



THE

IPSSAN

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

VOLUME XXVIII, NUMBER 9

September 2016

California Capitol Report

The State of CPSA

By John Norwood

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



In 2012, I wrote an article/CPSA Alert that set forth why CPSA was headed for demise. Paid membership was at an all-time low and it was the same with the CPSA budget. There was simply not enough funding to pay for what it took to properly represent the swimming pool and spa industry in California. The picture was dire, at best. Fast forward to today. I want to take this opportunity to update the industry on the status of CPSA.

It is no understatement to say that California's historic drought has threatened the very existence of the swimming pool and spa industry in this state. In response, a very few pool builders, manufacturers, distributors, service organizations and others stepped up to provide CPSA with the baseline of resources necessary to respond to the many state and local challenges that would have shut down the construction of swimming pools in California. CPSA's government affairs and public relations response resulted in the construction of an estimated 26,000 new pools in 2014-15 and an untold number of pool remodels and sales of hot tubs. There is simply no question or debate that without the work done by CPSA, most cities and water districts would have enacted bans on new swimming pools and spas and/or the use of public water to fill or refill them.

Despite this great success that has been under reported by the industry trade press, the swimming pool and spa industry is still woefully underrepresented in membership and under budgeted for the many challenges which face this industry on a day to day basis, and most pool builders still contributed nothing to protect their own busi-

nesses. Unless the industry becomes organized to be more effective in lobbying, grassroots and public relations, the day will come when there is not enough time or dollars to turn back particular circumstances or stop legislation or regulations that adversely affect the industry.

So where is CPSA today?

1. Membership: CPSA currently has 331 paid members.

Good News: Over the last year, CPSA added 160 new members. These members consist of pool builders, subcontractors, service industry and a few retailers, manufacturers and distributors.

Bad News: This membership represents less than 1 CPSA member per city in California and less than 3 members per legislative district. Hardly a formula for an effective grassroots lobbying strategy. CPSA has only 80 pool builder members in the entire state! Most of the association's recent growth has come from a few builders asking their subcontractors and others they do business with to join. CPSA has a list of over 200 active pool builders in California who built 10 or more pools in 2015 who are not members. We have targeted these pool builders for membership outreach efforts, yet even calls from pool builder members of CPSA to this group of builders have gone unanswered. It is daunting that so many active builders are unwilling to invest \$599 for a dual membership in CPSA and APSP to help protect the future of their own livelihood. The association has to find a way to get to at least 500 members and then double it to 1,000 and eventually 2,000 to build

Continued on page 18



Houston chapters promotes water safety

By Charlet Norris

Norris Pools is a member of the Houston chapter.

The Houston IPSSA chapters along with the local APSP chapter, teamed up to organize a water safety event for Cy-Hope at the Northwest Forest Conference Center in Cypress.

Cy-Hope is a non-profit group that provides guidance and social programs for in-need and at-risk kids in the northwest Houston area. Many of these kids have little or no parental involvement in their lives so the idea was to make the event a fun learning experi-

ence for all of them.

The event was held on Saturday, July 23 and was a rousing success! There were a total of 14 children who received basic water safety training that was so graciously offered by certified instructors Kathleen and William McMordie from Texas Swim Academy. Thanks, Kathleen and William! We could not have done this without you! Our volunteers prepared and served a terrific picnic lunch for the kids after which there was a safety presentation from the Joshua Collingsworth Foundation called "Josh the Baby

Otter" that includes a high-quality booklet, coloring book and a CD that tells the story of a baby otter named Josh who learns how to be safe around water. There was even a special appearance by Josh the Baby Otter in person!

Following that, the kids were allowed to free-swim with plenty of supervision by Kathleen and William as well as all the many organizers and volunteers who so graciously donated their time and effort to this extremely worthwhile and productive effort. We're already planning on a duplicate

Continued on page 5

Things to do in September

- Clean salt systems and other specialty units
 - Filter maintenance
 - Heater maintenance
- Education at Pool Industry Expo

INSIDE THIS ISSUE

- Sea Turtle Project UpdatePage 3
- Region 7 Table Top Show ChallengePage 4
- Letter to the EditorPage 5
- Hey Ray!Page 7
- East Valley Chapter Swim LessonsPage 11
- Drowning Prevention – Swim24Page 13

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THE IPSSAN

THE IPSSAN

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No One wins the July Education Corner quiz

Sometimes it happens. No one who submitted entries for the July Education Corner quiz got 100% correct. 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 July quiz are 1. Once HOBr has done its job, it gets reduced back to Br-. It can then be recycled or reactivated by adding an oxidizer to the water. This produces HOBr again. A. True B. False, *the correct answer is a) true*. 2. The chemical to use to raise total alkalinity with only a small effect on pH is: A. Soda ash B. Sodium hydroxide C. Sodium bisulfate D. Sodium bicarb, *the correct answer is d) sodium bicarb*. 3. Cal hypo is classified as an extreme oxidizer - NFPA Class III Oxidizer. A. True B. False, *the correct*

answer is a) true. 4. The APSP ideal level of total alkalinity for gas chlorine, trichlor and bromine tabs is: A. 80 to 100 ppm

B. 100 to 120 ppm C. 120 to 140 ppm D. 60 to 140 ppm, *the correct answer is b) 100 to 120 ppm*.

Calendar of Events

- 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
- Oct. 30-Nov. 4 Int'l Pool Spa Patio Expo**
Ernest N. Morial Convention Center,
New Orleans, LA
www.poolspapatio.com
- Feb. 3-4, 2017 IPSSA Leadership Weekend**
Wyndham Anaheim Garden Grove, Anaheim, CA
info@ipssa.com

WELCOME NEW MEMBERS!

REGION 2 – Conejo Valley: Brian Morris... **Ventura:** Lyle Simpson... **REGION 5 – Mission Viejo:** Richard Romeo... **REGION 9 – Austin:** David Price... **North Austin:** Jeremy Hale... **REGION 12 – Waxahachie:** Brent Large.

IPSSA Code of Ethics

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

My second obligation will be to the members of IPSSA by giving them any professional assistance they may need including sick route coverage. With respect

to sick route coverage, I will treat sick route clientele with professionalism and respect, and will not solicit the business of a sick route client while providing sick route coverage.

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

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

*** WIN *
IPSSA Logo
Gear!**

Education

Corner

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for IPSSA logo gear. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by **OCTOBER 20, 2016**.

1. The "acceptable" pH range for pool water is:
A. 7.2 to 7.8
B. 7.4 to 7.6
C. 7.4 to 7.8
D. 7.2 to 7.6
2. Most residential chlorine generators design to accommodate pools up to 25,000 gallons are capable of producing about 1 pound of pure chlorine a day.
A. True
B. False
3. Another name for drop-count test is a titration.
A. True
B. False
4. There is no doubt that cyanuric acid slows down the kill rate of chlorine.
A. True
B. False

Name _____

Address _____

City _____ State _____ Zip _____

Telephone Number (____) _____

Chapter _____

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

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

Mail Entry to:

IPSSA Quiz, 10842 Noel Street, #107, Los Alamitos, CA 90720

Or Fax to: (888) 368-0432

Entries for this month must be received by OCTOBER 20, 2016.

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at
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Financial office thanks chapters with prompt payments

The Financial Office thanks the following 39 chapters, whose members all paid promptly in July before second notices were required:

- Region 1 – El Dorado, Elk Grove, Gold Country, Modesto Central Valley, Tracy
- Region 3 – San Gabriel Valley
- Region 4 – Central Los Angeles, East Long Beach
- Region 5 – Anaheim, Huntington Beach, Orange Coast, Orange County #9, Saddleback, Surf City, Tustin/Irvine
- Region 6 – Hemet, Menifee Valley, Redlands, Riverside
- Region 7 – Carlsbad, Escondido, Rancho Del Mar
- Region 8 – Henderson, Northwest Las Vegas, Scottsdale, Tucson, West Valley
- Region 9 – Clearlake, Corpus Christi, North Houston
- Region 10 – Fremont, Santa Clara
- Region 11 – Cape Coral, Gold Coast, Osceola, Port Charlotte, Sarasota, Treasure Coast
- Region 12 – Waxahachie

The next date is set for Sea Turtle Project

Join us on our next mission to Sea Turtle Inc. November 12th thru the 16th. We will be installing some new equipment on a new

6,000 gal. source water silo. We will be combining the new system into the existing system and can use everyone's expertise on the plumbing project. There will also be the usual maintenance and rehab projects. We always have a good time and gain knowledge from everyone's different input. We all do things differently and can learn from each other. The manufacturers that participate create a "hands on" opportunity you can't get anywhere else. So if you would like to join us - contact Tina Slagle, Fort Worth chapter president and Sea Turtle project director at 817-991-0555.



JOIN US for the 3rd Annual TROPICAL POOL SHOW!

FREE GIFT BAG!
with pre-registration by September 26

Friday, Sept. 30th
5:30pm to 9:30pm

Come Join Local Pool Professionals for a night of Networking!

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- ★ Pick A Club Hole
- ★ Best Team Outfit Contest

Proceeds Will Be Presented To FPSIE
Saturday-October 15, 2016

9:30 a.m. Registration & Raffle Sales
10:00 a.m. Putting Contest
11:00 a.m. Scramble Starts Promptly
4:00 p.m. Dinner Tri-Tip & Chicken

We will be filling to capacity so payments must be received by October 1, 2016

Shawn Panico (916) 201-6245 / Mark Becker (530) 676-1500
Phil Gelhaus - (916) 541-7756 or Phil.Gelhaus@gmail.com

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Region 7 Table Top Show offers \$500 matching donations

By **Samantha Larimer**

Samantha Larimer is Secretary of the Region 7 Table Top Show.

The Region 7 Table Top Show challenges all San Diego County IPSSA chapters to donate funds to pay for swim lessons in their community!

The Region 7 Table Top Show

is announcing that it will match donations made by all Region 7 chapters that pay for free swim lessons, up to \$500 per chapter!! These matching donations are being offered in an effort to bring attention to the IPSSA Swim Fund which inspires chapters to pay for swim lessons for kids and adults,

in order to promote safe swimming for all children and adults, as well as promoting the benefits of swimming pools in everyday lives. The Table Top Show is using the proceeds from its 2016 show to match these donations.

For the past 26 years in January, the Region 7 Table Top

Show in San Diego offers a full day of free industry-related training classes to all pool professionals yearning to enhance their businesses. The Table Top Show typically brings in about 300 attendees for a day of education and networking, with attendees coming from San Diego, Riverside, Im-

perial, San Bernardino, Los Angeles, and Orange Counties. Following the morning class schedule, the Table Top Show provides an exhibit hall floor where industry vendors showcase all their latest products and they introduce their newest innovations. Due to the large turnout of attendees, the vendor booths sell out very quickly. At the exhibit hall, generous raffle prizes are awarded to attendees of the Show throughout the day. The proceeds of the Table Top Show are shared with the San Diego County/Region 7 IPSSA chapters and charities, and this new challenge is just one of the many donations that are generated as a result of the Show.

It's easy for your chapter qualify for the up to \$500 Table Top Show Swim Lesson Match:

- 1) Raise donations from your IPSSA chapter;
- 2) Donate those funds raised to any local pool, business or entity to pay for free swim lessons;
- 3) The Region 7 Table Top Show will send your chapter a matching donation, up to \$500.

Looking for more matching donations?? Here are a couple of ways:

1. IPSSA Swim Fund: IPSSA chapters are also eligible to apply to IPSSA for its IPSSA Swim Fund which also matches up to \$500 to each chapter that provides funding for free swim lessons. The IPSSA Swim Fund is available on a "first come, first serve" basis while funds exist, so be sure to

Continued on page 5

Hole-in-One prize win a golf trip for two to Pebble Beach

2nd Annual Tri Valley IPSSA Golf Tournament

Who: Everyone is invited to play or join us afterwards for dinner
 What: 2-Man Scramble teams of any skill level

Where: Los Positas Golf Course 917 Clubhouse Dr. Livermore 94551
 When: Friday Oct14th, 2016 11am Register -12:30 Start—4pm Dinner
 Why: Fun & a great cause! 1/2 proceeds to "Josh the Otter Water Safety"

Entry Fee of \$135 includes golf, cart, range balls, gift bag, BBQ dinner. Raffle to win tons of prizes and equipment— longest drive—closest to the pin -straightest drive —Hole in One contest wins golf trip for two to PEBBLE BEACH — Silent Auction —Tournament Course —Dinner only \$45

Return the entire form to the address below:

_____ number of golfers @ \$135 Golfer1 _____
 _____ number of dinners only @ \$45 Golfer2 _____
 _____ number of Gold Sponsorships @\$1000 Golfer1 _____
 Total amount enclosed _____ Golfer2 _____
 Company name _____
 Phone # _____

Submit to :
 Tri-Valley IPSSA
 772 Wall Street
 Livermore, CA 94550

More info call Stan Phillips
 IPSSA President
 Phone: 925-518-1718
 E-mail: Stan@aquacps.com

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IPSSA WESTSIDE CHAPTER

SAVE THE DATE: OCTOBER 12, 2016

1:00 PM to 5:00 PM

Once again, we are sponsoring the annual Tabletop Show (The W.I.T.T. Show)

Come join us for an afternoon of fun, food and prizes. We expect up to 30 vendors who will share knowledge of their products. Some of the prizes include a Pentair 520 Filter, Pentair Whisperflo Pump, Test Kits and much more. Enjoy some delicious Mexican food hot off the grill.



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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.

Recently I attended our monthly IPSSA meeting. The meeting was going as usual, with the chapter supporters enlightening members on new products, concepts and special pricing. Then came the proposals for chapter donations. A past member's 18 year old daughter passed in a tragic traffic accident, the proposal was to help with funeral expenses, then a proposal to donate to Operation Christmas Child, a program my wife is involved in that provides gift boxes to under privileged children worldwide, both proposals passed

unanimously. Most people join IPSSA for sick route, insurance, and product knowledge. What you don't expect is friendship, generosity and the "got your back" attitude displayed at these meetings. It makes me proud and humbled to be a part of this group.

Larry Ice, Delta chapter.

Region 7 Table Top Show offers \$500 matching donations

Continued from page 4

apply quickly to acquire funds before they are gone. The money used for matching by the IPSSA Swim Fund is compiled from donations made by manufacturers and businesses. (For more information on the IPSSA Swim Fund, contact Amy Nijjar, Executive Director of IPSSA, at anijjar@IPSSA.com)

2. Region 7 Matching Grant: The San Diego Region 7 also divides up \$2,000 each year in matching grant funds to any Region 7 chapters that apply for these matching funds. Typically, these funds have only been requested by two or three chapters in Region 7 resulting in a split of the amounts to

each of those chapters. Maybe this year, your chapter can benefit from this matching as well. (For more information on the Region 7 matching grant, please contact Joe Lukacik, Region 7 Director, at joe.sunpools@yahoo.com.)

To sum it up, if a Region 7 chapter donates \$500 for free swim lessons, then they can gain another \$500 in matching donations from the Table Top Show, possibly another \$500 from the IPSSA Swim Fund, and an additional \$285+ from the Region 7 matching grant. That could result in a total donation of \$1785 toward free swim lessons in your

community — or more if your chapter raises more than \$500!! What chapter doesn't want to make that size donation for a great cause??

Come on Region 7 IPSSAN's! Let's show the industry our big San Diego heart! Next year's 27th Annual Region 7 Table Top Show will be held on January 28, 2017. For more information on the 2017 Table Top Show classes, or to reserve your vendor booth at the Table Top Show before they sell out, please contact Jon McArthur, Region 7 Table Top Chairperson, at 619-464-6400 or 619-672-3760.

Houston chapter promotes water safety

Continued from page 1

effort again next year as well as some other events throughout the year, so we'll be sure to keep you posted.

Learn more about the Joshua Collingsworth Foundation and Texas Swim Academy at these links:

<http://www.joshtheotter.org>
<http://texasswimacademy.com>

Likewise, go here to learn more about the Cy-Hope organization and all the good work they do for children in our community.

<http://www.cy-hope.org>

Lastly, a special thanks to Ben Bock, branch manager at SCP/The Woodlands for his generosity in donating equipment to help us get the pool in ship-shape before we held the event. Thanks Ben!

Our prayers go out the many families who have lost a loved one to a drowning incident. We are on hopes that our annual event with help save a life and prevent future sorrows.

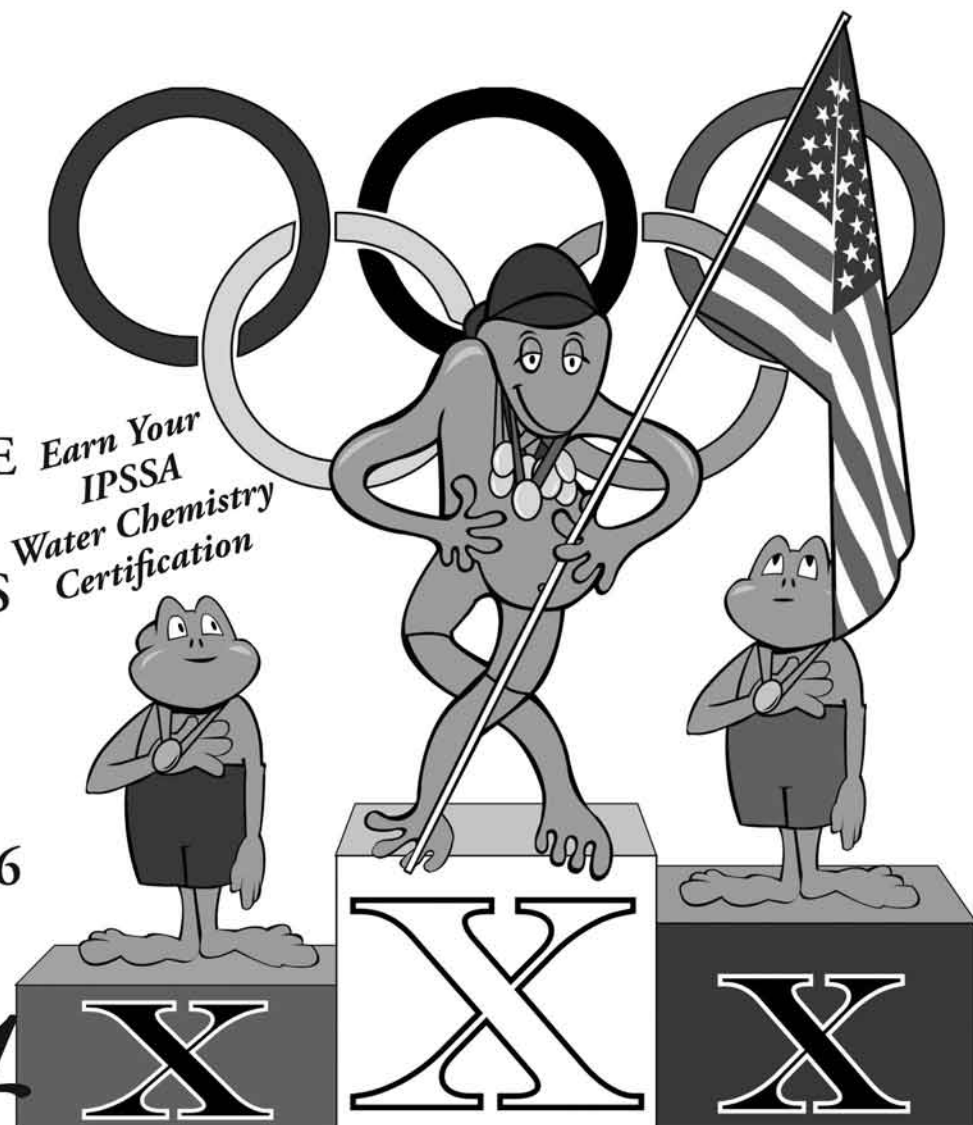
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(See Page 22 for
Seminar Schedule)



**IPSSA Leadership
Seminar
and Banquet**

February 3-4, 2017

Wyndham Anaheim

Garden Grove

Anaheim, CA

Save the Date!

The 5 W's of Enzymes: Stop scrubbing scum lines and enjoy crystal clear water with enzymes

By Chris Marcano, NC Brands

Chris Marcano is an educator with a passion for assisting the pool and spa industry. He is the Director of Training and Education for NC Brands (home of

Natural Chemistry, SeaKlear and Red Leopard), a sought-after public speaker, and a contributor for many columns and various industry media outlets. Ask him your questions about anything water at

chris@ncbrands.com.

Who should use enzyme products?

The simple answer is everybody! Enzyme products have evolved over the years to a point where there are now specific enzyme products based upon the needs of each and every body of water. That's why "everybody" should use them.

What are enzymes?

There are two different types of enzyme products available in the swimming pool and spa industry today. These products are called commercially manufactured and broad-spectrum enzymes. Both will allow for visible results, but they work a bit differently based upon how they are made.

A manufactured enzyme is a targeted product that focuses primarily on fats and oils. A benefit you will see is that it could reduce the time and effort needed to maintain the waterline cleanliness in a pool. If you had to choose between the two, however, broad-spectrum enzymes are the way to go.

Broad-spectrum enzymes are made through a fermentation process (similar to the one used for alcohol) and they are capable of thousands of reactions in swimming pools and spas. These enzymes break down non-living organics such as bather waste, lotion, sunscreen, oils and more in a naturally based way. They break these unwanted additions to pool

and spa water down piece by piece, until there is little left other than water and air.

When you think of it, enzymes are a commonly discussed item in many other industries, including health and wellness (enzymes in our stomachs), beauty products (enzymes in a facial peel), and even at-home maintenance (enzymes in septic and drain cleaners). Enzymes are everywhere, so why not use them in a pool or spa?

Where enzymes should be added?

You should select an enzyme product based on the body of water for which it was formulated. For example, a spa can have somewhat different needs than those of a swimming pool. Spas deal almost entirely in bather wastes, such as makeup, hair products, and lotions. Enzymes formulated for these bodies of water are targeting the most commonly experienced non-living organic waste that builds up in spa water. They are also buffered to last longer in the warmer water environment of a hot tub over a pool.

Swimming pools also deal with these types of non-living organics (bather waste, lotion, sunscreen, etc) in addition to the environmental factors that can affect pool maintenance. Some of these environmental factors include pollen (which is heavy in the springtime), bird waste, and even jet fuel that may be dropped by

planes landing in the area.

Enzymes formulated for swimming pools are designed with all of these needs in mind and more.

Professional research has been done on the amount of non-living waste left behind from bathers and the numbers are quite shocking. It is a commonly accepted standard in the pool and spa industry that each bather leaves behind about 16 ounces of non-living waste in 45 minutes to an hour in a body of water.

When are enzymes to be added?

Enzymes can (and really should) be used primarily as a maintenance product in addition to the regular sanitizer and balancing efforts. Enzyme maintenance products are formulated to be applied in weekly doses (the dosage amount and product used is different for pools and spas).

When using an enzyme maintenance product weekly, pool professionals can actually take it one step further and split that dose up to daily feed amounts (this is especially great in commercial pools). Enzymes work while bathers are swimming, so think of it like you are cleaning up in the heat of the party. As non-living organics (bather waste, sunscreens, etc) are being added to the water, you can be breaking them down as you go instead of waiting for them to build up and cause issues in the filter, with water clarity, or at the waterline.

Another opportunity in which enzymes can help is to be used as a problem-solving product. This is

Continued on page 7

POOL ROUTE SALES

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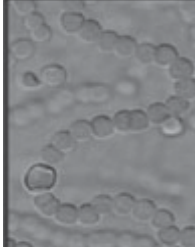
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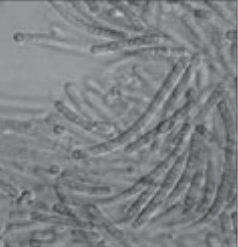
Algatec® provides superior cleanup; especially in chlorine and salt cell pools, due to its powerful killing action with chlorine products. Algatec® outperforms other algaecides, enzymes, and costly phosphate removers that seek only to control algae growths.



Chlorococoid - green algae




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**Oscillatoria
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- 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® is FREE of copper, sodium bromide, quats, silver and ammonia that may stain or consume chlorine.




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Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker

Ray Arouesty is President of Arrow Insurance Service and IPSSA's endorsed insurance provider. He can be reached at (800) 833-3433 or ray@arrowinsurance-service.com

Question:

My customer asked me if I'd loan them my pump. The water has a very high TDS level and they don't want to pay for me to drain it. Are there any issues? After all, what could go wrong?

Answer:

The legal duty imposed on a service tech is daunting enough without needlessly assuming additional obligations. It's usually the helpful pool tech who gets himself into trouble. We actually had a claim where a pool tech loaned his pump to a customer in a similar situation.

He was very surprised when the customer filed a claim, blaming him for plaster delamination. The customer stated that the pool tech was obligated to warn them of possible damages when he loaned the pump. He didn't and they argued that he was therefore negligent when he didn't advise them to promptly fill the pool. The claim was eventually settled for over \$6000.

The best action here is to explain to the customer that while draining a pool might appear to be risk-free, the task is more complicated that it seems. Issues like plaster damage, pool popping and property damage resulting from the draining of 30,000 or more gallons of water are all foreseeable risks. Professionals don't loan the tools of their trade.

5 W's of Enzymes

Continued from page 6

one we hope you will never have to use, but enzymes work very well in the unlikely event that a pool is vandalized. Enzymes have saved the day so many times when pools have been the victim of unnecessary vandalism and can even break down motor oil.

Why use enzymes?

The bottom line is that you should use enzymes to make pool or spa maintenance easier. When using enzymes as a part of a maintenance program, the benefits will include:

Increased filter run cycles

Less filter cleaning for you! This occurs because enzymes are working constantly to break down non-living waste in the water

before it has a chance to build up on the filter.

Reduction of scum lines

Less scrubbing of the tile line for you! When non-living organics partially break down, one of the places their remains like to stick is at the tile line. We've all seen this unsightly buildup at times, and enzymes will work to control it from coming back.

Superior water clarity

Pools and spas will sparkle like never before when an enzyme is made a part of weekly maintenance. When there is less "stuff" (non-living gunk and grime) in the water, it will show in its appearance.

Increased efficiency

This means an all-around easier-to-maintain pool or spa. En-

zymes work hard, so you don't have to.

Much like the rest of our world, the swimming pool and spa industry has evolved quite a bit since its inception years ago. Why then, should we not consider proactive pool and spa care as an alternative to our traditional "put out the fire" approach?

Using an enzyme will enhance water clarity and reduce overall pool and spa maintenance. Pool professionals that want to ensure the clearest water in all of their pools and spas serviced while minimizing the time it takes to do so should add enzymes into the cleaning routine. Stop scrubbing scum lines and enjoy crystal clear water with less work-saving time and money by using enzymes!

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

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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 completion.



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on page 2
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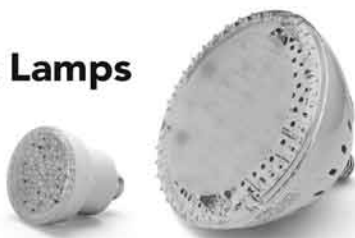


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APSP & NSPF boards choose firm to lead unification process

The boards of The Association of Pool & Spa Professionals (APSP) and the National Swimming Pool Foundation® (NSPF®) have hired AH, a leading professional services firm located in Mount Laurel, NJ and Washington, D.C., to lead the unification process for the two aquatic

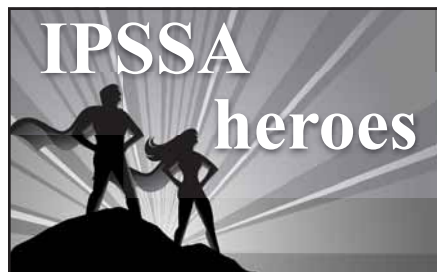
organizations. AH specializes in helping non-profit organizations achieve their mission, create value, and advance their causes. President & CEO Bob Waller, CAE, stated, "This initiative will be extremely positive for the aquatics industry and we are excited to be partnering

with the APSP and the NSPF on this unification." The process is already underway with both organizations working closely to share documentation and meet important milestones on the process timeline.

Rich Garbee, APSP chairman of the board, and G. Bruce Dunn, NSPF chairman of the board joint-

ly stated, "Both APSP and NSPF believe that AH is uniquely qualified to lead this effort. We expect to have a comprehensive plan by

the first quarter of 2017 that will show how to maximize both organizations' potential for the greater good of the industry."



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.

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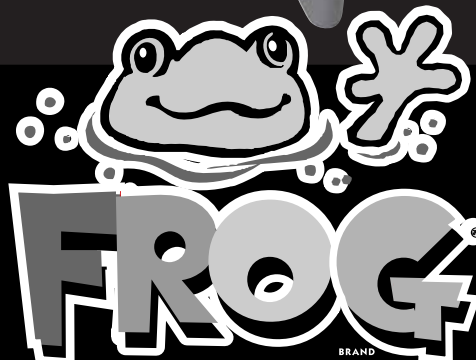
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East Valley chapter donates swim lessons

By Angela Clark

Angela Clark is a member of the East Valley chapter.

This summer the East Valley chapter of IPSSA Region 8 donated \$1,500 to Pitchfork Aquatics for swimming lessons. This enabled several children at the

Chandler Compadre Branch of the Boys & Girls Clubs of the East Valley to receive swim lessons over the 8 week summer session that Pitchforks Aquatics performed.

From left to right, pictures Mark Cyr of the IPSSA East Valley chapter, Fernando Canales Head Coach of the Pitchfork Aquatics Club Team, and Angela M. Clark of the IPSSA East Valley chapter.



Natural Chemistry Pro Series[®] Liquid Cover[™] decreases evaporation & heat loss

Natural Chemistry offers the PRO Series Liquid Cover for pool professionals who want to offer a product to extend the swimming season for their customers by decreasing water evaporation and heat loss in swimming pools. It's important to point out to pool owners that every gallon of 80°F pool water that is lost to evaporation is the equivalent of losing 8,729 BTUs of energy! So for consumers to save money into the fall, PRO SERIES Liquid Cover's advanced mono-layer technology offers a terrific way to dramatically decrease evaporation and heat loss. In addition, the product reduces the need for water adjustments from water loss.



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- 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.



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“ 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



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Drowning prevention fundraiser – Swim24 completed

By Paul Grimes

Paul Grimes is a member of the San Diego chapter.

- Well, what an experience!
- 21 teams with swimmers in the UCSD pool for 24 consecutive hours.
- Stats: over 250 swimmers, 33,000 50 yard laps completed totally 934 miles (1,450,000 yards).
- I put in 138 of those laps on Saturday at 4pm and 10pm, then on Sunday at 2AM and 10am. Yes an hour at 2AM! Not much sleep.
- Well over \$100,000 was

raised for drowning prevention via swim lessons in SD's disadvantaged areas.

- It was mentioned one of those who completed the swimming lesson program saved his friends life at the beach this year. That makes it all worthwhile!
 - My fundraising page is still up to donate. But, now I need a rest.
- <https://www.crowdrise.com/CoreyMcC2-Swim24Challenge-2016/fundraiser/paulgrimes2>
Thank you!



Me counting laps - I was up next to swim.

New SeaKlear winterizing kit

Contains what your customers need for easy pool closing, all in one easy-to-merchandise box! Each kit treats up to 20,000 gallons. Includes SeaKlear Free & Klear — 3-in-1 care that removes phosphates, reduces oil and controls scum lines, SeaKlear 90-day Algae Prevention & Remover as well as SeaKlear Metal Klear — to help prevent metals from staining surfaces. In the spring, simply ‘flip the box around’ for a Spring Start Up kit! Year-round kit in one box! Go to www.seaklear.com.



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Water Tech hires Colleen Newhouse as National Sales Manager

Marchal DePasquale, Corporate VP of Water Tech Corp, is pleased to announce the appointment of Colleen Newhouse as National Sales Manager, Pool & Spa Division. Newhouse's background includes retail, distribution and manufacturing. "We are excited to have Colleen join our team and believe she will be a tremendous asset for us. She's a successful veteran with over 20 years' experience in our industry." explains DePasquale.

"It is an honor to join the Water Tech team. I have always admired the innovation and impact Water Tech products have had on the industry," said Newhouse.

Newhouse will join Water Tech in August 2016. Most recently she served as National Sales Manager for SmartPool LLC.

For more information about Water Tech call 800-298-8800 x 230 or visit www.watertechcorp.com



Colleen Newhouse

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

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Thomas Jefferson
3rd President

Theodore Roosevelt
26th President

Abraham Lincoln
16th President

Polaris introduces two new automatic pool cleaners to Zodiac's trade series exclusive line-up

The Polaris® 8050 Sport robotic cleaner and Polaris TR36P pressure cleaner are sold exclusively to brick-and-mortar retailers

Zodiac Pool Systems, Inc. (Zodiac®), a global manufacturer of pool and spa equipment, recently launched two new automatic pool cleaners as trade series exclusives. These products are only available to Zodiac's brick-and-mortar dealers, aren't for Internet resale, and are often sold with bonus features.

The Polaris 8050 Sport is a new robotic cleaner equipped with Cyclonic Vacuum Technology for powerful performance, the Push'N'Go® easy-access filter canister with transparent lid for simple debris handling, and a Surface Control System for optimal grip and wall climbing.

Continued on page 22



New Pool Blaster battery powered leaf vac

The patented new Pool Blaster® battery powered leaf vacuum is designed for residential pools, completely self-contained. It does not rely on garden hose pressure to get the job done. Instead, its “on-board” motor, transmission and safety clutch combine to lift leaves, seeds and twigs right off the pool floor and deposit them into its high capacity debris bag. Powered by 8 “AA” batteries included with unit, you can clean with ease up to 3 hours of runtime. Perfect for use by pool service professionals or keep them on your truck as an easy ‘upsell’ to customers on your service route! Go to www.watertechcorp.com.



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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

IPSSA is on Facebook!

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

New Partners

Please join **Pool Safely** in welcoming the 13 organizations that have agreed to help spread water safety messages by partnering and re-engaging with the campaign:

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Evoqua and its Neptune Benson business acquire Delta UV

Evoqua Water Technologies and its recently acquired Neptune Benson business today announced the acquisition of Delta UV, a leading manufacturer of UV-C technology, in North America from Bio UV. Delta UV, based in Gardena, Calif., markets primarily to Recreational Water Trade in-

cluding Spas, Pools, and ponds.

UV-C is a versatile technology used to disinfect water and destroy harmful micro-organisms in water and other liquids. With UV-C technology it is possible to reliably destroy more than 99.99% of all pathogens within seconds, without addition of chemicals.

Delta UV, founded in 1999, has developed an award-winning range of UV systems providing water treatment solutions for pool and spa applications.

The acquisition adds Delta UV's systems to Evoqua and Neptune Benson's portfolio of UV solutions, including ETS-UV and Wallace & Tiernan Barrier UV® products. The addition of Delta UV complements this range of existing UV offerings. Evoqua and Neptune Benson will now offer UV solutions for a large variety of applications, ranging from munic-

ipal and industrial to recreational water applications.

"We are pleased to welcome DeltaUV to the Neptune Benson and Evoqua family," said Ken Rodi, President of Evoqua's Neptune Benson business. "We're excited to add another strong UV solution to our offerings, giving our customers more choices when it comes to their water disinfection needs."


Together, the two companies filter, disinfect, treat, and improve billions of gallons of water in the industrial, municipal and recreational water markets. Tens of mil-


ions of people and thousands of companies rely on Evoqua and Neptune Benson to help them meet their needs for clean water.


Benoit Gillmann, CEO of Bio UV, said, "The teaming of Delta UV with Evoqua and Neptune Benson's portfolio will lead to the next chapter of growth for the DeltaUV brand. I'd like to thank the dedicated employees with whom we've had the privilege of working."


For more information, visit www.deltauv.com, www.neptune-benson.com or www.evoqua.com.

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Matching funds available from IPSSA Inc.

IPSSA Inc. has a matching grant fund of \$24,000 to assist individual regions and chapters for community involvement, safety programs, and promoting IPSSA to the public. The spirit of the match-

ing grant is to foster IPSSA promotions by facilitating new ideas from individual members, chapters and regions.

The matching grant funds shall be allocated evenly by region in

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

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

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

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

• Matching grant requests must

Continued on page 17

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Intermatic hires new Vice President, Global Sales

Intermatic Incorporated, a leader in energy management solutions announced today that Oscar Ibarra has joined the Company as Vice President, Global Sales. Ibarra's hire is another demonstration of Intermatic's ongoing commitment to growth and exceeding the expectations of specifiers, distributors and contractors in the US and the global marketplace.

Ibarra joins Intermatic with a strong background in the electrical and lighting controls industry, especially in the growth of international markets. After long tenured stints at both Schneider Electric and Eaton (Cooper Wiring Devices), he was most recently engaged as a consultant developing international business and distribution channels, including working on global roadway lighting projects in Europe.

In his role as Vice President, Global Sales, Ibarra will lead the company's sales organization and focus on growth in North and South America, Europe, Latin America, the Caribbean and Asia.

Ibarra and his wife will be relocating to the Company's headquarters in Spring Grove, IL from Atlanta, GA.

To further strengthen Inter-

matic's growth initiatives, Michael Bartindale has been appointed to the newly created position of Director of Sales. In this role, Bartindale will focus his efforts on the expansion into the Utility and Municipalities market. Bartindale will maintain responsibility for the Pool/Spa, HVAC/R, OEM and Retail Channels.

"I'm very pleased to have

someone of Oscar's caliber join the Intermatic leadership team and look forward to the positive influences that he will have" said Rick Boutilier, Intermatic's President and CEO. "And I'm equally enthusiastic about the impact that Mike will have leading our efforts to expand into new channels."

Intermatic Incorporated (http://www.intermatic.com).

Matching funds

Continued from page 16

be submitted in writing to the regional director by December 1st each year.

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

- The region must approve the grant by either a regional Board

meeting, regional Board teleconference, or e-mail ballot, and the results will be posted in the regional minutes.

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



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California Capitol Report

Continued from page 1

a representative organization for what is a \$5 billion dollar industry in California.

2. Budget: The CPSA budget for 2016 is \$345,000.

Good News: This budget is up from a low of \$150,000 in 2012. CPSA raised \$200,000 for a Drought Fund in 2014 and another

\$85,000 in 2015 which was put to very good use in our Let's Pool Together Campaign. That campaign saved the industry from the water use restrictions that were being implemented on a city by city and water district by water district basis.

Bad News: The Drought Fund is now depleted. CPSA future budg-

ets are based on membership, contributions and affiliation agreements. Public outreach efforts on key issues must be funded by our regular budget rather than emergency dollars such as the Drought Fund. In 2016 CPSA entered into affiliation agreement with APSP, IPSSA, NSPF, FPSIE, and the Western Pool & Spa Show. These agreements recognize that CPSA is the governmental relations and lobbying entity for the California swimming pool and spa industry and they provide, in some cases, significant financial support for the association. That being said, when we look at what CPSA needs to do to respond to the many challenges facing this industry, i.e. drought, safety, education, energy conservation, services taxes, building stan-

dards and codes, consumer protection to name a few, we have identified a minimum budget need for CPSA of \$500,000 annually. We have a ways to go and there is no current funding to continue public relations efforts and out Let's Pool Together Campaign that has proven so effective.

3. The Drought:

Good News: There are currently no state restrictions on the use of public water to fill or refill swimming pools and spas, nor has the Governor or any other state agency sought to impose such restrictions. This did not happen by accident and simply would not have happened but for the work of CPSA.

Bad News: Challenges remain. There are over 700 water districts, 58 counties and 458 cities in

California. Each of these entities have the power and authority to restrict the use of water. In fact, every such entity is required to have an Urban Water Management Plan in effect to deal with water shortages.

Good News: Over the last two years CPSA has interacted with over 90 cities individually and numerous local water districts in repose to proposed bans on swimming pools and spas or fill restrictions and defeated these proposals in most instances. In a major win, CPSA was responsible for the removal any water use restrictions, except for the use of pool covers, from being included in the state guidebook that sets forth the procedures for public entities to develop

Continued on page 19

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California Capitol Report

Continued from page 18

their Urban Water Manage Plans.

Bad News: California is far from being out of the drought. CPSA continues to receive daily notifications of proposed action by cities to alter their water use restrictions and/or vote on the water contingency plans. Each of these notifications must be reviewed and responded to by the association and we do not always win. Recent decisions in Santa Rosa, Westminster and San Jose have been bad for the industry. The industry is far from being out of the woods on the drought and water use restrictions. In addition, the California Regional Water Quality Control Board and the Department of Water Resources, as well as other organizations like public water utilities are constantly sponsoring meetings and seminars seeking input from stakeholders on future water policy in California. CPSA has to expend resources to attend these meeting and be a participant whenever possible in order to fend off actions in water policy will potentially adversely affect the swimming pool and spa industry.

4. Affiliations:

As indicated above, in 2015 and 2016 CPSA entered into affiliation agreements with IPSSA, NSPF, FPSIE, WPSS, and APSP. These affiliation agreements were designed in part to provide structure to what had always been assumed, i.e. that CPSA was the lead association representing the industry for governmental affairs. However, there were at least three other significant goals within these agreements. The first was to make it clear that these

organizations are working together for the benefit of the industry, not in competition with each other. The second was to figure out how the groups can work best together to provide participants in the industry a better value proposition. The third was to provide some joint funding for the work of CPSA on behalf of each of these groups and their

members.

Good News: We are still early in these relationships but I can tell you that things are progressing well and changes are being implemented to be beneficial to members and industry participants. For example, a pool builder or service person can now be a member of both CPSA and APSP for what it used to cost to join just one of the associations. That is close to a 100% saving on

membership alone and funds both state and national representation for the industry. In addition, CPSA, and APSP are working on implementing education and certification programs in California that will be of benefit to the membership. We are also planning some regional consumer events to highlight pool and spa products to consumers. In March of 2017 CPSA will host the first Pool & Spa Day on the front

lawn of the State Capitol in Sacramento to demonstrate pool and spa industry products and what our members are doing to conserve water and energy and provide recreational opportunities to families in California. This is just a part of CPSA's overall effort to build a political profile for the swimming pool and spa industry in California.

5. What can I do?

Continued on page 20

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California Capitol Report

Continued from page 19

Simply said: Be Involved. Encourage your colleagues, business partners and associates to join CPSA. Spread the word that the future of this industry depends on expanding membership and contributions. Peer pressure works wonders.

Good News: Over the last two years there has been a committed group of industry leaders and volunteers who stepped up to provide

temporary funding that enabled the association to thus far survive the challenges of California's historic drought. These industry leaders should have the gratitude of the 54,000 Californians that have jobs in some way connect to the swimming pool and spa industry.

Bad News: There are four or five pool service organizations operating in California yet only IPSSA provides any support to

CPSA and their support is very significant. More than 20 IPSSA chapters provide CPSA regular financial support. We would like to expand this to all 65 IPSSA chapters in California. And what about the other pool service organizations? As indicated above, CPSA has only 80 pool builder members, yet there are least another 200 California builders who have benefited from the work of CPSA. If you are a manufacturer, CPSA would be happy to provide you with the list of

non-member pool builders to see if they are your business associates and we would challenge you to ask these builders to become members. At the Western and PIE shows only about 20% of the exhibitors are CPSA members. What can be done by the shows to increase this percentage? A very significant portion of CPSA funding comes from the PoolCorp distributor program wherein they add a \$1 per month to their customers invoices for voluntary payment. Can other distributors or manufacturers do something similar? There are a number of buying groups, consolidators/guilds. Each of these groups and their members benefit from the work of CPSA. Perhaps they and all of their California members should support the association? Where are the retailers like Leslie's? The trade press in California benefits from the industry and has a big stake in its future. Only Service Industry News supports CPSA as an associate member.

6. Do we still need CPSA?

The philosopher Pericles once said: "You might not be interested in government, but the government is interested in you". This is why thousands of organizations representing almost every business, profession, union, charity and more maintain representation in Sacramento and Washington DC. If you are not represented, you will likely be the brunt of some regulation or legislation that will cost you time, money or make your business uncompetitive. The swimming pool and spa industry has so many touch points that involve legislation and regulations. As indicated previously: consumer protection, safety, building standards and codes, energy and water conservation, liability, labor and workers' compensation

statutes, taxes and more.

Without CPSA who would have been there this session to stop a gut and amend bill pushing isolation fencing? Who would have killed the state tax on pool maintenance? Who would have responded to proposed regulations on new building standards for pools and pool maintenance regulations? Who would have been there, in person, meeting with the Governor on the water crisis in California and fought off pool fill and refill restrictions all across California? Who would have achieved changes in the Urban Water Management Plan Guidebook and the Model Efficient Water Landscape Ordinance to benefit the pool and spa industry?

Whether you like it or not lobbying organizations like CPSA are a necessity for small business as it is small business interests that tend to get lost in the legislative and regulatory shuffle. If an industry is not willing to put up the resources to defend itself, there is simply no one else that is going to do it for you. Unfortunately, over the years the great majority of individuals and firms that make their living in the swimming pool and spa industry think someone else is going to do this for them and they do not have to contribute to the cause. It is not until government adversely affect their pocketbook does this change usually occur and then it is often too late. CPSA's business is to protect this industry from unwarranted new laws and regulations. If we can successfully broaden the base of those in the industry that are members, the costs of providing this security blanket and investment in the future is really quite minimal. Spread the word, forward this special report to your clients, associates or customers.

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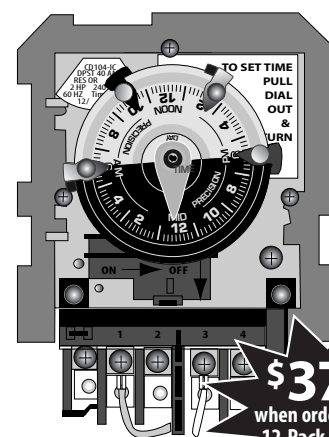
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Pentair offers incentive program for IPSSA

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 swim-

ming pool service organization and the largest manufacturer of pool products. The funds gener-

ated will be used for IPSSA's continuing education and research programs."

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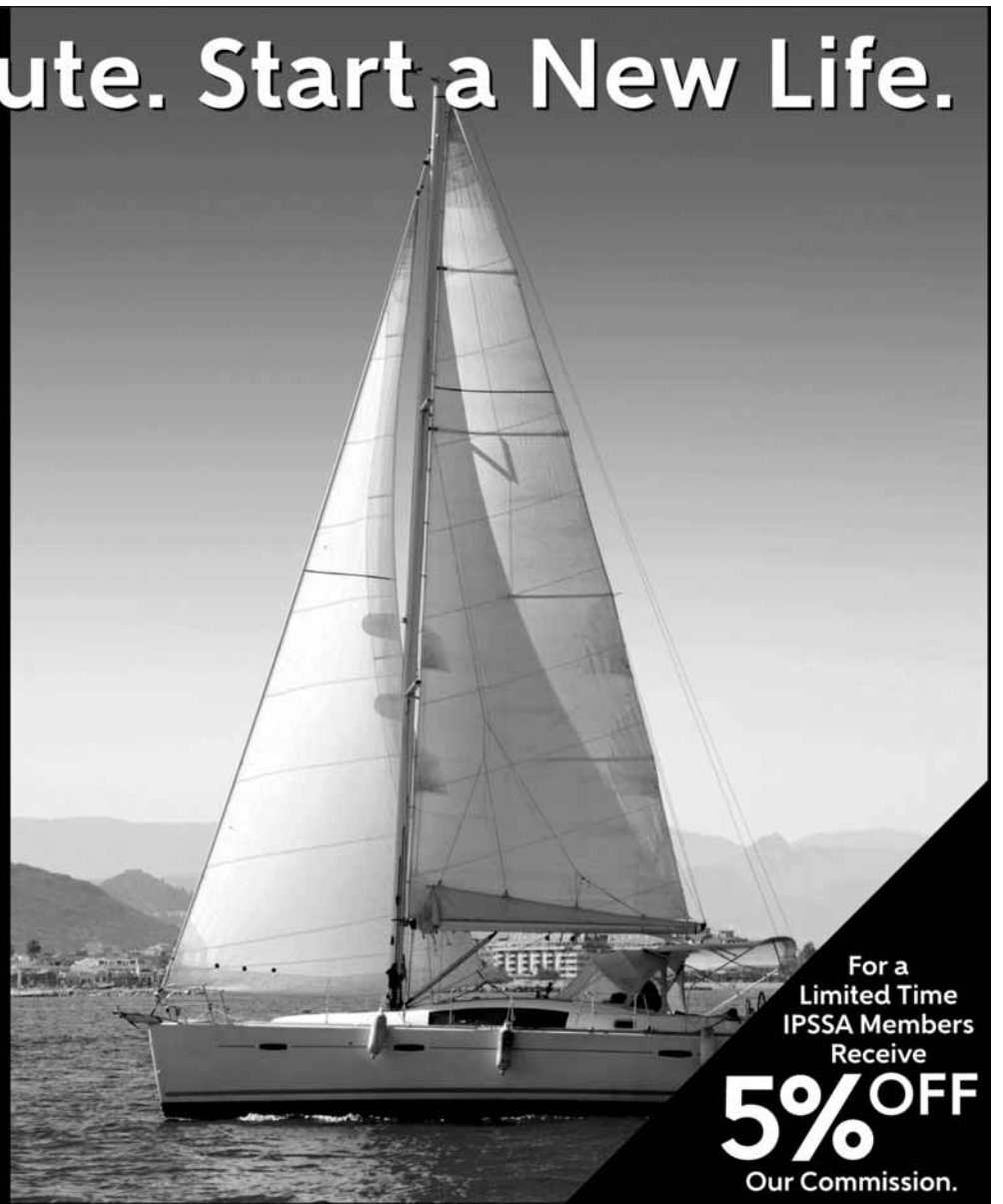
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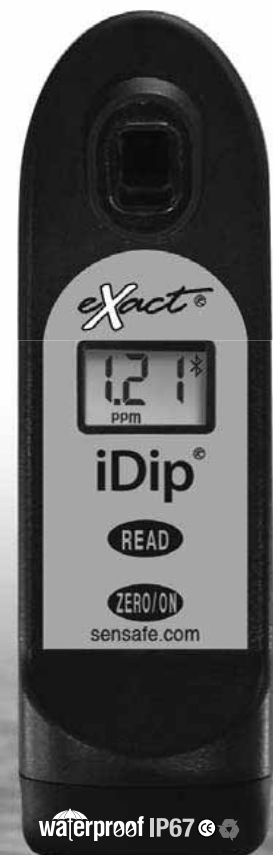
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Polaris introduces

Continued from page 14

The Polaris TR36P, a non-booster pressure cleaner, features exceptional 3-venturi-jet vacuum power and a large debris inlet, as well as a bonus all-purpose debris bag and included TailSweep PRO®. Usually available for separate sale, the TailSweep PRO is a retrofit accessory that delivers 50 percent more flow while preventing the cleaner's sweep hose from splashing water on windows and walkways.

"These new products are supported by Zodiac's Trade Series Exclusive Policy, which was the first of its kind for the industry," said Michelle Kenyon, vice president of marketing for Zodiac Pool Systems. "We launched the policy in 2014 to protect profit margins for pool retailers. As part of our expanding trade series line-up, the

Polaris 8050 Sport and Polaris TR36P ensure dealers offer innovative quality products with differentiated features that customers can't find anywhere else."

The new Polaris 8050 Sport and TR36P join a robust line-up of other Zodiac trade series exclusive products including the Polaris TR35P pressure cleaner, Zodiac TR2D and MX8TM Elite suction cleaners, Jandy VS PlusHP variable-speed pump, Jandy JXi with VersaFlo pool and spa heater, and Jandy TruClear™ saltwater chlorinator. Zodiac plans to offer more trade series exclusive products in 2017.

Pool professionals are encouraged to contact their local Zodiac representative for more information and to review the Trade Series Policy.

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Thursday, 09/29/2016	1:00 to 3:00 PM	How to Succeed in Customer Service <i>David Hawes</i> H & H Pool Services	Repairing and Renovating Swimming Pools <i>Steve Gutai</i> Jandy/ Zodiac & <i>David Peterson</i>	Pentair Chemical Automation <i>Intellichem</i> <i>Pentair</i>	Mastic Installation The Right Way! <i>Jim Dill</i> Deck O Seal WR Meadows	Proper Pool Testing Procedures & Use of Standards to Verify Test Results Industrial Test Systems
	3:00 to 5:00 PM	Evolution of the Modern Pool New Revenue Opportunities <i>Steve Arb</i> Natural Chemistry	Watershape Consulting	Low Nox Heaters Max-E-Therm Master Temp <i>Sta-Rite/Pentair</i>	Chlorine Free: Is it for me? <i>Nick Rancis</i> Clear Comfort	Design & Construction Consideration for Rooftop Pools <i>Rob Holmer</i> Terracon
Friday, 09/30/2016	8:00 to 10:00 AM	CPR - Is Your Business on Life Support? <i>David Hawes</i> H & H Pool Service	JXi Heaters <i>Alex Krajewski</i> Jandy/Zodiac	Pool Hydraulics Balancing Flow <i>Pentair</i>	Aqua-Rite Chlorine Generators (Salt) Install-Troubleshoot <i>Hayward</i>	Basic Water Chemistry and Testing <i>Wayne Ivusich</i> Taylor Technologies
	10:00 to 12:00 PM	Introduction to Pool Program 8 <i>Jason Wise</i> Wise Software	Zodiac VS Pumps <i>Alex Krajewski</i> Jandy/Zodiac	Variable Speed Pump Programming <i>Pentair</i>	Variable Speed Pump: Install and Troubleshooting <i>Hayward</i>	12 Myths about Water Maintenance <i>Wayne Ivusich</i> Taylor Technologies
	12:30 to 2:30 PM	Business Roundtable Share Your Stories <i>David Hawes</i> H & H Pool Service	Zodiac General Automation with iAqualink 2.0 <i>Alex Krajewski</i> Jandy/Zodiac	Pentair Apps and Online Resources <i>Pentair</i>	Omnilogic: Install and Set-Up <i>Hayward</i>	Motor Repair and "Hybrid Motors" <i>Bob Raymond</i> Swimco
	2:30 to 4:30 PM	Why Am I at Fault? <i>Ray Arouesty</i> Arrow Insurance	Zodiac Booster Pump Cleaners <i>Alex Krajewski</i> Jandy/Zodiac	Basic Electricity <i>Mike Childress</i> Pentair	Weird Water Solutions: The DROUGHT Edition <i>Terry Arko</i> SeaKlear	Pool School 101 <i>David Allen</i> Allens Pool Care
Saturday, 10/01/2016	8:00 to 10:00 AM	Variable Speed Motor Replacement <i>Randy Block</i> Regal Beloit	Water Chemistry <i>Terry Arko</i> SeaKlear	Hydraulics (Hydraulica) "en espanol" <i>Carlos Gomez</i> Pentair	PG&E'S Certified Aquatic Equipment Installer Training Course <i>Michael Orr</i> FPSIE	
	10:00 to 12:00 PM	Commercial ph/orp <i>Chad McClellan</i> RolaChem Control Applications Alpha West		Heater (Calentador) Instalacion y Solucion de Problemas "en espanol" <i>Carlos Gomez</i> Pentair		

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IPSSA CHAPTER LISTINGS

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

For insurance information: call Arrow Insurance (800) 833-3433 / Fax (805) 870-7625 / 2393 Townsgate Rd., Suite 101, Westlake Village, CA 91361, E-mail: ray@arrowinsuranceservice.com

REGION 1 (NORTHERN CALIFORNIA)
B.O.R.D. Member: 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. Dale Vaughn (925) 759-3819
 dalevaughn1176@comcast.net

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

ELK GROVE
 Second Wednesday, 7:00 p.m., Logan's Roadhouse,
 9105 W. Stockton Boulevard, Elk Grove
 Pres. 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
 spgotj85@yahoo.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
 aaapools@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
 vambrian@gmail.com

MISSION VIEJO
 First Tues., 6 p.m.
 Claim Jumper, 27845 Santa Margarita Pkwy
 Pres. Mark Byrne, (949) 690-6381
 eternypool@gmail.com

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

ORANGE COAST
 Last Monday, 5 p.m., Carrow's Restaurant
 Warner & Magnolia, Huntington Beach
 Pres. 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
 poolperfection1@aol.com

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

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

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

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

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

REGION 6 (INLAND EMPIRE)
B.O.R.D. Member: Scott Peterson
 (951) 699-8407
 E-mail: ipssascott@yahoo.com

CORONA: Second Tues., 7:00 p.m., Marie Callenders
 160 E. Rincon St. (at Main St.), Corona
 Pres. 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

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

ONTARIO/ RANCHO CUCAMONGA
 Second Tues., 7 p.m., 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 DIEGO
 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 Sweeney (619) 244-0496
 bernypoker@hotmail.com

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

REGION 8 (SOUTHWEST)
B.O.R.D. Member: Marc Cannon
 (602) 432-3371
 E-mail: rescueh2o@ic@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 Clayton
 (210) 240-3121
 E-mail: becky.clayton@yahoo.com

AUSTIN
 First Tues., 6 p.m., Cherry Creek Catfish Co.
 5712 Manchaca Rd, Austin
 Pres. 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. Anna 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 Starnier (941) 915-2135
 tstarnier@tampabay.rr.com

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

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

PORT CHARLOTTE: Fourth Monday, 6:30 p.m.,
 Buffalo Wings & Rings, 1081 W. Price Blvd. North Port
 Pres. Ray Kurilivcoius, (941) 743-2010
 ray@dartpoolsolutions.com

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

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

REGION 12
B.O.R.D. Member: 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.

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Steve Gutai / steve.gutai@zodiac.com
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Jesus A. Felix / jesusf@abcanaindustries.com
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Mike McBride / mmcbride@sensafe.com
George Bailey / gbailey@sensafe.com
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Cheryl MacLennan / cmaclennan@poolcoversinc.com
Claire King / cking@poolcoversinc.com
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Tom Falvai / tommy@poolroutepros.com
Tommy has been in the pool business since 1980 with hands-on experience in service and repairs, specializing since 1995 in pool route sales and consulting.

RICHARDSON INSURANCE AGENCY
209-667-2222
Steve Richardson / steverichardson@allstate.com
Auto, inland marine, commercial auto and umbrella.



SEAKLEAR POOL & SPA PRODUCTS
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Terry Arko / tarko@seaklear.com
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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.



WESTERN HYDRO CORPORATION
www.whcpools.com / 510-783-9166
Nick Haderer / nhaderer@westernhydro.com
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ASSOCIATE MEMBERS

A. O. SMITH - REGAL BELOIT
www.regalbeloit.com / 937-667-2431
Heather Scaggs / heather.scaggs@regalbeloit.com
Jim Mosman
Bill DeCorrevont / bill.decorrevont@aosepc.com
Application & repair of pump motors

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