VOLUME XXVIII, NUMBER 10

October 2016

California Capitol Report

Ojai votes against moratorium

By John Norwood

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

The City Council of Ojai voted last night to not adopt a moratorium on pool building. As reported in our CPSA Alert earlier this week and last, the City of Ojai was proposing an Urgency Ordinance which sought a 45 day moratorium on the swimming pools and certain new commercial buildings while the city staff develops a permanent water use ordinance. There had been four pool permits, to date, for 2016.

California Pool & Spa Association filed opposition comments to the proposed ordinance and also made an outreach to meet with the City of Ojai staff on this issue in an effort to have them relook at the proposal relative to swimming pools.

The Ojai City Council has decided that each City Council meeting they will discuss water, including an update on Lake Casitas. Ojai receives its water from Lake Casitas, where rainfall has been 10 inches or less per year since 2011. This has caused the water storage to drop steadily around 25,000 acre feet per year. Ojai is now looking at what happens when the water is not potable and what the city's contingency plan is for this situation.

California Pools, one of the largest California pool contractors in Southern California, testified at the meeting. The representative stated that when a pool is not in a backyard it is usually lawn that is in the backyard and lawn uses 50% more water than a swimming pool. Also, during the months of construction (3-5 months) there is no water being used in that lawn. He also noted that with the fire season, many fire departments will look for, and use, swimming pools to help put



out fires that could potentially destroy homes in the neighborhood. Because the water percent is so low that pools actually use the representative state that the moratorium is not the best conservation method because it would deprive families of the recreation area and would seriously strain the pool building community.

Steve Bilson from the Rewater Systems, a graywater system company, even stated regarding the ordinance as a whole from a water conservation viewpoint that is not low hanging fruit at all to restrict pools, in fact it is possibly the highest fruit with little to any water conservation results. Whereas, one of the most cost effective conservation measure is graywater irrigation.

California Pools had mentioned the alternatives to this moratorium including the use of drought tolerant pools. This includes the use of pool covers, restricting the use of auto fills for pools, and restricting the use of over flows. This sparked a question by a city council member on whether other cities had required pool covers, it was answered that Santa Barbara had tried to mandate pool covers, but had not passed the mandated.

Mayor Pro Tem William Weirick stated that he is much more interested in more impactful measures such as graywater programs rather than simply symbolic moratoriums. Council Member Randy Haney also mentioned that moratoriums have a serious impact on the economy since many in the city either work for or own construction companies.

Mayor Paul Blatz decided to *Continued on page 7*

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.

- Demonstrates 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 and 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.



Terry Cowles

IPSSA members eligible for 35% rebate on online education at 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
- Dept. of Transportation courses
- Healthcare courses
- Employment law courses

Plus three courses are available in Spanish.

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.



DO NOT HOLD

DATED MATERIAL

Things to do in October

- ➤ Evaluate previous season and start planning next year
- ➤ Walk-throughs on properties; evaluate for upgrades
 - **➤** Deck seals
 - ➤ Tax planning and investment planning

Inside This Issue

TOH TON OU

New Lighting Technologies	Page 3
CSLB Scam License Calls	Page 4
Hey Ray!	Page 7
NSPF Scholarships	Page 9
Pool Chem Dose Calculator	Page 11

KETURN SERVICE REQUESTED Los Alimitos, CA 90720

THE IPSSAN

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 Service Association.

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

Edward Weeks wins the August Education Corner quiz

Edward Weeks, a member of the Visalia chapter, was selected randomly among all of the correct entries for the August 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 August quiz are 1. Total alkalinity controls pH and pH controls the killing power of the chlorine or bromine A. True B. False, the correct answer is a) true. 2. The pH of the water determines how much HOCl and OCl- you have. A. True B. False, the correct answer is a) true. 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, the correct answer is c) corrosive

orne

water. 4. Removing water from a to contract. A. True B. False, the vinyl-liner pool causes the liner correct answer is a) true.

Calendar of Events

Sept. 29-Oct. 1 Pool Industry Expo

Monterey Convention Center, Monterey, CA

www.poolindustryexpo.com

Oct. 14 NPC Start-Up Technician Certification Class

Sacramento, CA mpandzic@tso.net

Oct. 19-21 World Aquatic Health Conference

Sheraton Music City, Nashville, TN

www.thewahc.org

Oct. 26 NPC Start-Up Technician Certification Class

Plano, TX mpandzic@tso.net

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

Jan. 28, 2017 Region 7 Table Top

Four Points Sheraton, San Diego, CA

www.region7tabletop.com

Feb. 3-4, 2017 IPSSA Leadership Weekend

Wyndham Anaheim Garden Grove, Anaheim, CA

info@ipssa.com

WELCOME NEW MEMBERS!

REGION 1 – Gold Country: Chris Bain... REGION 3 – Antelope Valley: Juan Guerra; Andres Martinez... REGION 7 – San Diego: Juan Valverde... San Diego East County: Jim Wellnitz... REGION 9 – Austin: Jeremiah Christianson... REGION 11 – Gold Coast: Alfredo Ramirez... North Georgia: Brian Gomez... REGION 12 – Dallas: Alexander Balbag; Merrill Spencer... Fort Worth: Omar Abdalhalim.

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.

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 51 chapters, whose members all paid promptly in August before second notices were required:

Region 1 – Capital Valley, Delta, Elk Grove, Gold Country, Tracy

Region 2 – Central Coast

Region 3 – Santa Clarita

Region 4 – East Long Beach, South Bay, Whittier

Region 5 – Anaheim, Central Orange County, Dana Point, Mission Viejo, Orange Coast, Orange County #9, OCPP, Saddleback, Surf City, Tustin/Irvine

Region 6 – Hemet, Palm Desert, Palm Springs, Redlands, Riverside, Temecula/Murrieta

Region 7 – Carlsbad, Rancho Del Mar

Region 8 – Henderson, Northwest Las Vegas, Scottsdale, Tucson, West Valley, Western Las Vegas

Region 9 – Corpus Christi, North Houston, West Houston Region 10 – Fremont, Mid Peninsula, Monterey Coast, Redwood Empire, Silicon Valley

Region 11 – Cape Coral, Gold Coast, Manasota, North Georgia, Osceola, Port Charlotte, Treasure Coast

Region 12 – Mid Cities DFW, Waxahachie

* WIN *
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 NOVEMBER 20, 2016.

- 1. Electricity pass through a solution of salt and water produces chlorine gas, hydrogen gas and
 - A. Sodium chloride
 - B. Sodium hydroxide
 - C. Sodium hypochlorite
 - D. Sodium hypochloride
- 2. One pound of salt is needed in 10,000 gallons of water for each 10 ppm.
 - A. True
 - B. False
- 3. Stabilized chlorine refers to chlorine compounds that contain:
 - A. Sodium
 - B. Hydrochloric acid
 - C. Cyanuric acid
 - D. Calcium
- 4. To calculate pool volume, we multiply length times width times the average depth.
 - A. True
 - B. False

Name					
Address					
City				Zip	
Telephone Number (_)				
Chapter					
Correct Answers: 1	2	3	4		
/Diagon in	adiaata A F	0 0 0 D for			

(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

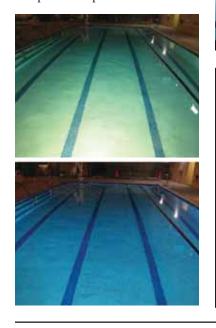
Entries for this month must be received by NOVEMBER 20, 2016.

New lighting technologies offer visual and financial benefits

By Mike Fowler

Mike Fowler is with Pentair Commercial Aquatics.

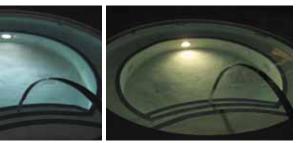
Commercial aquatic facilities are continuously performing internal 'audits' on operational costs to find ways to save money for additional aquatic programming. In doing so, many are discovering one of the fastest, easiest ways to reduce energy consumption is to replace old incandescent pool lighting with today's improved light-emitting diode (LED) lighting. Service professionals working with commercial aquatic facilities should become educated about LED lighting options and how to offer to sell and install LED lighting, especially for their commercial pool and spa accounts.

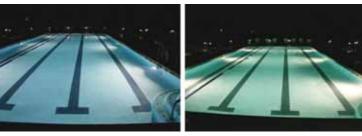


Brighter light, improved visibility

LEDs are small semiconductor devices used to convert electrical energy directly into light. By combining these digital light sources with microprocessor intelligence, aquatic facility operators can control numerous aspects of illumination.

Continued on page 15







THE BLOG
IS
BACK

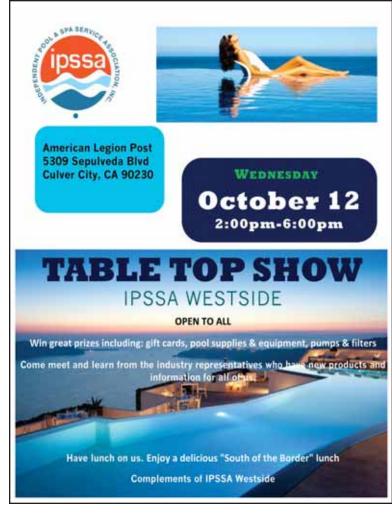
Swimming Pool Insurance Specialists Since 1982

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

VISIT HASAPOOL.COM TO VIEW OUR FULL LINE OF PRODUCTS







CPSA Alert:

Warning: CSLB scam license calls

Board (CSLB) has issued an industry alert to California-licensed contractors about to renew current licenses or anyone who has either applied for a CSLB license, or plans to apply. According to the

The Contractors State License CSLB, the operators of the scam are using information from CSLB's website to contact licensees and applicants and calling them under the guise of the CSLB and asking them to provide credit card information over the phone.

The CSLB wants to alert licensees to beware of anyone calling them and claiming to be from CSLB, then informing them that they "qualify" for additional license classifications if they pay an extra fee. A recent licensee

received such a call and reported it to CSLB, which confirmed that it was a spam call.

The CSLB has stated that they never call licensees to ask for money over the phone, nor solicit credit card information. CSLB

Pool Man

How To Make

A Million Dollars

Servicing Pools

Charles A. Baird

staff will never ask for credit card information over the phone, nor will they process any payment over the phone. CSLB fees are only payable through the mail via check or at CSLB headquarters via cash, check, or credit card.

In this case, the contractor, from the Los Angeles area, who recently obtained his license was called by a woman who claimed she was from CSLB and congratulated him on his new status. She then told him that he qualified for an additional license to install solar systems, and could add the C-46 classification for two payments of \$200 each. She also said that because of his experience in the field, the contractor would qualify for favorable ratings from insurance companies.

The contractor, suspicious of the offer, called CSLB to report it. The CSLB suspects that the scammer(s) may be targeting newer contractors thought to be less familiar with licensing rules and how CSLB operates. A list of all license fees are available on CSLB's website: http://www.cslb. ca.gov/generalinformation/library /fees.asp

The CSLB strongly encourages any other license holder who has received such a phone call to promptly report the incident to CSLB via email at social@cslb.



and they will be glad to assist you.

"With IPSSA: You're On Your Own, But

You're Not Alone"





Not yet an IPSSA member? Visit the membership table

SCP 1427 Helm Dr. **NOON - 4PM**



consulting and aquisitions, National Pool Route Sales is the number one Broker of pool service routes in the United States, with over 9,000 routes sold

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.

Toll Free 877.766.5757

26479 RANCHO PARKWAY So. LAKE FOREST, CA 92630



An overview of vinyl liner stains and solutions

By Terry Arko

Terry Arko has more than 30 years of experience in the pool and spa/hot tub industry, working in service, repair, retail sales, chemical manufacturing, customer service, sales, and product development. A certified pool operator (CPO) and CPO instructor through the National Swimming Pool Foundation (NSPF), Arko is currently a water specialist for NC Brands, parent company of SeaKlear and Natural Chemistry, which is a manufacturer of pool and spa products. He can be reached via e-mail at tarko@ncbrands com



Vinyl liner pools are the preferred pool construction method in many regions of the country for multiple reasons, including ease of maintenance. For example, it's much harder to get algae to grow on vinyl, than on plaster. However, even the highest quality vinyl pool liner is subject to staining and discoloration. Improper water balance, water treatments and specific types of debris can cause persistent maintenance nightmares, most notably staining on vinyl surfaces. Here is

a brief overview of typical staining causes to help pool professionals deal with these persistent vinyl liner maintenance challenges.

Black Staining

What's going on when black stains appear on a vinyl liner, is it algae or something else?

The answer is it could be either stains from metals or algae. There

are some simple ways to tell the difference.

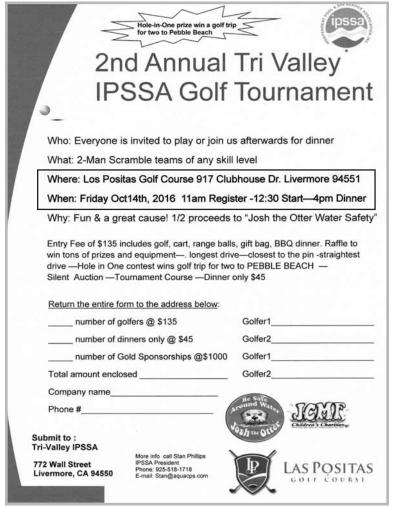
Black Staining from Metals: Copper, Iron and Manganese can precipitate out of solution resulting in stains on the pool liner. These stains are generally black, brown or gray in color. The metals may be introduced into the pool via the fill water or from improper pH causing

corrosion of pipes or heaters. The presence of metal staining can be confirmed by treating a small portion of the stained area with a vitamin C tablet. If the stain is lifted by this treatment, the staining is a result of metal. The remainder of the stains can be treated in a similar manner using a citric acid stain



Continued on page 8







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













SMART DIGITAL WATER TESTING

HARNESS THE POWER OF YOUR SMARTPHONE AND UPGRADE THE WAY YOU TEST WATER!



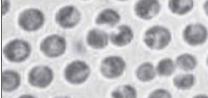


Use Algatec® . . . The Green, Yellow (Mustard), and Black Synergistic Algaecide.

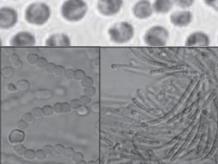
Kills green and yellow algae in just 4 to 24 hours! Powerful algae removal with <u>NO</u> chlorine loss.

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.
- Fradicates 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.



Chlorella - green algae



Anabaena blue-green algae

Oscillatoria blue-green algae





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 In U.S.A.

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@arrowinsuranceservice.com

Question

I've heard you recommend leaving keys on the hose bib to avoid overfilling pools. I'm never at a pool long enough to add sufficient water so I usually just ask the homeowner or gardener to shut off. Occasionally, I'll ask a neighbor if no one else is available. I'm off the hook if they forget to turn off the water, right?

Answer

We've had many claims in which other people have forgot to turn off water, even though they agreed to do so hours earlier. That other person usually denies agreeing to be responsible for the water and

always refuses liability for damages caused by an overfill. It's a risky decision to delegate the job of turning off water to anyone. Keep in mind that damages following an overfill can be extensive. Water intrusion into homes often requires the removal of drywall, replacement of furniture and mold remediation. In one case, water overflowing a hillside started a mudslide that required extensive engineering and structural stabilizing of a slope. In another case a home's foundation was damaged resulting in repairs of over \$400,000.

I recognize that low pool water can result in equipment damage, but installation of an auto fill device is a much better solution to hoping that a neighbor will remember to shut a hose bib. Even using an inexpensive timer that fits onto the hose bib would be a better solution to relying on someone else's memory.



California Capitol Report

Continued from page 1

vote on the item in two separate votes, with the moratorium on swimming pools being separated from the moratorium on new commercial buildings. The Mayor, Mayor Pro Tem and two council members voted "no" on the moratorium, with Council Member Betsy Clapp voting "yes".

CPSA, the California Pool and Spa Association, serves as the statewide public policy representative for the pool, spa, and hot tub industry. We advocate on behalf of industry interests before the California Legislature and state and local regulatory agencies, and for Continued on page 17



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!

PEP BRANCHES

ANAHEIM 160 E. Liberty Ave Anaheim, CA 92801

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 1250 E Francis St 909-969-2260

PALM SPRINGS 1301 Montalvo Way #5 Palm Springs, CA 92262 760-969-7378

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

VISALIA Visalia, CA 93291

AUSTIN 407 Radam Ln #B & C Austin, TX 78745

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 521 Elevar St Oxnard, CA 93030 805-288-5226

RIVERSIDE 1119 E Alessandro Blvd Riverside, CA 92508 951-653-1490

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

VISTA 1270 Distribution Way Vista, CA 92081 760-477-1477

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

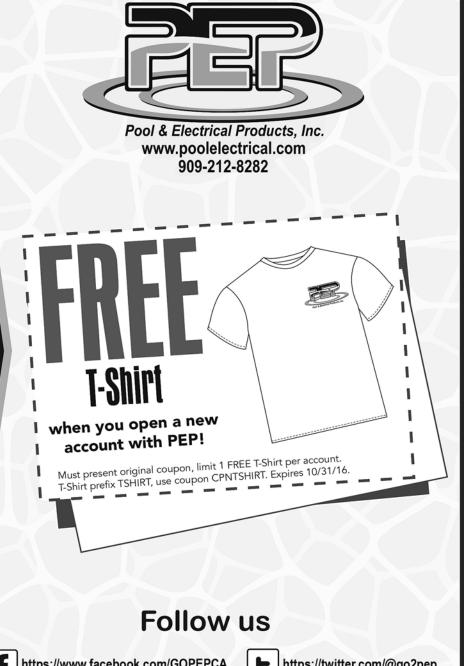
N. AUSTIN 16300 Central Commerce #4 Pflugerville, TX 78660 512-251-0400

PALM DESERT alm Desert, CA 922 760-776-1366

SAN ANTONIO 15501 Capital Port San Antonio, TX 78249 210-479-0032

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

YUCAIPA 31129 Outer Highway 10 S Yucaipa, CA 92399 909-794-8340





https://www.facebook.com/GOPEPCA



https://twitter.com/@go2pep

Vinyl liner

Continued from page 5

lifter. If not, the stain is likely due to an organic source such as black algae. Once the metal stains are lifted a metal sequestering product should be used to prevent further

Black Staining from Algae: Black algae appear as a series of small black spots on the pool liner. They are very tenacious organisms with a chlorine resistant coating that require a number of steps to re-

move. In vinyl liner pools the black algae will usually appear at the seams, near the steps on the ladder railings or around light rings. Black Algae typically doesn't grow on the smoother vinyl walls or floor. Black algae must first be brushed with a nylon brush. Reduce the pH to minimum 7.2 to increase the effectiveness of the chlorine. Then, superchlorinate the pool (normally to 10 ppm free available chlorine) and add a dose of a quaternary (quat) type algaecide. Be sure to bring pH

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

back to more neutral 7.4 range to prevent liner wrinkling.

Mold on vinyl pool liners

What if stains are still present after treating for metals and black

Another type of grey/black colored stain can occur as a result of microorganism growth on the back-side of the liner. These microorganisms can produce dyes that are soluble in the plasticizers used to make the vinyl liner pliable. The microbial dye wicks through

the liner creating an unsightly, irregular shaped blotch. The stains can be diminished on the pool side through super chlorination, for a period of time, but will re-appear since the stain originates from the back side of the liner. A polyethylene barrier between the walls and

Continued on page 14



COMMERCIAL TRUCK INSURANCE

Now Available to CA, TX & FL **IPSSA Members.**

CALL US FOR A PREMIUM QUOTE **Arrow Insurance Service**

> arrow insurance

(800) 833-3433

DOI License No. 0510559

service

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





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

One-Part, Self-Leveling Sealant

- 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 grev
- Twelve month shelf life
- VOC compliant

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

NSPF® awards 2016 scholarships and fellowship grants

Deserving candidates receive funds to continue aquatic work

national level."

help shape health policy on a

Six university students have been awarded scholarship and fellowship grants through the National Swimming Pool Foundation®(NSPF®) for the fall 2016 semester. Mia Cann, Emily Sara Cooke, Timothy Hiu Yeung Metz, Tiffany Robinson, Joshua Santillo, and Jennie Wung were notified in August of the \$1,000-\$2,000 grants that would be provided to each individual.

Data science student, Joshua Santillo stated "To me, being a recipient of this scholarship means that I've demonstrated that I can connect with people through our

common values. Also, that others

have enough faith in me and in my

investment with me. "Education is key to our mission," began NSPF, CEO, Thomas M. Lachocki, Ph.D. "Helping CPOTM Certification families attend college aligns with our mis-

sion and hearts. We hope that

these grants will help students in

education to help make that

future of aquatics as well.' The recipients hail from the following schools: Mia Cann of Shenandoah University, Virginia; Emily Sara Cooke of University of Utah; Timothy Hiu Yeung Metz of

Westmont College, California; Tif-

our field accomplish not only their

own goals, but help shape the

Arkansas; Joshua Santillo of Georgia Institute of Technology, and Jennie Wung of University of California, Los Angeles, Cali-

fany Robinson of University of

Updated application forms for next year's scholarships and grants are now available at nspf.org.



Jennie Wung

Annually, NSPF provides scholarships to applicants who are active Certified Pool/Spa Operators, NSPF Instructors, or the immediate family member of the former. Fellowship recipients must be either enrolled full-time while pursuing an advanced academic degree or a post-doctoral researcher at an academic institution. Both must provide an application before June 1.



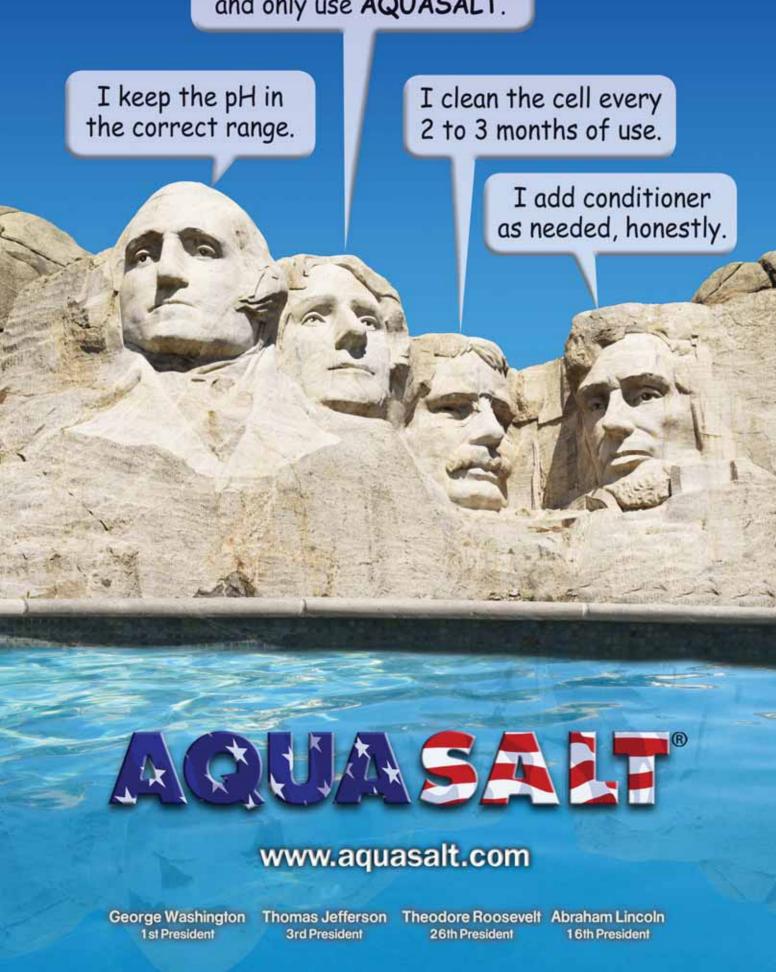
Joshua Santillo

NSPF scholarship funding is provided by leaders of the industry; there is the Phil Sperber Scholarship, previous NSPF board member; the Don Burns Scholarship, previous NSPF board nember; and the NSPF Board Scholarship. Fellowship recipient Jennie Wung, will not only receive \$2,000 but also additional funds to attend the World Aquatic HealthTM Conference (WAHC) in October 2016 in at the Sheraton Music City Hotel.

"I am immensely grateful to the NSPF for the generous fellowship award," started Jennie Wung of the Department of Environmental Health Science at UCLA. "The funds will allow me to research the topic of chloramine interference that has been a question to the UCLA recreational water program for the last 3 years. My hope is that my findings will, by extension, be beneficial to the recreational water community and



I check the salt level and only use AQUASALT.





Introducing the 96% thermally efficient ETi™ 400 High-Efficiency Heater

Features the TitanTough $^{\!\scriptscriptstyle\mathsf{TM}}$ Direct-Fire Titanium Heat Exchanger that provides outstanding corrosion resistance and durability. Its thermal efficiency is the highest of any pool heater. Plus, low emissions, flexible installation and ultra-quiet operation.

Learn how to take reliability and efficiency to the bank. Visit pentairpool.com/eti.



Claro P 12:38 p.m. Pool Chem Dose Calculator Pool Volume 15000 56775 Select Item to Change Increase Chlorine ppm Desired Change 5

Chemical Dose Amount

Chlorine 12.5%	76.80 fl oz	2.40 qts
Chlorine 10%	96.00 fl oz	3.00 qts
Bleach 8%	114.53 fl oz	3.58 qts
Lowry		pyright @ 2016, wry Consulting Group, LLC

The Pool Chem Dose Calculator will calculate the exact chemical dose needed for 38 chemicals in 11 categories for any size pool in US Imperial or Metric measures. To use it you enter the pool volume in gallons or liters, select US Imperial or Metric, select which Item to Change from the drop down list and then enter the Desired Change in ppm or mg/l. Pool Chem Dose Calculator then lists all of the chemicals that can be used for that item change and the doses for each one. It only shows 3 or 4 chemicals on the screen. If there are more than that, you can scroll down the list.

No brand names, no sales just the exact dose of the chemical you want to use by chemical name. Use it while you are at a pool or in the field to find out how much chemical to add to make a correction or increase or decrease a con-

Select from the following items:

- Increase Chlorine, 15 chemicals
- Increase Bromine 2 chemicals
- Increase Alkalinity 3 chemicals • Decrease Alkalinity 2 chemicals
- Increase Hardness 2 chemicals
- Increase CYA 2 chemicals
- Increase Oxidizer 1 chemical
- Decrease Chlorine 6 chemicals
- Increase Salt 1 chemical
- Increase Borate 3 chemicals
- Increase Copper 1 chemical.

For example, if you want to Increase Chlorine by 3 ppm in your 14,750 gallon pool, enter 14750, select US Imperial, select Increase Chlorine from the dropdown menu and enter 3.0 in ppm. Instantly see the amounts needed to get 3.0 ppm chlorine in that



Pool Chem Dose Calculator

pool for 15 types of chlorine. Makes it easy to compare and see which might be cheaper to use or make a substitution.

You can also use the Pool Chem Dose Calculator to figure out the change to a water condition if you add an amount of chemical. For instance suppose you have a 15,000 gallon pool and you want to know how much the

free chlorine will increase if you add a gallon of 10% liquid chlorine. No problem, just enter the pool volume, US or Metric, select Increase chlorine and then enter an amount for ppm. Keep changing the ppm up or down until the dose amount for Chlorine 10% gets near 128 fl oz or 4 qts.

Saves money because you get the exact dose for that pool - no more guessing. Have an emergency where too much chlorine was added and now you need to neutralize the chlorine in the pool? No problem, Just enter the Pool Volume, US or Metric, select Decrease Chlorine and enter the amount of chlorine you want neutralized and you get the amounts needed for 6 chlorine neutralizers. You will find this app invaluable.

Here are the links to the Pool Chemical Dose Calculator (cost \$5.99)

iPhone App:

https://itunes.apple.com/us/ap p/pool-chemical-dose-calculator/ id1148385163?mt=8

Android App.

Google Play: https://play.google.com/store/apps/details?id=co m.lowrycg.PoolChem.

An Anniversary Celebration!

125 YEARS, **125 PRIZES**



Buy Your Favorite Intermatic Products

FOR A CHANCE TO WIN!

To celebrate Intermatic's 125th 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.

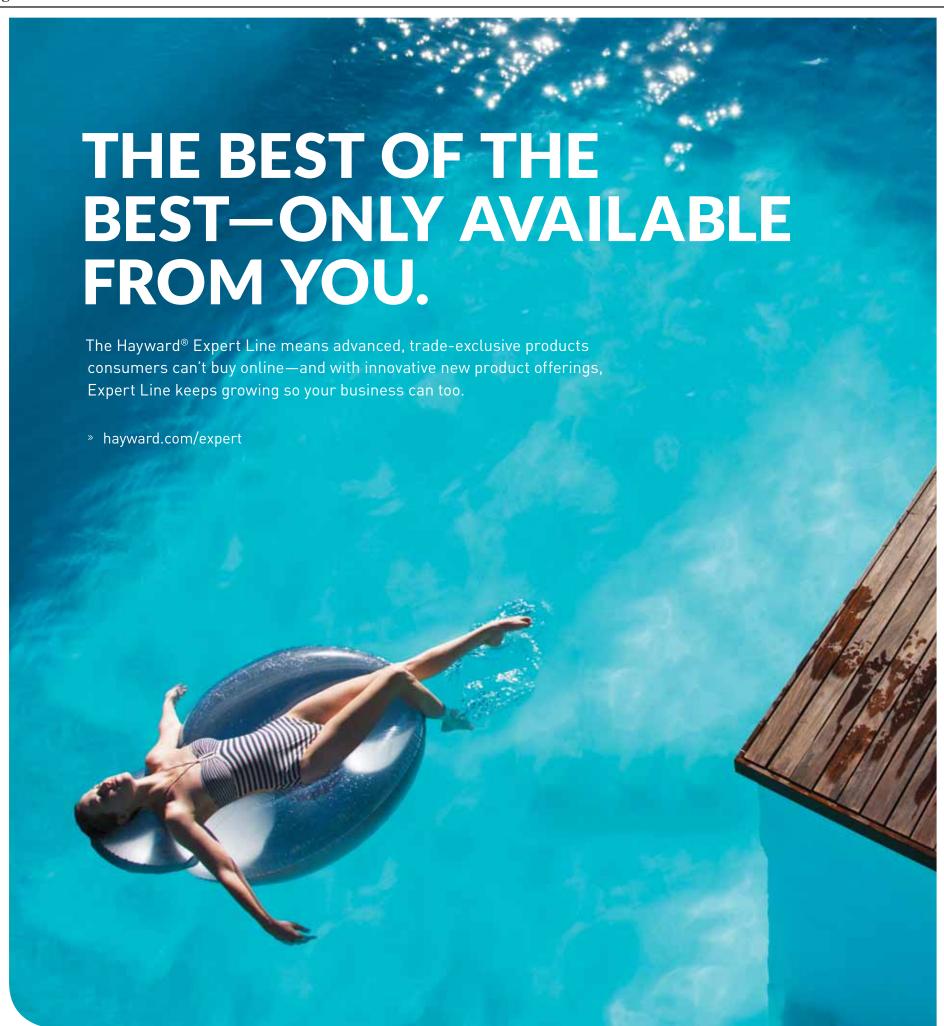






f You Tube in Intermatic.com





EXPERT LINE



PREMIUM PRODUCTS



TRADE EXCLUSIVE



EXTENDED WARRANTIES



HEAT PUMPS SUMMIT XL



VARIABLE-SPEED PUMPS TRISTAR® VS 900, MAXFLO VS™ 500



SANITIZATION
AQUARITE® 900, HYDRORITE® UVO₃



TRIVAC® 700, AQUANAUT® 450, NAVIGATOR® V-FLEX® POOLVAC™ V-FLEX®



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,

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

with their Program Coordinator.

1-844-POOL-RTE

www.sealeybb.com

them dial 800-693-0171 and speak Region 10 director, commented, ming pool service organization "This partnership is a perfect and the largest manufacturer of

pool products. The funds generat-

ed will be used for IPSSA's continuing education and research

IPSSA Members

Receive

Our Commission



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

Vinyl liner

Continued from page 8

floor of the pool, and the vinyl liner, provides a barrier to staining from these types of organisms.

Pink Stains

There is a pink growth in places throughout the pool. What

Pink blotches, can appear on liners of all colors, including white, mainly caused by an indelible pink dye excreted from bacterial microorganisms. The dye is highly solu-

ble in the plasticizers used of pool liners, so it can easily migrate through the entire thickness of the

The dye on the surface can be bleached by chlorine; however, more can migrate back to the surface. If the liner is replaced, all contaminated materials must be removed and the entire pool shell (floor and walls) must be disinfected with a liquid chlorine spray or other suitable disinfectant. A barrier layer; either a plastic sheet, or a coating of some kind should be applied directly to the pool shell.

Pool Tar

The vinyl surface seems to change and feel sticky. What's going on?

Sticky substances, referred to as 'pool tar' can coat parts of vinyl pool liners. This is caused by an interaction of quaternary ammonium compounds (quats) used in some algaecides. Also, decaying

organic material such as leaves, grass and insects. Always dilute algaecides before using and wait 24 hours before shocking.

Chemical Staining

What other chemicals can cause problems in a vinyl liner pool?

Any chemical can damage a

pool liner if it is not allowed to circulate sufficiently. Chlorine, can settle in the deep end of the pool and bleach the liner if the pool does not have proper circulation.

Vinyl liner colors such as white, turquoise, light blue, grey are less Continued on page 16

OPTIONAL COVERAGE FOR MEMBERS

Increased Life Insurance Limits Higher Liability Limits Remodeling Coverage

arrow insurance service

(800) 833-3433

DOI License No. 0510559





Partnering with IPSSA members since 1988

Call for a free estimate! 714-628-9494 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

Startsaving money and water now.

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

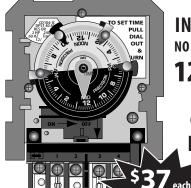
877.509.5325

To reach a location near you.

Each office indepentently owned and operated.

LEAK DETECTION DESTRUCTION

POOL TIMER REPLACEMENTS



FITS DIRECTLY INTO INTERMATIC® TIMER BOX. **NO TOOLS OR HARDWARE REQUIRED!**

12-PACK SPECIAL!

Buy 10 timers & Get 12 timers with FREE SHIPPING!

Model CD104-IC Renlaces T104

an Intermatic® or Paragon® time switch enclosure Intermatic® is the registered trademark of Intermatic Corpo Spring Grove, IL USA, P Paragon® is the registered trademark of Paragon Corporation

- Constitution of the cons	CD104-IC	T104
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.

New lighting technologies

Continued from page 3

The results are an amazing, crisp, bright yet dense saturation of light.

Light-emitting diode (LED) pool lights produce a high color temperature compared to incandescent pool lights. The 'bluer' LED light penetrates water better, giving higher brightness readings. Also, the dark-adapted human eye sees the higher color temperature as brighter. A good example of this is high intensity discharge (HID) lights found on luxury/sports vehicles. These lights emit brighter light with a higher color temperature (e.g. cool blue).

In addition to precise illumination control, another benefit to using LED lighting is its lifespan, which is generally 10 to 15 times longer than traditional incandescent bulbs. LED lights also create light without reaching the high-heat extremes created by traditional lights bulbs. With less heat, they require less energy to operate and less energy is wasted.

LED circuits are extremely energy efficient; 80 per cent of the electrical energy an LED circuit produces is converted into light energy. The remaining 20 per cent is lost as heat energy. Comparatively, incandescent bulbs operate at 20 per cent efficiency, meaning 80 per cent of the energy is lost as

heat. Even though incandescent light may seem cheaper initially, LED pool lights offer increased user benefits and reduce energy

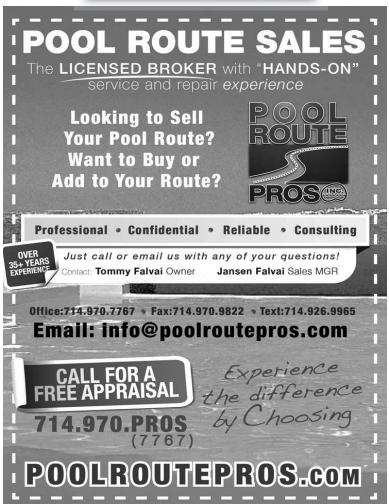
An example of this are today's new white LED lights, which use between 45 to 70 watts and are available in 300-, 400-, and 500-watt incandescent light equivalents. LED technology requires approximately 86 per cent less energy than comparable incandescent lights and because each light lasts much longer, the bulbs are changed less frequently, which offers aquatic facilities additional savings over the years.

From the Makers of the Red Baron FENIX DURABILLITY DURABILLITY DURABILLITY DURABILLITY PESIGN Since 1961 Since 1961 WWW.puritypool.com MADE IN THE USA

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.





Need an Affordable Office Manager?

iON Pool Care is your solution!



Tracks customers,



Auto syncs with OuickBooks®



Shows service history



Manages estimates

iON manages your pool service business with web-based, real-time, mobile-accessible software.

Go to ionpoolcare.com for a FREE 30-day trial



Vinyl liner

Continued from page 14

likely to show the effects of bleaching from chlorine whereas medium or darker blue pattern designs show the effects of bleaching immediately. Pool liners exposed to high concentrations of trichloroisocyanurate stabilized chlorine can easily cause bleaching in a period as short as 6 to 24 hours. The best rule of thumb here is to always dilute any chemical in a bucket of water and add in the deep end of the pool in front of the return line for best dispersion.

Organic debris left on vinyl surfaces can also cause staining and bleaching. This happens after the pool is closed when debris accumulates over several months. When the pool is opened, debris

should not be allowed to stay on surfaces for long, especially in the corners. Citric acid stain lifters can be effective at removing organic stains from vinyl liners.

Wrinkling and Stretching

What is going on when the liners seems to stretch or wrinkle?

Wrinkles in properly-sized vinyl pool liners develop as the liner absorbs water. Excessive

water absorption is a result of high levels of chlorine or bromine. If sanitizer levels are allowed to remain five times higher than normal excessive water can be absorbed. Proper water chemistry is essential to maintain liner integrity. Wrinkling is caused by changes in the liner stability due to an acidic environment. Large, single doses of hydrochloric (muriat-

ic) acid can damage vinyl liners.

To avoid stretching and wrinkling, chlorine levels should not remain higher than 3 ppm for an extended period. Bromine levels should not exceed 4 ppm. Peak chlorine levels of 5 ppm -10 ppm from super-chlorination should return to 2-3 ppm by natural dissipation.

The pH of pool water must be maintained at the highest practicable level. A range of 7.4-7.8 is desirable. Acidic levels (below 7.0) must be avoided. To minimize pH fluctuation, total alkalinity should be controlled at 100-150 ppm.

What can be done when the pool is closed to prevent liner staining?

Cover vinyl liner pools when closed for the season: The most important thing during the off season will be to prevent any stain causing debris from entering and staying on the liner for a length of time. A cover that seals around the pool perimeter should be used to prevent the accumulation of organic debris such as leaves and insects. There are closing kits for vinyl pools which include chlorine shock, algaecide and a metal sequestering treatment. At opening pools should be thoroughly cleaned of any debris, test for water balance and phosphates. An enzyme based start-up product can help deal with contaminants along with bringing the sanitizer level back. Proper closing and start-up techniques can ensure a clean and stain free liner throughout the pool season.

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



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.

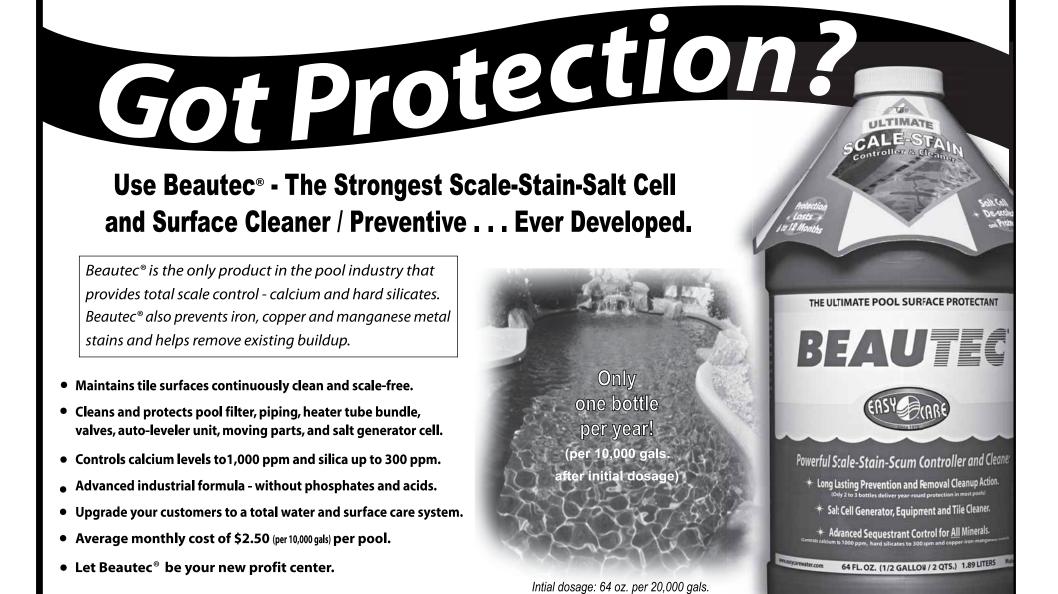
No membership or booking fees.

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





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

Tel: 1-800-289-7660 F

Fax: 1-800-440-7660

www.easycarewater.com



Matching funds available from IPSSA Inc.

IPSSA Inc. has a matching grant fund of \$24,000 to assist individual regions and chapters for community involvement, safety programs, and promoting IPSSA to the public. The spirit of the matching grant is to foster IPSSA promotions by facilitating new ideas from individual members, chapters and regions.

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

California Capitol Report

Continued from page 7

individual members dealing with enforcement issues. Working daily on the industry's behalf, we have an unmatched track record in successfully negotiating and fighting against unreasonable and costly legislation and for enforcement of unlicensed contractor laws. CPSA promotes the highest standards of professional conduct in pool construction, service, and repair, and seeks to

mation on CPSA and legislation we are watching, call 916-447-4113.

educate the public on the proper maintenance and safe use of swimming pools, spas, and hot tubs. For nearly 40 years, CPSA has been the only organization registered to lobby at the State Capitol on behalf of the pool, spa, and hot tub industry. CPSA is funded by membership dues and donations. For more infor-

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

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

- Matching grant requests must be submitted in writing to the regional director by December 1st
- 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.



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

■ 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



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













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 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 ½ 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 ORÂNGE 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 ooolperfection1@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 p.m., PSOC Waterline Tech 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. Shooters, 121 E. Florida Ave, Hemet Pres. John Bettencourt (951) 925-2442 bettencourtpool@msn.com

MENIFÉE 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. El Ranchero Restaurant, 1565 N. Santa Fe, Vista

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 PORT CHARLOTTE: Fourth Monday, 6:30 p.m., Buffalo Wings & Rings, 1081 W. Price Blvd. North Port

Pres. Ray Kurilivicoius, (941) 743-2010 ray@dartpoolsolutions.com SARÁSOTA: First Tues., 6:30 pm Gecko's Grill & Pub, 351 N Cattlemen Road, Sarasota Pres. Andy Homner (941) 330-5757 andy@clearwavepoolcare.com

TREASURE COAST

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

REGION 12

B.O.R.D. Member: 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

EPOOLCORPSCP/SUPERIOR/NPT*

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



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



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 / 805-870-7625 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.



ALAN SMITH POOL PLASTERING INC.

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

(C)

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 www.tebeca.com/ 817-326-3999 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 motor

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

∃reg Garrett / greggarrett@hotmail.cor Education, consulting, manufacturing, and repairs of

AQUA CREATIONS

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

ΔΟΙΙΔ ΝΟΥΙΙS www.aquanovus.com / 972-325-1010

Kermit Monzingo / k.monzingo@aquanovus.com

AQUABOND LLC

www.aquabondadhesives.com / 714-961-1420 Cindy LaCombe / clacombe@aguabond.com Professional adhesives and crack repair for pools, spas

AQUATHERM INDUSTRIES

www.aguathermindustries.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

B'S POOL SUPPLIES

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

www.solarsunrings.com / 951-296-6502 Georgina Miramontes / info@solarsunrings.com Solar covers and cvanuric 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 domestic and commercial.

COUNTY LEAK SERVICES /

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

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 and maintenance items. 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 FILBUR MANUFACTURING

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

G&P TOOLS

www.gandptools.com 573-431-6998 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

business education. INTERMATIC

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

J&J ELECTRONICS INC.

www.jandjelectronics.com / 949-455-4460 Susan Bloom / sbloom@jandjelectronics.com Provides LED lighting products for the pool and spa KELLEY TECHNICAL COATINGS

www.kelleytech.com Brink Spruill / brink@kelleytech.com John R. Kelley Jr. / 502-636-2561

Manufacturer of Olympic pool and deck LAMOTTE COMPANY www.lamotte.com / 800-344-3100 Rich DeMoss / rdemoss@lamotte.com

Robin Myers / rmyers@lamotte.com Manufacturer of water testing products. LEAK DETECTION LISA

www.leakdetectionusa.com 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

Pool supplies LOWRY CONSULTING GROUP LLC

www.lowrycg.com / 706-692-7727 Robert Lowry / rlowry@lowrycg.com Chemical consulting, product formulation, education and technical writing.

LUBEGARD

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

NATIONAL POOL ROUTE SALES www.poolroutesales.com / 877-766-5757

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

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

nools and spas NORTHERN FILTER MEDIA

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

and maintenance items. ON BALANCE LLC

www.orendatech.com

Kim Skinner / kim@on-balance.com Que Hales / que@poolhelp.com 801-358-7450 / www.poolhelp.com Water chemistry and plaster problems. ORENDA TECHNOLOGIES

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

www.oreqcorp.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 vacumm hoses for the commercial service trade. POOL BUSINESS ACADEMY 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 www.poolsafe.com John Moss/760-580-4640, john@poolsafe.com Dan Newbold/949-689-7085, dan@poolsafe.com Devin Callahan/925-698-9839, devin@poolsafe.com Automatic pool covers and removable fences: installation

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 / ibledsoe@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

www.houstonpoolrenovations.com 713-466-3300 Alan Williams / alan@poolworkstx.com Kevin Williams / kevin@poolworkstx.com Pool plastering, deck coatings and complete renovations
PRECISION MULTIPLE CONTROLS

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

PRISTINE BLUE www.pristineblue.com / 800-257-9283 Dennis Hughes / dennishughes@pristineblue.com Chemical manufacturers and sales.

PROFLUENT MEDIA INC.

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

broader customer base **PURITY POOL INC** www.puritypool.com

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

RAMUC POOL PAINT

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

RAYPAK INC.

www.Raypak.com / 805-278-5329 John Kane / jkane@raypak.com Tom Grucky / 818-292-1546 David Ekman / 949-466-9187 Chris Nielsen / 818-292-1549 Daniel Nicholas / 818-292-1531

Gas heaters and heat pumps RDS UNDERWATER WORKS

www.rdsservices.com / 714-421-4160
Pool remodeling and underwater structural repairs.

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

residential and commercial. SEALEY BUSINESS BROKERS

SGS INDUSTRIES www.sgschlorinators.com / 480-385-3052

Develop and manufacture salt water chlorinators and water meters for residential and community

www.solarunlimited.com / 818-843-1633 Bob Irwin / bob4solar41@yahoo.com Southern California's exclusive FAFCO solar dealer /

Joe Valentino / j.valentino@speck-pumps.com Carlos Castro / c.castro@speck-pumps.com Speck offers swim jet systems, filters, filter systems, and pumps for in-ground, above ground pools, spas

SPRINGBOARD POOL ROUTE BROKERS

SUN X SOLAR

Solar pool heating specialists, residential and commercial. SUNTREK

www.taylortechnologies.com 410-472-4340 Jody O'Grady / jody@taylortechnologies.com

TRIVITRO www.vitroclean.com / 425-251-8340

Manufacturer and distributor of Vitroclean filter media. TSYS MERCHANT SOLUTIONS

www.tsysmerchantsolutions.cor 402-574-7089 Mary Beth Erps / merps@tsys.com TSYS offers an exclusive payment acceptance program the pool and spa industry.

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

count - Unicel - clearly the best.
UNITED CHEMICAL CORP.* www.swimpool.com / 800-824-5550 info@swimpool.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 replacement motors in the industry

818-701-6200 Samar Hamza / samar@vacless.com Bevin Coen / bevin@vacless.com

Manufacturer of pool and spa safety products. VALTERRA PRODUCTS LLC www.valterra.com 818-898-1671 George Grengs / george@valterra.com Pool and spa maintenance equipment and OEM gate

Steve Holcomb / Andi Holcomb 800-543-0979 / 949-955-1233

732-979-9889 Rich Cacioppo / rich@watertechcorp.com Manufacturer of battery powered pool vacuums,

WAYNE FISH POOL MAINTENANCE

waynefish@roadrunner.com 714-883-2767

Ron Zwicky / Dana Zwicky / dana@rdsservices.com

REVCO SOLAR ENGINEERING www.revcosolar.com / 949-367-0740

www.sealeybb.com / 844-766-5783 Arif Sealey / asealey@sealeybb.com

I service companies in selling their route. Cary Tenenbaum / caryt@sgschlorinators.com Bob Trepp, bobt@sgschlorinators.com

swimming pools. SOLAR HEATING SPECIALISTS

www.warmpools.com 951-781-6520

Emery Osgood / emery@warmpools.com Betsey Osgood / Betsey@warmpools.com Installation of solar pool heating. SOLAR UNLIMITED, INC.

installer. Specializing in design, sales, installation and service of commercial and residential thermal pool heating and residential solar electric systems SPECK PUMPS-POOL PRODUCTS www.usa.speck-pumps.com 904-739-2626 / 800-223-8538

and pools with vanishing edges, waterfalls, fountains or

www.springboardprb.com / 888-998-7665 Cory Mouillesseaux Pool route broker

www.suntreksolar.com / 800-292-7648 Roy Heine / roy@suntreksolar.com Solar service and installation.

TAYLOR TECHNOLOGIES INC.

Manufactures water-testing supplies geared to the needs of service professionals, including the TTi 2000 Colorimeter. Renowned for accuracy, simplicity, durability and tech support from real chemists.

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

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

Rescue treatments for swimming pools. US MOTORS / NIDEC

VACLESS SYSTEMS, INC. www.vacless.com

Gayle Key / gaylek@valterra.com valves and unibody valves and replacement parts
WATER SAVERS CO.

Leak detection and repairs for pools and spas. WATER TECH CORP.

distributor of robotic pool cleaners and accessories.

Water chemistry, water treatment, KK the Poolman's