VOLUME XXIX, NUMBER 3

March 2017

Eric Nielson awarded Terry Cowles Memorial Award



Eric Nielson, a long time member of IPSSA, was presented the Terry Cowles Memorial Award at the association's February 4th Leadership Banquet.

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

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

Eric has been in the swimming pool service industry since 1976. He started his company in 1982 increasing accounts to over 350 mainly in the high end Beverly Hills area. He has continually advanced his knowledge by personal study, taking classes, and attending trade shows. He holds

many certifications including CPO and he is a CPO certified instructor in both English and Spanish. Has been involved in many industry studies involving plaster and chemistry and is often called on for comment by the major trade press.

Eric has served in many capacities within IPSSA and the pool industry. Past positions include IPSSA BORD President, San Fernando Metro chapter President, IPSSA Scholarship Committee chair, CPSA Board Member, and Western Pool and Spa President. As a current chapter president he continues to help and participate in chapter activities. Does sick pools for members out of the area. He attends region and BORD meetings and relates information back to the local chapter members.

With his vast knowledge in the industry Eric is continually called on by members in the chapter and other industry members to help solve issues and problems they may have. He is always willing to *Continued on page 5*



The 2017-2018 IPSSA Board of Regional Directors. Front row, left to right: Brian Duncan (Region 1), Terry Snow (Region 3), Becky Clayson (Region 9), Jason Briggs (Region 4), Mike Lee (Region 8), and Manuel Margain (Region 2). Back row, left to right: Neal Holt (Region 12), Derric Raymond (Region 11), John Oldfield (Region 10), Michael Black (Region 5), John Dixon (Region 6), and Joe Lukacik (Region 7). (Meet the BORD on pages 10-11)

California Capitol Report

CPSA attends IPSSA Leadership Weekend

Over \$25,000 was raised at the Independent Pool and Spa Service Association Leadership meeting held in Anaheim to support the work of the California Pool and Spa Association. John Norwood, Executive Director and lobbyist for CPSA, attended the meeting and had the opportunity to speak with the attendees.

John thanked IPSSA for being a great partner of CPSA and great steward of the swimming pool and spa industry. "IPSSA continues its tradition of encouraging personal and professional development of its members and involvement in the communities that the association's members serve," said Norwood. "There is a cost to the activities the association and its chapters underwrite and the benefits



offered to its members that IPSSA continues in the face of competition from other service industry groups that do not offer or underwrite the same activities and, and for that IPSSA should be greatly commended."

John spoke about the work CPSA has done over the last three years in protecting the swimming pool and spa industry from proposed water use restrictions that would have shut the industry down in California without the representation and work provided by CPSA. He indicated that IPSSA should be proud of the fact that it

was Terry Snow who made the motion and IPSSA who committed the first dollars to the CPSA Drought Emergency Fund which eventually raised over \$200,000 to fund the public relations and lobbying efforts to defeat most of the proposed water use restrictions on swimming pools and spas. John indicated that at one point he had felt that the industry had won the war on these restriction when the Department of Water Resources altered their guidebook for public entities developing Urban Water Management Plans to strike water fill restrictions on pool and spa in favor of recommending or mandating the use of pool covers when the pool or spa was not in

Continued on page 6

DO NOT HOLD DATED MATERIAL

Things to do in March

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

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THE IPSSAN

THE IPSSAN

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Managing Editor: Amy Nijjar

Graphics and Production: Kim McGill

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

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David Rogers wins the January Education Corner quiz

David Rogers, a member of the Delta chapter, was selected randomly among all of the correct entries for the January Education Corner Quiz and will receive an IPSSA shoulder bag & backpack. All correct entries submitted during 2017 are eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the January quiz are 1. Cal hypo can be pre-dissolved in a bucket of water and added to the pool as a liquid. A. True B. False, the correct answer is a) true. 2. What percent of bromine in water is destroyed in 2 hours in intense summer-time sunlight? A. 90 to 95 percent B. 65 percent C. 50 percent D. 20 percent, the correct answer is b) 65 percent. 3. A cartridge filter can remove particles as small as 1 micron. A. True B. False, the correct answer is b)

IPSSA.COM

orne

Education

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for IPSSA logo gear. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by APRIL 20, 2017.

- 1. Chlorine's biggest job is to kill organisms.
 - A. True
 - B. False
- 2. The evaporation rate in Southern California is generally considered to be:
 - A. 4 to 6 feet per year
 - B. 5 to 7 feet per year
 - C. 6 to 8 feet per year
 - D. 10 feet or more per year
- 3. Free chlorine in water is the total of HOCI (hypochlorous acid) and OCI- (hypochlorite ion).
 - A. True
 - B. False
- 4. Low calcium hardness will cause: difficulty balancing the water, etching of plaster, corrosion of metal components
 - A. Foaming
 - B. Eye irritation
 - C. Skin irritation
 - D. All of the above

Name				
Address				
City		Sta	te	Zip
Telephone Number (_)			
Chapter				
Correct Answers: 1	2	3	4	
/Diagon	indicate A F	2 C av D fav	b	~ · · \

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

Mail Entry to:

IPSSA Quiz, 10842 Noel Street, #107, Los Alamitos, CA 90720 Or Fax to: (888) 368-0432

Entries for this month must be received by APRIL 20, 2017.

false. 4. You should make your chemicals. A. True B. False, the chemical tests prior to adding any correct answer is a) true.

Calendar of Events

March 9 **NPC Start-Up Technician Certification Class**

Long Beach, CA mpandzic@tso.net

March 9-11 Western Pool & Spa Show

Long Beach Convention Ctr., Long Beach, CA

westernshow.com

March 28 **CPSA** Day at the Capital

Sacramento, CA info@thecpsa.org

May 20 **IPSSA Board of Regional Directors Meeting**

> Houston, Texas info@ipssa.com

Call for IPSSA Liaisons

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

All nominations must be received by May 5th.

WELCOME NEW MEMBERS!

REGION 1 – El Dorado: Marc Aldridge, Brian Cuthbertson... **REGION 2 – Visalia:** Martin Lopez, Salvador Carrasco... REGION 8 - Western Las Vegas: Joseph McQuade... REGION 12 - Tarrant County: Robert Brzescinski.

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 46 chapters, whose members all paid promptly in January before second notices were required:

Region 1 – East Contra Costa, El Dorado, Elk Grove, Gold Country, Modesto Central Valley, Sacramento City,

Region 2 – Central Coast, Visalia

Region 3 – Diamond Bar

Region 4 – Central Los Angeles, South Bay

Region 5 – Anaheim, Central Orange County, Orange County #9, Saddleback, Surf City, Tustin/Irv

Region 6 – Corona, Hemet, Menifee Valley, Redlands, Riverside

Region 7 – Carlsbad, Rancho Del Mar, San Diego Metro

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

Region 9 – Austin, West Houston

Region 10 – Fremont, Mid Peninsula. Silicon Valley, Tri Valley

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

Region 12 – Fort Worth, Mid Cities DFW, Waxahachie

CPO Class

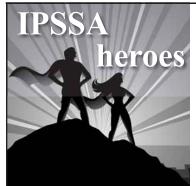
To find a CPO Class near you visit

www.anotherperfectpoolnews.com/cpo



Annual Western Pool & Spa Show - March 9

Semin	ars & Speake	rs Subject to C	hange or Can	cellation With	out Notice / CI	HECK western	show.com FO	R UPDATES O	R CHANGES
THUR	SDAY, MARC	H 9, 2017 / EXI	HBIT HOURS	6-9 P.M./OPEN	TO THE TRAD	E ONLY/REGIS	TRATION REQI	JIRED / 40+ NEW	CLASSES \
Time 1 P.M. TO 2:45 P.M.	T/S Max-e-Therm Master Temp	CLASSROOM S3 How to Install Water Features That Work Ron Hetzner, Oreq	CLASSROOM S4 Easy Water Chemistry Gloria Wilson HASA	BALLROOM A Technical Service Training for In-Floor Cleaning Systems, Jaime Guzman	BALLROOM B California Commercial Controls Troy McGinty, Hayward	SEASIDE PRE-FUNCTION Service & Retail With the Pool Program Enterprise Jason Wise	CLASSROOM S5 Secrets to Algae-Free Pools Todd Wilson	CLASSROOM S6 Designing and Troubleshooting Solar Pool Heating Systems, Suntrek Industries	CLASSROOM S7 Gas Pool Heaters Installation and Repair, Raypak Clases En Español
3 P.M. TO 3:45 P.M.	Heaters, Troubleshooting, Pentair	Hazardous Material Transport & Your Route Truck, Ron Hetzner	Problems with Pools & Spas for Beginners, Dennis Rettela	Pool & Spa Filtration Concepts & Capabilities and Comparisons Mark Dunlop	UVO3 Advanced Water Chemistry Ray Denkewicz Hayward	Introduction to the Advanced Certified Aquatic Energy Auditor Course	Cutting Edge Leak Detection Methods & Structural Repair Solutions Darren Merlob	Solar Pool Heaters Troubleshooting Service and Lessons Learned, Daniel Sizelove	EasyCare Clases En Español
4 P.M. TO 5:45 P.M.	Pentair Suction Cleaners	Cement Surfaces Issues & Answers Ed Rock	Billing & Collections Christine Hester	Jandy Pro-Series Web Based Controls Alex S. Krajewski	Bombas de Velocidad Variable y Generadores de Sal Daniel Jazo Clases En Español	Chlorine-Free, Is it for Me? Steve Berens	Good Mastic Installation Jim Dill Deck-O-Seal	Proper Care of Fiberglass Surfaces Richard Dietz Aqua Creations	Business Management Pedro Correa Clases En Español
FRID	AY, MARCH 10	0, 2017 / EXHI		2-6 P.M./OPEN '	TO THE TRADE	ONLY/REGIST	RATION REQUI	RED / 40+ NEW 0	CLASSES \
Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	Pentair Lighting	Water Chemistry The Fundamentals John Weber	Salt Systems and How They Function, Bob Trepp	Jandy Pro-Series Gas Fired Pool & Spa Heaters Alex Krajewski	V-Flex & Aqua Naut	Hot Water Chemistry and Testing Wayne Ivusich	Certified Stain Specialist,	Introduction to QuickBooks Pedro Correa Clases En Español	Heater Troubleshooting, Carlos Gomez, Pentair Clases En Español
10 A.M. TO 10:45 A.M.	Hydraulics for the Service Pro,	Stand Out Online and Win New Customers Jamie Taggart	The Recreational Aquatic Ecosystem and Sphagnum Moss Vance O. Fiegel	Calentadores de Gas Para Piscina y Spa Jandy Pro Series, Alex Valdovinos Clases En Español	Series Cleaners Bob Seward	Certified	Barry Driks, Jack's Magic	Billing & Collections Christine Hester	Instalador Certificado de
11 A.M. TO 12:45 P.M.	Mike Childress, Pentair	Tips & Tricks for the New Pool Professionals, Peter Haverlation	Phosphate & Enzyme Control for Increaased Efficiency Harold Evans	Controles Jandy Pro Series Basados en Internet, Alex Valdovinos Clases En Español	Hayward Heaters Standard Trade Practices Dan Smith	Aquatic Energy Installer (CAEI)	Electrical Bonding and Grounding, Bill Hamilton	Building Modular Custom Slides How to Design, Build & Sell For In-Ground Pools Kathryn Varden	Equipos Acuaticos En Espanol Arturo Torres
1 P.M. TO 2:45 P.M.	High ETI Temp Heaters Pentair	Advanced Water Chemistry OnBalance	How to Provide Healthy Swimming in Aging Pool Water	Practical Application of UV/Ozone Systems for Residential Pools Richard Holstein	OmniLogic, Start Up & Upgrading Jason DeBruin	Michael Orr	Changes to the NEC for 2017, 680, Bill Hamilton	Billing With the Pool Program 8 Jason Wise	Clases En Español
SATU	SATURDAY, MARCH 11, 2017 / EXHIBIT HOURS 1-6 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 40+ NEW CLASSES								
Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	The Shocking Truth of Electricity & How to	Chemistry 101, Basic Water Chemistry, Terry Arko, SeaKlear	Recreational Water Illnesses Keeping Your Staff and Customers Safe, Roy D. Vore, Ph.D.	Gas Pool Heaters Installation and Repair Raypak Heaters	What's New with Residential Pool Water	Pool Plaster Concepts for Service Professional OnBalance	Intermatic Multi Wave Installation Wiring and Programming	Licensia de Contratista Clases En Español	Hydraulics For the Service Pro, Carlos Gomez, Pentair
10 A.M. TO 11:45 A.M.	Troubleshoot It, Mike Childress, Pentair	Water and Electricity Safety Steve Dunn	Profitable Pool Inspections Rick English, APSP Builders Education Commission	Alain Francious	The State of Water in CA-How Conservation Effects the Pool Industry, CPSA	Myths of Water Chemistry & Treatment Wayne Ivusich	Plaster Stains & Discolorations Jack's Magic	How a Pool Works Purity Pool Robert Foutz Jr.	Basic Chemistry, Pedro Correa Clases En Español
NOON TO 1:45 P.M.	Commercial Pool Heaters- Installation and Repair Raypak Heaters	Make Your Business Your Success Samantha Larimer	Why am I at Fault? Avoiding the Errors that Resulted in Huge Claims & Lawsuit for Pool Techs	What's In Your Tool Box Besides your Tools? Dennis Chapman	The Hidden Secrets to a Stain Free Pool United Chemical	How to Provide Healthy Swimming in Aging Pool Water, Greg Garrett Brett Gereau	Rola-Chem ORP/Ph Controllers & How They Function, Todd Schwab	Millionaire Pool Man Improving Visibility & Profits, Charles Baird	Advanced Chemistry Pedro Correa Clases En Español



One of the great things about IPSSA is the underlying commitment to help others in the industry. After all, this association was created on the principle of sick route coverage.

But, many members go above and beyond sick route, helping other members and their communities. These are IPSSA Heroes.

Tell us your story, or let us know who has helped you. Email us at info@ipssa.com.



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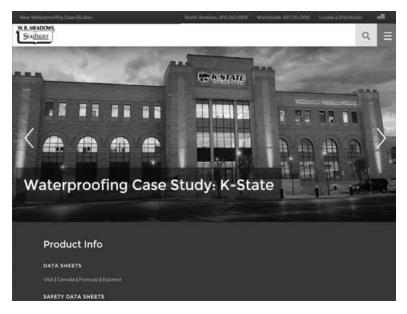
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W. R. Meadows website revamped and

relaunched

W. R. Meadows is proud to announce the launch of its new website. Many changes have been implemented, including the basic feel and navigation of the website. The website has been redesigned to give it a more contemporary feel, including a more immersive front page, easier navigation to product information, and an enhanced layout. A key improvement of the website is its enhanced mobile-friendly features. The site automatically adjusts based on the width of browser or size of mobile device. The site looks sharp regardless of device - from the largest monitor to the smallest smart phone. With all these innovations, W. R. Meadows hopes that the new website is the premier construction website for those in the architecture, design, and construction community.

All the incredible content over



the years is still available, including access to product data sheets, safety data sheets, project profiles, and more. The W. R. Meadows website contains a vast amount of information, and is the perfect stop for anyone looking for

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NSPF looking for Step Into Swim grant recipients

The National Swimming Pool Foundation® (NSPF®) is accepting 2017 grant applicants for the Step Into SwimTM Campaign. The 2012 10-year campaign aims to create one million more swimmers that improves health and reduces drowning. Grant applications are being accepted until March 3, 2017 at 5:00 pm Mountain Time.

Grant recipients are usually clubs that promote programs for children, caters to those that are less fortunate, and people who fear water. The maximum grant award is \$10,000. The NSPF Grant Committee will notify all grant applicants by April 30, 2017.

Previous recipients have used the grant in many different ways, from large swim classes to purchasing goggles and swim caps. Many children have benefited from the Step Into Swim Campaign in the past five years.

Throughout the years, the Step





Into Swim Campaign has helped swim clubs at parks and recreation centers, aquatic centers, and Angels of America's Fallen throughout the US.

The parents of the children who received the free swim lessons have been incredibly grateful: "We're so thankful for this opportunity to do swim lessons with an amazing coach. I have a lot of anxiety when Emma is near the water (as do lots of mommies) so knowing that she is taken care of and is getting such great instruction is so important...Not only is she learning great skills in the water, but my anxiety is coming down greatly. We will have a fun and SAFE summer living near the water! Thank you for ensuring her safety and my sanity! We're both so appreciative!" Angels of America's Fallen grant recipient.

NSPF has partnered with other aquatic industry leaders to fund the campaign; the Master Pools Guild (MPG), the National Plasterers Council (NPC), the Northeast Spa & Pool Association (NESPA), and the Association of Pool & Spa Professionals (APSP) are some of the organizations that have donated to creating more swimmers. Every cent that is raised for Step Into Swim goes directly to the campaign.

Interested clubs can visit nspforg/Step-into-swim-grants for the grant application guideline and eligibility. For those wishing to make a donation to the program, visit stepintoswim.org/donate.

Terry Cowles Memorial Award

Continued from page 1

help. Before the IPSSA chemistry test was online he traveled to other chapters to administer the test in both English and Spanish. He also brings that knowledge to the chapter meetings, elevating the education of the whole chap-

Eric has contributed to his

local community by serving as a Boy Scouts of America Scoutmaster and helped eleven boys achieve the rank of Eagle Scout. He has also served as a committee member of the LAPD/Boy Scouts of America National Night Out and volunteers at his local church.

Congratulations Eric!



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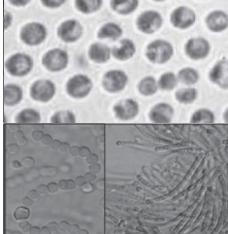
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California Capitol Report

Continued from page 1

Unfortunately, the Governor's new proposed Water Plan, "Making Water Conservation a Way of Life in California," unveiled in December of last year poses some significant challenges for the industry. Hearings are just getting underway on these proposed regulations, but looking toward the future under them every homeowner would have a water quota. The basis of the outside water quota as of now discriminates against swimming pools and spas as they do not take into consideration the hardscape and decking that accompany pool and spas and take substantial areas of a residential backyard out of the irrigation quota. CPSA has hired a water use consulting firm that has scientists and water use expects to assist the industry in making our case, but this will be a fight that might well last the next couple of years.

John also updated the Leadership attendees on the legislative activities. AB 470 passed by the legislature last session to require 2 out of 7 listed drowning safety barriers to be used in new pool construction was vetoed by Governor Jerry Brown, who indicated in his veto message that parents could use more than one now and it should remain a parental option. That bill is likely to be reintroduced by drowning prevention groups and it is expected that CPSA will negotiate the same compromise, eliminating current law that allows local public entities to require more, thereby creating a statewide standard. John also indicated that he expected the tax on services to be reintroduced and debated this session. CPSA has been successful along with other industries in defeating that proposal in the past. However, Democrats now have a two thirds majority in both houses of the Legislature which would allow them to pass tax measures without any Republican votes. Lastly John noted that organized labor groups continue their attack on independent contractor statutes as they lobby to change laws to presume additional situations as indicative of employee status rather

Continued on page 7

Alan Smith Pools Servicemen's Appreciation Day



California Capitol Report

Continued from page 6

than independent contractor status. CPSA will continue to oppose such

A total of \$27,100 was raised at the IPSSA dinner event for CPSA. Contributions were received from the following groups and chapters:

- Annual Western Pool & Spa
- IPSSA Inc
- Diamond Bar Chapter
- Gold Country Chapter
- West Hills Chapter
- San Gabriel ChapterMonterey Coast Chapter
- Ell Con Charten
- Elk Grove Chapter Westside Chapter
- Temecula/Murrieta Chapter



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HOTT SHOW supports local drowning prevention

In January IPSSA's Region 5 celebrated the 25th Anniversary of their Hands On Table Top Show (HOTT Show) and made a \$2,000 donation to the Jaspar Ray Foundation from the show's proceeds.

The Jasper Ray Foundation is an Orange County drowning prevention charity that focuses on educating parents and caregivers about the importance of child supervisor and safety.

"We see this initial donation as the beginning of what we hope will become a larger partnership with Jasper Ray," said HOTT Show committee chairman Mike Denham. "We've been running the show long enough that we are in a great position to give back to our local community and that's one of the things that our committee is going to focus on in the coming year."

The HOTT Show also featured free classes by Hayward and Jandy reps as well as a water chemistry class led by Steve Donohoe. All three classes were well attended.

There was also a region-wide chapter contest to encourage IPSSA members to attend the show.



"Six chapters in our region brought more than 70% of their membership to this year's show and it's that regional buy-in that

really makes a difference," said Jim Romanowski, a long-time member of the HOTT Show committee.

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Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker

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

This month's question is from a member in Thousand Oaks, California

Question:

My customer hired another contractor to drain their pool last weekend. It's been heavily raining here and the pool popped out of the ground shortly after it was emptied. I never discussed draining the pool with the customer, I don't know the contractor who drained the pool and I didn't loan them any equipment. I didn't even know they were going to drain the

pool. Nevertheless, I'm really worried that I'm going to be sued once the lawyers and insurance companies get involved. Should I be expecting the worst?

Answer:

RELAX. You did nothing wrong and there appears to be no basis for any liability against you. Your customer was foolish to drain the pool after a rainstorm because that's when the water table is often high. A high water table exerts hydrostatic pressure on the pool shell which causes it to lift from the ground. In most all cases the pool needs to be demolished. Smart pool techs don't drain pools in the rain. Hopefully, the contractor has a good insurance policy.



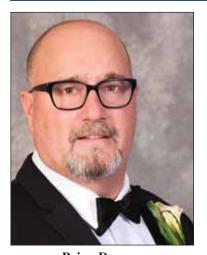


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Meet the 2017-2018 IPSSA Board of Regional Directors

REGION 1



Brian Duncan Region 1 Northern California

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

Brian graduated from Cal State Chico where he was an All American in swimming and a captain on the team. He holds a C-61, D-35 and C-53 contractors licenses and has been a member of IPSSA since 1991. Brian also served as the East Bay IPSSA Chapter President.

Brian has been married to his wife Nancy for 26 years and has a son Sean who is 17.

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



REGION 3

Terry grew up in West Covina CA and now lives in Upland CA with his wife of 39 years, Barbara. He has two children Kyle 35 and Kristen 32 and two grandchildren Jacob 11 and Sage 2. Terry started working for a pool service company in 1973 at the age of 18 and went on to start his own pool service business in 1981. He holds a California Contractor Licenses C-53 & C61-D35 and a certified technician license with Los Angeles Health Dept.

This is Terry's fourth term on the BORD. Terry states, "I believe I'm only one to do this." He was a member of the first IPSSA BORD in 1988-1989 and then again in 2004 through 2007. A member of the San Gabriel Valley chapter since 1982, he was also awarded the Terry Cowles Award in 2010.

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

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



Terry Snow Region 3 North Los Angeles County

REGION 5

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

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



Michael Black Region 5 Orange County

care free! Having his own commercial pool business since 1990 he joined IPSSA soon after. Michael

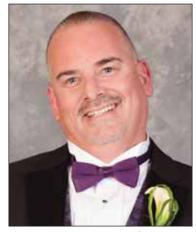
has been the Orange Coast Chapter President since 2013 never regretting his involvement with the members of his chapter. Michael said, "They're a great group of guys and they always pitch in when necessary." He has now stepped to the plate as Regional Director for Region 5 and hopes he'll make his chapter proud.

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

BORD

BOARD OF REGIONAL DIRECTORS

REGION 2



Manuel Margain Region 2 Central California

Manuel is in his second term on the IPSSA BORD. He is the CFO of IPSSA and Chair of the Bylaws and Finance Committees. He also serves on the Education and Entertainment Committees.

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

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



REGION 4

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

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

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

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



Jason Briggs Region 4 South Los Angeles County

join for four years and ended up doing 28 years, and counting.

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

REGION 6

John Dixon was born in Baltimore, MD while his father finished medical school at George Washington University. When his father finished school his family moved to Corona, CA and that's where he grew up. His first experience with the pool industry was taking care of the family pool and became intrigued with water chemistry. That's when he really started learning about pools.

After high school, he attended Cal Poly Pomona and found aeronautical engineering to be his new interest and flying to be one of his passions. He earned his private pilot license and would fly to school while practicing aerobatics.

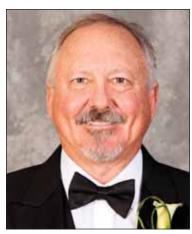
In 1981, he was employed by

the navy at the NSWC where he worked for 25 years as a civil servant. His specific task was a performance analysis engineer for the navy's weapon systems. It consisted of collecting telemetry and analyzing it to reconstruct the exercises he was tasked to cover. It was primarily a desk job, in a cubical, with some travel. He looked forward to traveling to the various places that would get him out of the confining space of the office. It also groomed him for his pool business.

While working for the navy, he met his soul mate, Robin. They have been married for decades. They moved to Murrieta, CA, to a new home and built another pool where he became the pool guy again, along

with some of the neighbors. They raised three children, their two girls graduated from the UC school system and are happily married living on opposite sides of the country. And their son still lives with them and is attending college; his interest is in engineering.

John started his pool business in 2005 where he was fortunate enough to be mentored by Jack Delaney, a fellow pilot and friend. Jack, a member of IPSSA, persuaded him to join the outstanding brotherhood of professionals. He has been a member of the Temecula/Murrieta Chapter for 12 years. He was elected Secretary for the chapter and has been in that position for the last 8 years. He has enjoyed



John Dixon Region 6 Inland Empire

working with some of the best pool service professionals and builders in the industry in our community of the Inland Empire. John thoroughly enjoys working outdoors on his own schedule and is grateful to be able to help his community and his clients. He is also grateful for the quality time he has had to spend with his son, Jacob, and to be his mentor. John is excited to represent Region 6 during 2017-2018. His plan is to grow the Inland Empire stronger and make IPSSA known in his community.

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

REGION 7

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

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

Joe is hoping to retire within



Joe Lukacik Region 7 San Diego County

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

Joe is the Chair of the Member Benefits Committee and serves on the Enterainment/Tradeshow and Outreach Committees.

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

REGION 8

Mike was born in Columbus Ohio and moved to Dallas Texas in 1978. While working on two Masters Degrees at the Dallas Theological Seminary, he needed a part time job so decided to work for a local pool service company. A year later he bought the company and formed Sparkling Water Pool Service, hiring students from the school to perform weekly cleaning service.

Eight years later, Mike moved to the Chicago area and formed Aqua Service, focusing on weekly maintenance and repairs as well as building Foxx in ground swimming pools. In 1993, Mike moved to the Phoenix Arizona area forming Mountainside Pool & Spa, LLC where Mike has built his company doing weekly maintenance, repairs, pool remodeling, and new pool construction, holding general contracting licenses in both residential and commercial areas.

That year Mike joined the local IPSSA Chapter, the East Valley Chapter and has been a member since. Mike has served on the chapter board three times, one term as

the Treasurer and then two consecutive terms as their President. Mike also has served on the Region 8 IPSSA Desert Pool and Spa Show board and in charge of marketing for the past seven years and now is serving as its Director.

Mike is in the first year as the Region 8 Director which includes the following chapters: East Valley, Henderson, North Phoenix, North West Las Vegas, Scottsdale, Tucson, VIPS, West Valley and West Las Vegas.

Mike is married to Chris, who has always been a very important part of the pool business and his role in IPSSA. Mike and Chris have 6 children and 14 grandchildren. All of the kids have been part of the pool business throughout the years.

Mike's passion is to make IPSSA's presence more apparent in the local communities and to reach out to other men and woman in the pool industry making the great benefits that IPSSA has to offer realized. Mike believes that we can accomplish most of this at the chapter level, as he was able to add 27



Mike Lee Region 8 Arizona, Nevada

new members to his chapter in 4 years while being able to retain most of the existing members. Education, training, networking with other professionals in the field, and making the meetings a fun and exciting yet relevant place to come together each month.

Mike is now serving on IPSSA's Marketing, Expansion, and Trade Show/Entertainment Committees, and is the chair for the Trade Show/Entertainment Committee.

REGION 9



Becky Clayson Region 9 Texas South

Becky Clayson was born in Dutch John Utah in 1962. She moved around when she was a child due to her father being a construction worker. Becky went to high school in Kennedy Texas and had her first child the year she should have graduated. When her children went to school, she started back to school. Becky got her associates degree in business technology from San Antonio College

IPSSA Board
of Regional
Directors
Meeting
May 20, 2017
Region 9
Houston, TX
info@ipssa.com

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in 1990 and started B & R Pool & Spa Service in the spring of 1991. She joined IPSSA shortly thereafter. Becky states, "I have been the chapter secretary more years than I can recall and have been president of the chapter twice. As Regional Director I hope to lead South Texas to new heights with more brotherhood and professionalism."

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

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

John was in born 1971 in countless MFG training progra atford, NJ and grew up on a rural over the past 10 years. He also

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

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

Hired by Genie Pool & Spa, San Jose in 2003, John worked as an IPSSA employee member for 2yrs before starting his own business and has been in business on his own since. He currently holds a C61/D-35 & C-53 CA State Contractors License. John has participated in Genesis 3 training courses and

countless MFG training programs over the past 10 years. He also has been fortunate enough to be mentored by some of the best service professionals and builders in the pool industry. John attributes his success and knowledge because those individuals pushed him to educate himself and strive to be a professional.

John has been an IPSSA Regular Member for 12 years, 4 years as the Monterey Coast IPSSA Chapter President. He believes in education and training and is an advocate of MFG training for pool professionals.

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

This year John will be serving as President of IPSSA.

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



John Oldfield Region 10 Northern California

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

REGION 12

Neal was born in Fort Worth Texas and raised in Clarksville TX. He now lives in Waxahachie, TX.

He started with Interstate Brand right out of high school and was with them for 16.5 years as a sales manager. He went through a buy out and ended up in the pool business.

He is happily married to his wife Wendy. They have 4 children and 6 grandchildren.

He started as a Dallas IPSSA member and helped start the Mid-Cities chapter. After Mid-Cities was up and running he then started the Waxahachie chapter. He was the President for three terms and the Secretary of Region 12 for two terms. He is also the Treasurer of APEC.

Region 12 includes the Dallas,



Neal Holt Region 12 Texas North

Fort Worth, Mid-Cites, Tarrant County, and Waxahachie chapters.

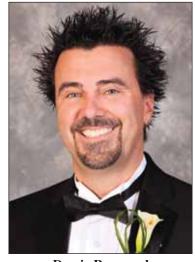
REGION 11

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

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

At that same time he met his beautiful wife Libby and had four amazing kids. The two young ones Remington (13) and Pierce (12) travel with them always. His wife Libby is also busy as an Elementary School Principal. Derric said "I am very proud of my wife! She and my kids are the very best thing that has happened to me!"

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



Derric Raymond Region 11 Florida, Georgia

ida and the Caribbean. He is excited about being a Regional Director for IPSSA and will bring his experience to the association.

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





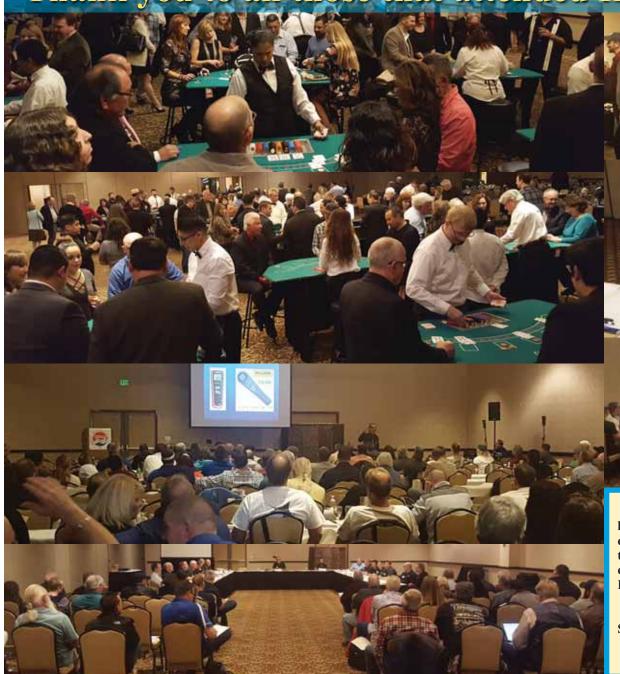
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Tips and tricks for identifying and treating tough algae

By Terry Arko

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

As the weather warms up and the swim season starts, pool water quality begins to suffer and algae often start to grow. Some algae are easy to treat and remove; however, other types can be quite challenging to deal with. The three main types are: green, black, and yellow/mustard algae. Green algae is relatively easy to eradicate, but yellow/mustard and black algae are difficult to kill and, as a result, can make the job of a pool service professional difficult.

Green algae

The growth and spread of this algae is usually due to a lack of sanitizer and or circulation in the pool. When it is present, this algae can typically be identified by the slight cloudiness of the pool water.





As it continues to grow and thrive, the water quality gets worse and, in extreme cases, it eventually deteriorates to the point where the

Continued on page 20

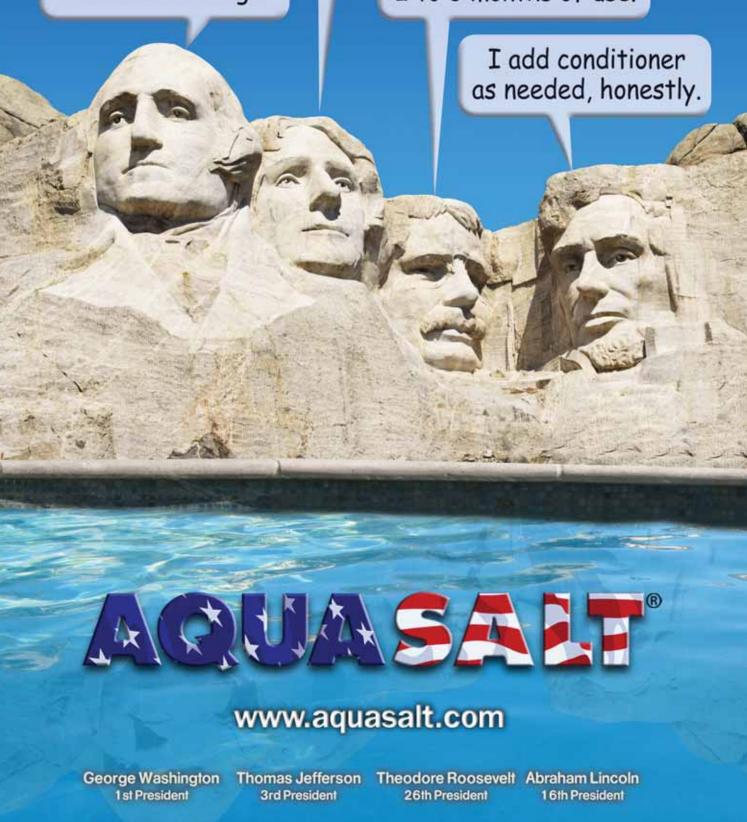


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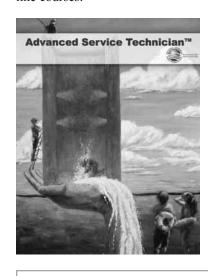
NSPF releases Advanced Service Technician

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Tips and tricks

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pool steps and floor become difficult to see.

Green algae should be dealt with quickly to prevent these water clarity problems, as cloudy pool water can make it difficult to see someone who may be having trouble in the water and, thus, increase the risk of drowning.

Green algae spores are common and are typically found when chlorine levels are not maintained

during especially warm, sunny periods. This algae can also be introduced as a result of cross contamination when toys or swimsuits that have been used in a river or lake are then used in the pool. Pool professionals using brushes and poles to cleanup algae in pools, but neglect to clean them before servicing the next pool, could, in fact, cause outbreaks in the other pools they service. That said, green algae is by far the easiest to prevent and kill. High doses of

chlorine usually eradicate it quickly; the process can also be accelerated with the addition of a good algaecide, which will also make the customer happier much faster.

Once the water has been treated to kill the algae, the pump and filter have the burden of clearing the water. The filtration system must continually run to trap the dead algae and clear the water. A water clarifier can also be used to help expedite this process. When the pool's water balance is proper-

ly balanced and maintained (using chemicals and sanitizers) it is fairly rare for green algae to grow.

Black algae

This algae will generally appear as black dots on pool plaster, usually in the pitted area of the pool where the plaster has been etched or where calcium deposits have developed. These areas act as small foxholes where water does not circulate well, making it an easy area for black algae to grow and thrive

Black algae is a problem that is almost exclusive to gunite pools. It is tough to treat because it burrows into the plaster and forms a protective layer, making standard chemical treatments ineffective. As this algae needs a place to grab onto, it becomes an even bigger

problem in plaster pools where the surface has deteriorated. Cracks and rough areas around light fixtures, ladder rails, or broken tiles are prime habitats for black algae. It is also tends to be more prevalent in rural, dry agricultural regions, as it can be introduced into the pool via debris in the air.

This algae should be treated as soon as it appears, as the bigger the head of the algae spot the deeper it burrows into the plaster and the harder it is to kill. There are several ways to treat this algae, including scrubbing the affected area(s) with a stainless steel brush for an extended period of time to remove its protective coating. Brushing should be repeated daily until the algae is eradicated from

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- Photosynthesis (sunlight): Algae is a plant and like plants it is able to take light and generate its own food source for growth.
- Organic materials: Leaves, barks, seeds, and grass clippings can introduce algae into the pool water.
- Rough surfaces: Algae loves to have something to cling to on the surface. It is very difficult for algae to get a foothold on smooth surfaces.
- High-iron content: Some studies have linked the presence of iron in water to an increase in the intake of carbon which makes algae grow more rapidly.
- Lack of chemical maintenance: Zero chlorine in the pool water combined with a hot summer day may result in algae within as little as 24 hours.
- Poor filtration or circulation: Water that is moving and being cleaned of particulate debris is much less likely to produce algae. Poor filtration and little to no water movement are two of the biggest causes of algae growth—even in chemically maintained pools.



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Tips and tricks

Continued from page 20

the pool. In severe cases, the spread of the algae may be controlled; however, it may not be eliminated entirely.

After brushing the area(s), the next step is to chemically treat the surfaces, as well as the water, to rid the pool of the algae. One of the most effective treatments involves using granular trichlor on the pool's horizontal surfaces and a copper-based broad spectrum algaecide for the vertical surfaces, in addition to the pool water. This process first involves a trichlor treatment then, after the chlorine level recovers and the water is balanced, a copper-based algaecide is applied. Broad spectrum chelatedcopper algaecide can also be used as a preventive measure. Some copper algaecides are triple chelated and will protect the pool for months at a time, giving a service professional the ability to effectively brush and remove black algae, layer by layer.

It is always a good idea to have the water tested for metals prior to the addition of any metallic algaecide to be sure there is not any non-chelated metals from the pool equipment or source water present. If metals are in the pool water prior to the addition of a metallic algaecide, the water can become oversaturated, which causes problems such as staining and or water discoloration.

In the case of black algae, it is extremely important to always vacuum or brush and backwash/ clean any remnants of the algae heads that have been brushed off to remove them from the system. Brushing is important to controlling this algae because of its ability to form a protective layer, making it resistant to chemical treatment. Further, any remnants of the black algae that remains in the pool can regrow into new problem areas; therefore, to keep it under control, it is important to maintain a higher parts per million (ppm) of chorine along with using a broad spectrum copper-based algaecide.

Yellow/mustard algae

Yellow/mustard algae may be one of the most difficult a service technician may face. One reason for this is because it is often misdiagnosed—sometimes it is mistaken as green algae and in other cases as pollen, or just dirty pool water.

Yellow/mustard algae in a blue pool will make the water look green, so it is important to ask the right questions and be sure about any observations before making a diagnosis. To eliminate the possibility of misdiagnosing yellow/mustard algae as green algae, the first question to ask the homeowner is if their pool water is cloudy. If the answer is "No" then it is likely not green algae as it makes the pool water cloudy and murky.

To rule out pollen or dirt, the next question to ask the homeowner is if the 'dirt' returns right after brushing the pool walls. If the answer is "Yes" it is not dirt/pollen as this debris would simply drop to the bottom of the pool and would not cling to the walls. Therefore, if the pool water is not cloudy and the 'dirt' is clinging to the walls after brushing, the problem is likely yellow/mustard algae.

This algae is quite resistant to high chlorine levels and will grow

and thrive in a well-balanced chemically treated pool. In fact, the pool's maintenance can be by the book, but in the case of yellow/mustard algae it will still grow. It is often introduced to pools via lakes, ponds, wind, rain, and even skimmers/leaf rakes, vacuum hoses/heads used in other pools which are diagnosed with this algae.

Although yellow/mustard algae can be easily brushed off of the pool's surface, it will return in the same place a few days later—especially in shady parts of the pool. When treating this algae it is important to use an algaecide or chlorine enhancer that specifically targets yellow/mustard algae. Sodium bromide will eradicate this algae rather quickly; however, it is only good for a one-time kill. In other words, it will not prevent this algae from returning the next time it rains. That said, for long-term protection, use a chelated and a broad spectrum, copper-based

algaecide to help prevent it from returning.

The importance of routine maintenance

Regular maintenance helps prevent algae growth; therefore, not only should the water be chemically maintained, the pool should also be physically cleaned (e.g. brushing, vacuuming, cleaning skimmer/pump baskets, etc.) to make it less likely for algae to bloom. It is also important to make sure the pump(s) and fil-

ter(s) are operating at least eight to 10 hours a day in the summer. Algae treatments are only effective if the pool water is balanced and is being filtered and circulated properly. Further, ensure the pool's filters are cleaned just prior to fighting an algae problem.

When dealing with an algae problem in an older pool with rough plaster, the pool should be resurfaced or, at the very least, any rough areas should be sanded smooth.







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FREMONT: Second Mon., 6 p.m., El Patio Restaurant, 37311 Fremont Blvd., Fremont Pres. Michael Murphy (510) 579-1448

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Last Tues., 7 p.m., Superior Pool Products 2692 Middlefield Rd, Redwood City Pres. Andy Vaccarella (650) 924-0348 aandhpoolservice@yahoo.com

MONTEREY COAST: Fourth Wed., 7:00 p.m.,

Holiday Inn Express, 1855 Main Street, Watsonville Pres. Terry Page (831) 297-2215 pinnaclepoolandspa@sbcglobal.net REDWOOD EMPIRE (Marin Co.)

Third Wed., 7 p.m., Lucchesi Park, Petaluma Park, 320 N. McDowell Blvd., Petaluma Pres. Darrell O'Neal (707) 544-3060

dandmpool@aol.com SANTA CLARA VALLEY; Third Thurs., 7:30 p.m., Napredak Hall, 770 Montague Expressway, San Jose Pres. Joe McVeigh (408) 249-9731

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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

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

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

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

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