

Phil Sharp awarded Terry Cowles Memorial Award



Phil Sharp, a long time member of IPSSA, was presented the Terry Cowles Memorial Award at the association's February 6th Leadership Banquet.

Named in honor of the man who created the original IPSSA Benevolent Fund, the Terry Cowles Memorial Award recognizes an individual on the basis of demonstrated professionalism, service to IPSSA, assistance to others in the pool and spa service industry, and contributions to his or her community.

Terry Cowles legacy embodies the spirit of IPSSA: helping others in the industry when they need it most and this year's recipient, Phil Sharp, carries on that spirit.

Phil is responsible for bringing IPSSA to Texas. He first became involved with IPSSA as a Region 8 (AZ/NV) member and eventually became the Region 8 Director. While on the BORD he spearheaded a campaign and helped create Region 9 (Texas). Phil has served two years as Region 8 Director and six years as Region 9 Director. While on the BORD he served as the Education and Expansion Com-

mittee chair and was IPSSA President two years in a row. Phil started the San Antonio chapter and has served as President for the chapter multiple times.

For over 25 years Phil has been a willing leader in the pool industry as well as IPSSA. He is very generous with his time and knowledge. Phil receives calls daily from pool professionals, chapter members, and region members requesting his knowledge, expertise, and guidance. Phil always takes the time to answer and help.

Phil has always been able to work and help people all over this country. Through IPSSA and the Fraternal Order of Eagles, he has been able to help multiple charities over the years.

Phil's work ethic, professionalism and knowledge of this industry has always served him and others well. He holds a CPO, is NSPI Certified and holds a Residential Appliance Installers license. Phil is also member of the San Antonio Apartment Association as well as the Hotel/Motel Association.

Congratulations Phil!



The 2016-2017 IPSSA Board of Regional Directors. Front row, left to right: Jason Briggs (Region 4), Joe Lukacik (Region 7), Becky Clayson (Region 9), Terry Snow (Region 3), and Brian Duncan (Region 1). Back row, left to right: Jason Lehmann (Region 12), John Oldfield (Region 10), Manuel Margain (Region 2), Michael Black (Region 5), Derric Raymond (Region 11), Scott Peterson (Region 6), and Marc Cannon (Region 8). (Meet the BORD on pages 4-5)

California Capitol Report

Challenges keep coming

By John Norwood

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

Challenges to the swimming pool, spa and hot tub industry just keep coming. The last two years were dominated by the drought and fighting off state and local restrictions on the use of public water to fill and refill swimming pools, spas and hot tubs. But just when we started feeling good about CPSA's many victories in these battles and early rain and snow started to look promising, reality set in.

On the water front, the State Water Quality Control Board has extended its water conservation mandates and a dry couple weeks in February has dampened enthusiasm that the historic drought may be coming to an end. CPSA continues to receive multiple notices each week that local cities and water districts are renewing their drought contingency restrictions for 2016. The good news is that public entities seem to be moving away from fill restrictions and permit bans for pools, spas, and hot tubs and centering their attention on covers as the primary

conservation restriction applicable to the industry.

Another big challenge facing the industry is that the California Energy Commission just opened a new procedure which proposes to update and improve energy efficiency standards for all pool pumps and motors under 5 horsepower. The current standard applies only to filtration pumps. The proposed rules would apply to all pumps and motors including cleaner, spa and water feature pumps. In addition to the focus on pool pumps, the Energy Commission is

Continued on page 22

Things to do in March

- Condition pools
- Filter maintenance
- Revise additional insured endorsements
- Solar system starts
- Education at the Western Pool & Spa Show
- Clean salt systems and other specialty units

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THE IPSSAN

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No One Wins the January Education Corner quiz

Sometimes it happens. No one who submitted entries for the January Education Corner quiz got 100% correct. All correct entries submitted during 2016 are eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the January quiz are 1. What is the Saturation Index for the following water test results? pH 7.5, total alkalinity 120 ppm, calcium hardness 300 ppm, TDS 1100 ppm and temperature 80° F. A. - 0.1. B. +0.1 C. 0.00. D. +0.2, *the correct answer is c) 0.00.* 2. The pH of pure water is: A. 6.5 B. 7.0 C 7.2 D. 7.5, *the correct answer is b) 7.0.* 3. Trichlor and cal hypo mixed together can cause an explosion. A. True B. False, *the correct answer is a) true.* 4. How much liquid chlorine (12%) will be need to reach breakpoint in a 15,000-gallon pool with a TAC

of 2.0 ppm and an FAC of 1.5 60 fl oz. D. 3 quarts, *the correct ppm? A. 80 fl. oz. B. 40 fl.oz. C. answer is a) 80 fl. oz.*

Calendar of Events 2016

- March 10-12** **Western Pool & Spa Show**
Long Beach Conv. Center, Long Beach, Calif.
www.westernshow.com
- March 10-11** **CPO Class**
Western Pool & Spa Show, Long Beach, Calif.
http://www.anotherperfectpoolnews.com/cpo
- March 22-24** **CPO Class**
FPSIE, Sacramento, California
info@fpsie.org
- March 24-25** **CPO Class**
Superior Pool Products, Vista, California
http://www.anotherperfectpoolnews.com/cpo
- April 7-8** **CPO Class**
Superior Pool Products, Anaheim, California
http://www.anotherperfectpoolnews.com/cpo
- April 21-22** **CPO Class**
Hasa, Saugus, California
http://www.anotherperfectpoolnews.com/cpo
- April 30** **IPSSA Board of Regional Directors Meeting**
Orlando, Florida
info@ipssa.com
- May 5-6** **CPO Class**
SCP, Riverside, California
http://www.anotherperfectpoolnews.com/cpo
- May 19-20** **CPO Class**
Superior Pool Products, El Cajon, California
http://www.anotherperfectpoolnews.com/cpo

*** WIN *
IPSSA Logo
Gear!**

Education

Corner

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

1. Getting liquid chlorine (sodium hypochlorite) in your eyes can cause permanent corneal damage in only 15 seconds.
A. True
B. False
2. Once the chlorine generated from the salt is used, it reverts back to salt to be used over and over again.
A. True
B. False
3. The primary purpose of disinfection is to kill pathogenic organisms such as bacteria, parasites, viruses and other organisms such as algae, mold, mildew and spores.
A. True
B. False
4. One pound added to 120,000 gallons of water equals 1 ppm.
A. True
B. False

Name _____
Address _____
City _____ State _____ Zip _____
Telephone Number (____) _____
Chapter _____

Correct Answers: 1. _____ 2. _____ 3. _____ 4. _____
(Please indicate A, B, C, or D for each answer.)

Mail Entry to:

IPSSA Quiz, 10842 Noel Street, #107, Los Alamitos, CA 90720
Or Fax to: (888) 368-0432
Entries for this month must be received by APRIL 20, 2016.

Call for IPSSA Liaisons

IPSSA is putting out a call for IPSSA liaisons for APEC, CPSA, FPSIE, NPC and NSPF. If you are interested please send written notice to the IPSSA executive office, attention Amy Nijjar at anijjar@ipssa.com. All nominations must be received by April 20th.

WELCOME NEW MEMBERS!

REGION 2 – Central Coast: Edward Ransom... **Conejo Valley:** Jonathan Brayton... **Fresno:** Nathan Margain... **Visalia:** Francisco Torres... **REGION 8 – VIPS:** John Gunther... **REGION 10 – Houston:** Frank Chaidez... **West Houston:** Jerry Steinhauer... **REGION 11 – Gold Coast:** Pedro Digeronimo... **REGION 12 – Dallas:** Seth Bauman, Chad Holcomb.

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

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 35 chapters, whose members all paid promptly in January before second notices were required:
Region 1 – Delta, Gold Country, Modesto Central Valley, Tracy
Region 2 – Central Coast, Fresno, Santa Barbara
Region 3 – Diamond Bar, Santa Clarita
Region 4 – East Long Beach, Whittier
Region 5 – Anaheim, Central Orange County, Dana Point, Huntington Beach, North Orange County, OCPP, Orange Coast, Saddleback, Surf City, Tustin/Irvine
Region 6 – Menifee Valley, Temecula/Murrieta
Region 7 – Carlsbad, Rancho Del Mar
Region 8 – Henderson, Northwest Las Vegas
Region 9 – Clearlake, North Houston
Region 10 – Tri-Valley
Region 11 – Manasota, North Georgia, Treasure Coast
Region 12 – Dallas, Mid Cities DFW



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- Hourly Prize Drawings All 3 Days
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Email: exhibitsales@westernshow.com
financialoffice@westernshow.com
Call: 800-746-9772

westernshow.com

38th Annual Western Pool & Spa Show ~ March 10-12, 2016

Seminars & Speakers subject to change or cancellation without notice / CHECK westernshow.com FOR UPDATES OR CHANGES

THURSDAY, MARCH 10, 2016 / EXHIBIT HOURS 6-9 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 30+ New Classes

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
1 PM TO 2:45 PM	T/S Max-e-Therm Master Temp Heaters, Troubleshooting, Pentair	How to Install Water Features That Work Ron Hetzner, Oreq	Easy Water Chemistry Gloria Wilson HASA	Technical Service Training for In-Floor Cleaning Systems, Jaime Guzman	Commercial Chemical Automation – CAT Controls and Commercial Salt, Troy McGinty, Hayward	Billing with the Pool Program 8 Jason Wise	Secrets for an Algae Free Pool, Marvin Rezac, Easy Care	Designing and Troubleshooting Solar Pool Heating Systems, Suntlet Industries	Gas Pool Heaters Installation and Repair, Raypak Clases En Español
3 P.M. TO 3:45 P.M.		Hazardous Material Transport & Your Route Truck, Ron Hetzner	Problems with Pools & Spas for Beginners, Dennis Rettela	Pool Deck Joint Installation and Tile Repair Made Easy by Chem Link	New HydroRite UVO3 UV-Ozone Sanitation for Residential & Commercial, Ray Denkewicz	Billing & Collections Christine Hester	Proper Care of Fiberglass Surfaces Richard Dietz, Aqua Creations	How to Repair and Replace Pool Lights, Robert Foutz Jr., Purity Pool	Secrets for an Algae Free Pool EasyCare Clases En Español
4 P.M. TO 5:45 P.M.	Up to \$1,000 Rebates for Pool Pumps Through the Energy Upgrade California Program, Pentair	Reverse Osmosis and the Future of the Pool Industry, Brett Gereau	Gas Pool Heaters Installation and Repair, Leon Hall, Raypak	UVC Environmentally Friendly Pool Sanitization, Dan Tillman	Salt Chlorine What You Need to Know, Bob Seward & Dan Smith, Hayward	Plaster Problems Black, White & Gray Plus Q&A Ed Rock	Good Mastic Installation Jim Dill Deck-O-Seal	How a Pool Works Robert Foutz Jr., Purity Pool	Business Management Pedro Correa Clases En Español

FRIDAY, MARCH 11, 2016 / EXHIBIT HOURS 2-6 P.M. / OPEN TO THE TRADE ONLY / REGISTRATION REQUIRED / 30+ New Classes

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	Chemical Automation Common Adjustment for IntelliChem, Scott Parker	Basic Chemistry, Lonza-Applied Biochemist, John Weber	Salt Systems and How They Function, Cary Tenenbaum	JXi Heater – Installation Operation & Installation, Zodiac	Navigator & Aqua Naut 200 Tear Down Reassembly and Correct Installation Bob Seward, Clint Webster	Hot Water Chemistry and Testing Wayne Ivusich, Taylor Technologies	Certified Stain Specialist, Barry Driks, Jack's Magic	Phosphates Facts & Myths Easy Care	Heater Troubleshooting, Carlos Gomez, Pentair Clases En Español
10 A.M. TO 10:45 A.M.	Hydraulics for the Service Pro, Mike Childress, Pentair	Micro Filtration Reverse Osmosis, Nano & Ultra Filtration, Steve Dunn	Commercial Pool Heaters Installation and Repair, Raypak Heaters	Calif. Home Improvements Contract Law & Why Swimming Pool Contractors Need Complete Contracts	Hayward Town Hall "Ask the Experts," Dan Smith, Clint Webster	Certified Aquatic Equipment Installer, Part 1: The Nuts & Bolts, Michael Orr		Electrical Bonding and Grounding, Bill Hamilton	Billing & Collections Christine Hester
11 A.M. TO 12:45 P.M.	The Rebel Pool Cleaner, Mike Childress, Pentair	Sizing Commercial Equipment to Meet Codes and Use, Steve Dunn	Tips & Tricks for the New Pool Professionals, Peter Haverlation	Web Based Controls Installation, Operation & Installation of Zodiac Web Controls for Pools & Spas	New OmniLogic Control The Power of Simple, Greg Fournier, Jason DeBruin, Hayward	Certified Aquatic Equipment Installer, Part 2: Operation and Customer Relations, Michael Orr	Changes to the NEC for 2017, 680, Bill Hamilton	Proactive Non Acid Pool Start-Ups EasyCare	Heating Repair, Tools and Tips Arturo Torres Clases En Español
1 P.M. TO 2:45 P.M.	Responding the Drought Crisis John Norwood, CPSA	The Real Scoop on Spot Etching And Calcium Nodules OnBalance	Energy Efficient Pool Audit EEPA Steve Gutai & Mike Giddens, Zodiac					Cuencade Checkes Para Negocio Guiatara Clases En Español	Introduction to QuickBooks Pedro Correa Clases En Español

SATURDAY, MARCH 12, 2016 / EXHIBIT HOURS 1-6 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 30+ New Classes

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	The Shocking Truth of Electricity and How to	Chemistry 101, Basic Water Chemistry, Terry Arko, SeaKlear	Algae Free Pools Enzymes and Phosphate Removal, Chris Marciano	Licenciade Contrartista Guiatara Clases En Español	CSI Program, Solar Heating Commercial Pools, UMA Solar, Inc. Greg Gahagan	Ozone for Pools Advanced Water Purification Technologies, Tim Chew, Ken Milbery	Intermatic Multi Wave Installation Wiring and Programming	Identify and Remove Plaster Stains, Barry Driks, Jacks Magic	Hydraulics For the Service Pro, Carlos Gomez, Pentair
10 A.M. TO 11:45 A.M.	Troubleshoot It, Mike Childress, Pentair	Understanding Variable Speed Pumps Ben Honadel	Profitable Pool Inspections Rick English, APSP Builders Education Commission	How to Keep the Water Out of What It's In, Dennis Chapman	The Hidden Secrets to a Stain Free Pool, United Chemical	Common Testing & Treatment Myths Wayne Ivusich, Taylor Technologies	Building Modular Custom Slides, How to Design, Build & Sell for In-Ground Pools, Kathryn Varden	Cyanuric Acid (CYA) in Swimming Pools – Accumulation, Effects & Correction Kermit Monzingo	Variable Speed Pumps, Arturo Torres Clases En Español
NOON TO 1:45 P.M.	Your Biggest Enemy - The CSLB Nicholas B. Spirtos, Attorney	Variable Speed Pumps: Advanced Programming and Sales Strategies, Ben Honadel, Pools by Ben	Differences in Pool Surfaces and How they Interact with Water, Alan Smith	Phosphate & Enzyme Control for Increased Efficiency, Harold Evans	Dealing with Pool & Spa Leaks Bill Campbell	Advanced Water Chemistry OnBalance	Rola-Chem ORP/Ph Controllers & How They Function, Todd Schwab	Millionaire Pool Man Improving Visibility & Profits, Charles Baird	Basic Chemistry, Pedro Correa Clases En Español

LONG BEACH CONVENTION CENTER, 300 E. OCEAN BLVD., LONG BEACH, CALIFORNIA / HALL "C" / Speakers' views are their own and not necessarily those of the Western Pool & Spa Show, Inc.

Meet the 2016-2017 IPSSA Board of Regional Directors

BORD

BOARD OF REGIONAL DIRECTORS

REGION 1



Brian Duncan
Region 1
Northern California

Brian was born in Tuscan Arizona but moved to Walnut Creek California at a young age where he still lives today. "I've been a competitive swimmer most of my life and as a consequence I grew up in and around swimming pools. I began working at pools at a young age and I've worked as a swimming instructor, lifeguard, lifesaving instructor and swim coach. Invariably I found a way into the equipment rooms and learned how to operate the equipment."

Brian graduated from Cal State Chico where he was an All American in swimming and a captain on the team.

He holds a C-61, D-35 and C-53 contractors licenses and has been a member of IPSSA since 1991. Brian also served as the East Bay IPSSA Chapter President.

Brian has been married to his wife Nancy for 25 years and has a son Sean who is 16.

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



REGION 2



Manuel Margain
Region 2
Central California

Manuel is in his second year of his first term on the IPSSA BORD. He is the Chair of the Bylaws Committee and serves on the Expansion, Member Benefits and Sick Route Committees.

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

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



REGION 3

Terry grew up in West Covina CA and now lives in Upland CA with his wife of 38 years, Barbara. He has two children Kyle 34 and Kristen 31 and two grandchildren Jacob 10 and Sage 10 months. Terry started working for a pool service company in 1973 at the age of 18 and went on to start his own pool service business in 1981. He holds a California Contractor Licenses C-53 & C61-D35 and a certified technician license with Los Angeles Health Dept.

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

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

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

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



Terry Snow
Region 3
North Los Angeles County

REGION 5

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

After several years of the fast pace movie scene, Michael settled down to the care free life of a pool man. Little did he know it's not that care free! Having his own commercial pool business since



Michael Black
Region 5
Orange County

1990 he joined IPSSA soon after. Michael has been the Orange Coast Chapter President since 2013 never regretting his involvement with the members of his

chapter. Michael said, "They're a great group of guys and they always pitch in when necessary." He has now stepped to the plate as Regional Director for Region 5 and hopes he'll make his chapter proud.

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

REGION 4



Jason Briggs
Region 4
South Los Angeles County

Jason Briggs is in his second term as the Region 4 Director and has been involved in the chapter and regional level for many years. His region's chapters include Central Los Angeles, East Long Beach, South Bay, Westside and Whittier. He is serving as the Marketing Committee chair.

Jason was born in Redondo Beach California and moved nearby to Torrance California at the age of six and has lived there ever since. He met his wife Michelle in High School and has two daughters, Bailey (14) and Emily (11).

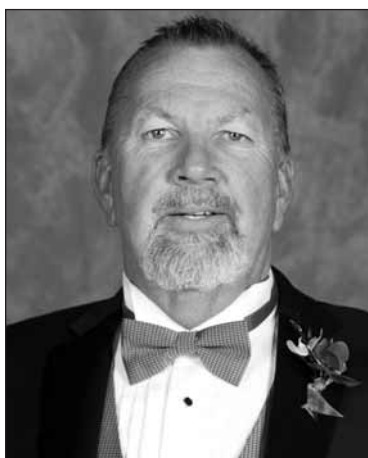
Jason enlisted in the U.S. Army in 1989 as a Combat Medic and joined the California Army National Guard. Later he went on to Officer Candidate School and became a Commissioned Officer. Now in the rank of Lieutenant Colonel he currently commands a battalion. Since 9/11 he has been gone with the military about four years while his business partner and previous Region 4 director Adam Morley continued to run their business.

Jason earned his Bachelors Degree from California State University, Long Beach in Financial Management his Masters in Business Administration from Webster's University. He said, "I'm the poster child of the military recruitment process, I planned to join for

four years and ended up doing 25, and counting. I actually turned a profit earning my Bachelors Degree and my MBA".

Prior to working on pool systems Jason worked on computer networks but quickly became disinterested with working indoors all of the time. He said, "I was stuck inside and it was always the same set of problems". Knowing Adam Morley from high school, Jason became interested in the pool and spa industry and partnered with Adam in 1994. "Coming from generations of self-employed people I knew that at some point I would be in business for myself."

REGION 6



Scott Peterson
Region 6
Inland Empire

Scott is in his second term on the IPSSA BORD. This year he is the Vice President of the BORD, chair the Sick Route Committee and serving on the Administration, Bylaws, Education, Entertainment / Trade Shows, Executive, Expansion, Member Benefits and Outreach Committees.

He was born in Los Angeles and raised in Whittier, graduating from Lowell High School. In 1981 a friend of Scott's was in the business with his dad and they got him into the business.


Scott has been a member of IPSSA for nineteen years and was president of the Temecula/Murrieta chapter for nine years. He has also worked on the board for the Inland Empire Expo for the past ten years.

He has been married to his wife Lori for thirty three years and has two wonderful daughters, Brittany (26) and Mackena (21). Scott enjoys boating, golfing horribly and motorcycles.

What does Scott consider to be the major benefits of the pool service business? "You can work as much or as little as you want." The disadvantages? "Sometimes summer can be brutal."

"IPSSA's biggest challenge is educating ourselves and teaching potential members about who we are, what we have to offer, and how to get involved."

Region 6 includes the Corona, Hemet, Menifee Valley, Ontario/Rancho Cucamonga, Palm Desert, Palm Springs, Redlands, Riverside and Temecula/Murrieta chapters.



IPSSA Board of Regional Directors Meeting
April 30, 2016
Region 11
Orlando, FL / 10 a.m.
info@ipssa.com
Save the Date!

REGION 7

Joe was born and raised in San Diego CA and attended Miramar College where he received an Associate Degree in Fire Sciences. Joe has two sons, Nick and Bryson. He began his pool business "Sun Pools and Spa Supply" in June of 1978. He was a member of the IPSA organization and then became a founding father when the two organizations merged in 1988 to form IPSSA. Joe initiated and managed the IPSSA East County Chapter in 1990. After his efforts with this strategic merge, Joe then went on to become the IPSSA Region 7 Director in 1991. During his final year he was voted IPSSA President.

Joe's passion has always been the ocean. He learned to surf at a very young age and still surfs to this day. Joe's other activities include mountain snow skiing and golfing, of which he prides himself in organizing an annual golf tournament every September for his son Bryson who died tragically in November 2010. The monies raised from this tournament each year are used to purchase Christmas presents for children who do not have a Christmas at all. All the children that receive Christmas gifts from this event believe that they come from Santa Claus and a Special Guardian Angel. Joe does not want to be recognized for this special service.



Joe Lukacik
Region 7
San Diego County

Joe is hoping to retire within the next two years and turn the business over to his son Nick. When this happens he will be on the next airplane to somewhere... Joe's motto has always been "as an IPSSA Director, I'm there to conduct business to better the swimming pool organization across the world, and if I make a few friends along the way, it's just an added bonus!"

Joe is the Chair of the Member Benefits Committee and Entertainment/Tradeshows. He also serves on the Expansion Committee.

Region 7 is made up of chapters in San Diego County California: Carlsbad, Escondido, North County Coastal, Rancho Del Mar, San Diego, San Diego East County and San Diego Metro.

REGION 9



Becky Clayson
Region 9
Texas South

Becky Clayson was born in Dutch John Utah in 1962. She moved around when she was a child due to her father being a construction worker. Becky went to high school

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

Becky will be serving on the Education, Expansion, Marketing, Member Benefits, Outreach and Sick Route Committees.

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

REGION 12

Jason is in his second term on the IPSSA BORD. This year Jason will serve as CFO for a third year in a row as well as the chair the Education and Finance Committees. In addition, he will also serve on the Executive and Scholarship Committees.

He was born in Kankakee, IL and graduated from Westmont High School. Jason then served in the U. S. Armed Forces in the U.S. Submarine Navy. He also attended the University of Southern Illinois.

Jason had some family in the pool business and when he was going to start his second career discovered that the business fit very well for him. He started in 1999 and has been a member of IPSSA since 2000.

"I have been a five time president of the Ft Worth chapter, and have served as Secretary & Treasurer as well as ten years on the Region 9 board as the Treasurer. I am one of the three founding members of APEC (Aquatic Professional Educa-



Jason Lehmann
Region 12
Texas North

tion Council - Texas swimming pool lobbyist group) in 2004. I am currently still on the board and now the P.A.C. (Political Activist Committee) treasurer. I was awarded the 2010 Chairman of the Year Award, 2012

REGION 8

Marc is serving his second term on the BORD for Region 8 which includes the following chapters: East Valley, Henderson, IPSSA VIPS, North Phoenix, Northwest Las Vegas, Scottsdale, Tucson, West Valley and Western Las Vegas. This year he is serving as President of the BORD.

Marc has a broad base of industry experience, ranging from emptying skimmer basket 101, to pool automation. He has been a member of IPSSA since 1996 and has served in many positions on the chapter level at the East Valley Chapter (Arizona) including Vice President, Treasurer, two terms as President, along with serving on the board of the Desert Pool and Spa Show. In addition, he was also awarded the Dan Nisly Award for humanitarian service in 2011.

Born in St. Louis, Missouri but growing up in Phoenix, Arizona since he was four, he has been a

desert rat his whole life. "I love living in the desert southwest but it does present its own issues when it comes to pools, such as dust storms, wind, heat, hard water, etc."

Marc married his high school sweetheart, Cynthia in 1983 and they had their daughter Brittany in 1990. Fashioned after his daughter's favorite television show, "Rescue 911," Marc established Rescue H2O Pool Service and Repair Inc. in 1994, with the idea of being able to control his time to raise a family. "It has worked out wonderfully. I have been able to be involved in my daughter's life as she grew up."

Marc believes that motivating the membership on a chapter level is key to the future success of IPSSA. "We have to keep our membership informed on issues in the pool industry, along with issues that affect us as members of IPSSA. If we can motivate on the chapter



Marc Cannon
Region 8
Arizona, Nevada

level then our membership will be excited to talk about IPSSA and what it has to offer. Motivation and informed knowledge of IPSSA benefits will not only sustain IPSSA, but help grow new membership."

REGION 10

John was born in 1971 in Stratford, NJ and grew up on a rural farm in South Jersey. He competed in HS football, wrestling, and track and after graduation, attended Norwich University, Military College of VT. As a Cadet at Norwich University he completed 4 years ROTC, 4 years college football program, and was captain of the indoor & outdoor field & track teams. After graduating from Norwich he attended Lindenwood University for graduate school and graduated with an MBA with an emphasis in International Business.

After a brief rehab from college schooling, he moved from Boston, MA to San Jose, CA and was employed at Siemens before accepting a job in the public sector.

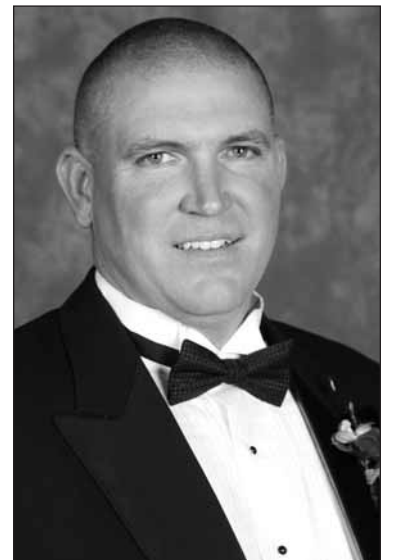
Hired by Genie Pool & Spa, San Jose in 2003, John worked as an IPSSA employee member for 2yrs before starting his own business and has been in business on his

own since. He currently holds a C61/D-35 & C-53 CA State Contractors License. John has participated in Genesis 3 training courses and countless MFG training programs over the past 10 years. He also has been fortunate enough to be mentored by some of the best service professionals and builders in the pool industry. John attributes his success and knowledge because those individuals pushed him to educate himself and strive to be a professional.

John has been an IPSSA Regular Member for 11 years, 4 years as the Monterey Coast IPSSA Chapter President. He believes in education and training and is an advocate of MFG training for pool professionals.

He and his wife Jennifer have 4 children and live in San Juan Bautista.

Region 10 is in the San Francisco/San Jose Bay Area, with 7 chapters: Fremont, Mid-Peninsula,



John Oldfield
Region 10
Northern California

Monterey Coast, Redwood Empire, Santa Clara Valley, Silicon Valley and Tri-Valley.



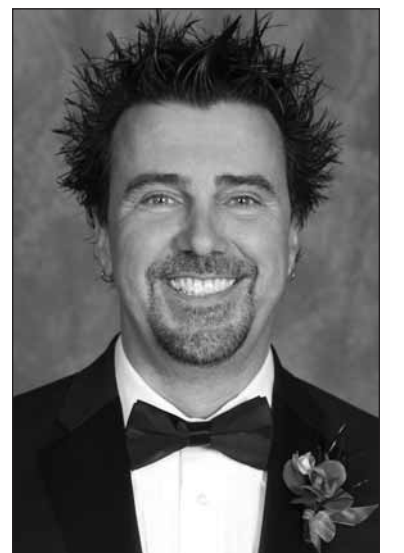
REGION 11

Derric was born in Winter Park Florida many years ago. He attended Trinity Prep, Lake Brantley High and Seminole State College. He has lived in Florida his whole life and loved every minute of it. This is his first time as a Regional Director. He has been President and Treasurer of the Osceola Chapter and Region Treasurer since starting Florida with Todd Starner in 2006.

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

At that same time he met his beautiful wife Libby and had four amazing kids. The two young ones Remington (12) and Pierce (11) travel with them always. His wife Libby is also busy as an Elementary School Principal. Derric said "I am very proud of my wife! She and my kids are the very best thing that has happened to me!"

Derric has done just about everything in the pool business and traveled for jobs throughout



Derric Raymond
Region 11
Florida, Georgia

Florida and the Caribbean. He is excited about the next chapter in his career as a Region Director for IPSSA and will bring his experience to the association.

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

The IPSSAN subscriptions available to employee members

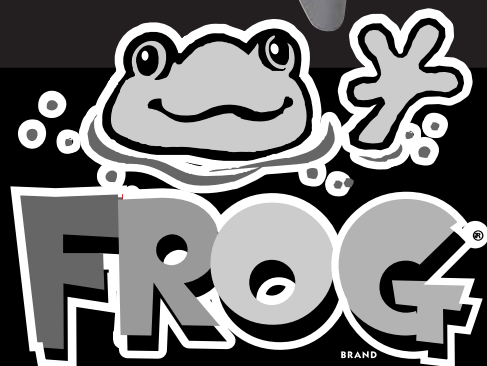
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Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker

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

This month's question was submitted by a member in Laguna Beach, California

Question:

A glass table on the pool deck was knocked over in the wind and a lot of broken glass went into the pool. The property manager initially refused to drain the pool, instead telling me to remove as much glass as possible with my pool vac. I advised him that I needed to drain and dry vacuum the pool and he eventually agreed, but insisted that his maintenance

staff would be responsible for removing the glass on the pool deck. I locked the pool gate but he wants the pool open tomorrow. Do you see any issues?

Answer:

You're in a tough spot as you will probably be blamed for injuries resulting from glass in the pool and on the deck. Do you want to take the chance that the maintenance staff will do the job properly? What if they inadvertently sweep some of the glass back into the pool? I'd at least do a visual inspection of the pool deck before opening the pool and, if necessary, vacuum or brush the pool deck. The time you spend will be worth the assurance that the pool and deck is safe for use.

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Anthony Lopiccolo, 15 years in the pool industry — North OC IPSSA Member

"I have pools in my route that have been plastered by many different plastering companies. I could always count on a quality, consistent job when Alan Smith Pools was the contractor."
Jim Oliver — IPSSA Central Orange County Member

"It doesn't matter who plastered my customer's pool, if there is ever an issue with the plaster, I can make a quick call to Alan Smith Pools and they will come out and try to help me fix it. Great company and friendly people!"
Barton Ashworth, Ashworth Pool Care — Anaheim CA



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Ask Sue

By Sue Robach

Sue Robach is national training manager for Pentair Aquatic Systems. If you have questions for Sue, send them to info@ipssa.com.



Spring is right around the corner and it's time to start thinking about preparing your customers' pools for the swimming season. If the pool isn't in tip top shape when the outdoor temperatures start to rise, it won't be long until the water starts getting cloudy and algae starts to grow. It always seems to happen overnight, or so you might think. Whether you service their pool or not, here are a few things that will make the transition from winter to summer much easier.

As the pool water starts to warm up, the chlorine demand increases due to warmer weather, spring pollens, air borne algae spores and bather load. Balanced pH and total alkalinity will keep the chlorine active and prevent issues with the pool surface. Make sure these are always kept in balance and especially this time of year. Conduct a complete water test including cyanuric acid, calcium hardness, metals and phosphates. Issues with any one of these factors can create problems in the near future.

Maintaining a chlorine residual so the water is ready for increased seasonal demand is important with any chlorination process — manual or automatic. With automated chlorination, such as the increasingly popular salt chlorine generators, you'll need to

check on not only the water but also the device. Make sure the salt chlorine generator is free of buildup on the blades. The unit may need to be cleaned by using an acid / water solution. That's four parts water to one part acid, always adding acid to water and not the other way around — for safety. Make sure the flow sensor is opening and closing with water flow. If not, replace the defective sensor with a new one. Also make sure to have the appropriate amount of salt in the pool to maximize chlorine generation. These simple steps will make the biggest difference in avoiding an algae bloom right at the beginning of the season.

Starting the season with a clean filter will also make a big difference in the quality of the water. Spring time is when you need the filter to be working at peak performance. Make sure to inspect the elements and manifold parts and replace any broken or worn parts.

The circulation pump basket should be cleaned and inspected. Cracked or broken baskets should be replaced as this will prevent debris from getting lodged in the impeller. You'll know that you're too late and debris has bypassed the basket if you see a low filter

pressure reading. This low reading probably means water isn't getting into the filter effectively. Even though I like to preach saving energy with every opportunity, it may be necessary to temporarily increase the run time or pump speed, especially if the water starts to get cloudy. We don't want to compromise the quality of the water for a few cents in energy savings. Once the pollen stops flying and the season is stabilized, return back to energy saving mode.

While every pool will have a pump, filter and water to check on in the spring, it's also a good idea

to inspect any other equipment that may be in use — skimmers, heater, automation system, lights, cleaner, etc.

In summary, preparation and prevention in the spring makes for a long and enjoyable swimming season all through to the fall.

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Pros and Cons of the proposed IPSSA Bylaws amendments

The Board of Regional Directors has approved motions to amend the IPSSA Inc. Bylaws in three areas.

Ballots have been sent to all regular members to vote on these proposed bylaws amendments.

If approved, the amendments would take effect March 26, 2016.

• **Article IV, Section 4.1 Qualifications and Classes of Membership** adding a third class

of non-voting members called Affiliate Members.

Argument for the amendment: Amendment adding a third class of non-voting members would allow IPSSA membership to grow.

Argument against the amendment: Members must be a part of a chapter structure in order to maintain IPSSA's standards.

• **Article IV, Section 4.1.e Affiliate Member** adding affiliate

member description

Argument for the amendment: A description of the new affiliate member must be added into bylaws.

Argument against the amendment: An affiliate membership is not needed therefore we do not need a description of this type of membership.

• **Article VII, Section 7.2 Election, Designation, and Term**

of Office allowing Regional Directors to serve three two-year terms instead of two two-year terms in a ten year period.

Argument for the amendment: Allows each region more flexibility in electing a regional director.

Argument against the amendment: The current term limits are working.

If you have any questions about these proposed amendments to the IPSSA Inc. Bylaws, please contact your regional director.

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Continued on page 12

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

From Eric and Jenel Resh, of The Smart! Company

Last month's IPSSAN published an "article" entitled Oreq Corp Wins Eric Resh Patent Infringement Lawsuit: The article apparently was prepared and submitted to the IPSSAN by Oreq, and in any case the article includes at least the following incorrect and/or misleading statements.

In the lawsuit, Oreq did not win a "sizeable award in costs against Resh". Instead, Oreq admitted in court filings that, in a little over a year (from June 2013 through October 2014), Oreq spent \$660,000 on its own attorney fees. In the following year or so, from November 2014 through at least July 2015, Oreq spent additional money (potentially \$100,000 or more) in connection with Resh's appeal of the district court's decision. Thus, it is likely that Oreq spent more than \$750K defending the lawsuit and related appeal.

In contrast to the "sizeable"

amount of money that Oreq SPENT, the district court ordered that Resh, like all parties who do not prevail, simply pay minor court costs (approximately \$8,000 for depositions and approximately \$4,000 for documents and copying fees) totaling approximately \$12K.

We assume that IPSSAN readers will understand that \$12K is NOT "sizeable," especially since Oreq and the Hetznerns had to pay \$750K to defend against Resh's patent.

In fact, Oreq and the Hetznerns even asked the court to order Mr. Resh to pay their \$660K in attorney's fees. The court denied their request. In denying Oreq/Hetzner's request for reimbursement of their \$660K in attorney's fees, the court held that Oreq and the Hetzner's failed to demonstrate that Resh was not simply trying "to protect what he believed to be his intellectual property." In other words, the court held consistently with Mr. Resh's position (then and now) about protecting Resh's

patent rights. As noted below, Mr. Resh believed in his patent and continues to believe that his other patents, upon issuance, will be property rights that he intends to vigorously defend within the bounds of our legal system.

IPSSAN readers may realize that the Resh patent 5,473,786 that was central to the lawsuit was issued long ago, in 1995. That patent therefore expired during the lawsuit (near the end of 2014). After it expired, everyone was free to practice its teachings (since expired patents become part of the public domain). Accordingly, Oreq could have saved itself the aforementioned \$750K by simply waiting until the end of 2014 to copy Resh's design.

On a related point, IPSSAN




readers may realize that Mr. Resh's 5,473,786 leaf rake designs have become the standard for pool leaf nets, as is evident in the many new models that various manufacturers put on the market in recent months.

In passing, the Reshes believe that the courts did not rule properly in the lawsuit and appeal. Regardless, and as many readers may also know, Mr. Resh is continuing to innovate and bring improved tools and technology to our industry, and is pursuing several new patents for improved pool products that he has invented. Many readers may have seen or even used his patent pending Piranha Power Pole and/or Piranha II nets (the net has an even more complete smooth leading edge and distinctive black rim, and the tele-

scoping pole has a click-lock mechanism to adjust its length and includes a distinctive red handle). The Reshes hope that the first of several patents on those pole and net inventions will issue in the next few months, and that those patents will provide them a basis for stopping any and all third parties (manufacturers, customers, distributors, etc.) from making, using, selling, offering to sell, or importing infringing products.

From the Reshes' perspective, if competitors infringe, litigation simply becomes the cost of doing business for patent holders, and while the Reshes welcome legitimate competition, they intend to vigorously pursue anyone whom they feel is infringing their intellectual property rights.

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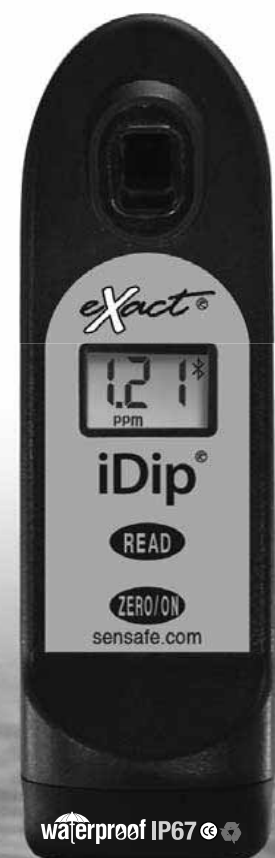




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IPSSA's Leadership Banquet & Casino Fundraiser 2016

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2016 LV Pool Pro Show

The Western Las Vegas chapter held their second Pool Pro Show and it was a resounding success. It was good to see so many chapter members participating. Many had an extra big smile on their faces because they won one or more prizes from the raffle. Tim Trombley actually won four times!

Planning for next year's show begins now, with choosing a date that does not conflict with other regional and national events. As the show grows, we need more help so the chapter will be creating a PPS Show Committee.

A special thanks to SCP! SCP went far and above to help the chapter with the show. They spend 1/2 day with forklifts and manpower clearing space for the show. SCP counter employees pushed the show and the classes and our sales rep, Conan Turner spent hours and hours contacting vendors and creating email blasts about the show.

The chapter would also like to thank the following sponsors:

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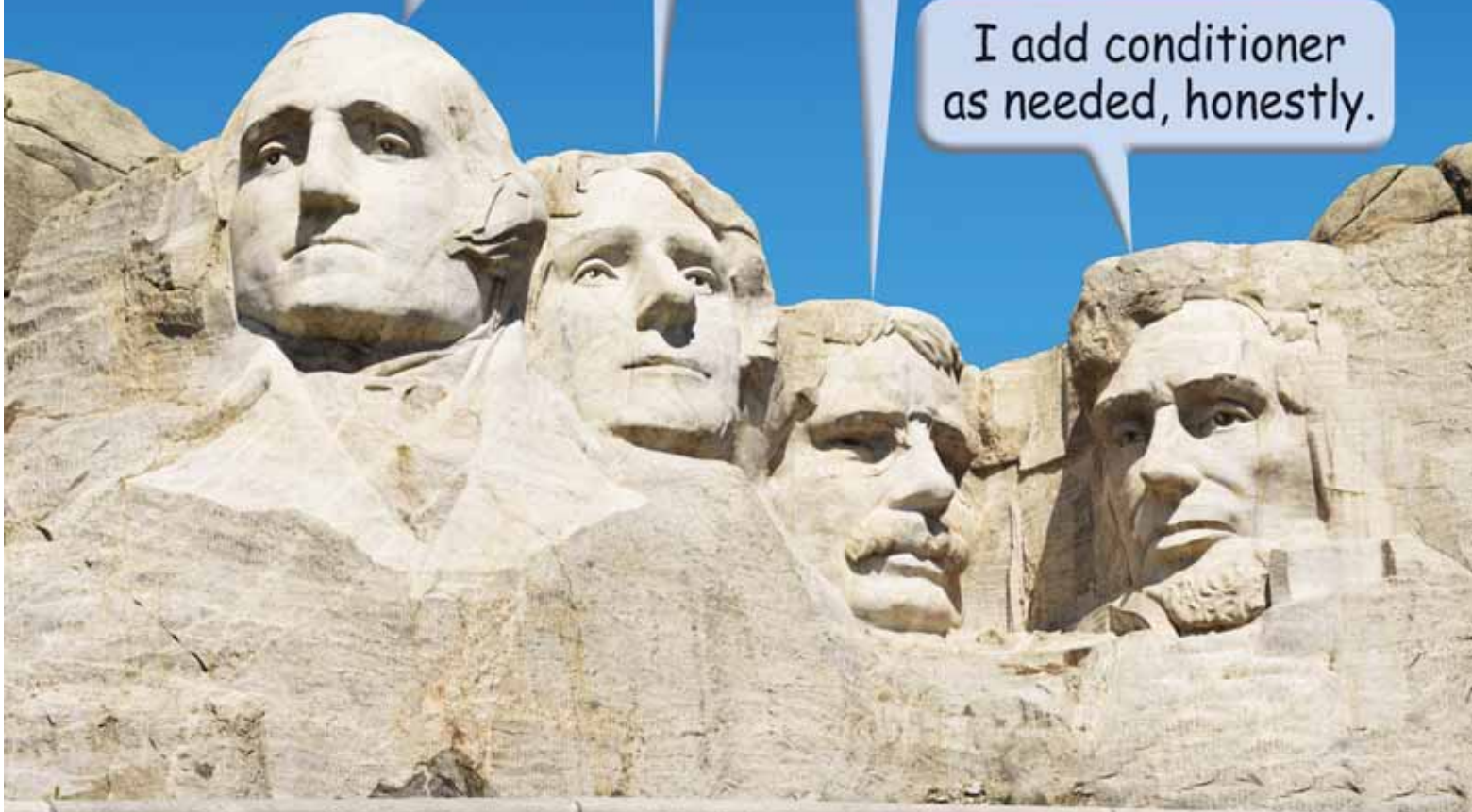
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Continued from page 8

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LaMotte Company announces the new one-dip Insta-TEST® Biguanide 5 test strip. The new formula designed for stable color development allows adequate time for the user to match very distinct colors along with preventing cross-contamination between pads. The test strip measures Biguanide (0 - 90 ppm), Biguanide Shock (0 - 360 ppm), Peroxide (0 - 100 ppm), Alkalinity (0 - 240 ppm), pH (6.2 - 9.0) and hardness (0 - 800 ppm). The test strips offer users accurate, instant results and are simple to use. There are 25 test strips packaged in our unique hinged waterproof PopTop bottle with desiccant liner that protects the test strips from moisture intrusion. The bottles are blister-carded with 12 units per case and can be ordered using code 2941-12. To learn more about the new Insta-TEST® Biguanide 5 test strip visit our website at www.lamotte.com/insta.



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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.



You're liable to need it

Why commercial pool service professionals need liability insurance

By Michelle L. Cramer

An increasing number of commercial pool owners are requiring any service profession who offers pool maintenance to carry liability insurance. As the exclusive insurance provider for the Independent Pool & Spa Service Association since 1981, Ray Arouesty, J.D., senior vice president of Arrow Insurance Service (a division of HUB International Insurance Services, Inc. in West Lake Village, Calif.), is a leading expert on liability insurance provisions and needs for pool professionals. He says he believes the increased frequency of this requirement goes back to the risk managers and insurance companies for property management firms recognizing the

risk involved with swimming pool maintenance.

"When you have issues like damage to the property or injuries, frequently there is a lawsuit filed," Arouesty says. "The lawsuit is probably going to be filed first against the property owner and that goes to the insurance company that insures the property. They send it out to their attorneys, who review the lawsuit and then file what's known as a cross-complaint to hold the culpable party responsible, which is typically the swimming pool service technician."

If the service tech is uninsured or doesn't have the funds to make good for the damage or injury claim, then the property owner will be held responsible. "That's why

they want evidence of insurance when they hire a swimming pool service technician," Arouesty says. "Insurance is a key element in competency for doing a job."

In addition to being an insurance broker for 40 years, Arouesty obtained a California pool repair contractor's license in 1990 and has been an attorney for 25 years. He recognizes no standard insurance policy has the provisions that a service technician needs. "The closest thing to a standard policy for the swimming pool service industry is totally inadequate," he says. "A standard policy has so many exclusions for the common claims that the service technician faces that it doesn't give him a whole lot of coverage."

Arouesty recommends evaluating risk when looking for a policy, examining what you do each day in your job. Among the areas where he's seen a standard insurance policy fall short on are coverage for chemical damage, chemical exposure, mold damage caused by overfilling the pool — one of the most common errors Arouesty sees each year that results in a claim — repairs or remodeling. The definition of repairs or remodeling is often so vague that it's difficult to determine what is and is not covered.

Forgoing liability insurance could lose you more than a potential client; Arouesty explains that a liability policy could also save you from bankruptcy. Insurance primarily provides two distinct coverages, he says: monetary damages and defense coverage. On most policies, he says, legal defense coverage is unlimited. "In many cases, we see the cost of the legal defense exceeding the amount of damage done," he adds.

So, if there is a drowning and a lawsuit is filed that implicates the service tech, what does that mean if he doesn't have insurance? "He's going to have to pay for his own lawyer, and most technicians I know don't have the financial wherewithal to even get a retainer of \$25,000 for a defense lawyer," Arouesty says. "So he's looking at possible bankruptcy."

Service technicians are around chemicals, expensive equipment, adding water to pools, doing repairs, remodeling, and driving a truck with a bunch of chemicals. They need liability insurance to protect themselves more than anyone else, Arouesty says, "and they must examine what they do on the job to make sure everything is covered. Any policy has to address those hazards that are very, very common in the industry."

This article originally appeared in the Spring 2016 edition of PoolPro magazine, poolpromag.com.



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Zodiac launches the first cyclonic scrubbing system in a suction pool cleaner

The Zodiac® MX8™ ELITE will be available in early 2016

Innovative automatic pool cleaner and equipment manufacturer Zodiac Pool Systems, Inc. (Zodiac) announces the release of its Zodiac MX8 Elite suction pool cleaner. The MX8 Elite is the first cleaner of its kind to use cyclonic scrubbing action, bringing customers a deeper level of clean with brushes that constantly stay in touch with pool surfaces to spin, scrub and remove fine and stuck-on debris.

The latest addition to the high-

performance MX product line, the MX8 Elite delivers cutting-edge features including:

- All-new cyclonic scrubbing action that works to power away algae and fine, stuck-on debris
- Aggressive wall climbing capabilities to scrub all pool surfaces, including hard-to-reach tile lines
- 360-degree programming patterns through maX-Drive navigation

Convertible debris inlet for larger debris consumption

- Wide cleaning path for quicker, more comprehensive coverage
- Easily removable cyclonic scrubbing brushes
- Flow regulator valve to ensure optimal performance and longevity
- Twist-lock hose with a reach of up to 39 feet

"The MX8 Elite continues a tradition of unsurpassed vacuum power our customers have come to

expect," said Michelle Kenyon, vice president, marketing at Zodiac Pool Systems. "Its groundbreaking technology allows for an exceedingly thorough clean."

Also available is a Cyclonic Scrubbing Kit that allows MX8 cleaners to feature active scrubbing.

As a Trade Series Exclusive, the MX8 Elite will be sold solely through Zodiac and Polaris® authorized dealers and not available for purchase online.

For more information on the MX8 Elite, visit www.zodiacpool-systems.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.

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

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

Individual members, chapters and regions of IPSSA in good

standing qualify for matching grants.

- Matching grant requests must be submitted in writing to the regional director by December 1st each year.
- The regional director shall qualify the request to meet the spirit of the matching grant program.
- The region must approve the grant by either a regional Board meet-

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

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



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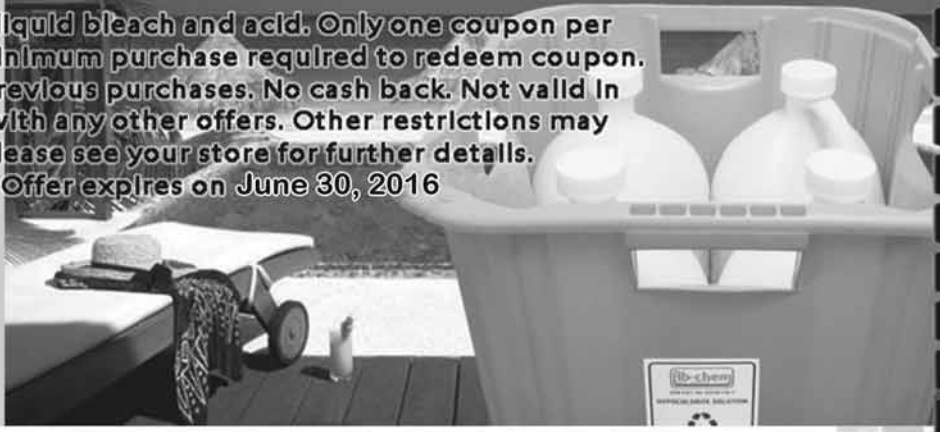
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Help support the leading aquatic educational conference

Exclusive, year-long benefits are offered to sponsors of the World Aquatic Health™ Conference (WAHC). Several influential organizations have already signed on to help sponsor growth for the industry, but many opportunities are still available to participate in the 13th annual WAHC.

The National Swimming Pool Foundation® (NSPF®), host of the WAHC, is looking for sponsorships at all levels for the conference that takes place in Nashville, Tennessee this October 19-21. Sponsors allow NSPF to deliver the highest level of scientific and educational information to the

aquatic industry. Special benefits are provided to the sponsors for their continuous effort and support of the ever-growing and prestigious conference. The levels of sponsorship deliver different rewards, but every giving organization will receive one conference registration (\$445 value), access to full attendee information pre-conference, company logo on attendee materials and on the WAHC website until 2017, as well as recognition before the keynote addresses.

A diverse group of aquatic experts attend the WAHC, from CEOs, business owners, academia, and pool builders, to service technicians, aquatic managers, EH officials, retailers, and pool operators. The WAHC is filled with professionals who are ready for growth and involvement with other industry leaders and through educational seminars.

“Over the years we have seen



the importance of the World Aquatic Health Conference grow and grow each time,” states Mike Fowler, Commercial Marketing Manager of Pentair. “We’re proud of our sponsorship, association with the WAHC, NSPF, and its importance to our industry; especially the commercial aquatics



industry. The attendees are top notch, the speakers are first class, and it’s a great way to share knowledge to key individuals in our industry,” concluded Fowler.

NSPF aims to offer unique opportunities to increase the benefits for the sponsors. Entertaining options, including the welcome and closing receptions, allow sponsors to be associated with exciting experiences for attendees. These specific sponsorships help NSPF provide fun, food, and drinks throughout the conference. Platinum and Gold level sponsors are also provided ideally-located

Continued on page 20

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World Aquatic Health Conference

Continued from page 18

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Pentair offers incentive program for IPSSA

By Steve Zorn

Steve Zorn is California regional sales manager for Pentair.

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

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

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

In order for IPSSA to receive payment each member must register individually on the Pentair-

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

If a member does not register, their purchases will not qualify and

cannot be added later.

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

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

If dealers have any questions regarding the program, please have

them dial 800-693-0171 and speak with their Program Coordinator.

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

Policy on IPSSA mailing list

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



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Congratulations to Jerry Bullard, winner of the 2015 Region 7 B.K. Taylor Award. Jerry is a founding member of the Carlsbad chapter. The award was presented by Regional Director Joe Lukacik at the February Carlsbad chapter meeting. Photo credit: Dave Talbot, Carlsbad chapter President.

IPSSA Texas sets Sea Turtle Inc. date



Our spring trip to Sea Turtle Inc. is scheduled for April 2 to April 6, 2016. We are planning to arrive on Saturday afternoon and leave the following Wednesday. Projects include installing UV systems on several tanks, relocation of a tank currently in the gift shop, and set-up on a new tank in the hospital area. If you want to attend, let me know so we can arrange for lodging. See you there... Splash Gordon - 817-304-7247 / splash@sbcglobal.net



Membership Application

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- I consent to receive ongoing communication from California Pool & Spa Association via telephone, fax, email, and/or mail.
- I give consent for my company name, company address, company phone number, company fax and company website to be published in CPSA documents such as publications, directories, the association website, and be distributed to other members and consumers when requested.

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Credit Card Number: _____

Expiration Date: _____ Security Code: _____

Cardholder Name (Printed): _____

Authorization Signature: _____

Billing Address: _____

City: _____ State: _____ Zip: _____



Membership Categories and Dues

- Manufacturer – Pledge Amount:**
 \$12,500 \$10,000 \$7,500 \$5,000 \$2,500 (Minimum)
- Builder w/Service Company – Pledge Amount**
 \$5,000 \$2,500 \$1,000 (Minimum)
- Builder – Pledge Amount:**
 \$2,500 \$1,000 \$500 (Minimum)
- Subcontractor/Service Company/Retail – Pledge Amount:**
 \$500 \$250 (Minimum)
- Independent Pool Service Provider – Pledge Amount:**
 \$250 \$100 (Minimum)
- I want to make a Contribution**
 \$100 Other _____

Thank You for Your Support!

IMPORTANT NOTE: Federal tax laws require industry trade associations to annually inform its members and contributors of the percentage of the association's budget that is attributable to lobbying (defined as the attempt to influence legislative or administrative action). Under federal tax laws, expenses incurred for direct lobbying are not tax deductible. CPSA has determined that 40% of CPSA's budget for the 2013-2014 fiscal year is directly attributable to lobbying. As such, 40% of your membership dues or the amount you or your company has or will contribute to CPSA is not deductible. The remaining 60% of membership dues or contributions are tax deductible as a business expense as allowed by law.

Questions? Please contact us via phone, fax or email. Fax or mail this form with your business information and credit card data or check to the address below.

California Pool & Spa Association
 915 L Street, Suite 1110, Sacramento CA 95814
 Phone (916) 447-4113 • Fax (916) 447-7516
www.theCPSA.org • E-mail: info@theCPSA.org

California Capitol Report

Continued from page 1

also proposing increased standards on portable spas, hot tubs, exercise spas, combination exercise/spas, and inflatable spas.

Last but not least, the California Legislature is back in session and last week was the bill introduction deadline for 2016. We are still reviewing the almost 2,000 newly introduced bills, but the proposed tax of services is back and we'll be on watch as several new bills on water conservation and urban water management plans that could affect the industry. There will no doubt will be an attempt to force a minimum wage bill to head off an initiative that would move the minimum wage in California to \$15 per hour state-wide. There are also numerous bills aimed at wage and job discrimination, restrictions on obtaining certain types of information during the hiring process and bills targeting independent contractors and the sharing economy. CPSA will be reviewing all of these bills for possible impact on the swimming pool, spa and hot tub industry.

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



IPSSA CHAPTER LISTINGS

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

Chapter treasurers contact: ipssafinancial@cramerpcpa.com

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

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

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

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

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

EAST CONTRA COSTA
 Fourth Tues., 6:00 p.m., La Fuente Mexican Restaurant,
 642 1st Street, Brentwood
 Pres. Martin Stenhouse (925) 980-4578
 justapoolman@comcast.net

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

ELK GROVE
 Second Wednesday, 7:00 p.m., Logan's Roadhouse,
 9105 W. Stockton Boulevard, Elk Grove
 Pres. Jerry Marquardsen (209) 747-4953
 jerryspoolservice@yahoo.com

GOLD COUNTRY
 First Mon., 6:00 p.m., Max's Restaurant
 110 Grass Valley Hwy, Auburn
 Pres. Allan Leas (530) 887-8074
 al@townepools.com

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

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

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

WEST PLACER
 First Thurs., 5:30 p.m., Strikes Bowling Alley
 5681 Lonetree Blvd., Rocklin CA 95765
 Pres. Kim Silva (916) 955-2990

REGION 2 (CENTRAL CALIFORNIA)
B.O.R.D. Member: Manuel Margain
 (559) 307-1072
 E-mail: manuelmargain@comcast.net

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

CENTRAL COAST
 Second Wed., 7 p.m., Mtgs alternate between
 N/S Co., Contact chapter Pres. for info.
 Pres. Tom Mazzo (805)550-6709
 tmazzopoolguru@yahoo.com

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

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

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

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

VENTURA: Third Tues., 7 p.m.
 Yolanda's Mexican Cafe, 2753 Main St., Ventura
 Pres. Max O'Brien (805) 794-6270
 gotomax@att.net

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

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

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

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

FOOTHILL
 Third Thurs., 7:00 p.m., American Legion Hall
 La Crescenta at Manhattan, La Crescenta
 Pres. Raul Fernandez (818) 563-9410

SAN FERNANDO VALLEY
 Third Wed., 7:30 p.m., Canoga Bowl
 20122 Vanowen, Canoga Park
 Pres. Elias Duran (818) 360-4769

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

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

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

REGION 4 (SOUTH L.A. COUNTY)
B.O.R.D. Member: Jason Briggs
 (310) 370-2144
 E-mail: jason@paradisepools.biz

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

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

SOUTH BAY
 Second Wed., 7 p.m., American Legion Hall
 412 S. Camino Real, Redondo Beach
 Pres. Randy Mahler, (310) 832-1785
 mahler@oceanviewpools.net

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

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

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

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

CENTRAL ORANGE COUNTY
 Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin
 Pres. Jeff Steinker (949) 586-4860 jsteinker@cox.net

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

HUNTINGTON BEACH
 Third Mon., 6:30 p.m., Round Table Pizza
 Warner & Euclid, Huntington Beach
 Pres. Travis Baker (714) 878-3722

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

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

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

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

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

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

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

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

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

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

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

HEMET: Third Wed., 6:00 p.m., El Jalapeno
 1999 N. State Street, Hemet
 Pres. Dan Riley V (951) 588-9035
 dan@hemetpoolcare.com

MENIFEE VALLEY
 First Wed., 7 p.m. at My Buddies Pizza
 2503 E. Lakeshore Drive #A, Lake Elsinore
 Pres. Renee Marier, (951) 285-9672
 mangopoolnsipa@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.
 Elks Lodge, 67491 Elk Drive, Palm Springs
 Pres. James Elliott (760) 413-0463

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

RIVERSIDE:
 First Tues., 6:00 p.m., Cask N Clever,
 1333 University Ave., Riverside
 Pres. Scott Zahn, (951) 966-0592
 libertypoolservice@hotmail.com

TEMECULA/MURRIETA
 Third Wed., 7 p.m., Pat & Oscar's
 29375 Rancho California Rd., Temecula
 Pres. Jack Delaney (951) 674-6318

REGION 7 (SAN DIEGO COUNTY)
B.O.R.D. Member: Joe Lukacik
 (619) 561-8587
 E-mail: joe.sunpools@yahoo.com

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

ESCONDIDO
 Third Wed., 6:30 p.m., Call for location.
 Pres. James Leisten (760) 737-3058
 jim@blueribbonps.com

NORTH COUNTY COASTAL
 Third Tues., 6:30 p.m.
 Brett's BBQ, 1505 Encinitas Blvd., Encinitas
 Pres. Jordan Nelson (760) 753-4996
 jordan1111@gmail.com

RANCHO DEL MAR
 Third Mon., 5:30 p.m., Tio Leos
 3510 Valley Centre Drive, San Diego
 Pres. Joshua McKee (858) 337-4482
 josh@makaipools.com

SAN DIEGO
 Third Wed., 7 p.m., Mission Valley Resort
 875 Hotel Circle S., Mission Valley
 Pres. Michael Harris (619) 395-6700
 barrowpoolssd@gmail.com

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

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

REGION 8 (SOUTHWEST)
B.O.R.D. Member: Marc Cannon
 (602) 432-3371
 E-mail: rescueh2o@ic@aol.com

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

HENDERSON:
 First Wed., 7 p.m., Village Pub-Horizon Ridge
 10900 S Eastern Ave, Henderson NV
 Pres. Forrest Owen (702) 372-7200, poolboys@cox.net

IPSSA VIPS
 Third Wed., 7:00 p.m.
 Elk's Lodge #335, 14424 No. 32nd St., Phoenix
 Pres. Joe Mischik (602) 290-5547

NORTH PHOENIX
 Third Tues., 7 p.m., SCP
 18201 N. 25th Avenue, Phoenix AZ 85023
 Pres. William Goossen (623) 580-9802
 goosse-man@cox.net

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

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

TUCSON:
 Third Wed., 7 p.m.
 Superior Pool Products, 4055 N. Runway Drive.
 John Greenough (520) 440-5671

WEST VALLEY
 First Wed., 7:00 p.m., Cloud Supply
 1100 N. Eliseo, Felix Way, Avondale
 Pres. Patrick Pace (623) 853-6859

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

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

AUSTIN
 First Tues., 6 p.m., Cherry Creek Catfish Co.
 5712 Manchaca Rd, Austin
 Pres. Todd Searingen (512) 326-4695

CLEARLAKE
 Fourth Tues., 7:00 p.m., Red River BBQ,
 1911 Hwy 518 at 270, League City,
 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 Thurs., 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., Willies Grill
 15801 San Pedro, 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 Plus9,
 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 Starnier (941) 915-2135
 tstarnier@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
 pooladdy2001@gmail.com

SARASOTA: First Tues., 6:30 pm
 Papa Nicks, 4940 Fruitville Road, Sarasota
 Pres. Andy Homner (941) 330-5757

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

VENICE: Fourth Monday, 6:30 p.m.,
 Valenti's Ristoranti, 1200 E. Venice Avenue, Venice
 Pres. Ray Kurilivicius, (941) 743-2010
 ray@dartpoolsolutions.com

REGION 12
B.O.R.D. Member: Jason Lehmann
 (817) 605-0194
 E-mail: waterconnection@att.net

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

FORT WORTH
 Third Tues., 6:30 p.m., La Playa Maya Restaurant
 1540 N Main Street, Fort Worth
 Pres. Tina Slagle (817) 991-0555

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

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

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

Associate Members

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

TITANIUM PARTNERS



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www.hasapool.com
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www.haywardnet.com / 909-594-1600
Fred Manno / fmanno@haywardnet.com
John Rodriguez / jrodriguez@haywardnet.com
Bob Seward / bseward@haywardnet.com
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www.poolcorp.com
Robert Rankin / 714-693-8035 X 293
Mike Felechner / 714-288-1940
Service industry related



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



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Tom Falvai / tommy@poolroutepros.com
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GOLD PARTNERS



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Jesus A. Felix / jesusf@abcanaindustries.com
Gabriel Gurmilan / gabriell@abcanaindustries.com
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sflowers@aquasalt.com
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Todd Pieri / todd@aquastarpoolproducts.com
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Ray Arouesty / ray@arrowinsuranceservice.com
800-833-3433 / 800-955-9555
Insurance issues



FLAMINGO PCB REPAIR
www.flamingopcbrepair.com / 817-818-8400
Brad Privett / brad@flamingopcbrepair.com
Greg Hassett / greg@flamingopcbrepair.com
Repair circuit boards.



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



KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
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POOL PATCH
www.poolpatch.com / 800-588-4008
Thomas Lopez / tom@poolpatch.com
Manufacturer of repair products and DEBRIS Z, Sweep Fins, Color FX and HydroWave.



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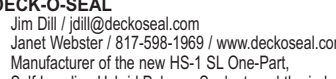
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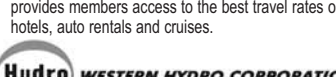
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