



THE

# IPSSAN

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

VOLUME XXX, NUMBER 7

## Happy 30th Anniversary IPSSA!

July 2018

### California Capitol Report

## California Enacts Sweeping New Water Laws

By John Norwood

General Counsel for the CPSA

Last week, Governor Jerry Brown signed into law a pair of bills that will shape the way water is used and conserved in California for years, if not decades to come. These two bills, AB 1668 (Friedman, D-Glendale) and SB 606 (Hertzberg, D-Van Nuys) give new powers to the State Water Resources Control Board to create and enforce water conservation targets in California, as well as shaping how local water boards will enact those targets. It is important to note that there are no initial effects on the pool and spa industry, as the per capita water quotas suggested in the bill apply to indoor water only.

However, it will be critical for the industry to be involved in what will be an extensive regulatory process to develop standards regarding the use of outdoor water. Therefore it is important to understand how these new rules will govern the actions of local water districts moving forward, and what it will mean for the



future.

The most relevant of the pair of bills for the swimming pool and spa industry is AB 1668, as it covers the research and adoption of new water usage standards in California. The most important aspects of the bill are as follows:

- Establishing a series of decreasing per capita water quotas for indoor water use, beginning with 55 gallons per capita with the enrollment of the law, 52.5 gallons per capita beginning on January 1, 2025, and 50 gallons per capita beginning January 1, 2030

- The development and adoption of long-term standards for the efficient use of water by the State Water Resources Control Board and the Department of Water Resources on or before June 30, 2022

- Requiring proposed guidance for the development of

*Continued on page 21*

## Temecula Run Through the Vineyard



Josh the Otter line dancing

By John Dixon

Region 6 Director

The 31st Annual Premier Run Through the Vineyard was held at the Maurice Carr'ie Winery on April 28, 2018. The Sunrise Rotary in Temecula was the host of this event along with Pechanga Resort and Casino and Maurice Carr'ie Winery. The course took the runners through the lovely vineyard at the Maurice Carr'ie Winery. The course was surrounded by the beautiful mountains and vineyards of the valley and was challenging with several hills as people ran down through the grape vines and up again.

This was the second year that I volunteered to work the IPSSA booth along with my wife Robin, Sally Smith and Renee Marier from the Menifee Chapter. Hot air balloons flew over the winery as the booths were being set up. The booth brought a lot of attention to water safety and drowning prevention especially when Josh the Otter (myself), showed up.

It was a fun filled event for all, grandparents, parents and children enjoyed all the gifts from IPSSA; coloring books, stickers, Water Watcher tags. The children loved Josh-the-Otter. It was awesome to

be present and give back to the community. On a personal note, it was exciting to see our logo on the t-shirts running through Temecula wine country.



Morning at the Winery



Frank Appice, Race Director with Josh the Otter.



IPSSA Booth

## 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](mailto: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](mailto:liz@cramercpa.com) and she can assist you.

DO NOT HOLD DATED MATERIAL

### Things to do in July

► Sunscreen ► Hat ► Drink lots of water



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**THE IPSSAN**

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

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**Congratulations Tim Fennessy-Our May Winner!!**

Tim Fennessy has been a regular participant in the monthly Education Quiz, and sure enough he's won again!! Thanks for contributing Tim-we'll get your IPSSA swag out to you soon!

The correct answers for the May Quiz are 1. The APSP recommended ideal level for cyanuric acid is: A. 10 to 30 ppm B. 30 to 50 ppm C. 50 to 80 ppm D. 100 ppm, *the correct answer is B.30 to 50 ppm* 2. How much sodium bicarb will be needed to raise the alkalinity from 40 ppm to 120 ppm in a 15,000 gallon pool? A. 7 pounds B. 11 pounds C. 17 pounds D. 20 pounds *the correct answer is C. 17 pounds* 3. Which of the following sanitizers and oxidizers will react with DPD reagent? A. Bromine B. Ozone C. Monopersulfate D. All of the above. *The correct answer is D. All of the above.* 4. If the free available chlorine level in the

water is 5.0 ppm, it is ok to continue making the other tests. A. True, B. False. *The correct answer is B False.*

**Calendar of Events**

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

**WELCOME NEW MEMBERS!**

**REGION 2 – Capital Valley:** Matt Duyanovich... **East Contra Costa:** Marin Doldol... **REGION 3 – San Fernando Metro:** Steven Dater... **REGION 4 – Westside:** Edward Montiel... **REGION 5 – Anaheim:** Martin Urquiza – **Orange County #9:** Thomas Lane, Jacob Lucky... **REGION 7 – Escondido:** Chris Powell ... **North County Coastal:** Aden Dunne... **San Diego East County:** Matthew McKinney... **REGION 8 – East Valley:** Jason Becker ... **Western Las Vegas:** Michael Ellison ... **West Valley:** Ron Hubbard... **REGION 9 – North Austin:** Jeanette Day, Josh McDermott... **San Antonio:** Aaron Thompson... **Austin:** Nick Belury... **REGION 10 – Redwood Empire:** William Higbee... **REGION 11 – North Georgia:** Austin Gray... **REGION 12 – Dallas:** Paulo Jura, Ron Shellhouse... **Waxahachie:** James Gallagher

**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 June before second notices were required:

- Region 1 – Tracy, Modesto Central Valley, Gold Country, Elk Grove, El Dorado, and East Contra Costa
- Region 4 – Central Los Angeles, South Bay, Westside, and Whittier
- Region 5 – Central Orange County, Dana Point, North Orange County, Surf City, and Orange County Pool Pros
- Region 6 – Riverside, Redlands, Corona, and Menifee Valley
- Region 7 – Carlsbad, Rancho Del Mar, San Diego, and North County Coastal
- Region 8 – North Phoenix, Scottsdale, Henderson, and West Valley
- Region 9 – North Houston, West Houston, and Hill Country
- Region 10 – Mid Peninsula and Fremont
- Region 11 – North Georgia and Port Charlotte
- Region 12 – Waxahachie

**\* 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 **AUGUST 20, 2018.**

- The 5 major parameters involved with water balance are: pH, alkalinity, temperature, TDS and
  - Calcium hardness
  - Cyanuric Acid
  - Iron and copper
  - Magnesium
- ORP is short for:
  - Oxidation Reaction Potential
  - Oxidation Reduction Potential
  - Oxidizer Reducer Potential
  - Oxygen Reducible Particles
- Sodium dichlor is the only chlorine compound that has almost no effect on the pH and total alkalinity of the water.
  - True
  - False
- The surface area of a circular pool with a diameter of 24 feet is approximately:
  - 350 sq. ft.
  - 400 sq. ft.
  - 100 sq. yd.
  - 450 sq. ft.

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 **AUGUST 20, 2018.**

**IPSSA is on Facebook!**

Visit our page at [www.facebook.com/ipssa](http://www.facebook.com/ipssa) where you'll see photo albums from recent industry events.



# San Fernando Valley Chapter Hosts Basic Training Seminar with Huge Success

By Ivan Vance

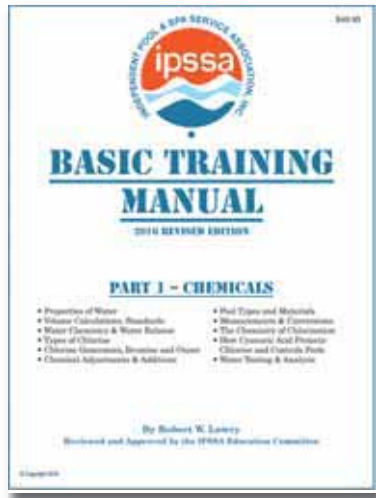
Providing education for our members is one of the primary objectives of our monthly San Fernando Valley IPSSA chapter meetings. In this regard we're always on the lookout for guest speakers who have technical or business knowledge to impart that will benefit our members profes-

sionally. We decided to take this approach up a notch in May by sponsoring a three hour seminar teaching the IPSSA Basic Training Manual: Chemicals, Part One prior to our regular meeting.

The class was conducted by IPSSA member and noted CPO instructor, Steve Donahoe and each attendee received a free copy of the manual to keep. The event was a huge success, the 50 seat class room filled to capacity, not only with IPSSA members but individuals from the industry in general. We feel that this was an excellent way to introduce non-IPSSA pool service people to the great benefits, educational and otherwise, of our organization. The class was made possible in large part by the Western Pool & Spa Show Pool School, a valuable resource that could be available to other industry groups as well. I would encourage interested parties to make inquiries.



Steve Donahoe, IPSSA member and noted CPO instructor, conducted the class.



## Getting Back to the Basics: Maintaining Water Balance

From the Basic Training Manual

There are 7 parameters or constituents involved in water balance. They are: pH, Total Alkalinity, Calcium Hardness, Temperature, TDS (Total Dissolve Solids), Cyanuric Acid (Con-

ditioner and Stabilizer) and Additional Buffers such as Borates (Sodium Tetra borate).

A pool is said to be "in balance" when the pH, total alkalinity, calcium hardness, TDS, and optionally the cyanuric acid and borates are all within the recom-

mended ranges.

Regular accurate water testing and a routine continuing maintenance program will result in a balanced, stable and easily maintained pool. A preventative maintenance program also ensures that if problems do arise, they can be

quickly and easily corrected.

The characteristics of water vary so much from area to area that it would be difficult to provide a set formula for the addition of chemicals. General guidelines will be provided. Your circumstances may require different

chemical additions.

One thing that you can do to make maintaining all your pools and spas easier in the future is to keep accurate records from the beginning of tests made, chemical additions, dates added, amounts,

*Continued on page 8*

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Website: [www.hasapool.com](http://www.hasapool.com)

# A Message from the President

David Hawes, IPSSA President, Region 1 Director

By the time you read this, we will all be shoulder deep into the “dog

days of Summer”. All of us tired of the heat, tired of fighting algae, tired of rude clients, tired of personnel issues, JUST PLAIN TIRED. This is the 49th Summer I have spent taking

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care of pools and I ask myself, where did the time go? It seems like last week, I was enjoying the cool weather, some rain, and some respite from clients wanting work done yesterday. Time seems to march on, and at an alarming rate the older I get. It forces me and maybe you, to begin contemplating the work load we are carrying and the physical cost some of us may be paying to keep the pace that we are. I have been teaching for many years, that the most important asset in our business is ourselves. If we manufactured widgets, and we only had one machine that did this work, how important would the maintenance of that machine be. Would we make sure it received proper care, downtime, and servicing at proper levels of output? The answer of course is yes. Don't get me wrong, I am preaching to myself as I type this. As an industry, this time of year is when we are going full steam into the season and keeping a break neck speed, but I want to make sure you are taking proper time for the care and down-

time that even a machine needs. While a 2 week vacation may or may not be in the cards for you during peak season, how about a 3-day weekend. Maybe a two-day weekend with an agenda of NO WORK and something fun can be planned. Don't forget that a machine running at full tilt consistently may just stop working suddenly with catastrophic results. Let's all plan on some small or large breaks during the Summer for a recharge before catastrophic results. (Insert shameless plug for IPSSA Sick Route Coverage)

At the time of this writing, we are 6 1/2 months into your current BORD member's term. I am happy to report that despite us all having businesses and families, your directors still squeeze out a lot of time to volunteer their help keeping your association moving forward. We are continuing to increase member benefits, shore up and strengthen our financial position, and find new ways to have technology ease the operations of IPSSA. This process

involves Video meetings almost every week with one or more of our committees. This has helped accelerate the execution of work that they do with no expense to you the members. As I mentioned last month, we will be engaging in our first ever, video BORD meeting. I am very privileged to serve as your President and work with a great group of Directors. We are all learning how to put great assets to work in managing our association. Our Executive Director, Rose Smoot, has been one of those assets. She came to IPSSA with an impressive resume in Association Management, and has been the catalyst behind several of our changes. She is helping us move more in line with how associations operate, and working to improve our



*Continued on page 5*

## Highlights from the May 5 BORD Meeting: The BORD Created Actions Items to be carried out by the Directors

The action item are as follows:

1. Each Regional Director to promote ACH payments to reduce merchant fees.
2. Regional Directors will forward claims loss report (minus personal information) to all chapter presidents.

3. BORD to review logo policy at chapter meetings.
4. BORD to invite other members to serve on the IPSSA committees. BORD to inform committees of the new structure.
5. Task force was formed to evaluate and restructure the Scholarship Fund. The task force

- members are: Manuel Margain, John Oldfield, Ray Arouesty, Neal Holt, Eric Neilson, Rose Smoot. The main objective of the task force is revamping the Scholarship Program.
6. BORD will ensure every chapter has two representatives at regional meetings.

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**President's Message**

*Continued from page 4*

efficiency and output. I hope these changes can increase not only your confidence in the work the BORD is doing, but the pride you have in belonging to IPSSA. Our website lists our Mission Statement as

"The Independent Pool and Spa Service Association, Inc. exists for the mutual professional benefit and growth of its members and for the continued improvement of the pool and spa industry." I see the biggest

mutual professional benefit and growth of our association coming from the friends I have made attending meetings and events put on by IPSSA. The tireless efforts in each chapter and region cannot go unrecognized. So, a big shout out for all of you participating and organizing the many events that make being a member of IPSSA, something to value. I hope you take some pride in what we are doing and what you are part of. While you are at it, take a day off will you? Stay tuned.

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**Calling All Members!!**

IPSSA is recruiting volunteers to serve on the IPSSA BORD committees.

The committees meet four times a year through video or conference call. With this format very little time is taken away from your business or family.

You will be able to work with the IPSSA BORD to ensure

your organization is doing all it can to help the members and the community it serves.

The committees are as follows:

- Marketing and Communications
- Legislation and Regulation
- Membership Program
- Education

For more information about the committee purpose and how best you can serve, please feel free to contact me, Rose Smoot at 888-360-9505 or rsmoot1985@gmail.com

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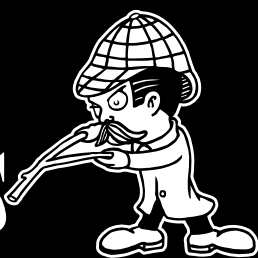
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# Hey Ray!

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 did a calcium removal procedure on some rocks near the pool deck over a year ago. The customer recently contacted me stating that the calcium returned. I refused when she demanded that I refund the amount I charged and I am now set to go to arbitration on

this issue tomorrow. Can you help me out on this?

**Answer:**

Your question raises so many issues. First, I've been told that calcium deposits on the surface of pavers, brick and rocks frequently migrates to the surface of these items from the ground, so it's difficult to prevent it from re-occurring unless you install an impermeable ground barrier. Accordingly, it would have been a good idea to inform the customer of the likelihood of the reappearance of

the calcium deposits. Your customer may have a good argument against you if she can convince the arbitrator that she should have been informed of this fact, since she may not have hired you if she knew that the calcium would reappear.

From an insurance standpoint you may have a few challenges. General liability insurance covers claims that involve injury to people or damage to tangible property. Typically there is no coverage when a customer states that you didn't do

your job properly unless there is damage. There is also no coverage if the customer alleges that you breached a contract with her.

Next, there is the issue of your timing in contacting my office. Insureds have an obligation to report a claim as soon as soon as possible so the insurance company can evaluate the damage, obtain expert opinions and attempt to resolve the matter, if it so chooses. By waiting until the very last minute to contact us you have prevented your insurance company from doing that and it may take the position that you breached an

important insurance policy condition.

My best advise at this point is to ask the arbitrator for a continuance of the arbitration hearing and get me more details about this incident. We will see what the insurance carrier says. Alternatively, you may want to see if you can settle with the customer for a percentage of what you charged her ASAP, due to the uncertainty of (1) obtaining a continuance, (2) the outcome of the arbitration hearing, and (3) the insurance carrier response to the very late claim report.

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## 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.

### COVERAGE IF YOU ARE INJURED ON THE JOBSITE



Members participating in the IPSSA Group Insurance Program are automatically insured to \$5,000 for medical bills due to accidentally injury at the customer jobsite.

This coverage can pay for an emergency room or urgent care visit and covers injuries like dog bites, lacerations and slips and falls. It's even available to pay a deductible expense if you already have health insurance.

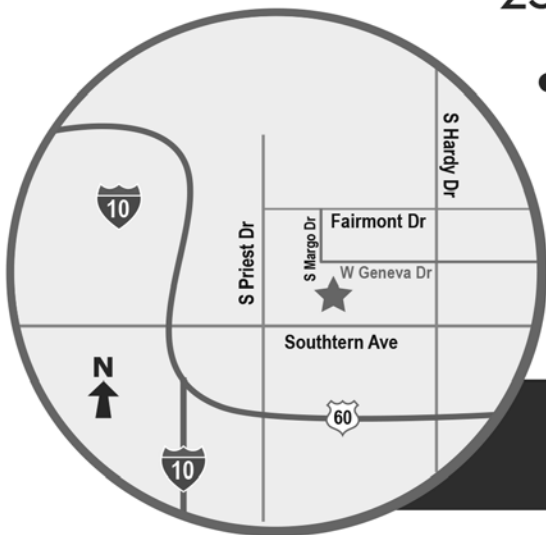
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# CPSC Calls for Increased Water Safety Efforts as Summer Swim Season Arrives

New data shows, drowning is still the leading cause of unintentional death among children 1-4 and the second leading cause among children 5-14

A new report released today by the U.S. Consumer Product Safety Commission (CPSC) indicates that the number of reported fatal child drowning incidents in swimming

pools involving children younger than five—the most vulnerable population—has not increased significantly from last year's reports.

Although the number of report-

ed child drowning numbers have remained nearly the same year over year, fatal and nonfatal child incidents in pools and spas continue to pose a public health risk across the United States. CPSC Acting Chairman Ann Marie Buerkle is urging families and caregivers nationwide to remain vigilant while children are in and around the water this summer.

"While it is promising that the

drowning rate did not increase, there are still too many children who drown each year in pools and spas across the country," said Acting Chairman Buerkle. "These incidents are preventable. As a mother, grandmother and registered nurse, I raised my kids, and now my grandkids, with a respect for water. Swimming should be a fun way for families to be active, as long as everyone knows how to pool safely."

Buerkle also emphasized the importance of parents and care-



givers following the CPSC Pool Safely campaign's simple water safety steps that can help prevent drowning tragedies. Constant adult supervision, along with four-sided fencing, knowing how to perform CPR and teaching children how to swim are all critical ways to continue the decline in child drownings.

CPSC's latest data show there were, on average, 351 reported fatal

*Continued on page 14*

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## Getting Back to the Basics

*Continued from page 3*

and results and so on. Over a short period of time, a pattern will emerge. This pattern combined with your experience will help you determine a specific maintenance routine for each of your pools on service. No routine eliminates the need to test and analyze the water. Keeping records will also serve as a tool to enable you to identify abnormal conditions by comparison.

Let's break down the water balance paraments:

Ph- In our daily lives we deal with percentages all the time—like somethings is 50 percent bigger than something else. pH is like a percentage term.

Acid – Lemon juice, vinegar and soft drinks all taste sour. That is because they contain a lot more hydrogen ions (H+) than hydrox-

yl ions (OH-) (greater percentage). They are mild acids and therefore are called 'acidic'.

Base – Baking soda (sodium bicarbonate) tastes brackish (or salty). So does seawater. That's because they contain more hydroxyl ions (OH-) than hydrogen ions (H+) – (greater percentage). They are mild bases and therefore are called 'basic'. Another word for basic is alkaline.

pH is one of the most important aspects of pool and spa care. If you exercise proper pH and total alkalinity control, most water balance problems will never occur.

pH is a value that indicates how acidic or basic a solution is. By the way, the p stands for power (mathematical) and the H for hydrogen. pH is always written with a lower case 'p' and an upper

case 'H'.

Scientists know that pH is a measure of the concentration of hydrogen ions (H+) in the water. Hydrogen is the lightest element on the atomic chart of elements. As you know, it is lighter than air. Consider this, a metric ton (about 2,200 pounds) of pure water contains only about 1 milligram (1/100th of a gram) of hydrogen ions (H+) and hydroxyl ions (OH-) each. This is the basis of the pH scale. The more hydrogen ions (H+) there are in the water the lower the pH. The more hydroxyl ions (OH-) there are in the water the higher the pH. Because you are not a scientist you only need to remember that pH is a measure of the relative degree of acid or base in the water.

More on pH next month....

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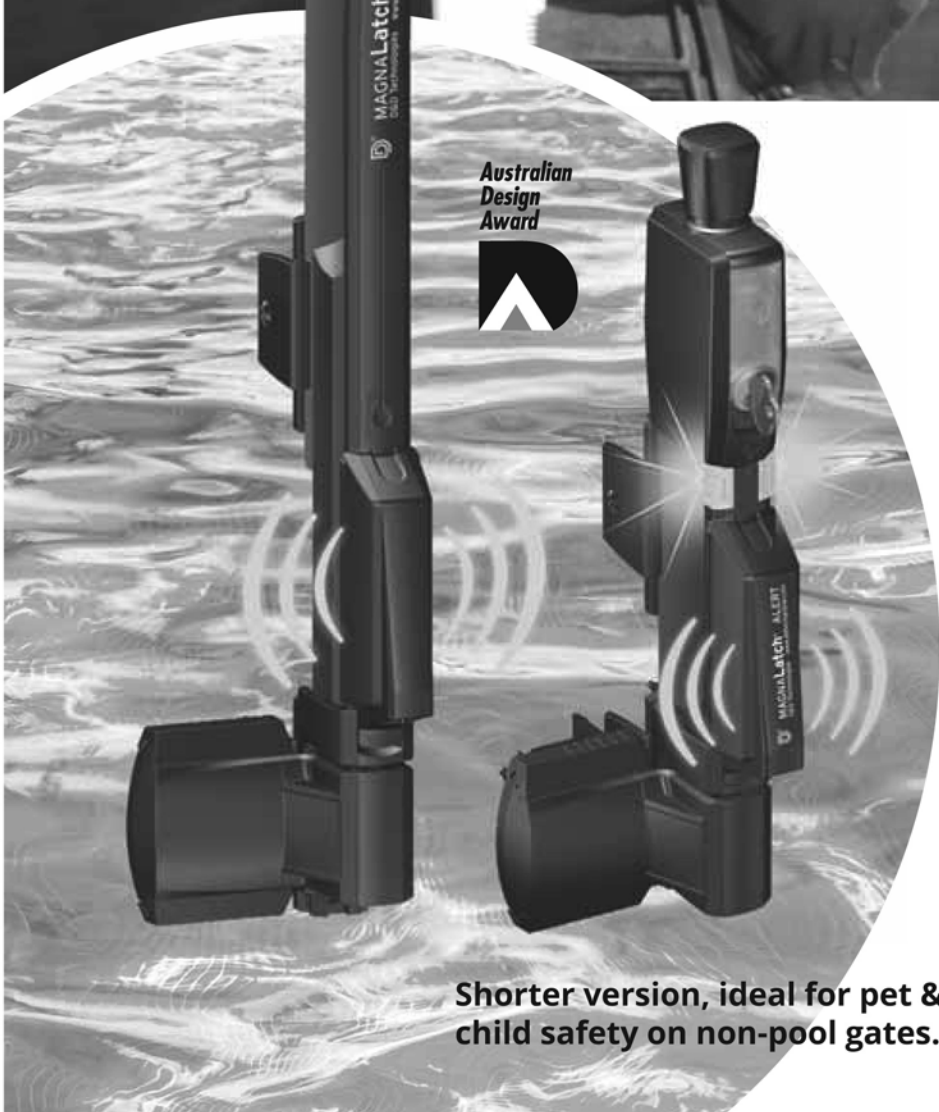


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# Extend Your Customer's Swim Season with a Liquid Solar Cover

By Terry Arko  
NC Brands

Water is a precious resource that we all must work to preserve. The reduction of evaporation helps to conserve water in backyard swimming pool environments and

reduces the amount of topping off pools during the season. You can save your customers' water, money and energy by recommending that a liquid solar cover product be included in their pool maintenance program. Classified as evapora-

tion suppressants, despite the name, liquid solar covers do not heat the pool themselves. They do, however help prevent the loss of heat from the vaporization of water. Simply put when water evaporates it requires energy in the



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form of heat for the process to occur. This process is the heat of vaporization. Energy is needed as water molecules begin to dance around and then disassociate into a vapor gas. Evaporation suppression is the reduction of evaporation by controlling the rate at which vapor escapes from the water surface. In other words, the dance of the molecules is slowed down considerably. The use of a liquid solar cover serves to save both heat and water reduction from evaporation. In addition, liquid solar covers help to hold the heat of radiation from the sun and thus keep the

pools warmer, longer. Have you ever walked out to a pool to see water just steaming away? This process is evaporation, and it occurs when a liquid becomes a gas or vapor. Water closest to the surface is constantly changing into water vapor. Four main factors contribute to evaporation. First the larger the surface area the more water will evaporate. Evaporation will be greater in larger surface area pools. Next, water temperature in relation to the air. When water temperature is higher than the surrounding air. Air  
*Continued on page 13*

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# Drowning Prevention in the Desert: IPSSA Region 8 Arizona & Nevada Drowning Prevention Update

By **Angela M. Clark**  
*LizardPools & IPSSA East Valley Chapter*

In 2017 Southern Nevada had a total of 63 water related incidents\* according to the Southern Nevada Health District and Arizona had a total of 164 water related incidents\* between the Phoenix Greater Area and the Tucson Metro Area according to the Children's Safety Zone. Through multiple efforts in swimming lessons, CPR certification, life jacket donations, and education, IPSSA Region 8 Arizona & Nevada is proud to participate in efforts to reduce these water related incident numbers for 2018.



Angela M. Clark

For the third year in a row, the IPSSA Region 8 Arizona & Nevada board has approved to match chapter donations for swimming lessons that apply for the IPSSA Swim fund. This means each chapter in Region 8 has the opportunity to direct \$1,500.00 in swimming lessons donations to a facility. Of the six chapters in Region 8, two chapters have already approved and made arrangements to donate the full amount of \$1,500.00 to swimming lesson facilities. At the time of writing of this article, three other chapters are also working on arrangements for donations that are to be voted on by their chapters.

As IPSSA members we hold ourselves to higher education standards for our industry. This include safety education. If we as IPSSA members are certified in Mouth-to-Mouth CPR we are more likely to speak knowledgeable and accurately about this life saving skills to customers and fellow pool technicians. By educating ourselves and our customers we could be saving a life from a drowning event. At the time of



writing this article, 2 chapters of IPSSA Region 8 Arizona & Nevada have completed certifying their chapter in Mouth-to-Mouth CPR and another 2 chapters have made arrangements to certify the chapter in Mouth-to-Mouth CPR. It is very important to remember, that in the event of a drowning, the

victim ALWAYS needs Mouth-to-Mouth CPR. Congratulations IPSSA Region 8 on holding yourselves to a higher standard.

For 2018 IPSSA Region 8 Arizona & Nevada donated 500 U.S. Coast Guard Approved life jackets to the following events and organizations:

• **Drowning Prevention Coalition of Arizona (DPCA)**

**Getting to the POINTE of Water Safety**

Pointe Hilton Squaw Peak in Phoenix, Arizona

Children 6 and under and attendees that brought toys (exam-

*Continued on page 13*

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## Drowning Prevention in the Desert

Continued from page 12

ple: water wings) rather than personal floatation devices were specifically targeted to receive the life jackets.

**• Drowning Prevention Coalition of Arizona (DPCA)**

**Water Safety Expo, Tucson Arizona**

The life jackets will be raffled off for attendees that visit every safety information booth. This is the largest water safety event of the year in Tucson, Arizona and targets a community that normally is not exposed to water safety information.

**• Salt River Project (SRP) Safety Connection**

Verano Sano/ Safe Summer –

**7 events throughout the summer**

Aquatics centers in the following Arizona Cities: Buckeye, Chandler, Mesa (x2), Peoria, Phoenix (x2)

Parents and children were required to partner up to participate in demonstrations on how to size and fit children in lifejackets. After the demonstrations, participants kept the jackets. Two demonstrations were conducted per event.

**• Southern Nevada Child Drowning Prevention Coalition (SNCDPC)**

**Water Safety Day - 5 various locations in the Las Vegas Metro Area**

Aquatic facilities that are members of the Southern Nevada Child Drowning Prevention Coalition hosted events on the same day and invited SNCDPC members who do not have aquatic facilities to host drowning prevention information booths. IPSSA members attended and raffled off life jackets for attendees of the events.

Most of these events had media partners either by radio or television. All these events were promoted by the hosting organization to communities at risk for drowning and water related incidents. IPSSA Region 8 hosted an information booth at each of these

events to provide attendees with water safety information. Any water toys that are inflated with air or not U.S. Coast Guard approved, are just that, toys. Those items will not have a save or prevent a drowning. These toys can lead to a false sense of security. Always be sure to promote U.S. Coast Guard Approved life jackets for water safety and drowning prevention.

The Drowning Prevention Coalition of Arizona (DPCA) thanks IPSSA Region 8 Arizona & Nevada for their support and are excited to once again partner with IPSSA Region 8 Arizona & Nevada on drowning prevention efforts. DPCA presented on

drowning prevention at a chapter meeting of every chapter in IPSSA Region 8 Arizona & Nevada this year and looks forward to future partnership with IPSSA Region 8 Arizona & Nevada. DPCA admires IPSSA Region 8 for seeking out information on drowning prevention and opportunities to contribute to drowning prevention. All IPSSA members are invited to attend the Drowning Prevention Coalition of Arizona Annual Awards Breakfast on Thursday, August 23, 2018 from 7 a.m. to 9 a.m., location to be determined. You can find more details at the DPCA website [preventedrownings.org](http://preventedrownings.org).

## Liquid Solar Cover

Continued from page 10

movement above the surface such as windy conditions is another cause. Lastly, relative humidity. The drier the air is the more evaporation occurs. The strength of the radiation from the sun plays a vital role in evaporation. In the Northern Hemisphere, evaporation rates are highest during the months of June, July and August. During dry summer months, evaporation rates increase. This is because water needs heat to reach the point of evaporation. It is possible for a 15,000-gallon pool to lose as much as 1500 gallons a month during dry hot months. Liquid solar covers are ideal for these times in reducing water loss.

The Department of Energy (DOE) states that 70% of total energy loss in a pool is due to

evaporation.\* According to the National Swimming Pool Foundation in the Pool and Spa Operator Handbook, 50% of relative heat loss is due to evaporation. When pools lose water to evaporation, continual top offs are needed. When water evaporates from a pool only pure water leaves. Because of this, additional solids are left behind and both calcium hardness increases along with the total dissolved solids (TDS). In some cases, the contents of source water can cost a pretty penny with the necessary adjustments needed due to metal or phosphate content from tap water. The balancing process has to be started again. This leads to additional labor time and the added expense of additional chemicals. Protecting pool

water from evaporation is a cost-effective way to reduce unnecessary top-offs and water chemistry adjustments. Another benefit to the use of liquid solar covers is not only the savings in heat and water but also chemicals and precious time.

The traditional solution to heat loss and evaporation has been to use a solid cover, which does significantly decrease heat loss and evaporation. According to the U.S. Department of Energy, solid covers can prevent from 30 to 50% of water loss from the pool. Solar bubble covers are especially great at the beginning of the season to help the water heat up more quickly. There are, however, some downfalls to using a solar cover that you often don't realize until

you're the one wrestling to put it back on by yourself. They are bulky and tough to move, not to mention the additional dirt and debris you may be introducing to the pool when dragging the cover through the yard. If a bubble solar cover is left on too long on hot days, it may overheat the pool. This can consume chlorine quicker and could lead to green pools.

Auto-covers are available yet are expensive so not every pool owner has that option. For these reasons, pool owners should consider using a liquid solar product to help maintain heat and reduce evaporation in their swimming pools. Liquid solar covers can also increase the length of the swimming season without the pool owners having to deal

Continued on page 17

### 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](mailto: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](mailto:liz@cramercpa.com) and she can assist you.

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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](http://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."

## Water Safety

Continued from page 8

child drownings in pools and spas in 2015 involving children younger than 15. Of those 351 reported fatal child drownings in 2015, 266 (76 percent) involved children younger than five. Other key findings include:

- Annually, 73 percent of the hospital emergency room-treated nonfatal drowning injuries from 2015 through 2017 involved children younger than five.

- Male children younger than 15 had twice as many fatal drownings as female children of the same age.

- From 2015 through 2017, an estimated average of 6,400 children younger than 15 years old were reportedly treated in hospital emergency rooms for nonfatal drowning injuries in pools or spas.

- Between 2015 and 2017, residential locations made up 74 percent of reported fatal drowning incidents, and at least 45 percent of reported nonfatal drowning incidents for children younger than 15.

- In addition, residential locations dominated reported incidents involving victims younger than five, with 54 percent of nonfatal drowning injuries among that age group from 2015 through 2017—and 85 percent for fatal drownings from 2013 through 2015—all occurring at a residence.

- The majority of the estimated hospital emergency room-treated, nonfatal drowning injuries for 2015 through 2017, and the reported fatal drownings for 2013 through 2015, were associated with pools (versus spas).

Today, CPSC also released an updated report on suction entrapment incidents in swimming pools, spas and whirlpool bathtubs. Key findings include:

- Since the Virginia Graeme Baker Pool & Spa Safety Act went into effect in December 2008, there have been no reported fatalities involving a child being entrapped on a suction outlet cover in a public pool or spa.

You can read the full report on [PoolSafely.gov](http://PoolSafely.gov).

*Pool Safely*, a national public education campaign supporting the requirements of Section 1407 of the Virginia Graeme Baker Pool and Spa Safety Act, works with partners around the country to reduce child drownings, nonfatal drownings and entrapment incidents in swimming pools and spas. Parents, caregivers and the media are encouraged to visit: [PoolSafely.gov](http://PoolSafely.gov) or [@PoolSafely](https://twitter.com/PoolSafely) on Twitter and [facebook.com/poolsafely/](https://www.facebook.com/poolsafely/) for vital safety information regarding the prevention of child drownings in and around pools and spas.

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

## Water Tech Celebrates Earth Day with Recycling Costume Party

Water Tech, manufacturer of well-known Pool Blaster battery operated pool cleaners, recently decided to have a costume party with a unique twist. In honor of Earth Day, Water Tech employees were challenged to recycle material from the company's warehouse in the creation of their costumes for the company's annual kick-off-the-season costume party. Anything going into the recycling bin or trash was to be used to create costumes. And prizes were awarded to the most creative recycled-costumes.



"We are all very conscious of the amount of trash created in the day-to-day running of a business," says Guy Erlich, CEO of Water Tech. "Our goal for Earth Day was to heighten awareness of the many items we discard and recycle while simultaneously providing a creative outlet for our employees." Water Tech employees used everything from packaging materials to parts from their own pool and spa cleaners to come up with unique costumes for the party.

"Water Tech holds a kick-off-the-season party every year to provide a fun event for our employees that work so hard all season," says Colleen Newhouse, Sales Manager at Water Tech. "This added recycling twist made the party even more fun."

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## Liquid Solar Cover

Continued from page 13

with any of the inconveniences of a solid cover. Liquid solar covers can help in savings of heat when pools are using a heater. According to the DOE report, it takes one BTU (British thermal unit) to raise 1 pound of water by 1 degree. However, each pound of 80 degree F water that evaporates takes 1,048 BTU's of heat from the pool.

Types of Liquid Solar Evaporation Suppressants used in the pool industry include cetyl alcohol, stearyl alcohol and ethyl alcohol (ethanol). The technology of evaporation suppression uses monomolecular films. The films are a single molecule in thickness and create an additional surface tension. All of these are fatty alcohols so that they readily float on the surface. Dispersants are also used in the formulas to spread the material across the surface of the water. This technology comes from the drinking water reservoir industry. Studies on evaporation suppression go back to the early 1950's. One paper from the US Geological Survey published in 1960 reports on numerous studies done.\* Many ingredients were tested but the studies all concluded that the use of cetyl alcohol or stearyl alcohol were found to be effective. In some cases, combining both cetyl alcohol with stearyl was shown to be the most effective at reduction of evaporation. All three types of liquid solar products are tested and proven non-toxic. Cetyl alcohol and stearyl are both found in numerous cosmetics and detergents. They are also used for food preservation as well. The levels of the ethanol-based liquids have been tested and shown to be relatively benign in pool use. Ethanol can be flammable however. Both cetyl alcohol and stearyl are not flammable and are food grade ingredients. A study in 1956 of cetyl alcohol in reservoirs pointed out that there was no adverse effect to the quality of the water or taste and odor.

Liquid evaporation suppressants create an invisible liquid barrier at the surface of the swimming pool to help trap heat and reduce evaporation. This barrier is called a film. The film is very thin, only one molecule thick. Thus, the film is called a monomolecular film. The products are added to the skimmer with the circulation system running to disperse the monomolecular layer on the surface. Think of these products like putting a lid on a pot of boiling water. Some concerns regarding the formation of chloramines and the inability of oxidation gases escaping the pool due to the surface tension have been expressed by some professionals. It should be noted that the evaporation films are broken up when swimming or high winds or other means of breaking surface tension occur. At these times of surface tension, interruption such as heavy swimming there is plenty of opportunity for gases to escape to the atmosphere. In addition, there is some natural permeability of the films.

The purpose of liquid solar technology is to reduce heat loss and evaporation, and it works even when bathers are swimming in the pool. The monomolecular film creates extra surface tension on the water that prevents release of water vapor to the atmosphere.

While the surface tension can be broken when swimmers are present, the tight molecular arrangement of the film causes it to quickly reform. The typical evaporation reduction rate of liquid covers runs from 15 to 40%. So, consider the 15,000-gallon pool that during the summer loses 1500 gallons a month...a liquid solar cover can save between 225 to 600 gallons of water a month. Over the 3 months of summer, that is a savings of between 675 to 1,800 gallons of water. The number one difference between a physical solar cover and a liquid product is that a physical cover does nothing if it is sitting bunched up in your backyard. If someone forgets to put the solid cover on when the temperature drops on a cool night there will be considerable evaporation loss. When liquid solar products are used along with a physical solar covers there is maximum coverage and extra protection.

Pool service professionals are now realizing the importance of offering these relatively new products to their clients. Consumers can sit by their pools, watch the

steam evaporating and think "We could cook hot dogs with all the water and heat evaporating from the pool!" Pool service professionals can turn this into an opportunity to sell a liquid solar cover product whenever they sell or repair pool heaters. Consumers are investing a significant amount of money on a pool heater and pool professionals want to be sure their customer is satisfied with their purchase, because heating a pool can be expensive. Many service pros are now including a liquid solar product with start-up packages and explain to their customers that they should include the product in the weekly maintenance of their pool in order to remove evaporation and heat loss. A liquid solar cover product is a terrific alternative to a cumbersome, and often times unsightly, solar blanket that can be difficult to remove and put back on, not to mention tough to store.

Initially pool professionals were skeptical of the liquid solar cover products and through that it would be tough sell because you

Continued on page 18

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

## Liquid Solar Cover

Continued from page 17

are selling something you can't see. But eventually it's the fact that you can't see it that really makes it an easy sell. The main reason for this product's success is that it fixes the 'problem' of the traditional solar pool cover—because it detracts from the beauty of the backyard. Many pools are the centerpiece of the landscape and by covering the sparkling water, the client can't enjoy the beauty of the water in the sunlight. In fact, many clients tell their pool professional that the liquid solar cover has allowed them to enjoy their pool more from an aesthetic point of view. Some pool professionals are even convinced that the traditional solar

cover actually decreases the client's use of their pool because those covers are so cumbersome to handle. When you come home from work and look out at an 18x36 beast of a solar blanket, the thought of grappling to try to remove the cover so you can go swimming seems daunting, especially if you are just one person. Some pool professionals like to say that the liquid solar cover pays for itself because the cost per swim becomes so much less, because the customers swim so much more!

Evaporation of pool water especially in the dry summer months is also a very real problem. Evaporation will cause both heat

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† When Green to Clean or Yellow Out are used prior to shock treatment with an EPA registered chlorine compound that kills green and yellow algae.

and water loss. High evaporation rates could lead to low water levels and possible equipment dam-

age. Pure water evaporates leaving behind calcium, salts and TDS, which will need to be addressed with additional chemicals or pool draining. Liquid solar covers work 24-7 to prevent evaporation up to 40%. These products can create convenience for your customers by extending the pool season. They can also work in tandem with use of solid covers for evaporation protection even if the physical cover is left off the pool. The liquid solar cover does wonders for reducing evaporation and has had dozens of customer testimonials to support the claims. One such client had a cottage with a vanishing edge pool which was fairly remote and required that water be trucked in to fill the pool.

This client hated having to put a solar cover on her pool because she built the pool to enjoy its visual aesthetic in her yard. But without the solar blanket on her pool,

she would lose 1-inch of water a day to evaporation without the traditional solar blanket and she couldn't afford to truck in that much water. Once the client was sold the liquid solar cover and started adding it once a week, the client was ecstatic, because it allowed her to look at her beautiful pool all summer long and she didn't have to add any water for over 8 weeks! The liquid cover not only helps maintain the pool water heat, reduces evaporation, but also reduces chemical loss, helps their filters run better. Liquid cover products are a great addition to save money, energy and water so customers can enjoy their pools with less work.

\* Source: <http://energy.gov/energysaver/swimming-pool-covers>

\*\* Review of Literature on Evaporation Suppression. U.S Geological Survey 1960

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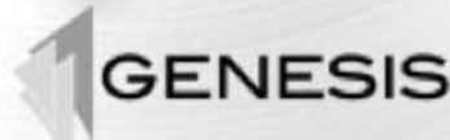


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# California Capitol Report

Continued from page 1

countywide drought and water shortage contingency plans by January 1, 2020

- Establishing fines for water suppliers that commit outlined violations

- Requiring that outdoor irrigated landscape meet efficiency standards equivalent to those set forth in the Model Outdoor Water Efficient Landscape Ordinance (MWELo), including those applicable to swimming pools and spas

Another critical note is that these guidelines, especially those regarding indoor and outdoor water use, are being given to the water supplier in order to meet their maximum allowed usages set forth in SB 606. While other reporting on this issue may have stated that water quotas for indoor and outdoor use were now in place for individual users with heavy fines attached to violations, that is simply not the case. These two pieces of legislation provide framework for water districts to reduce their overall water usage, ranging from broad targets to specific guidelines on how to measure and reduce consumption.

Regarding outdoor water usage, there is a key piece of language in both bills that help protect the pool and spa industry from being lumped in with the potentially damaging formulas and guidelines set forth in MWELo. The current text of MWELo does not differentiate pools and spas from ornamental water features, classifying them as "high water users" so that their size and even usage is limited in landscapes. However in both AB 1668 and AB

606, there is language that states "Ornamental water features that are artificially supplied with water...shall be analyzed separately from swimming pools and spas." This exemption means that pools and spas may not be considered with fountains and ponds, allowing for more nuanced and holistic overviews of the ways in which pools use water.

Both AB 1668 and SB 606 are complex and far-reaching pieces of legislation that will have long lasting impacts on how water is used and managed in our state. Conservation and reduction will be the norms moving forward, and it is critical that the pool and spa industry stay on top of these changes in order to avoid being left out or unfairly targeted. The California Pool and Spa Association has been actively involved in not only the legislative

process for these two bills but also the ongoing development of MWELo and other water regulations. Making the pool and spa industry's voice is heard in the long process of updating MWELo and being an active participant in these pieces of legislation ensure that the industry will be able to continue to grow in California.

CPSA is currently the only trade association representing the swimming pool and spa industry that is active in both the legislative

and regulatory processes on these important water issues. In order to protect the future of the industry in California and keep up the fight we need your support. Only a fraction of the industry are currently members of CPSA. Our membership needs to grow to maintain and support the work and expertise required to be involved in this work in the next few years. We are entirely dependent on our members for support. Please join us in keeping your business protected.

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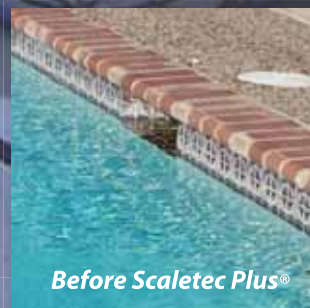
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 Canoga Bowl, 20122 Vanowen, Canoga Park  
 Pres. Blaine Enbody (805) 529-7562

**SAN FERNANDO VALLEY METRO**

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

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

**SANTA CLARITA VALLEY**

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

**REGION 4 (SOUTH L.A. COUNTY)**  
*B.O.R.D. Member: Adam Morley*  
 (310) 493-3565  
 E-mail: adam@paradisepools.biz

**CENTRAL LOS ANGELES**

Second Mon., 6:30 p.m., Han Woo Ri Presbyterian  
 Church, 1932 S. 10th Ave, Los Angeles  
 Pres. Juno Yi (323) 850-8118  
 juno8118@gmail.com

**EAST LONG BEACH**

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

**SOUTH BAY**

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

**WESTSIDE**

Second Tues., 6:30 p.m., American Legion Hall  
 5309 S. Sepulveda, Culver City  
 Pres. Rick Haro (310) 204-4327  
 rick@haropools.com

**WHITTIER**

First Wed., 7 p.m.  
 Superior Pool Products in Santa Fe Springs  
 Pres. Grant Hucko (714) 240-2099  
 hucko@sbcglobal.net

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

**ANAHEIM**

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

**CENTRAL ORANGE COUNTY**

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

**DANA POINT**

Second Tues., 6 p.m., Coco's, Crown Valley and I-5  
 Pres. 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  
 mangopoolspa@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@acuatocoinc.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**

# 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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daniel.cervantez@poolcorp.com  
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Zodiac, Jandy Pro Series, Polaris, Nature 2 Products

## GOLD PARTNERS



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Paul Matthews / pmatthews@bio-dex.com  
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Jamie Novak / jamie@ncbrands.com  
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Cheryl MacLennan / cmaclennan@poolcoversinc.com  
Claire King / cking@poolcoversinc.com  
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## ASSOCIATE MEMBERS

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Greg Garrett  
greggarrett@hotmail.com  
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Mike Ramey / mjramey@blakesales.net  
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Products which we represent

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