. The Atlantic Sales, Blake



and Byrd Moreton teams will work alongside internal NC Brands reps in their respective areas to provide top notch customer service and maximum territory representation

Contact information for NC Brands Customer Service or to contact a local rep: (800) 753-1233

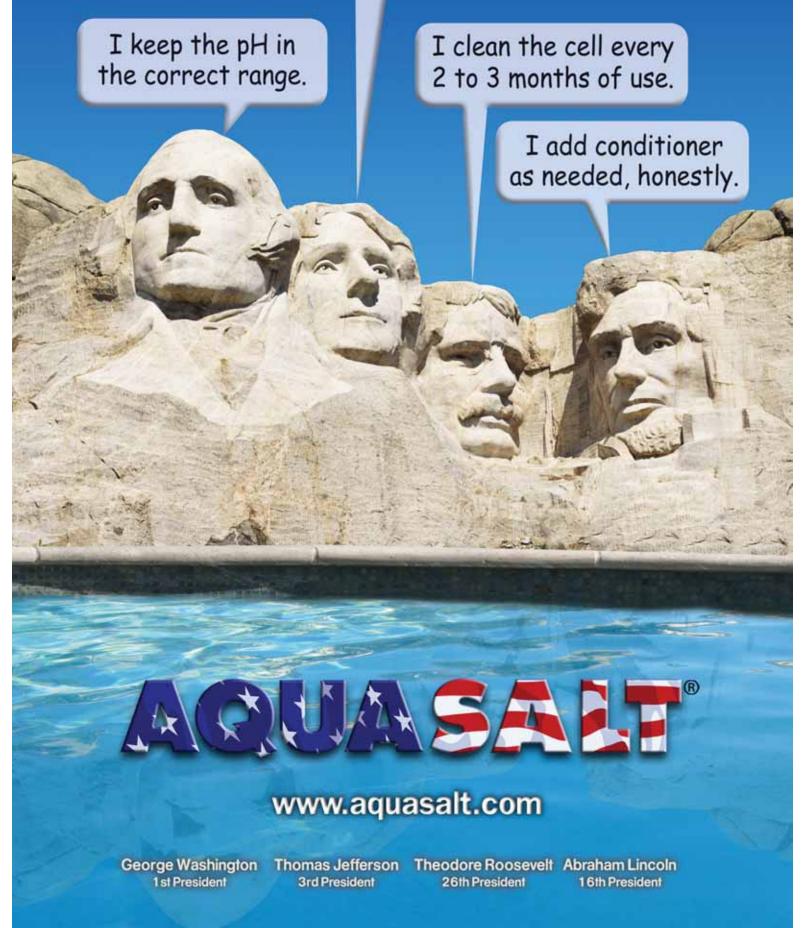
# The IPSSAN subscriptions available to employee members

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





I check the salt level and only use AQUASALT.



# Myths of surge protection exposed

By Edward Lang

Edward Lang is the Marketing Manager for Intermatic Incorpor-

A flash of lightning is what people usually associate with damaging power surges. Did you know this type of a power surge event is the least common? Many people also feel comfortable think-

ing their Ground Fault Circuit Interrupter (GFCI) devices will protect against power surges, but they will not. Here are some facts that will help you be adequately prepared to protect expensive pool and spa equipment against failure due to power surges.

Basically, a power surge is a sudden and unwanted increase in voltage. Surges, whether originating outside or inside of the home, are unavoidable and occur in less than a blink of the eye. It is estimated that 60% to 80% of surges are created just by the normal operation of high-powered electrical devices turning on and off, which is why they are sometimes called "switching surges." Examples of household equipment that can cause switching surges are air conditioners, heat pumps, electric clothes dryers and refrigerators. Damage caused by this ongoing ebb-and-tide of voltage, sometimes referred to as "electronic rust", is only one way in which valuable electronic equipment can be degraded or destroyed.

A second source of power surges is lightning. This is probably the most familiar but certainly the least common. Direct lighning strikes can cause instantaneous damage, sometimes frying circuits and melting plastic parts. Indirect strikes are less dramatic but may have a farther reaching effect, traveling along power lines, telephone lines or TV cables. It is important to understand the cause and effect of power surges in order to defend against them. Now that we know, what can be used for protection?

The best defense is to use a Surge Protective Device, or SPD. There are many different types and protection levels available for various applications. For the protection of pool and spa equipment, Intermatic offers the PS3000 Surge Protective Device. This device typically installs in about 10 minutes on to the pool sub-panel, junction box or spa disconnect and protects equipment downstream of the connection point, such as pumps, heaters, automation systems, lights, sanitation systems and more. It uses TPMOV® technology, an improvement over standard MOV's. A green LED indicator light is constantly lit while the unit is in operation. The PS3000 should be replaced if the indicator light turns off. It comes with a 3-year, \$7,500 connected equipment warranty.

The belief that GFCI's will provide protection against power surges is a common, and potentially costly, misunderstanding. Simple GFCI's don't provide protection against power surges. They are designed to shut down power to an electrical circuit when it detects that current is flowing along an unintended path, such as through water, for example. A common use for GFCI's is in bathroom and kitchen areas inside the home and outside near pools and spas. SPD's are specifically designed to protect electrical systems by absorbing the surge spike and diverting or suppressing it before it can travel further. This prevents overheating or other damage to electrical equipment.

Don't let power surges ruin your family's fun this season. For more information go to www.intermatic.com.

# **An Anniversary Celebration!**

125 YEARS, **125 PRIZES** 



# **Buy Your Favorite Intermatic Products** FOR A CHANCE TO WIN!

To celebrate Intermatic's 125<sup>th</sup> anniversary we are giving away 125 prizes. Starting August 1st simply purchase any of featured products listed below for your chance to find a winning blue ticket.

#### **Featured Products**

- WP3100C Weatherproof Cover
- T101 Mechanical Timer
- DTAV40 Defrost Timer
- PX300 Pool Transformer
- EK4236S Photocontrol
- AG3000 Surge Protective Device
- ST01 In-Wall Timer
- WP5100C Weatherproof Cover
- EK4136S Photocontrol
- T104 Mechanical Timer

Prizes include Intermatic products, gift cards for popular retailers, steak gift boxes and electronics. The grand prize winner receives airfare and hotel accommodations to a destination of their choice!

When you find a blue ticket, visit go.intermatic.com/blueticket, simply upload a picture of the ticket and follow the rest of the directions.

Visit go.intermatic.com/blueticket for more details.







You Tube in Intermatic.com



# **ONLINE TRAINING**

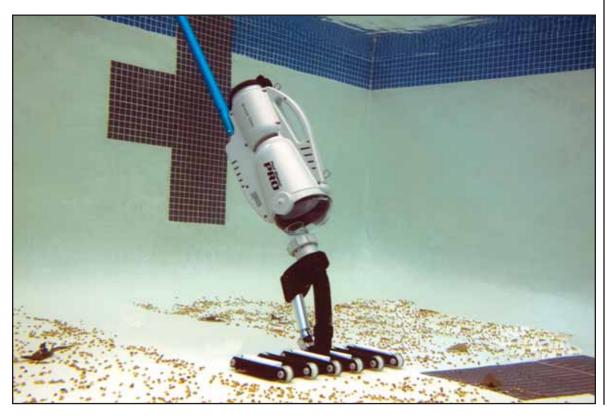
ipssa.com under 'Resources' to find online training courses

**Visit the New IPSSA.COM** 

# Pool Blaster Pro 1500 offers two rechargeable battery packs

The Pool Blaster PRO 1500 is a battery powered cleaner specifically for pool professionals with two interchangeable, rechargeable, battery packs that each provide up to an hour of run time, giving the PRO 1500 up to two hours of vacuuming at a time. Best of all, one battery pack can be charged while the other is in use and features a quick charge charging system. Quickly vacuums debris as large as golf balls and filters small debris with its included micro filter bags. The PRO 1500 is self-contained and can be attached to a standard pool pole or can be maneuvered using the integrated handle for greater preci-

sion. The Pool Blaster PRO 1500 comes with and industrial grade 19" vacuum head/adapter and a flexible vacuum head with 12 Polyurethane Ball-Bearings! The wider more powerful head means greater suction and less time spent cleaning. Comes complete with three filter bags (Reusable X-treme multi-layered Filter, All Purpose, Sand and Silt), and two interchangeable, rechargeable, battery packs. Pool maintenance professionals can forget about messy tangled hoses just to vacuum pools. For more information and pricing call 800-298-8800 or visit www.watertechcorp.com.





From left to right: Paul Ward, Michelle Gomez with the city of Southlake building inspections, IPSSA Tarrant County members Rex Godbee, Will Ainsworth and Dave Boyd.

## Southlake summer kick-off

By Will Ainsworth

Will Ainsworth is the President of the Tarrant County chapter.

The rain held off on Saturday June 4th and turned into a hot sunny day allowing the team members from the Tarrant County chapter to have another successful day at the City of Southlake Summer Kick-Off. We were able to hand out over 125 coloring books and drowning prevention and pool safety information to families and children. Every year

this event seems to get better and better. Paul with the City of Southlake Building Inspections and Compliance Department has a booth setup and ready for us to spread out our information on the table and go to work discussing with parents and caregivers the importance of water watcher tags, safety fences, main drain covers, teaching their children to swim and other drowning prevention measures. We look forward to being there again next year!

# IPSSA is on Facebook!

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





# TO FIND A CPO CLASS IN YOUR AREA

Visit:

www.anotherperfectpoolnews.com

# 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

## The IPSSA Scholarship Fund

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

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

Scholarships will be available in all swimming pool/spa service related areas, including business-related courses at local

community colleges. Scholarships are not available for pool building education. Applications are accepted throughout the year. The Scholarship Committee meets once each year in January. Applications must be received in the IPSSA executive office by December 1st to be considered for a scholarship at that time.

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

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

THE BLOG

IS

**BACK** 

lowing areas:

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

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



an LED lighting company

# arrow insurance service

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

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

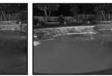
🜌 J&J ELECTRONICS, INC.



# ColorSplash















## XG Series LED Pool Light Fixtures

- Five solid colors and seven light shows
- Corrosion-resistant 316 stainless steel
- High-output LEDs for optimum light output

### **LED Pool Replacement Lamps**

- Seven solid colors and five light shows
- Easily retrofits most pool/spa fixtures
- Best-selling LED pool lamps in the market



■ J&J ELECTRONICS. INC.

6 Bendix, Irvine, CA 92618 • 800.735.4553 • 949.334.8700 • www.jandjpoolspa.com

## Turn your customer's backyard into the talk of the neighborhood.

J&J's color-changing LED lighting instantly transform any in-ground pool into the talk of the neighborhood. Whether customer uses their pool or spa for playing, relaxing or entertaining, Color Splash offers multiple colors and shows to create the ambiance they'll love, all while drastically reducing energy consumption.









# Pentair offers incentive program for IPSSA

By Steve Zorn

Steve Zorn is California regional sales manager for Pentair.

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

Pentair will reimburse IPSSA one dollar (\$1.00) for each whole

good that a member purchases throughout the year. The listing of qualifying whole goods are the same that are listed in Pentair's PIP program, but basically pumps, filters, heaters, heat pumps, cleaners, automation systems, IntelliChlor and colored lights.

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

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

The Pentair Incentive Program dates reflect purchases made from October 1 thru September 30, 2016

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

If dealers have any questions regarding the program, please have them dial 800-693-0171 and speak

with their Program Coordinator.

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









	CD 104-IC	110-
Made for Over 40 Years	✓ YES	✓ YES
Fully Sealed Motor for Long Life	✓ YES	- NO
2 Year Warranty	✓ YES	- NO
Easy to Read Day / Night Dial	✓ YES	- NO

#### order at: www.swimmingpooltimeswitch.com



ALWAYS LIVE CUSTOMER SERVICE AVAILABLE MON. THRU FRI. 9AM TO 5PM E.S.T. HELP LINE: 1-800-775-5862

MANUFACTURED IN THE U.S.A. BY PRECISION MULTIPLE CONTROLS FOR OVER 40 YEARS.



# 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



One of the great things about IPSSA is the underlying commitment to help others in the industry. After all, this association was created on the principle of sick route coverage.

But, many members go above and beyond sick route,

helping other members and their communities. These are IPSSA Heroes.

Tell us your story, or let us know who has helped you. Email us at info@ipssa.com.

## Pool Safely Top Ten Tips

#### Continued from page 9

facility complies with the "VGB accessible. Act."

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

Pool Safely, a national public education campaign supporting the requirements of Section 1407 of the Virginia Graeme Baker Pool and Spa Safety Act, works with partners around the country to reduce fatal child drownings, nonfatal drownings and entrapment incidents in swimming pools and

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



# **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.

#### **NEED HEALTH INSURANCE?**

Compare rates at www.ipssainsurance.com



Millionaire

Pool Man

How To Make

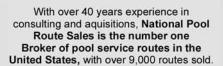
A Million Dollars

Servicing Pools

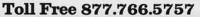
Charles A. Baird

- #1 Pool Route Broker
- Over 9,000 Routes Sold
- National Advertising & Sales
  - 40+ Years Experience
- All Cash Sales Get Top Dollar

### Nation's Oldest & Most Successful **Pool Route Broker Built on Honesty & Integrity**



National Pool Route Sales' customers are supported by ongoing marketing and management consulting. Single point solutions empower customers and create an environment for success and profitability



26479 Rancho Parkway So. Lake Forest, CA 92630 CA #01355049 Licensed Real Estate Broker



200,000 HOTELS • 38,000 DESTINATIONS • 6 CONTINENTS

WELCOME TO TREBECA TRAVEL! IPSSA members now have access to exclusive discounts on popular hotels, top car rental companies, and major cruise lines. Our rates are proven to be, on average, at least 20% lower than other online travel sites. No membership or booking fees.

DON'T FORGET, YOU CAN BOOK FOR FRIENDS AND FAMILY!

#### SAVE ON TRAVEL TODAY

- 1. VISIT IPSSA.TREBECA.COM
- 2. First time users click "Join" and returning users "Log In"
- 3. Start booking exclusive deals for your next adventure!

TREGECO TROVEL



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

PLEASE CALL OR VISIT OUR WEBSITE FOR ADDITIONAL INFORMATION:

877-768-2717 +1-805-620-5060 (outside the U.S.) www.aquastarpoolproducts.com













# The Pool Safely Pledge



### To take the Pool Safely Pledge:

- English: www.poolsafely.gov/pledge

- Spanish: http://www.poolsafely.gov/promesa/



# POOL WATER PRODUCTS OFFERS NEW ONLINE

#### STORE FRONT/eCOMMERCE WEBSITE!

Our online storefront/eCommerce website allows you to:

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

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



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

# IS YOUR POOL BUSINESS DROWNING IN PAPERWORK?

QUICKBOOKS™ slowing you down?

Well...

# THERE IS A BETTER WAY

to organize, automate and grow your pool business.





# DBTTBRS

Letters to the editor must be signed in order to be published, and must be accompanied by an address, valid e-mail address, and a daytime phone number for verification purposes. (Your phone number will not be printed.). Unsigned letters will not be published unless a compelling reason for withholding your name is given. Letters to the editor containing erroneous or unverifiable information will be edited or rejected. No letter that makes personal attacks on someone's character will be published. The editorial staff reserves the right to edit for length or grammar or reject submitted material that does not meet these standards. Letters requiring a response will be held for publication until the response is received.

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

# Startsaving money and water now.

# FIND&FIXLEAKS

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

# American Leak Detection.

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





www. American Leak Detection.com

877.509.5325

To reach a location near you.

Each office indepentently owned and operated.

LEAK DETECTION DESTRUCTION

### **ONLINE TRAINING**

Go to ipssa.com under

**'Resources'** to find online training courses.

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

## Drought prevention

Continued from page 5

#### Repair any leaks

Pool leaks are notorious for causing pool droughts, particularly because they go unnoticed until it's virtually too late. During summer, many will assume that the drying up of the pool is attributed to the hot temperatures but it could be a combination of that and a series of undetected leaks.

#### Keep the pool clean

This may not seem a direct approach to preventing your pool from drying out but in truth, it may prove to be the difference. Over time, a pool that is not cleaned may accumulate a lot of dirt and other forms of contamination, prompting the need to perform a backwash. Backwashing will, one way or the other, reduce water in your pool.

Continued or frequent backwashing will eventually lead to a significant drop in your swimming pool water levels, eventually leading to a pool drought. To avoid this, keep your pool clean through regular routine cleansing methods.

In case of homeowners who have the luxury of a heated pool, the chances of pool drought are double. It might be tempting to frequently turn up the heat when you wish to take a dip, but this may prove costly over time as the temperatures of the waters may lead to mass evaporation, when combined with the sun's heat. As one way of pool drought prevention, it would be advisable to reduce the temperatures of heat, especially through the summer, as this will prevent a case of double evaporation.



Pool route owners do the hard work.

You invest blood, sweat and capital to build a viable business. For years.

Now it's time to reap your rewards, take on new challenges, sail into the sunset.

As former pool route owners, Sealey Business Brokers help owners sell their route, for top dollar in a confidential manner and with clearly disclosed costs.

You close quickly and step into the lifestyle you deserve.



1-844-POOL-RTE www.sealeybb.com







The innovative eXact iDip® Smart Photometer System® is the ONLY photometer that uses 2 way communication with a smart device. With a customizable app; time and date stamp, shared results with GPS location the possibilities are endless. Try the smarter way to water test with our industry leading 30-day money back guarantee.

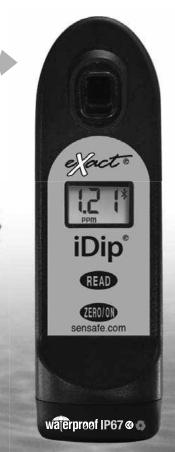
EXACTIDIP.COM

800-861-9712

F P V SENSAFE TUDE ITSSENSAFE

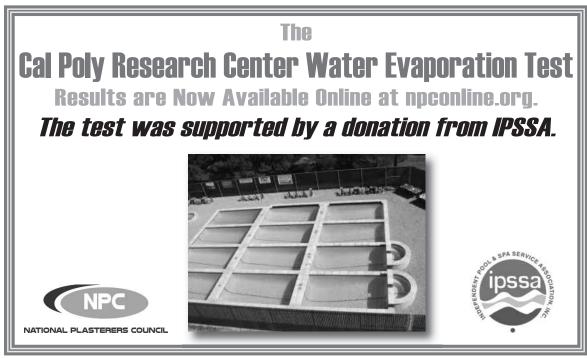
**DOWNLOAD FREE APP** 

HEALTH DEPT COMPLIANT













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

**Referral commissions** on prearranged jobs

714-632-0117 818-886-2111

CountyLeakServices@gmail.com

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

# Stop asking yourself WHY and try Ab-Chem Chlor.



Contact us and ask us where you can find our product

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



Renee Marier, Menifee Valley chapter president won the Service Industry News survey raffle. Here is a photo of Renee sporting the SIN with her picture on the front cover and the \$100 prize received before her chapter meeting.

# Pentair offers new EZ Reel<sup>TM</sup> lane line storage



Pentair Commercial Aquatics is pleased to offer a new innovation in lane line storage that prevents tangles and clumping. EZ Reel<sup>TM</sup> uses a proprietary lead screw technology that provides a traversing guide block sliding side-to-side, keeping lane lines properly aligned while reeling. The unit is made of lightweight, rugged stainless steel with a 1". easy-to-grip captains' wheel at each end to make reeling and transporting simple.

# It pays to designate <mark>ben</mark>eficia<mark>ries</mark>

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

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

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

Call the financial office (888-391-6012) if you are not sure whether or not your Beneficiary Designation Form has been filed. If not, or if you want to change your beneficiary, please call the IPSSA financial office.

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

TX7e have IPSSA logo VV gear available. Call the IPSSA executive office at 888-360-9505 to order!

## **IPSSA** is on Facebook!

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



# **2016 Pool Industry Expo**

EXHIBIT HOURS: THURSDAY 5-8 PM, FRIDAY 2-6:30 PM, SATURDAY 11-3 PM REQUIRED (650) 323-7743 www.poolindustryexpo.com Bonsai 1,2, & 3 Redwood Ironwood Cottonwood **Portola How to Succeed in Pentair Chemical Proper Pool Testing** Repairing and **Mastic Installation** 1:00 to **Customer Service** Renovating **Automation** The Right Way! **Procedures & Use of** 3:00 PM David Hawes Jim Dill **Swimming Pools** Intellichem Standards to Verify **H & H Pool Services** Pentair Deck O Seal **Test Results** Steve Gutai Jandy/ **WR Meadows Industrial Test Systems** Zodiac & **Chlorine Free: Is it Ultra Violet Sanitation Evolution of the David Peterson Low Nox Heaters** 3:00 to **Modern Pool New** Watershape Max-E-Therm for me? 5:00 PM Revenue Consulting **Master Temp Nick Rancis** Delta UV **Opportunities Clear Comfort** Steve Arb Sta-Rite/Pentair **Natural Chemistry CPR - Is Your Business** JXi Heaters **Pool Hydraulics Aqua-Rite Chlorine Basic Water Chemistry** 8:00 to on Life Support? **Balancing Flow Generators (Salt)** and Testing **Install-Troubleshoot** 

Pentair

Pentair

**Pentair Apps and** 

**Online Resources** 

**Basic Electricity** 

10:00 AM **David Hawes** Alex Krajewski Jandy/Zodiac H & H Pool Service **Introduction to Pool Zodiac VS Pumps** 10:00 to **Program 8** 12:00 PM Jason Wise Alex Krajewski **Wise Software** Jandy/Zodiac **Business Roundtable Zodiac General** 12:30 to

Thursday, 09/29/2016

Friday, 09/30/2016

Saturday, 10/01/2016

2:30 PM

2:30 to

**Share Your Stories Automation with** iAqualink 2.0 Alex Krajewski David Hawes H & H Pool Service Jandy/Zodiac **Pool School 101 Zodiac Booster Pump Cleaners** 4:30 PM David Allen

Jandy/Zodiac **Hydraulics (Hydraulica)** 8:00 to "en espanol" 10:00 AM Carlos Gomez **Pentair** Heater (Calentador) Terry Arko 10:00 to Instalacion y Solucion SeaKlear 12:00 PM de Problemas

**Allens Pool Care** 

Carlos Gomez

**Water Chemistry** "en espanol"

Mike Childress Pentair Alex Krajewski Variable Speed **Pump Programming** Pentair Variable Speed **Motor Replacement** Randy Block

**Regal Beloit** 

**PG&E'S Certified Aquatic Equipment Installer Training** Course Michael Orr **FPSIE** 

Hayward

Hayward

and Set-Up

Hayward

**Weird Water** 

**Solutions: The** 

Terry Arko

SeaKlear

**DROUGHT Edition** 

Variable Speed

**Pump: Install and** 

**Troubleshooting** 

**Omnilogic: Install** 

**Phosphates and Enzyme Control for Increased Efficiency Dick Nichols** Genie Pool and Spa Commercial ph/orp

Wayne Ivusich

12 Myths about

Wayne Ivusich

**Taylor Technologies** 

**Water Maintenance** 

**Taylor Technologies** 

**Motor Repair and** 

"Hybrid Motors"

**Pool Light Repair** 

Genie Pool and Spa

**Dick Nichols** 

**Bob Raymond** 

Swimco

Chad McClellan RolaChem **Control Applications** Alpha West

Pentair \*\*\*SEMINARS ARE SUBJECT TO CHANGE OR CANCELLATION WITHOUT NOTICE \*\*\* SPEAKERS VIEWS ARE THEIR OWN AND NOT NECESSARILY THOSE OF POOL INDUSTRY EXPO, INC. \*\*\*CHECK WWW.POOLINDUSTRYEXPO.COM FOR UPDATED SCHEDULE.

# IPSSA CHAPTER LISTINGS

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

For insurance information: call Arrow Insurance (800) 833-3433 / Fax (805) 955-9535 / 2393 Townsgate Rd., Suite 101, Westlake Village, CA 91361, E-mail: ray@arrowinsuranceservice.com

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

CAPITAL VALLEY: (Sacramento): First Wed., 7 p.m VFW, 8990 Kruithof Way, Fair Oaks Pres. 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. Martin Stenhouse (925) 980-4578

## justapoolman@comcast.net EL DORADO

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

Second Wednesday, 7:00 p.m., Logan's Roadhouse, 9105 W. Stockton Boulevard, Elk Grove

Pres. Jerry Marquardsen (209) 747-4953 jerryspoolservice@yahoo.com GOLD COUNTRY First Mon., 6:00 p.m., Max's Restaurant 110 Grass Valley Hwy, Auburn Pres. Allan Leas (530) 887-8074

#### al@townepools.com MODESTO CENTRAL VALLEY:

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

SACRAMENTO CITY Fourth Wed., 7:00 p.m., Plaza Hofbrau 2500 Watt Ave., Sacramento

Pres. Nathan Williams (916) 213-6889 TRACY: Fourth Thurs., 6 p.m., Perko's Café, 1321 W. 11th Street, Tracy 95376 Pres. 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. Kim Silva (916) 955-2990

### **REGION 2 (CENTRAL CALIFORNIA)** B.O.R.D. Member: Manuel Margain (559) 307-1072

E-mail: manuelmargain@comcast.net

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

braisherpools@gmail.com CENTRAL COAST

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

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

# dvs10@live.com CONEJO VALLEY

Second Wed., 6:30 p.m., Superior Pool Products 1200 Lawrence Drive #400, Newbury Park Pres. Michael Flanagan (805) 444-7960 FRESNO: Fourth Tues., 7 p.m. Roundtable Pizza at First & Bullard, Fresno Pres. Norm Carpenter, (559) 217-1228

## ipssafresno@gmail.com SANTA BARBARA

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

VENTURA: Third Tues., 7 p.m. Poinsettia Pavilion, 3451 Foothill Rd, Ventura Pres. Max O'Brien (805) 794-6270 gotomax@att.net VISALIA: Third Wed., 6 p.m.

Amigo's Cantina, 5113 W. Walnut Ave., Visalia Pres. Roman Gomez (559) 992-5779 romangomez1251@yahoo.com

#### REGION 3 (NORTH L.A. COUNTY) B.O.R.D. Member: Terry Snow (909) 982-9962

E-mail: tls.pools@verizon.net

ANTELOPE VALLEY: Second Monday, 6 p.m. SCP Antelope Valley, 4514 Runway Dr., Lancaster Pres. Steven Polovina (661) 236-6095 spgoti85@vahoo.com

#### DIAMOND BAR

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

Third Thurs., 7:00 p.m.; American Legion Hall La Crescenta at Manhattan, La Crescenta Pres. Raul Fernandez (818) 378-9231 SAN FERNANDO VALLEY Third Wed., 7:30 p.m., Canoga Bowl

20122 Vanowen, Canoga Park Pres. Blaine Enbody (805) 529-7562

SAN FERNANDO VALLEY METRO First Tues., 7 p.m., Canoga Bowl 20122 Vanowen, Canoga Park

Web site: www.sfvmetro.com Pres. Eric Nielson (818) 710-1628 willowcreekpools@gmail.com

#### SAN GABRIEL VALLEY

Second Thurs., 7:00 p.m.
PEP, 1862 Business Center Dr., Duarte, CA 91010
Pres. Brian Nies (626) 536-2008

# brian@propoolm.com SANTA CLARITA VALLEY First Thurs., 7:00 p.m.

Vincenzo's Pizza, 24504 1/2 Lyons Avenue, Newhall Pres. Kent Simpson (661) 373-9901

#### **REGION 4 (SOUTH L.A. COUNTY)** B.O.R.D. Member: Jason Briggs

(310) 370-2144 E-mail: jason@paradisepools.biz

#### CENTRAL LOS ANGELES

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

#### EAST LONG BEACH

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

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

#### WESTSIDE

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

WHITTIER: First Wed., 7 p.m. Superior Pool Products in Santa Fe Springs Pres. Tom Horning, (562) 458-2881 tomspoolcare@roadrunner.com

## REGION 5 (ORANGE COUNTY) B.O.R.D. Member: Michael Kei Black

(714) 891-0351 E-mail: mblackels@netzero.com

#### ANAHEIM

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

Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin

# Pres. Mark Harrison (949) 874-8234 maharrison16@yahoo.com

DANA POINT Second Tues., 6 p.m., Coco's, Crown Valley and I-5 Pres. Brian Bottrell, (949) 697-8544

MISSION VIEJO

First Tues., 6 p.m. Claim Jumper, 27845 Santa Margarita Pkwy Pres. Mark Byrne, (949) 690-6381 eternitypool@gmail.com NORTH ORANGE COUNTY

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

#### ORÂNGE COAST

Last Monday, 5 p.m., Carrow's Restaurant Warner & Magnolia, Huntington Beach Pres. Tom Honrath (714) 848-3580

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 ooolperfection 1@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

220 N. Santiago Street, Santa Ana Pres. Rich Foley (714) 974-1514

### YORBA LINDA

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

#### **REGION 6 (INLAND EMPIRE)** B.O.R.D. Member: Scott Peterson (951) 699-8407

E-mail: inssascott@vahoo.com

CORONA: Second Tues., 7:00 p.m., Marie Callenders 160 E. Rincon St. (at Main St.), Corona Pres. Dave Berg (909) 674-1556 / djpoolguy@msn.com HEMET: Third Wed., 6:00 p.m., El Jalapeno

#### 1999 N. State Street, Hemet Pres. Dan Riley V (951) 588-9035 dan@hemetpoolcare.com MENIFEÉ 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., Carrows Restaurant 11669 Foothill Blvd., Rancho Cucamonga Pres. Ron Goodwin (909) 989-0406 good2win@msn.com

PALM DESERT
Third Thurs., 6 p.m./7 p.m., please check with pres.
Sloan's, 81539 US Hwy 111, Indio CA Pres. Matt Kauber (760) 702-0160 salernopools@yahoo.com

#### PALM SPRINGS

First Wed., 6:30 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. Scott Zahn, (951) 966-0592 libertypoolservice@hotmail.com

TEMECULA/MURRIETA Third Wed., 7 p.m., Pat & Oscar's 29375 Rancho California Rd., Temecula

## Pres. Jack Delaney (951) 674-6318

REGION 7 (SAN DIEGO COUNTY) B.O.R.D. Member: Joe Lukacik (619) 561-8587

E-mail: joe.sunpools@yahoo.com

CARLSBAD: Third Wed., 7 p.m. Grandma's Restaurant, 539 Vista Bella, Oceanside Pres. David Talbot (760) 845-6863

#### **ESCONDIDO** Third Wed., 6:30 p.m., Call for location.

Pres. James Leisten (760) 737-3058 jim@blueribbonps.com
NORTH COUNTY COASTAL

#### Third Tues., 6:30 p.m. Brett's BBQ, 1505 Encinitas Blvd., Encinitas

Pres. Jordan Nelson (760) 753-4996 jordan1111@gmail.com RANCHO DEL MAR Third Mon., 5:30 p.m., Tio Leos 3510 Valley Centre Drive, San Diego Pres. Joshua McKee (858) 337-4482

#### josh@makaipools.com SAN DÎEGO

Third Wed., 7 p.m., Mission Valley Resort 875 Hotel Circle S., Mission Valley Pres. Michael Harris (619) 395-6700

## barrowpoolssd@gmail.com SAN DIEGO EAST COUNTY

Third Tues., 6 p.m. Superior Pool Products, 1973 Friendship Dr., El Cajon Pres. Berny Sweeny (619) 244-0496

#### bernvpoker@hotmail.com SAN DIEGO METRO

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

# REGION 8 (SOUTHWEST) B.O.R.D. Member: Marc Cannon

(602) 432-3371

#### E-mail: rescueh2oinc@aol.com

EAST VALLEY

Third Thurs., 5:45 p.m., Superior Pool Products 2350 W. Broadway Rd. #110, Mesa Pres. Mike Lee (480) 786-0687 HENDERSON:

#### First Wed., 7 p.m., Village Pub-Horizon Ridge 10900 S Eastern Ave, Henderson NV

Pres. Forrest Owen (702) 372-7200, poolboys@cox.net IPSSA VIPS Third Wed., 7:00 p.m.
Elk's Lodge #335, 14424 No. 32nd St., Phoenix
Pres. Joe Mischik (602) 290-5547

NORTH PHOENIX Third Tues., 7 p.m., SCP

#### 18201 N. 25th Avenue, Phoenix AZ 85023 Pres. William Goossen (623) 580-9802 goosse-man@cox.net

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

### SCOTTSDALE

Third Mon., 6:00 p.m., NPS Pool and Spa Supply, 4718 E. Thunderbird Rd, Phoenix Pres. Kurt Schuster (602) 488-7335

### TUCSON:

Third Wed., 7 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. Patrick Pace (623) 853-6859 WESTERN LAS VEGAS

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

#### REGION 9 (TEXAS) B.O.R.D. Member: 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. Todd Swearingen (512) 326-4695 CLEARLAKE

Fourth Tues., 7:00 p.m., Rudy's BBQ, 21361 Gulf Fwy, Webster Pres. Jim Jacobsmeyer (281) 787-6116

#### CORPUS CHRISTI

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

### bryan@norrispools.com

NORTH AUSTIN Second Tues., 6 p.m., Cedar Park Library 550 Discovery Blvd.,

Pres. Rick Beaubouef (512) 466-9672 NORTH HOUSTON: Third Tues., 7 p.m., IHop

25619 Interstate 45, Spring Pres. David Harling (281) 256-7886

bigstatepools@sbcglobal.net

SAN ANTONIO

First Mon., 6:30 p.m.

Palenque Grill, 389 North Loop 1604 W, San Antonio Pres. Flash Rose (210) 241-7548

flashpoolservice@sbcglobal.net **WEST HOUSTON:** First Mon., 7 p.m. Texas Land & Cattle, 12313 Katy Fwy, Houston Pres. Earl Jones (832) 573-8279 earl@texaspooltechs.com

### REGION 10 (BAY AREA SOUTH)

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

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

MID-PENINSULA Last Tues., 7 p.m., Highland Community Club 1665 Fernside Ave., Redwood City Pres. Jerry Lindley (650) 454-7252

MONTEREY COAST: Fourth Wed., 7:00 p.m., Holiday Inn Express, 1855 Main Street, Watsonville Pres. Bob Blade, (831) 647-8680 alohapoolbob@sbcglobal.net

#### REDWOOD EMPIRE (Marin Co.)

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

# dandmpool@aol.com SANTA CLARA VALLEY Third Thurs., 7:30 p.m., Napredak Hall 770 Montague Expressway, San Jose

Pres. Joe McVeigh (408) 249-9731 josplash@sbcglobal.net SILICON VALLEY: First Wed., 6 p.m. Armadillo Willy's, 1031 N. San Antonio Road, Los Altos Pres. David Guslani (650) 333-1351 dguslani@earthlink.net

## TRI-VALLEY:

Second Thurs., 6 p.m., Meeting locations vary. Check with chapter president. Pres. Stan Phillips (925) 518-1718 stan@aquacps.com

# REGION 11 (FLORIDA/GEORGIA) B.O.R.D. Member: Derric Raymond

(407) 908-4555 E-mail: derric@raymondscustompools.com

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

president@goldcoastipssa.com MANASOTA (Bradenton/Sarasota) First Mon., 7:00 p.m., Call for meeting location and directions

#### Pres. Todd Starner (941) 915-2135 tstarner@tampabay.rr.com NORTH GEORGIA

Pres. Benjamin Decker (404) 405-0197

#### ben@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 SARASOTA: First Tues., 6:30 pm Gecko's Grill & Pub, 351 N Cattlemen Road, Sarasota

#### Pres. Andy Homner (941) 330-5757 andy@clearwavepoolcare.com TREASURE COAST

Fourth Tues., 7:00 pm Duffy's Sports Bar, 6431 SE Federal Hwy, Stuart Pres. Allen Schroeder (772) 215-1884 VENICE: Fourth Monday, 6:30 p.m., Valenti's Ristoranti, 1200 E. Venice Avenue, Venice Pres. Ray Kurilivicoius, (941) 743-2010

ray@dartpoolsolutions.com

#### **REGION 12**

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

DALLAS: Fourth Tues., 5:30 p.m., Tony's Diner 3112 N. Jupiter Rd #307 Garland TX Pres. Eustaquio Portillo (214) 325-6746

#### FORT WORTH Third Tues., 6:30 p.m., La Playa Maya Restaurant 1540 N Main Street, Fort Worth

Pres. Tina 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



### <u>PLATINU M PARTNERS</u> **HAYWARD**

#### HAYWARD POOL PRODUCTS INC.\*

www.haywardnet.com / 909-594-1600 Fred Manno / fmanno@havwardnet.com John Rodriguez / jrodriguez@haywardnet.com Bob Seward / bseward@havwardnet.com Manufacturer of swimming pool equipmen

## **POOLCORP**

SCP/SUPERIOR/NPT\*

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



#### ZODIAC POOL SYSTEMS INC.

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

GOLD PARTNERS Abcana

INDUSTRIES INC

#### 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.



#### AQUASTAR POOL PRODUCTS

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



#### ARROW INSURANCE SERVICE\*

www.arrowinsuranceservice.com Ray Arouesty / ray@arrowinsuranceservice.com 800-833-3433 / 805-955-9555 Insurance issues



#### INDUSTRIAL TEST SYSTEMS

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



#### KING TECHNOLOGY

featuring **FROG** products

#### KING TECHNOLOGY

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



### www.poolpatch.com / 800-588-4008

Thomas Lopez / tom@poolpatch.com Manufacturer of repair products and DEBRIS Z, Sweep Fins, Color FX and HydroWave.



#### POOL & ELECTRICAL PRODUCTS INC.

909-673-1160 / Andres Becerra Wholesale distributor stocking all major brands and hard-to-find items.



#### WATERWAY INC.

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

SILVER PARTNERS



#### ALAN SMITH POOL PLASTERING INC.

www.alansmithpools.com Alan Smith / alan@alansmithpools.com Dave Huiberts / 714-628-9494 Pool and backvard remodeling



### CUTTING EDGE BANK CARD SERVICES, INC.

www.ce411.com / 800-238-277 Sara Ayala / sara@ce411.com Mobile credit card processing



A COMPLETE LINE OF POOL DECK PRODUCTS

#### DECK-O-SEAL

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



#### HYDROSCRIBE

www.hvdroscribe.com / 760-889-6268 Vernon Thomas / vern@hydroscribe.com
Brandon Thomas / brandon@hydroscribe.com
Hydroscribe is complete cloud-based software for managing pool service and repair companies. Includes separate menus and functions for pool techs, administrative staff, and customers.



#### POOL COVERS INC.

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



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

#### RICHARDSON INSURANCE AGENCY

Steve Richardson / steverichardson@allstate.com Auto, inland marine, commercial auto and umbrella.



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

# TRECECO TROVEL

TREBECA TRAVEL www.trebeca.com / 817-528-9090 Mike Bonser / mike.bonser@trebeca.com Debbie Ramsay / debbie.ramsay@trebeca.com An online member discount travel and leisure site that provides members access to the best travel rates on hotels, auto rentals and cruises.



#### (Hudro) western hydro corporation

WESTERN HYDRO CORPORATION

nhaderer@westernhydro.com Distributor of solar pool pumps and accessories

#### ASSOCIATE MEMBERS

#### A. O. SMITH - REGAL BELOIT

www.regalbeloit.com / 937-667-2431 Heather Scaggs / heather.scaggs@regalbeloit.com

Bill DeCorrevont / bill.decorrevont@aosepc.com

# Application & repair of pump motors **ALL SAFE POOL FENCES AND COVERS**www.allsafepool.com / 714-712-6233

Reed Hauge / reed@allsafepool.com
We save lives: Manufacturing, sales and installation of removable pool fences, safety nets and pool covers.

#### ALPHAWATER SYSTEMS

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

#### AMERICAN LEAK DETECTION

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

## ANNUAL WESTERN POOL & SPA SHOW www.westernshow.com / 800-787-7727

info@westernshow.com 800-746-9772 / exhibitsales@westernshow.com Annual pool industry convention and symposium

# APPLIED MATERIALS

Greg Garrett / greggarrett@hotmail.com Education, consulting, manufacturing, and repairs of

#### APSP

www.apsp.org / 703-838-0083 Rich Gottwald / rgottwald@apsp.org Association of Pool and Spa Professionals AQUA CREATIONS

# www.aquacreations.com / 805-672-1695 Richard Dietz / rsdietz@aol.com

Aqua-Glass resurfacing of swimming pools and spas, and coping, tile, lights and below-ground AQUA MĂGAZINE www.aquamagazine.com / 608-249-0186 Kristin Pires, Editor

#### kp@aquamagazine.com Shawn Gahagan, Publisher.

The leading monthly for pool and spa **AQUA NOVUS** www.aquanovus.com / 972-325-1010 Kermit Monzingo / k.monzingo@aquanovus.com

#### Pool filtration

www.aguabondadhesives.com / 714-961-1420

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

#### AQUATHERM INDUSTRIES

www.aquathermindustries.com / 732-905-9002 Molly Friar / mfriar@warmwater.com

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

B'S POOL SUPPLIES

www.bpspool.com / 951-274-0964 Andrew Macmillan / chlorboy@hotmail.com Wholesale pool supply distributor, specializing in chemical delivery.

BIO ACTIVE www.solarsunrings.com / 951-296-6502 Georgina Miramontes / info@solarsunrings.com

#### Solar covers and cyanuric acid reducer **BLAKE SALES ASSOCIATES\***

www.blakesales.net / 800-748-5756 Mike Ramey / 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
CHEMLINK PRODUCTS INC.

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

#### COMPASS MINERALS

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

COMPU POOL PRODUCTS

www.compupool.com.au / 888-798-7665 Nick Millar / nick@compupool.com.au Tim Moreton / compupoolusa@aol.com Manufacturer of salt water cholrinators, both

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

#### **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 www.dpspoolsupply.com / 310-530-3393

Jeff Berson / dpsjb@aol.com Supplier of all pool and spa equipment, parts, chemicals EASY CARE PRODUCTS
www.easycarewater.com / 559-299-7660

Todd Wilson / twilson@easycarewater.com Jan Dill / jdill@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 www.filburmfg.com 714-228-6000 / 888-424-9185 Joe marcotte/ joe marcotte@filburmfg.com Leading manufacturer of pool and spa replacement cartridges, featuring REEMAY media, anti-microbial endcaps and the strongest cores in the industry. D.E. grids offer the strongest frames, material, and reinforced

#### seams available.

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

www.gandptools.com573-431-6998 Jeanie Partridge / jpartridge@gandptools.com

#### Darrell Goacher Manufacturer of pool and spa tools

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

#### Southern L.A. and Riverside counties. **GUARDIAN POOL FENCE**

www.guardianpoolfence.com 800-366-7233 / Steve Sadinsky info@guardianpoolfence.com Pool fence manufacturer and supplier. H2FLOW CONTROLS INC. www.h2flow.net / 419-841-7774

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

#### HORIZON SPA & POOL PARTS

www.horizonparts.com / 520-295-9750 Raymond Thibault / ray@horizonparts.com Bruce Johnson / bruce@horizonparts.com Wholesale distributor of pool parts, spa parts, ducation.

### INTERMATIC

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

## J&J ELECTRONICS INC. www.jandjelectronics.com / 949-455-4460

Ryan Garcia / rgarcia@jandjelectronics.com Provides LED lighting products for the pool and spa KELLEÝ 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

### LEAK DETECTION USA

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

#### LEAK SPECIALISTS

www.leakspecialists.com Orange & Los Angeles Counties: Luis Perez / 800-996-5325 San Bernardino & Riverside Counties: Derek O'Hanlon, 888-522-5325

## Leak detection and underwater repair. LESLIE'S POOLMART

www.lesliespool.com / 800-537-5437 Sean Murphy / smurphy@lesl.com

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

#### LUBEGARD

www.lubegard.com / 330-769-8484 x110
Kelley Bolas / kbolas@stellargroupinc.com
Manufacturer of Zero Pool & Spa Lubricant
NATIONAL PLASTERERS COUNCIL www.npconline.org npconline@comcast.net / 941-766-0634 Association to promote, advance and advocate the common interests of its members of pool

#### astering and related activities NATIONAL POOL ROUTE SALES www.poolroutesales.com / 877-766-5757

Charles Baird / cbaird@poolroutesales.com How to improve route profitability and earn more NATURAL CHEMISTRY

www.naturalchemistry.com Ryan Rickaby / 909-815-9602 / Fax 909-988-3265 rrickaby@naturalchemistry.com Environmentally friendly cleaning products for

#### NORTHERN FILTER MEDIA

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

#### **NORWOOD & ASSOCIATES**

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

NPS POOL & SPA SUPPLY

#### www.npspool.com Jeff Manno / 702-873-4545 / jeff@npspool.com Supplier of all pool and spa equipment, parts, chemicals

ON BALANCE LLC Kim Skinner / kim@on-balance.com
Que Hales / que@poolhelp.com
801-358-7450 / www.poolhelp.com
Water chemistry and plaster problems.
CRANGE COUNTY LEAK SERVICES /

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

## ORENDA TECHNOLOGIES

Harold N. Evans / info@orendatech.com Formulation, manufacture, marketing and sales of specialty chemical water treatment products. OREQ CORP www.oregcorp.com / 800-420-3255

#### Sales Program Manager / sales@oreqcorp.com Ornamental and recreational water products; treatment, features, activities, maintenance and custom

PENTAIR AQUATIC SYSTEMS www.pentairpool.com / www.poolprofyi.com 800-831-7133 Steve Zom / 760-431-8218 / steve.zom@pentair.com Pentair Aquatic Systems is the world's leading manufacturer of pumps, filters, heaters, automation

## lighting, cleaners, sanitizers, water features, and maintenance products for pools and spas.

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

Dick Coleman Advertising, promotion, management POOL BUSINESS ACADEMY

www.poolspanews.com / 323-801-4903

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

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

## POOL ROUTE ADVISORS

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

John Moss/760-580-4640, john@poolsafe.com

## Dan Newbold/949-689-7085, dan@poolsafe.com Devin Callahan/925-698-9839, devin@poolsafe.com

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

### POOL WATER PRODUCTS\*

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

#### Kevin Williams / kevin@poolworkstx.com Pool plastering, deck coatings and complete renovations. PRECISION MULTIPLE CONTROLS

www.houstonpoolrenovations.com / 713-466-3300 Alan Williams / alan@poolworkstx.com

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

PRISTINE BLUE

www.pristineblue.com / 800-257-9283

Chemical manufacturers and sales

Dennis Hughes / dennishughes@pristineblue.com

#### Daniel Nicholas / 818-292-1531 Gas heaters and heat pumps **RDS UNDERWATER WORKS**

PROFLUENT MEDIA INC.

as well as a broader customer base.

PURITY POOL INC

RAMUC POOL PAINT

www.profluentmedia.com / 949-891-7398 Will Boslavizki / will@profluentmedia.com

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

www.ramucpoolpaint.com / 800-221-4466 Rebecca Spencer / rspencer@ramucpoolpaint.com Develops and produces the most advanced pool and deck

coating in the  $\dot{\text{U}}.\text{S.}$  Pool paint and sundires.

RAYPAK INC. www.Raypak.com / 805-278-5329

John Kane / jkane@raypak.com Tom Grucky / 818-292-1546

David Ekman / 949-466-9187 Chris Nielsen / 818-292-1549

Profluent Media is a digital marketing firm that combines technical knowledge with creative thinking to help you

schieve the best internet marketing results. By optimizing our

client's digital presence, we are able to create digital visibility

RDS UNDERWATER WORKS
Ron Zwicky / Dana Zwicky / dana@rdsservices.com
www.rdsservices.com / 714-421-4160
Pool remodeling and underwater structural repairs.
REVCO SOLAR ENGINEERING
www.revcosolar.com / 949-367-0740
Chrissy Murillo / Christy@revcosolar.com

#### residential and commercial.

servicenews@juno.com romoting your business SGS INDÚSTRIES www.sgschlorinators.com / 480-385-3052

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

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

www.springboardprb.com / 888-998

#### www.suntreksolar.com / 800-292-7648

TAYLOR TECHNOLOGIES INC. www.taylortechnologies.com / 410-472-4340 Jody O'Grady / jody@taylortechnologies.com Manufactures water-testing supplies geared to the needs of service professionals, including the TTi 2000 Colorimeter. Renowned for accuracy, simplicity, durability

## TRIVITRO

Manufacturer and distributor of Vitrodean filter media.

TSYS MERCHANT SOLUTIONS www.tsysmerchantsolutions.com / 402-574-7089 Mary Beth Erps / merps@tsys.com TSYS offers an exclusive payment acceptance program

count - Unicel - clearly the best UNITED CHEMICAL CORP.\*

#### Rescue treatments for swimming pools. Automatic pool covers and removable fences: installation US MOTORS / NIDEC

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

VALTERRA PRODUCTS LLC www.valterra.com / 818-898-1671 Gayle Key / gaylek@valterra.com George Grengs / george@valterra.com

#### WATER SAVERS CO. Steve Holcomb / Andi Holcomb

Rich Cacioppo / rich@watertechcorp.com Manufacturer of battery powered pool vacuums,

Kristal Cavendar / kristal@revcosolar.com FAFCO solar distributor. Design, sales, installation

Arif Sealey / asealey@sealeybb.com
Assist pool service companies in selling their route.

and water meters for residential and community swimming pools. SOLAR HEATING SPECIALISTS

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.

## Speck offers swim jet systems, filters, filter systems, and pumps for in-ground, above ground pools, spas

SPRINGBOARD POOL ROUTE BROKERS

#### www.sunxsolar.com / 760-738-8398 Solar pool heating specialists, residential and commercial.

Roy Heine / roy@suntreksolar.com Solar service and installation.

## and tech support from real chemists.

www.vitroclean.com / 425-251-8340

#### o the pool and spa industry. UNICEL

Scott Gleason / spgleason@unicelfilters.com Derek Podebarac / 818-678-0400

#### www.swimpool.com / 800-824-5550 info@swimpool.com

replacement motors in the industry.

VACLESS SYSTEMS, INC.

Pool and spa maintenance equipment and OEM gate valves and unibody valves and replacement parts.

Leak detection and repairs for pools and spas. WATER TECH CORP. www.watertechcorp.com / 732-979-9889

distributor of robotic pool cleaners and accessories

# and service of solar thermal and solar electric

SEALEY BUSINESS BROKERS www.sealeybb.com / 844-766-5783

## SERVICE INDUSTRY NEWS Carolyn Dibrell / 949-916-0292

Cary Tenenbaum / caryt@sgschlorinators.com Bob Trepp, bobt@sgschlorinators.com Develop and manufacture salt water chlorinators

#### SOLAR UNLIMITED, INC. www.solarunlimited.com / 818-843-1633

heating and residential solar electric system
SPECK PUMPS-POOL PRODUCTS

#### and pools with vanishing edges, waterfalls, fountains or

Cory Mouillesseaux Pool route broker. SUN X SOLAR

# SUNTREK

Jeff Freas / jcfreas@trivitro.com Chris Freas / cfreas@trivitro.com

### www.unicelfilters.com

The industry's most complete line of replacement filter cartridges and DE grids. When quality and service

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

800-543-0979 / 949-955-1233