

California Capitol Report

An Update on the Changes to Independent Contractors in California

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



CPSA, as well as numerous other trade associations and various employment law firms have written volumes recently about the new California Supreme Court Case of Dynamex Operations West vs Superior Court which established a new test for when a person is either an employee or an independent contractor. In this case, the Court threw out decades of established California employment law that utilized numerous factors to make this determination "totality of the circumstances" and replaced it with what is called the "ABC Test". This new test will make it extremely difficult for many businesses that now utilize independent contractors and classify them as such to continue to make the argument that these individuals are not employees. This is especially true in the gig economy and in business where the service provided by the con-

tractor is the same or similar to the business of the employing entity. There is a lot still to learn about this very important case. In fact, CPSA will be hosting a webinar on this important case sometime in August so as to provide employers in the swimming pool and spa business with critical information about how to determine the status of what have traditionally been outside contractors. Failure to properly classify a person as an employee or an independent contract can subject the offending business to severe penalties from various state agencies for failure to pay the proper wages, taxes, benefits and insurance. Employers can also be subject to lawsuits and class actions for failure to properly classify it's workers.

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Hurricane Harvey Relief

Service Industry News / IPSSA, Region 9 / IPSSA Clear Lake Chapter (918)

By **David Potts**
IPSSA Region 9, Clearlake chapter president

The graciousness of Pool Service Professionals and Support Professionals allowed us to give a little help to a Houston family who still needed Harvey Relief. Lenor Gutierrez and her family were forced out of their home in Pasadena (a suburb of Houston) Texas by the flooding from Hurricane Harvey. That night was a nightmare. The family had gone to bed, hoping the storm would continue inland through the night, only to be awakened by their teen-age son when he got out of bed and stepped into the flood waters inching their way through the house. They scrambled to see what they could

do to move to higher ground. Lily, a daughter in her early 20's had just had both knees operated on and couldn't walk without a walker and ABSOLUTLY couldn't allow the flood water to get into her surgery sites, so she had to be carried through waist deep waters in the streets until they could get to where volunteers had come in lifted 4x4 pick-ups to help people get to shelter. The weeks and months that followed were just as trying as the night of the flood. They were buying their home via a rent to own plan, and have been in it for over 8 years. The seller didn't have adequate insurance to repair the home from the flood damage and suggested that Lenor and her family just "walk away" from their invest-

ment of many years... They chose to persevere. They have continued to repair their home with no budget but good will and steadfastness. They still have a long road ahead of them, but with the Texas spirit that has gotten so many before through difficulties they see all of this as part of their life's journey. Neighbors have helped, Denise, their next-door neighbor suggested to a pool service company and IPSSA member that they could use the assistance, and so we're most grateful to be able to pass along this \$500 Harvey Relief donation to this family. Thank you Service Industry News and IPSSA Region 9, and to all those who allowed the spirit of Love to help them share what they have with the victims of Hurricane Harvey.

IPSSA Members:

We are going to start running an "Ask the Experts" Column, but we need YOU to submit questions to ask!! Please send us any questions regarding pools, business, equipment—you name it, we'll find an answer for you! Please submit ALL questions to: editor@ipssa.com.



If you are having issues logging into your account on the IPSSA website/members only section, please contact Elizabeth in the IPSSA Financial Office at 888-391-6012 or liz@cramercpa.com and she can assist you.

DO NOT HOLD DATED MATERIAL

THE IPSSAN
5800 Stanford Ranch Road #220
Rocklin CA 95765
RETURN SERVICE REQUESTED

Things to do in August

➤ Sunscreen ➤ Hat ➤ Drink lots of water



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THE IPSSAN

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Congratulations June's Quiz winner is Dick Allen!!

This is the first quiz submission I've received from Dick and he scored 100%!! Dick you need to send quizzes in more often!! We'll be sure to get that IPSSA gear to you soon. Get those quizzes in folks-Dick's was the only one that was 100% correct this month!

The correct answers for the June Quiz are 1. To get 1 ppm of chlorine in a 500,000-gallon pool, you would add 2 gallons of liquid chlorine (sodium hypochlorite 12%) A. True B. False. *The correct answer is B. False.* 2. Acid must be added to the pool water after adding liquid chlorine to neutralize the high pH. A. True B. False. *The correct answer is A. True.* 3. To determine combined chlorine, you subtract free available chlorine (FAC) from total available chlorine (TAC). A. True B. False. *The correct answer is A. True.* 4. Total alkalinity is said to

be the buffering capacity of water or water's resistance to changes in pH. A. True B. False. *The Correct answer is A. True.*

Calendar of Events

- Aug. 4** Virtual BORD Meeting
- Sept. 20-22** Pool Industry Expo
Monterey, CA
- Oct. 10-12** World Aquatic Health Conference
Charleston, SC
- Oct. 26-27** IPSSA BORD Meeting
Los Angeles, CA
- Oct. 31-Nov. 2** International Pool, Spa, and Patio Expo
Las Vegas, NV

WELCOME NEW MEMBERS!

REGION 1 – East Bay: Stephen Suh... **REGION 3 – Antelope Valley:** Jose Altan... **REGION 6 – Palm Desert:** Barndon Gatlin, Chuck Eustice Jr... **Redlands:** Harrison Merrick... **Santa Clara:** Kevin Le... **REGION 7 – Escondido:** Zach Adams... **Redwood Empire:** Bill Peter... **REGION 8 – East Valley:** Mark Flores... **REGION 11 – Gold Coast:** Miguel Di Gerouimo... **REGION 12 – Dallas:** Paulo Jura

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 44 chapters, whose members all paid promptly in July before second notices were required:

- Region 1 – Tracy, Gold Country, West Placer, East Contra Costa, Elk Grove, El Dorado
- Region 2 – Conejo and Central Coast
- Region 3 – San Fernando Metro
- Region 4 – East Long Beach
- Region 5 – Anaheim, Tustin/Irvine, Central Orange County, Surf City, OCCP
- Region 6 – Menifee Valley, Riverside, and Palm Springs
- Region 7 – Carlsbad
- Region 8 – Scottsdale, West Valley, Henderson, Tuscon, East Valley, and Western Las Vegas
- Region 9 – Corpus Christi and Hill Country
- Region 10 – Mid Peninsula, Fremont, and Tri Valley
- Region 11 – Osceola, Manasota, Sarasota, and Port Charlotte
- Region 12 – Mid Cities DFW

IPSSA is on Facebook!



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

*** 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 **SEPTEMBER 20, 2018.**

1. Hardness increaser is incompatible with sodium bicarb.
A. True
B. False
2. The three categories of chlorine are:
A. Elemental, organic, and natural
B. Organic, inorganic, and natural
C. Elemental, organic and inorganic
D. Dry, Liquid, and gas
3. Low total alkalinity will cause the pH to be unstable:
A. True
B. False
4. HOBr (hypobromous acid) is the killing form of bromine.
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, P.O. Box 3367, Rocklin, CA 95677
or Fax to: (888) 368-0432**

Entries for this month must be received by SEPTEMBER 20, 2018.

Coverage Corner

By Ray Arouesty

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

I always prepare a claim report prior to meetings of the IPSSA Board of Regional Directors. This report is distributed to chapter presidents with the hope that the claims are discussed at chapter meetings to avoid similar incidents from happening. In preparing the latest report I was struck by the large number of claims that would not be covered by other insurance policies. An uncovered claim can be expensive. But it can be financially catastrophic, even for the largest pool service company if a lawsuit is filed and the company must hire its own lawyers to defend itself.

I've often stated that the insurance coverage offered to IPSSA members is the best available anywhere. The following claims from my most recent claim report demonstrate exactly what I've been talking about:

• **Member provided an acid pad to remove stain. The acid pad damaged plaster**

> This claim is interesting for two reasons. First – many other insurance policies exclude damage from chemicals like acid. Second – this claim wouldn't be covered under other insurance policies because of the "workmanship exclusion". The workmanship exclusion states that there is no coverage for damage to the particular part of any property because your work was incorrectly performed on it. So for both reasons, this claim would not be covered under most other insurance policies. This type of claim is covered under the IPSSA group liability insurance program.

• **Member put Tri-Chlor tabs in spa causing stain and deterioration to spa cover**

> This claim would not be covered under many other insurance plans under the pollution exclusion that states that there is no coverage for damage caused by chemicals. This type of claim is covered under the IPSSA group liability insurance program.

• **More than a dozen spa users contracted Legionnaires Disease**

> Other insurance policies contain an exclusion for communicable diseases, therefore this claim would not be covered. This type of claim is covered under the IPSSA group liability insurance program.

• **Member left water running. Customer wants to be reimbursed for the excessive water bill**

> An excessive water bill is not considered "property damage" and therefore other insurance companies would not cover this claim. The IPSSA policy has a special endorsement to cover this type of claim.

• **Member performed a chlorine wash. Plaster is now bubbling**

> This claim would be excluded under the "workmanship and pollutions under other insurance policies. This type of claim is covered under the IPSSA group liability insurance program.

• **Member overfilled pool.**

Customer wants \$2000 for the excessive water bill

> An excessive water bill isn't covered by other insurance policies. IPSSA members have a special endorsement to cover this type of claim

• **Member did an acid wash** > No coverage on other policies that have the workmanship and pollution exclusions. This type of claim is covered under the IPSSA group liability insurance program.

• **Member put chlorine tabs in skimmer causing damage**

> The pollution exclusion on other insurance policies would provide no coverage for this claim.

This type of claim is covered under the IPSSA group liability insurance program.

• **Employee lost a master key to residential community pools. Cost to re-key locks is \$1400.**

> We added special coverage just for a claim like this. Other insurance policies provide no coverage.

• **Member re-surfaced pool and damaged coping and deck**

> Other group insurance policies offer no coverage for remodeling. IPSSA members can add remodeling coverage for only \$30 per month to cover this type of claim.

• **Member doing sick-route over chlorinated pool and corroded plumbing**

> Other policies with the pollution exclusion would deny this claim.

• **Member scratched plaster**

> This claim would not be covered under other policies due to the "workmanship exclusion". This type of claim is covered under the IPSSA group liability insurance

program.

• **Member drained pool to do an acid wash. The pool has lifted.**

> IPSSA members have coverage up to \$100,000 for popped pools. Many other insurance policies do not.

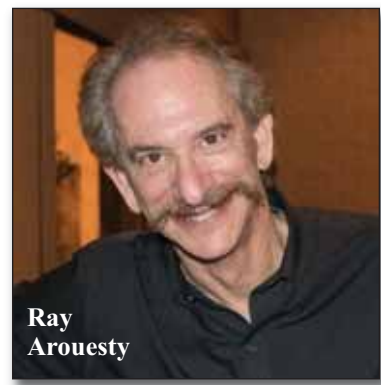
• **Member scratched vinyl liner while brushing it**

> This claim would be excluded on other policies due to the "workmanship exclusion". This type of claim is covered under the IPSSA group liability insurance program.

• **Member damaged deck by spilling muriatic acid**

> Other policies with the pollution exclusion would offer no coverage for this claim. This type of claim is covered under the IPSSA group liability insurance program.

In addition to coverage offered for the above claims, IPSSA mem-



Ray Arouesty

bers are also covered for:

• Business income loss due to the loss of an account as a result of natural disasters

• Medical bills resulting from an accidental injury at the jobsite

• Professional liability for pool inspections, and

• Life insurance coverage

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A Message from the President

David Hawes, IPSSA President, Region 1 Director

I hope all of you are enjoying a successful and profitable Summer. This time of year seems to be the hardest part of the year of the year to "enjoy". We are working long hours, hot weather, and lower energy levels. It's not always fun, but as the saying goes, that is why it's called work. With the staggering statistics regarding small business failures, we should all be proud to have a successful company. There are many things that contribute to a company's longevity. I teach many seminars at shows and chapter meetings and feel one

of the most important ingredients of success is sound financial practices. This starts with a quality my parents preached to me often, HONESTY. It is a quality that clients appreciate in a service provider, no matter what the industry is. It is why customers stay with you through the highs and lows of your business. It helps to establish TRUST in the relationship, and that leads to Long Term Relationships. That leads companies that are in business for many years. The next part of our recipe is the biggest cause of business failures, MANAGING CASH FLOW. I think the best



basic definition of this is to NOT spend more than you make. So many of the failures in our industry can be reduced to this simple principle. Work is generated, billed, and \$\$ received. It is then spent on almost everything but the suppliers or priority expenses. Make sure you take time to watch your finances. This can sneak up on you really quick. Starting to sound like my parents. Let's be honest out there, Walsh our finances closely, pay our taxes, classify the folks that work for us properly, and get licensed for the work we do. Let's do this because we are honest, have integrity, and want to be the most professional pool service company we can be. THAT is a recipe for a great business AND a great association. One I am proud to be a President of. Hang in there, fall and cooler weather is coming, and so are great things IPSSA. Stay tuned.

APSP Recreational Water Quality Committee (RWQC) Meeting

Wednesday June 27, and June 28, 2018
Anaheim Marriott- Anaheim CA

By Terry Snow

The RWQC committee presented the Dr. R. Lowry Grant award of \$5,000, to the Arizona Department of Health Services. The grant is given to Health Departments or Individuals that promote a Healthy Swimming Program.

Bob Lowry gave a presentation of his new book, "Service Pros Handbook". Bob asked APSP to support his book. The decision was tabled, upon further review. Every member of the committee received a copy of the book. Those that received the book had positive comments.

Ken Howard, guest speaker at the meeting, gave a demonstration on the Installation of a Salt Cell Generator. Ken's concern is that he is seeing the salt cell being installed on the pool return side of the 3-way valve and not before the 3-way valve. Ken felt that this was a Water Quality Issue. The committee recommended, that the Builder's Council review the water quality issue. Both Pentair and Zodiac suggested that everyone should follow the manufacture installation guidelines.

The Ozone Generating Systems Fact Sheet written by APSP was updated, with Beth Hamil as the lead on the discussion. The Fact Sheets written by APSP are information that can be disseminated to for the general public. The Fact Sheets can be found on the APSPS website, <http://apsp.org/resources/information-bulletins>

The Aqua Magazine, Education and Chemical Safety Subcommittees provided reports to the RWQ committee.

RWQC will be presenting a session at the International Pool Spa and Patio Expo, Northeast and Western Pool and Spa Shows. The topic they will present on is: The Impact of Disinfection Byproducts and Combined Chlorine on Air and Water Quality.

APSP had a meeting with the EPA. Chairman Joe Laurino, APSP CEO Larry Caniglia and staff members Carvin DiGiovanni and Susan Hilaski were in attendance. The reason for the meeting was the concern that the EPA was allowing the use of Tri-Chlor in Drinking Water Systems in rural parts of America, for disinfecting the water. Which means that cyanuric acid would be in the water supply. EPA is asking for data for their concerns on this subject. Also, the EPA is concerned about the discharge of Pool Water into local systems. i.e.: Draining and Backwashing. Not sure where this is going at this time, but something that needs to be kept at the forefront. There was a discussion about the labels that are on Pool Chemicals, especially about 4.0 ppm max on Chlorine levels. EPA will be at the next RWQC meeting in September.

New members voted to the committee: Terry Arko- NC Brands and Touraj Rowhani-Lonza Next meeting September 18th & 19th. At APSP office in Alexandria Virginia

It pays to designate beneficiaries

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

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

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

Call the financial office (888-391-6012) if you are not sure whether or not your Beneficiary Designation Form has been filed. If not, or if you want to change your beneficiary, you can download the form from the Members Portal page of www.ipssa.com.

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Federal Pump Rule Established

The Department of Energy Regulation will Require All Pumps Past a Certain Horsepower Rating to Meet an Efficiency Threshold.

By Rebecca Robledo

Rebecca Robledo is deputy editor of Pool & Spa News and Aquatics International. She is an award-winning trade journalist with more than 25 years of experience reporting on and editing content for the pool, spa and aquatics industries. She specializes in technical, complex or detail-oriented subject matter with an emphasis in design and construction, as well as legal and regulatory issues. For this coverage and editing, she has received numerous awards, including four Jesse H. Neal Awards, considered by many to be the "Pulitzer Prize of Trade Journalism." —Taken from Pool and Spa News

It looks as if, effective in 2021, variable-speed pumps will become mandatory for powering a pool's or spa's filtration system and other applications.

After working with manufacturers, utility companies and energy-efficiency advocates, the U.S. Department of Energy has finalized a federal regulation setting forth minimum efficiency standards that a pool pump must meet to enter commerce in the United States.

Called "Energy Conservation Standards for Dedicated-Purpose Pool Pumps," this is the second such regulation applying to the pool/spa industry – the other being efficiency standards for heaters.

The new federal regulation states that self-priming filtration pumps past a certain horsepower threshold – whether residential or commercial – must meet an established performance standard. Right now, that performance standard is only satisfied by variable-speed pumps.

That threshold is measured with a different system than traditional motor horsepower. The regulation states that self-priming filtration pumps rated between 0.711 and 2.5 hydraulic horsepower must meet the performance standard. Converted to motor horsepower, the regulation applies to motors between approximately 1 and 5 horsepower.

This means the industry will have to acquaint itself with a new labeling system. "There will be a learning curve as the labels change, as we reference horsepower in new terms," said Jeff Farlow, program manager of energy initiatives for Pentair Aquatic Systems in Sanford, N.C. "We anticipate there will be some growing pains."

Pumps less than 0.711 hydraulic horsepower can be single-speed, but even they probably will have to meet higher efficiency standards.

Waterfall pumps, defined as those operating at a maximum of 1,725 rpm (or half speed compared with a standard variable-speed motor), operating at low head with relatively high flows, will not be affected as they already meet high energy-efficiency stan-

dards. However, most pool, spa and backyard waterfeatures are not powered by these pumps, but rather with standard pool pump. Pressure-cleaner booster pumps can run with single-speed motors, but they will need to become more energy efficient.

The regulation will affect spa booster pumps.

While the regulation does apply to all residential and commercial applications, experts say large-scale commercial facilities likely will not be affected because

Continued on page 20

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 (shown below and 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, 2017 thru

September 30, 2018.

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."

2018 IPSSA National Rebate Program



Please complete the information below to enroll in the IPSSA National Rebate. Missing information will delay enrollment and/or payment.

Member Information:

Member Company Name:	
Owners:	
Other Contacts & Titles:	
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Website:	
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Cell Phone (name of contact):	
Fax Number:	
Mailing Address :	Residential <input type="checkbox"/> Yes <input type="checkbox"/> No
Shipping Address:	Residential <input type="checkbox"/> Yes <input type="checkbox"/> No
IPSSA Chapter Name	
City, State	
Chapter President	

Type of Pools:	Brand:
<input type="checkbox"/> Inground <input type="checkbox"/> Aboveground	<input type="checkbox"/> Pentair Pool Products <input type="checkbox"/> Sta-rite

Type of Business:
<input type="checkbox"/> Builder <input type="checkbox"/> Retailer <input type="checkbox"/> Service <input type="checkbox"/> Refinisher <input type="checkbox"/> Other _____

Pool Materials Used:
What type of materials do you use? <input type="checkbox"/> Commercial <input type="checkbox"/> Gunitite <input type="checkbox"/> Fiberglass <input type="checkbox"/> Vinyl Liner

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		Name: _____
		Acct #: _____
		Name: _____
Name: _____		
Acct #: _____		
Name: _____		
Acct #: _____		

Member Signature _____ Date _____

Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker



Ray Arouesty is Senior Vice President of Arrow Insurance/HUB International and IPSSA's endorsed insurance provider. He can be reached at (800) 833-3433 or ray.arouesty@hubinternational.com.

Question:

I service a commercial pool that was recently remodeled. The contractors replaced the standard main drains and incorrectly installed a large channel drain that is raised above the plaster surface. When I expressed my concern

that the new drain could be a safety hazard the property manager told me that it was none of my business and to just continue to service the pool. As I arrived last week to do my routine maintenance two tenants were exiting the pool with bloody feet. They told me that they injured themselves on the raised channel drain and I mentioned that I was concerned about this occurring. Today the property manager terminated my service and told me that I am to have no further contact with any

tenant or the homeowner's association board of directors. I'd like to send a final invoice and letter to the management company and the board of directors, but I'm concerned since she warned me not to do so. I need your advice.

Answer:

I applaud your insight in recognizing this safety hazard as well as your efforts to warn the property management company. It is unfortunate that your warnings were not heeded. At this point I suggest you send a detailed letter

that documents your concern and prior conversations with the property manager. You should send that letter, along with your final invoice, to the property manager as well as the homeowner's association board of directors. Prepare a dated timeline of the events that occurred. The injured tenants may file a claim or suit against the homeowner's association and you may be involved under a theory that you failed to warn the property manager of the dangerous condition. The contractors who improperly installed the channel drain should bare most of the

responsibility here, the cost of legal defense in any case against you could still be high. A detailed chronology of your warnings, and the response of the property manager, will be very helpful in your defense, if it comes to that. I recommend that service technicians notify property managers in writing or email of any safety hazards. Documented communication is often the most important part of a legal defense, but I recognize that it is not always possible. Contact me immediately if you are contacted by any claimant of attorney.

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The Clear Red Line

What to do when your customer refuses to fix something critical

By Andrew Lisa

If a pool technician can't persuade a reluctant customer to replace a feeble pump or a weathered liner, no big deal. Their pool, their choice — onto the next job.

But sometimes, a tech is obligated to not take "no" for an answer.

Pools that aren't properly installed or maintained can be death traps, and techs have to know when to suggest a repair, when to insist on one and how to walk away if the customer refuses.

The Red Line: Electricity, Entrapment and Carbon Monoxide

Raymond Arouesty is the senior vice president of HUB International, the largest insurance brokerage in the United States. HUB owns Arrow Insurance Service, which has specialized in coverage for the pool and spa maintenance industry for nearly 40 years.

An attorney in California since 1990, Arouesty has handled more than 2,500 swimming pool-related claims. He worries techs don't always make the distinction between elective pool repairs and those that could put the tech in legal jeopardy, risk lives or both.

"My rule is if it's an issue that can result in death, serious injury or significant property damage, that's the red line," he says.

That red line almost always involves one of three issues. The

first is electric shock.

"You're dealing with a vessel that contains water and electricity," Arouesty says, who knows service techs who have actually felt tingling in their hands when grabbing a pool railing.

"Just last summer, seven people received electric shocks in a residential swimming pool in Palm Springs, California," he says. "The father of one of the girls who was in distress jumped in to save her. He was killed."

This second issue is any defect that could cause entrapment, like hair or a hand becoming caught in a suction outlet.

"I had one claim many years ago where three firemen could not pull a 10-year-old child off a main drain that did not have a cover," Arouesty says. "They couldn't find the electrical cutoff switch and the child drowned."

Finally, there's odorless and

deadly carbon monoxide, which can quickly bleed into a house when indoor pool heaters are not properly vented.

"I've got pictures of pools that are venting indoors without a vent going to the outside," Arouesty says.

Knowing When to Walk Away

In egregious situations like these, Arouesty says most cus-

Continued on page 8

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



The Clear Red Line

Continued from page 7

tomers recognize the danger and agree to the repair. But in some cases, a nonchalant homeowner forces the tech's hand.

"Recently a customer didn't want to fix an electrical issue and told the service tech not to worry because they never turn on the light," Arouesty says. "Others will say they don't have children in the pool so a missing main drain isn't a hazard."

In these situations, the first and best remedy is to articulate and emphasize the risks as clearly as possible, "but if the homeowner refuses, you have no alternative but to drop that account," Arouesty says.

Knowing How to Walk Away

If you're in the unfortunate position of having to turn away business and end a customer relationship, your future and your company could depend on how you do it.

"The way in which an account gets dropped is very important," Arouesty says.

He should know: Several years ago, one of his service techs dropped a customer because of a shock hazard. Six months later, a girl was killed in the pool and the tech was named in a lawsuit. The homeowner claimed not to understand the extent of the danger when the tech walked away, even though the tech insists he made it perfectly clear by providing a verbal warning. The lesson here is that pool techs should provide any safety warning in writing, Arouesty adds.

To protect yourself from legal

action after you drop an account, document the incident in writing with a self-serving letter that:

- Outlines the risk in detail.
- Explains the remedy and gives a repair bid.
- States that if the customer fails to accept the recommendations and repair the defect, you have no alternative but to terminate the account.
- Includes a date certain for repairs to be made.
- Is delivered by certified mail.
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No, They Can't Sign a Waiver

When the red line is crossed, some customers will offer to sign a waiver, which Arouesty says is never an acceptable solution.

First, waivers aren't always enforceable and even when they are, the agreement only applies to the people who sign them.

"If there's a party and the neighbor's kids are swimming in the pool, the neighbors are not a party to the agreement," Arouesty says. "They're not bound by it, and they could certainly sue the technician."

That rule even applies to trespassers in most cases, and even if the tech isn't sued, he or she could be part of costly, time-consuming litigation.

Then, of course, there's the moral issue of signing off on a dangerous pool through a waiver.

"What service tech would want to go to sleep every night knowing that he serviced a pool where people died because of words written on a piece of paper?" Arouesty says.

Although Arouesty operates in California, he stresses that, while not every state legally requires techs to insure the pools they maintain, pool techs have a duty in most states to make sure the pools they maintain are safe or provide warning if they aren't. The customer is always right — until they cross the red line.

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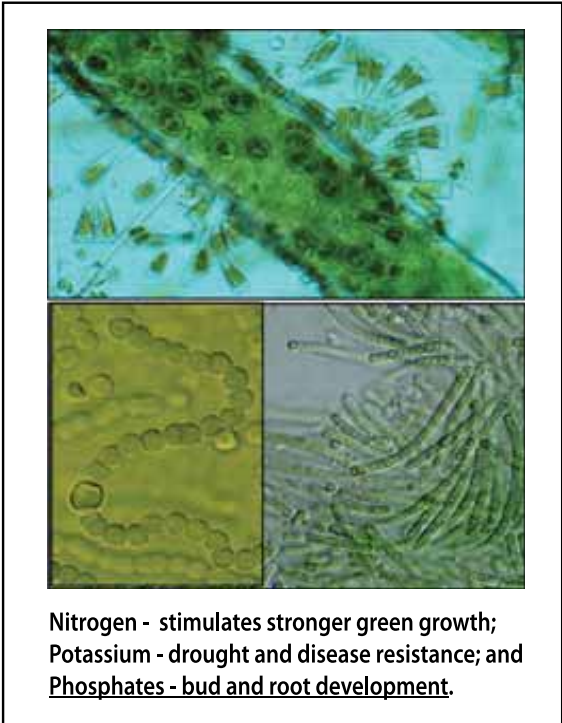


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Dealing with Nutgrass

By Kevin Vlietstra

Technical Director and Regulatory Specialist with Haviland Pool & Spa. He has been proudly working in the recreational water industry for over 20 years.

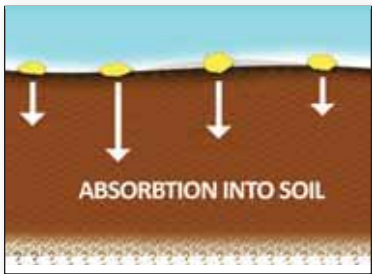
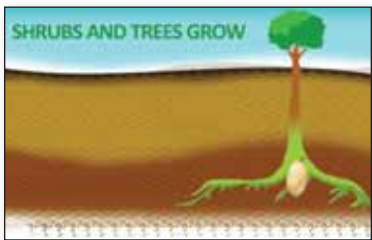
Ground preparation is critical when installing any pool. When you think about an in-ground pool, your concerns are about depth and grade, soil types and water tables. When completed, several feet of excess dirt and ground waste has been extracted from the ground and is hauled away. For above ground pools, a site usually is excavated to level the ground and to clear away minor obstructions where the pool will be installed. In most cases, unlike with in-ground pools, not much soil is actually removed and typically the majority of the soil



remains at the site.

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Continued on page 14



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Dealing with Nutgrass

Continued from page 11

giant dead spot from their own experience of placing a rock or a lawn ornament on a healthy patch of a lawn? However, gone are the days of simply putting the liner on top of the compacted level ground.

Enter nutsedge or more commonly referred to as nutgrass. Regardless of what you may want to call it, nutsedge is a nuisance plant that wreaks havoc on other plants,

crops, and other types of agriculture by taking away resources from other types of growth. When untreated or undertreated, this plant can poke through the basics of landscaping such as bark or plastic ornamental landscape mulch. In some instances nutsedge can penetrate asphalt, rock covered blocks and beds, and even vinyl liners.

Pertaining to vinyl liners, nutsedge usually grows between the liner and the wall. Its growth will eventually penetrate the liner. Incredibly, this nuisance plan can even grow directly under the liner. Regardless of the location the plant, there are no real viable recourses anyone has to remedy a hole in a liner with a plant sticking through it.

The names nutsedge and nutgrass are often used interchangeably to describe this plant. Regardless of how you name this plant, it is important to know that these plants are not a type of grass but a type of sedge. Grasses typically have hollow, soft, and rounded stems. Think about your lawn, its makeup allows it to be easily pushed to the ground and bounce right back. Sedges, which grow much more upright than grasses, have solids stems that are triangular in shape, which make them stronger plants. Additionally, sedges have much thicker and stiffer leaves compared to grasses. Since sedges tend to grow at a much more rapid rate than grasses, combined with their stronger structure and vertical growth, these species of plants can penetrate several types of surfaces and materials.

Like some common weeds, tilling, scooping, or simply pulling nutsedge out of the ground will not rid the plant from the ground entirely. Deep within the ground, a small bulb will develop at the end of nutsedge' root structure. These bulbs are often referred to as the nut of the plant (hence the name nutsedge) but are actually called tubers. Though typically small, depending on the type of nutsedge, tubers can grow as big as 1/2 inch in diameter. Part of the difficulty in removing nutsedge is that tubers, whether they are still attached to the plant structure or even when separated from the plant, will fully develop into a brand new plant. Tubers can retreat deep into soil, upwards of a foot below the surface. At that level, the difficulty in fully removing nutgrass and their tubers by hand from the area where a pool is going to be installed, is all but impossible.

The most effective method of eliminating nutsedge from areas where the plant is established and actively growing is to remove the soil from the install site and replace with all new clean fill. Realistically this is not a practical option for most homeowners or installers.

The next best option would be to chemically treat the ground. A popular off-the-shelf weed killer option is one that has the active ingredient glyphosate. When used as directed, these herbicides are doused over the plant and will kill the stalk and some of the root structure. Though this treatment effects what you see, these treatment products may only minimally impact the plants tubers, especially if the tubers are fully grown. When tubers are intact, they are free to grow and spawn new nutsedge stalks. To help prevent future nutsedge growth, after what has grown above the surface has been

Continued on page 19

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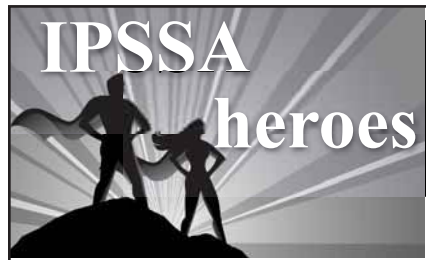
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California Capitol Report

Continued from page 1

All of the above is bad news but unfortunately it gets worse. We have now begun to hear from CPSA members that the State Compensation Insurance Fund is requiring that businesses place workers' compensation insurance on persons that the business has

previously indicated are independent contractors. Other insurers are sure to follow as the insurers do not want to get stuck paying benefits to injured workers who have been misclassified by the business entity to which the insurer is providing coverage. Under California law, the workers' compensation statutes are to be liberally construed in favor of the injured worker so it is likely that if there is any real question about the employment status the question will be resolved in favor of the person being an employee.

By way of a refresher, in *Dynamex* the Court found: Under this ABC test, workers are presumed to be employees unless all three of the following conditions are met:

(A) The individual is free from control and direction in connection with the performance of the service, both under his contract for the performance of service and in fact; and (B) The service is performed outside the usual course of the business of the employer; and, (C) The individual

is customarily engaged in an independently established trade, occupation, profession or business of the same nature as that involved in the service performed.

Under the first prong, it is the right of control rather than the exercise of control that is legally determinative. Further, the lack of control must exist both in contract and in practice. The second prong does away with the "place of business" exemption found in most ABC tests; one must show that the worker's job is independent, separate and distinct from the company's business, and not a regular or continuous part of the business. The court described this prong as addressing "workers whose roles are most clearly comparable to those of employees ..." It then provides the following examples:

Thus, on the one hand, when a retail store hires an outside plumber to repair a leak in a bathroom on its premises or hires an outside electrician to install a new electrical line, the services of the plumber or electrician are not part of the store's usual course of business and the store would not reasonably be seen as having suffered or permitted the plumber or electrician to provide services to it as an employee. On the other hand, when a clothing manufacturing company hires work-at-home seamstresses to make dresses from cloth and patterns supplied by the company that will thereafter be sold by the company, or when a bakery hires cake decorators to work on a regular basis on its custom-designed cakes, the workers are part of the hiring entity's usual business operation and the hiring business can reasonably be viewed as having suffered or permitted the workers to provide services as employees. The last prong asks whether the person is the impetus for being self-employed, exhibiting indicia of a business such as incorporation, licensure, advertisements, or routine offerings to provide the services of the independent business to the public or to a number of potential customers.

Taking the three prongs together, the new standard means that a business cannot engage an individual as an independent contractor unless he or she has already established some kind of independent business to provide services to the general public that are unrelated to the firm's own usual business.

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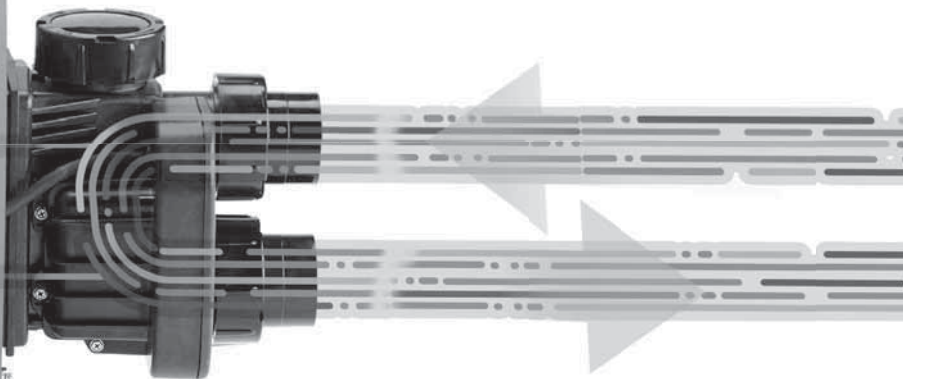
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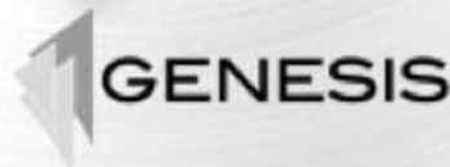


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Nutgrass

Continued from page 14

eliminated, products containing dichlobenil should be used as a ground treatment.

Dichlobenil (DIE-KLO-BIN-EL) is a "selective" herbicide available in dry and liquid forms. Dichlobenil is "selective" in that it will only kill off perennial grasses and weeds and not all vegetation it comes into contact with. More specifically, the chemistry is only applied to the top layer of soil, so established shrubs, trees, and other plants with deep root structures will not be affected by its application when used in accordance to label directions.

To determine the amount of dichlobenil needed, pool area is important, but one should factor an additional two to three feet beyond the parameter of the pool. This extra treatment area around where the pool is going to be installed will account for nutsedges' long root structure. After consulting with the manufacturers directions for application rate, the material can be uniformly scattered, ideally with a hand spreader. Once applied to the treatment area, the material should be raked well into the soil. Afterwards, when using the crystalline version of dichlobenil, the treated area needs to be wetted well with water to start eroding the dichlobenil crystal. The crystal eventually leaches to a small surrounding area and then forms an herbicidal vapor barrier. Liquids will also provide this barrier, but its effects are not as long lasting as the crystals.

Remember tubers, deep in the soil will start to produce new nutsedge plants. Once the barrier is established at the soil surface, the new plants coming up though the soil will die off as they germinate into and through the vapor barrier.

Using a ground preparation treatment should be considered if the bordering area of the yard or even the surrounding neighborhood is known to have nutsedge infestations. Reapplication should be performed around the perimeter of the pool on an annual basis to insure that no new growth permeates through the ground.

Don't think you are effected by nutsedge (or nutgrass)? Unfortunately for everyone, this plant is recognized by the United States Department of Agriculture and several State run organization as an invasive species. Even though this plant thrives in water moist and nutrient rich soil, nutsedge is a highly adaptable plant. That when given enough time, can tolerate drought conditions, poorly maintained soil, even mountainous areas. Though prominent in the Southern United States, some genera of the plant have started to take off in Northern States and up both Coasts. While other minor types of nutsedge plants are already present in several Midwest and Northern States.

Fact: The most common types of nutsedge are yellow nutsedge (*Cyperus rotundus*) and purple nutsedge (*Cyperus esculentus*).

References:

Univserity of Claiifornia Agri-cultura & Natural Resources; Revised March 2010, <http://ipm.ucanr.edu/PMG/PESTNOTES/pn7432.html>

Department of Botany University of Hawaii at Manoa; January 2006, <http://www.botany.hawaii.edu/faculty/carr/cyper.htm>

Cyperus rotundus L. nutgrass; United States Department of Agriculture; <https://plants.usda.gov/core/profile?symbol=cyro#>

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What You Need-Where You Need It When You Need It

Federal Pump Rule Established

Continued from page 5

they already are covered by other regulations.

The new requirements take effect July 18, 2021.

This differs from the Energy Star program, which is voluntary. Manufacturers will have to comply with the new regulation in

order to sell their products in the U.S. "While there are some similarities between the two, DOE did not try to model [the regulation] after the Energy Star requirement," Farlow said.

If anything, he said, the Energy Star requirements likely will have

to alter somewhat to more closely resemble the new regulation. For instance, most 2-speed pumps currently meet the standards for Energy Star, but the new regulation will not allow them in filtration applications calling for a self-priming pumps between 0.711 and 2.5 hydraulic horsepower. "I wouldn't see that program going away -- just that the bar will be much higher now," Farlow said.

Additionally, this will supersede state regulations, such as California's Title 20 appliance standard, which took the lead in setting efficiency standards for pumps when it passed in 2005.

Officials worried about a major loophole in the regulation -- there's no mention of replacement motors. DOE plans to write language pertaining to this product category, likely in time for the new regulation to go into effect, said Gary Fernstrom, an energy consultant

who participated in the committee that wrote the regulation.

With the relative price of variable-speed pumps going down, cost isn't expected to present as much of an obstacle as before, Fernstrom said. "The DOE decided that the incremental cost of the variable-speed pump is now low enough that there shouldn't be anybody who ought not to want one, because the payback is so quick," he said.

While the time will vary depending on local utility rates, variable-speed pumps in most areas pay for themselves within two years, he added.

This regulation also may seriously affect the prospect of rebates. When 2021 approaches, we may see fewer of them offered by utilities: Since the government already will require energy-efficient pumps, utilities may feel less inclined to offer an incentive,

Fernstrom said.

"It will either bring about an end to rebates, or a change to them," he said.

However, technological advancements may create room for rebates past 2021. It is possible that, in the next few years, technological advancements will bring us even more efficient variable-speed pumps that surpass the new DOE standard. "It's quite likely that rebates might persist for the better-performing variable-speed pumps versus the others," Fernstrom said.

Farlow expects the new regulation to be an overall benefit for the industry.

"In the long term, this is really going to help [promote] a perception that our industry is contributing towards responsible energy savings and helping our consumers save money," he said. "We think that can lead to additional equipment being sold on a pool, since consumers are not having to spend as much on energy to operate it."



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IPSSA Members:



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

If you are having issues logging into your account on the IPSSA website/members only section, please contact Elizabeth in the IPSSA Financial Office at 888-391-6012 or liz@cramercpa.com and she can assist you.



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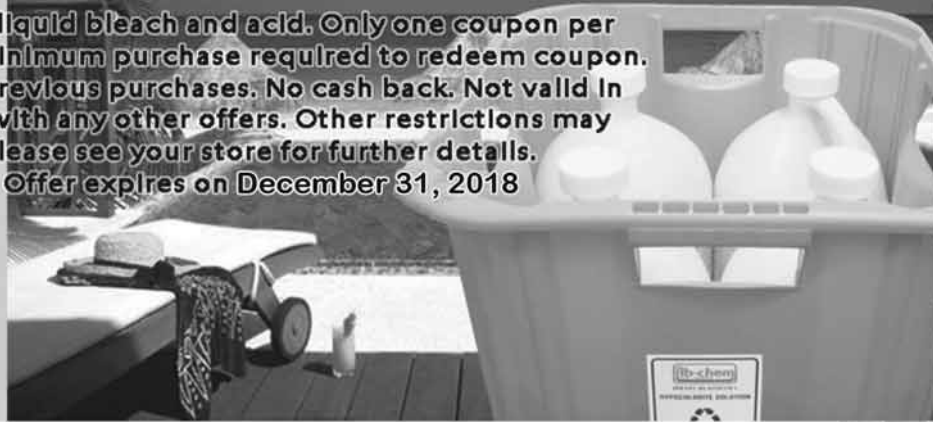
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 Third Wed., 6:30 p.m.
 Roundtable Pizza, 12829 Harbor Blvd., Garden Grove
 Pres. Cal Pratt (949) 230-7462

CENTRAL ORANGE COUNTY

Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin
 Pres. Mark Harrison (949) 874-8234
 maharrison16@yahoo.com

DANA POINT

Second Tues., 6 p.m., Coco's, Crown Valley and I-5
 Pres. Cliff Gross (949) 587-9773
 cliffgross@cox.net

MISSION VIEJO

First Tues., 6 p.m.
 Claim Jumper, 27845 Santa Margarita Pkwy
 Pres. Tracy Simmons (949) 702-3545
 acmepoolcare@sbcglobal.net

NORTH ORANGE COUNTY

Second Wed., 7 p.m., Graziano's Italian Restaurant,
 17487 Imperial Highway, Yorba Linda
 Pres. George Bonilla (714) 349-3326
 gbpsinc@ymail.com

ORANGE COAST

Last Monday, 5 p.m., Roundtable Pizza
 on Adams & Beach
 Pres. Tom Honrath (714) 642-5018
 thonrath@hotmail.com

ORANGE COUNTY #9

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

ORANGE COUNTY POOL PROFESSIONALS

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

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: John Dixon
 (951) 316-1675
 E-mail: waterwhisperer1@verizon.net

CORONA: Second Tues., 7:00 p.m., Marie Callenders
 160 E. Rincon St. (at Main St.), Corona
 Pres. Jenifer Meza (951) 833-0055
 aquatechpoolservice@earthlink.net

HEMET

Third Wed., 6:00 p.m.
 Shooters, 121 E. Florida Ave, Hemet
 Pres. John Bettencourt (951) 925-2442
 bettencourt@msn.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
 mangopools@verizon.net

ONTARIO/ RANCHO CUCAMONGA
 Second Tues., 7 p.m., Location varies,
 please contact chapter president for more info.
 Pres. Ron Goodwin (909) 989-0406
 good2win@msn.com

PALM DESERT
 Third Thurs., 6 p.m./7 p.m., please check with pres.
 Sloan's, 81539 US Hwy 111, Indio CA
 Pres. Jesse Vasquez (760) 636-2086
 cannonballpoolco@gmail.com

PALM SPRINGS: First Wed., 5:00 p.m.
 Superior, 5700 Indian Springs Rd, Palm Springs
 Pres. James Elliott (760) 413-0463

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

RIVERSIDE:
 First Tues., 6:00 p.m., Cask N Clever,
 1333 University Ave., Riverside
 Pres. Nathan Smith (972) 296-7946
 info@riversidepools.com

TEMECULA/MURRIETA
 Third Wed., 7 p.m., Pat & Oscar's
 29375 Rancho California Rd., Temecula
 Pres. Scott Peterson (951) 255-4175
 ipssascott@yahoo.com

REGION 7 (SAN DIEGO COUNTY)
B.O.R.D. Member: Michael Harris
 (619) 395-6700
 E-mail: barrowpoolssd@gmail.com

CARLSBAD: Third Wed., 7 p.m.
 El Rancho Restaurant, 1565 N. Santa Fe, Vista
 Pres. David Talbot (760) 845-6863
 ahoyoups@sbcglobal.net

ESCONDIDO
 Third Wed., 6:30 p.m., Call for location.
 Pres. Bruce Smith (760) 741-3960
 Bsmith1956@cox.net

NORTH COUNTY COASTAL
 Third Tues., 6:30 p.m.
 Brett's BBQ, 1505 Encinitas Blvd., Encinitas
 Pres. Nick Nelson (760) 802-3391
 3genpools@gmail.com

RANCHO DEL MAR
 Third Mon., 5:30 p.m., Tio Leos
 3510 Valley Centre Drive, San Diego
 Pres. Wayne Maynard (858) 361-8313
 arrowheadpoolservice@yahoo.com

SAN DIEGO
 Third Wed., 7 p.m., Admiral Baker Clubhouse,
 2400 Admiral Baker Road, San Diego
 Pres. James Morketter (619) 708-4972
 Elcerritopool@yahoo.com

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

SAN DIEGO METRO: Fourth Thurs., 7:00 p.m.
 Coco's, 1025 Fletcher Parkway, El Cajon
 Pres. Steven Elbik (619) 316-0690
 Poolsolutions72@gmail.com

REGION 8 (SOUTHWEST)
B.O.R.D. Member: Mike Lee
 (480) 786-0687
 E-mail: mountainsidepools@mac.com

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

NORTH PHOENIX
 Third Tues., 6 p.m., SCP
 18201 N. 25th Avenue, Phoenix AZ 85023
 Pres. William Goossen (623) 580-9802
 goosse-man@cox.net

SCOTTSDALE
 Third Mon., 6:00 p.m., Pool Water Products,
 20810 N. 25th Place, Phoenix
 Pres. Clifton Orson (480) 585-0000
 orson@hotmail.com

TUCSON:
 Third Wed., 6:30 p.m.
 Superior Pool Products, 4055 N. Runway Drive.
 Ken Sanders (520) 429-6959

WEST VALLEY
 First Wed., 7:00 p.m., Cloud Supply
 1100 N. Eliseo Felix Way, Avondale
 Pres. Trent Brumfield (623) 210-1615

WESTERN LAS VEGAS
 First Mon., 6:30 p.m. (excl. holidays)
 Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas
 Pres. Brian Pilgrim (702) 576-6631
 trinidadwaterllc@gmail.com

REGION 9 (TEXAS)
B.O.R.D. Member: Becky 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. Keith Timm (512) 636-3750
 keith@acuatcoinc.com

CLEARLAKE
 Fourth Tues., 7:00 p.m.,
 Rudy's BBQ, 21361 Gulf Fwy, Webster
 Pres. David Potts (208) 887-6486
 david@freedompools-texas.com

CORPUS CHRISTI
 First Thurs., 6:30 p.m.
 SCP in Corpus Christie
 Pres. Michelle Wilkinson (209) 604-6460

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

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. Ken Burrington (512) 673-6701
 aqualinepoolservice@gmail.com

NORTH HOUSTON
 Third Tues., 7 p.m., IHop
 25619 Interstate 45, Spring
 Pres. Stephen Titone (281) 773-8643
 Stitone2001@yahoo.com

SAN ANTONIO
 First Mon., 6:30 p.m.
 Longhorn Café, 17625 Blanco Rd., San Antonio, TX
 Pres. Jorge Martinez (210) 274-2465
 flashpoolservice@sbcglobal.net

WEST HOUSTON
 First Tuesday, 7 p.m., Tony's Mexican Restaurant
 870 S Mason Rd., Katy, TX 77450
 Pres. Bill Williams (832) 593-6299
 poolmaxxinc@gmail.com

REGION 10 (BAY AREA SOUTH)
B.O.R.D. Member: John Oldfield
 (888) 641-8047
 E-mail: joldfield@oldfieldinc.com

FREMONT
 Second Mon., 6 p.m.,
 Bronco Billy's Pizza Palace
 3940 Smith St., Union City, CA 94587
 Pres. Michael Murphy (510) 579-1448

MID-PENINSULA
 Last Tues., 7 p.m., Superior Pool Products
 2692 Middlefield Rd, Redwood City
 Pres. Justin Lindley (650) 863-6661
 justinyourpool@gmail.com

MONTEREY COAST: Fourth Wed., 7:00 p.m.,
 85 Nielson St, Ste 201, Watsonville, CA 95076
 NO April meeting. May meeting in new location
 Pres. Terry Page (831) 297-2215
 pinnaclepoolandspa@sbcglobal.net

MARIN & SONOMA COUNTY
 Third Wed., 7 p.m., Luchesi Park, Petaluma Park,
 320 N. McDowell Blvd., Petaluma
 Pres. Darrell O'Neal (707) 544-3060
 dandmpool@aol.com

SANTA CLARA VALLEY
 Third Tues., 5:30 pm
 3050 Berryessa Rd., San Jose
 Pres. Tom Allen (408) 307-3196

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

TRI-VALLEY: Second Thurs., 6 p.m.,
 Meeting locations vary. Check with chapter president.
 Pres. Gregory Gordon (925) 922-2212
 gregpoolservice@gmail.com

REGION 11 (FLORIDA/GEORGIA)
B.O.R.D. Member: Derric Raymond
 (407) 908-4555
 E-mail: derric@raymondscustompools.com

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

MANASOTA (Bradenton/Sarasota)
 First Mon., 7:00 p.m., Call for meeting
 location and directions
 Pres. Todd Starner (941) 915-2135
 tstarner@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
 poolady2001@gmail.com

PORT CHARLOTTE: Fourth Wednesday, 6:30 p.m.,
 Buffalo Wings & Rings, 1081 W. Price Blvd. North Port
 Pres. Ray Kurilivicius, (941) 743-2010
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Associate Members

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

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