

California Capitol Report

MWELO updates still ongoing

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



I spent 8 hours last week in a PG&E sponsored seminar on the Model Water Efficient Landscape Ordinance (MWELo), a topic I have written about and confused people with over the last couple years. I will keep trying to make MWELo more understandable, but I am not sure how successful I will be since I am still struggling with how the relatively new law will affect the swimming pool and spa industry.

part of the building code and the thresholds have been too high to have any effect on swimming pool and spa projects. However, now if a pool company is hired to redo a residential backyard with a total landscape area of 2,500 sq. ft. or more, MWELo applies and that project must meet a water budget that establishes the maximum amount of water that can be used for project annually. The pool builder or landscape architect will have to certify that the pool and/or landscape plan is done in compliance with MWELo.

MWELo was passed by the legislature in 1992 and updated again in 2010. Since then, all changes to the ordinance have been via regulations promulgated by the Department of Water Resources (DWR) and by Executive Order of the Governor. There is an old saying, "never waste a good crisis." And water environmentalists have not!

The maximum water budget for each project is determined by a complex formula that combines low, medium and high water using features with local weather conditions and a water factor that is lower for commercial projects and higher for residential projects. Turf and pools are deemed high water users and, as such, discouraged. The goal is to have such high water users be no more than 25% of the total landscape project.

Through the Governor's Executive Order and emergency regulations of the DWR, MWELo has been changed during California's drought from a regulation covering commercial developments, state buildings, multi-family housing projects and track home developments so that the ordinance now covers single family homes. Thresholds for application to landscape projects have been reduced from 2,500 square feet for new construction and 5,000 square feet for rehabilitated projects to 500 square feet for new construction and 2,500 square feet for rehabilitation projects.

Although MWELo is supposed to apply to all landscape projects, in practice it only applies to those projects that require a permit, review or approval. As such, almost all landscape only residential projects will likely avoid MWELo, whereas all pools and spa projects that meet the square foot thresholds will be covered because they require a building permit. This application discriminates against pool projects and will be another great boost to

What does all this mean for swimming pools and spas? Up until now, MWELo has not been

Continued on page 2

Swim Fund donation: IPSSA Region 8 and the East Valley chapter

By Angela M. Clark
Angela Clark is a member of East Valley chapter.

In 2016, IPSSA Inc. introduced the AMAZING Swim Fund program to encourage individual IPSSA chapters to donate swim lessons in their local communities. The East Valley chapter was so excited about the opportunity provided, that the chapter announced at a Region 8 meeting they would be donating to Pitchfork Aquatics, a local area swim lesson and competitive swimming organization as part of the IPSSA Inc. Swim Fund. From there, things only grew. IPSSA Region 8 was so generous as to also match the East Valley chapter's donation to Pitchfork Aquatics.

In total \$1,500.00 was provided to Pitchfork Aquatics, Inc. to provide swim lessons for the Boys & Girls Club of the East Valley Compadre Branch located in Chandler, AZ. Pitchfork Aquatics took the IPSSA donation and approached other com-



munity organizations to also donate funds for swim lessons. They were successful and able to expand the swim lesson opportunities to another branch of the Boys & Girls Club and Refugee Focus. In Arizona, refugees are considered high risk for drownings and this inclusion in the swim lessons was amazing. Each attendee of the swim lessons was provided with a t-shirt upon completion, recognizing all the contributors. Pitchfork Aquatics also did a wonderful job documenting the swim lessons on social media.

Aquatics for swimming lessons. Pitchfork Aquatics teaches using the curriculum of the Michael Phelps Foundation im program*. So guess who commented on Pitchfork Aquatics social media about the swim lessons.

*<http://michaelphelpsfoundation.org/what-we-do/im-program/>

Therefore, the East Valley chapter is excited to announce that for 2017, with matching funds from the IPSSA Inc. Swim Fund and IPSSA Region 8 Arizona & Nevada, \$1,500.00 has once again been donated to Pitchfork



Things to do in July

- Sunscreen ➤ Hat ➤ Drink lots of water



INSIDE THIS ISSUE

- Volunteering at Sea Turtle Inc.Page 3
- Hey Ray!Page 5
- Paying it ForwardPage 8
- Drowning Awareness Press Conference ...Page 10
- Western Las Vegas Chapter EventPage 13

THE IPSSAN

Official Publication of the
Independent Pool & Spa Service Association, Inc.
10842 Noel Street #107, Los Alamitos CA90720
(888) 360-9505 • (888) 368-0432 (FAX)
Email: anijjar@ipssa.com
Website: www.ipssa.com

Executive Editors:

Michael Black, Marc Cannon, Brian Duncan, Neal Holt,
Bob Nichols, Eric Nielson, Ivan Vance

Managing Editor: Amy Nijjar

Graphics and Production: Kim McGill

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

Copyright ©2017 Independent Pool and Spa Service Association. All rights reserved under state, federal and international laws. No part of this publication may be reproduced by any mechanical, photographic or electronic process, nor may it be stored in a retrieval system, transmitted or otherwise copied (except members of the Independent Pool and Spa Service Association may copy all or part of this publication exclusively for personal use or use in the operation of that member's pool and spa service business other than a publication) without prior written permission from the publisher. For permission to make photocopies, contact the IPSSA Executive Office at 888-360-9505.

Editorial Content: The editorial contents of this publication are educational and informational in nature, and not intended as minimum standards, or legal or other professional advice. The Independent Pool and Spa Service Association has endeavored to include appropriate and accurate statements, but disclaims any and all warranties and/or responsibility for the statements or their application. Users should confer with their professional advisers for specific input and assistance concerning their respective projects. Any expressions of opinion or perspective by authors of articles included in this publication are not necessarily those of the Independent Pool and Spa Service Association.

Advertisements: The inclusion of commercial advertisements in this publication constitutes neither a recommendation nor an endorsement of the product or service advertised. Although IPSSA will not knowingly publish a false or misleading advertisement, no attempt has been made to verify the contents of advertisements included in this publication unless other than as set forth in writing by IPSSA.

No one wins the May Education Corner quiz

Sometimes it happens. No one who submitted entries for the May Education Corner quiz got 100% correct. 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 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

- August 5** IPSSA Board of Regional Directors Meeting
Mission Inn, Riverside, CA 10am
info@ipssa.com
- October 28** IPSSA Board of Regional Directors Meeting
Location TBD, Sacramento, CA 10am
info@ipssa.com

WELCOME NEW MEMBERS!

REGION 2 – Conejo: Christopher Wheeler... **Conejo Valley:** Zachary Rodriguez... **Ventura:** Collin Henry, Andrew Hunter... **REGION 3 – San Gabriel Valley:** Richard Diebold, Todd Leming, Daniel Sheff... **Santa Clarita:** Antonio Hernandez... **REGION 5 – Yorba Linda:** Joshua Keith... **REGION 7 – San Diego:** Roger Wittoeft... **REGION 8 – Western Las Vegas:** Anthony Galasso... **REGION 11 – Manasota:** Patricia Wolff... **REGION 12 – For Worth:** Stephen Carter.

NEED HEALTH INSURANCE?

Compare rates at
www.ipssainsurance.com

*** 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, 2017.**

- The 5 major parameters involved with water balance are: pH, alkalinity, temperature, TDS and
 - A. Calcium hardness
 - B. Cyanuric acid
 - C. Iron and copper
 - D. Magnesium
- ORP is short for:
 - A. Oxidation Reaction Potential
 - B. Oxidation Reduction Potential
 - C. Oxidizer-Reducer Potential
 - D. Oxygen Reducible Particles
- Sodium dichlor is the only chlorine compound that has almost no effect on the pH and total alkalinity of the water.
 - A. True
 - B. False
- The surface area of a circular pool with a diameter of 24 feet is approximately:
 - A. 350 sq. ft.
 - B. 400 sq. ft.
 - C. 100 sq. yd.
 - D. 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, 10842 Noel Street, #107, Los Alamitos, CA 90720

Or Fax to: (888) 368-0432

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

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 37 chapters, whose members all paid promptly in June before second notices were required:

- Region 1 – East Contra Costa, El Dorado, Tracy, West Placer
- Region 2 – Central Coast
- Region 3 – Diamond Bar, Foothill
- Region 4 – Central Los Angeles, East Long Beach, South Bay
- Region 5 – Anaheim, Central Orange County, Dana Point, Saddleback, Surf City, Tustin/Irvine, Yorba Linda
- Region 6 – Corona, Hemet, Menifee Valley, Redlands, Riverside
- Region 7 – Carlsbad, Rancho Del Mar
- Region 8 – Henderson, North Phoenix, Northwest Las Vegas, Tucson, West Valley
- Region 9 – Hill Country, North Houston, West Houston
- Region 10 – Redwood Empire, Tri Valley
- Region 11 – Gold Coast, Sarasota, Treasure Coast

IPSSA.COM

California Capitol Report

Continued from page 1

the underground economy.

There are two other major concerns. The first is that the Ordinance does not take into consideration hardscape around the pool or patio area that is removed from irrigation permanently. This is normally the great equalizer when the water efficiency of pools is compared with other landscapes. Secondly, there is no credit against the maximum water budget allowance for pool covers, even automatic covers!

MWELO should be considered a major concern to the swimming pool and spa industry. Because it is part of the building code now and will be enforced by local building departments, pool contractors need to become aware of its requirements and, even more importantly, how to avoid its application. Building department officials are just now getting educated on MWELO and attending

seminars like the one I just sat through. Pool contractors and the landscape architects that work for them would be wise to do the same very soon.

MWELO is currently under review as the DWR is conducting stakeholder meetings to update the 2015 version of the Ordinance. CPSA is participating in those meetings and has retained water use experts to help represent the association. We are doing everything we can to ensure the future of the swimming pool and spa business in California is not cut short by application of water quotas. Going forward, MWELO will be enforced on every homeowner, not just new construction, through local water districts as every hoe will be assigned a maximum allotment water budget. This is the key portion of the governor's new Water Plan Making Conservation a Way of Life.

Order Training Manuals at
www.ipssa.com

Volunteering at Sea Turtle Inc.

By Gordon Slagle

Gordon Slagle is a member of the Fort Worth chapter.

Members of IPSSA Texas once again gathered in South Padre Island to continue our ongoing project assisting the Sea Turtle Rescue, Rehabilitation and Education Center. This project started in 2013 and this was our 10th trip. Along with the ever present repair projects, a charcoal filter was installed on one tank and we changed media in two filters using glass filter media. We will be evaluating advantages of glass over sand. Keith Timm, Austin chapter president secured a donation of a pallet of Trivitro media. The highlight of the trip was touring the site of the new Sea Turtle education center next door. This will be a world class destination adjacent to the state supported birding center. Sea Turtle Inc. operates only on donations. It has been in existence for 30 years and the careful management of these donations allows Sea Turtle to upgrade to a multi-million dollar education center. The current location will be upgraded and continued as a hospital and rehabilitation center.

We will be returning this fall to help with the installation of new equipment on the new tanks. We could use as many volunteers as we can get. Please contact Tina Slagle, Fort Worth chapter presi-

dent for updated information.

As the plan moves forward we will publish information in IPSSA Texas News and on the IPSSA Texas Facebook page where you will find a lot more photos.



Heidi Amos & Keith Timm, working with the glass media generously donated by Trivitro.



Left to right: Gordon Slagle and Dave Boyd, Fort Worth members; Heidi Amos, volunteer; Jim Jacobsmeyer, Houston Clear Lake member; Keith Timm, Austin chapter president; Tina Slagle, Fort Worth chapter president; and William Carmona, volunteer.



While the current location's largest tank is around 8,000 gallons, the largest tank of the new facility will be around 50,000 gallons.

While in South Padre, we participated in turtle rescues and the collection of eggs from the nesting Kemp Ridley turtles, which are the very endangered species that are a major objective of Sea Turtle Inc.'s recovery program. This is set to be a bumper crop year for nesting, with over 70 sites already harvested in 2017 so far!

We took a day to spend on the beach surf fishing! It was windy and all our catches were hard heads, but you know what they say: "a bad day fishing is still better than a good day at work!"



The Most Interesting Frog
In The World
Will Be Attending
**POOL INDUSTRY
EXPO XXXI**
**SO SHOULD
YOU!**

WITH MORE THAN
80 HOURS WORTH
OF PRACTICAL
TRAINING FOR
PROFESSIONALS
WHO BUILD, REPAIR
OR SERVICE POOLS
AND SPAS,
**POOL INDUSTRY
EXPO XXXI**
IS THE PLACE TO BE!
SEPT. 28-30, 2017
IN BEAUTIFUL

Monterey
CALIFORNIA

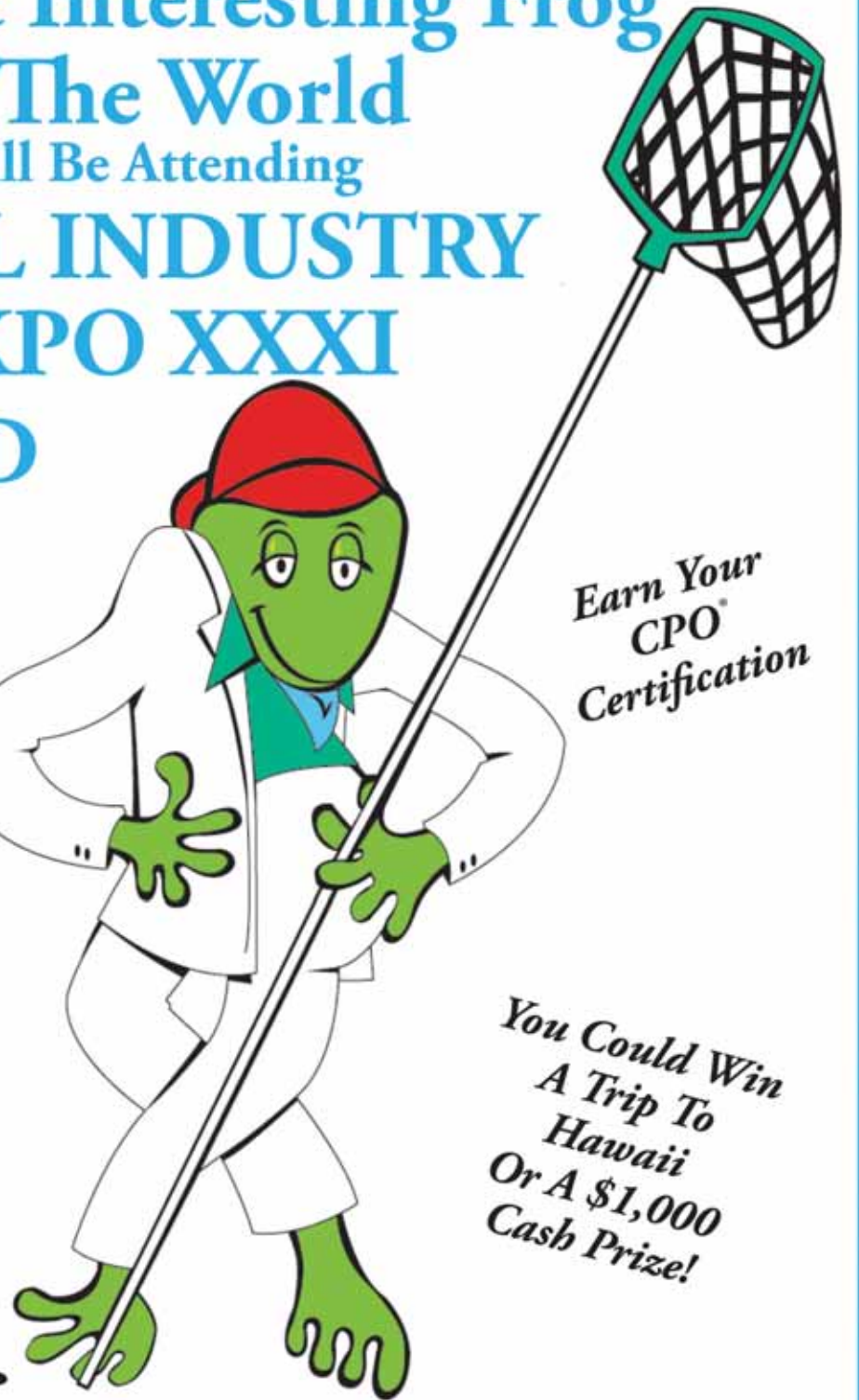
For Information, Call:

650-323-7743

Register Online At:

www.poolindustryexpo.com

 **PENTAIR**
GOLD SPONSOR



Earn Your
CPO®
Certification

You Could Win
A Trip To
Hawaii
Or A \$1,000
Cash Prize!

IPSSA Inc. BORD Meeting Highlights

May 20, 2017 – Houston, Texas

NEW BUSINESS: MSC to revise IPSSA Standing Rules to:

Article V, Section 1:
Regular members must attend as a prospective member three out of four consecutive chapter meetings of the chapter such individual seeks to join unless Fast Tracked. An applicant will be required to pass the IPSSA Water Chemistry

Certification test.

Article V, Section 2:
A prospective member of IPSSA shall file an application thereof with the Chapter of IPSSA whose principal office is located in the nearest proximity to said applicants normal and usual service route. Such application shall contain a concise account of the

application's professional experience and training in such form as may be prescribed by the Board of Directors of the application Chapter. Said application shall also contain the name, address, occupation and statement of qualifications of the applicant for membership. A prospective member must meet all requirements of a regular

member. Every applicant must attend three out of four consecutive general membership meetings before being voted upon and accepted.

COMMITTEE REPORTS

Administration: MSC to form a contract committee to review and evaluate existing vendor contracts. Committee members are Oldfield (chair), Briggs, Clayson, Duncan, Lee, and Margain.

Bylaws: Nothing to report.

Education: MSC to approve Brian Duncan as the FPSIE liaison.

MSC to approve Jason Lehmann as the NSPF liaison.

MSC to approve John Dixon as the NPC liaison.

Duncan reported on FPSIE. MSC to purchase the copyright for the Basic Training Manual Part 1 – 2016 Revised Edition.

MSC to contract with Robert Lowry to revise the Intermediate Training Manual Part I – Water Chemistry.

MSC to add Jason Lehmann to the Education Committee.

Entertainment & Trade Shows: Lee reported on upcoming industry tradeshows.

Expansion: Nothing to report.

Finance: Cramer reported on finances.

The IPSSAN: Committee is seeking technical articles, sick route testimonials, and chapter event photos.

Marketing: Briggs reported on website traffic, *Service Industry News* ad and member benefits book.

Member Benefits: MSC to approve associate member applications, Periodic Products and Vasco Solar.

Outreach: MSC to approve Neal Holt as the APEC liaison.

MSC to approve Terry Snow as the CPSA liaison.

Snow reported on CPSA.

Will Ainsworth reported on APEC.

Raymond reported on Florida. Lee reported on Arizona.

Snow reported on the RWQ Committee.

Snow reported on the NDPA Conference and local water safety events.

Scholarship: Nothing to report.

Sick Route: MSC to approve East Bay sick route template

Media: MSC to approve committee members Raymond, Duncan, Lee, Dixon, and Holt.

Black reported on the committee vision.

MSC to purchase a camera and accessories for media productions. All purchases are subject to review by the committee.

Q&A: Nothing to report

NEXT BORD MEETING: The next BORD meeting will take place on August 5, 2017 in Riverside.

IPSSA Management Co.

BORD Meeting Highlights
May 20, 2017 – Houston, Texas

FINANCIAL REPORT: MSC to rescind the \$2.00 convenience fee as of July 1st billing and reimburse those members that have paid July forward. Account will be credited.

MSC to move \$1.00 from IPSSA Inc. dues to IPSSA Management changing IPSSA Inc. dues from \$9.25 to \$8.25 and IPSSA Management dues from \$4.50 to \$5.50.

INSURANCE REPORT: Arouesty discussed large claims and carbon monoxide coverage.

For the full BORD minutes and other important IPSSA documents Please go to the member portal at www.ipssa.com.

Start saving money and water now.

FIND & FIX LEAKS

When your pool is losing water,
don't waste time: call the experts at

American Leak Detection.

Specializing in Electronic Leak Detection
and Non-Invasive Repair of Pools, Spas
and Water Features using the most
advanced methods available.



**AMERICAN
LEAK
DETECTION**

THE ORIGINAL LEAK SPECIALISTS™

www.AmericanLeakDetection.com

877.509.5325

To reach a location near you.

Each office independently owned and operated.

LEAK DETECTION
WITHOUT DESTRUCTION

IPSSA is on
Facebook!

Visit our page
at
www.facebook.com/ipssa



POOL WATER PRODUCTS
OFFERS NEW ONLINE

STORE FRONT/eCOMMERCE WEBSITE!

Our online storefront/eCommerce website allows you to:

- Check inventory levels and pricing from any of our 20 warehouses.
- Place orders with any of our 20 warehouses 24 hrs a day, 7 days a week.
- Review past purchases of all products.
- Review both current and past invoices.
- Plus much more!

Contact your local PWP branch office for more details and register today!

ASK FOR
ALL-CLEAR
Professional Pool Chemicals

GARDEN GROVE, CA (714) 638-3873
VAN NUYS, CA (818) 997-6651
SAN JOSE, CA (408) 432-9700
SANTA ANA, CA (714) 973-4744
SAN DIEGO, CA (858) 565-1330
CANOGA PARK, CA (818) 710-9500
CONCORD, CA (925) 827-4300
SACRAMENTO, CA (916) 927-2882
RIVERSIDE, CA (951) 682-7700
LAS VEGAS, NV (702) 617-0010
MESA, AZ (480) 351-2929
PHOENIX, AZ (602) 244-2727
PHOENIX, AZ (602) 569-3177
TUCSON, AZ (520) 887-1100



FORT LAUDERDALE, FL (954) 771-1110
LONGWOOD, FL (407) 260-2323
SARASOTA, FL (941) 922-1919
DALLAS, TX (972) 243-6006
HOUSTON, TX (281) 894-7071
RICHLAND HILLS, TX (817) 284-1600

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@arrowinsuranceservice.com

Hey Ray:

My daughter is living with a real loser. He is lazy, has no useful skills nor education and rides his bicycle everywhere since he doesn't own a car or truck. I'm thinking of making him my independent contractor. Do you have any advice?

— Disappointed, but helpful father

Answer:

I feel your pain, but your idea of hiring this fellow as an "independent contractor" is very problematic. Classifying a worker as an employee vs an independent contractor is an important decision and should be made only after consulting with a professional, such as an accountant or attorney. In many states, a pool service worker will be considered as an employee unless you can demonstrate that he actually runs his own business. Factors used to meet this test include contractor license status and whether the worker has his own pool service accounts. A court or regulatory agency will also consider whether the worker

has a business bank account, advertises his services, has his own account at a wholesale distributor and whether he buys his own general liability insurance. A major consideration is whether the worker has the experience and competence that is required to maintain an independent business. In California, a worker is presumed to be an employee, unless the business owner can prove otherwise.

Misclassifying a worker can have very significant ramifications, especially if the worker is hurt on the job. Business owners don't carry workers compensation insurance on independent contractors and some states will impose a lien on the business owner to collect the sums that would have been paid to the worker if there had

been recoverable workers compensation insurance.

For all these reasons I'm confident that your would-be-son-in-law will be considered an employee, rather than an independent contractor. That means you need to add this worker as an "employee member" and you need buy workers compensation insurance as required by your state. Additionally, add him as a driver to your commercial automobile insurance policy.

Finally, I'd evaluate whether this person has what it takes to safeguard the public in and around swimming pools. Swimming pool service requires a disciplined and thorough approach to keep the public safe from harm, attributes that this individual seemingly does not possess.

OPTIONAL COVERAGE FOR MEMBERS

Increased Life Insurance Limits
Higher Liability Limits
Remodeling Coverage



arrow insurance service

(800) 833-3433

DOI License No. 0510559

Swimming Pool Insurance Specialists Since 1982

ipssa.com



Pool School

Cyanuric Acid
A Problem or a Benefit
Learn about how it does **more** than just protect chlorine from the sun!

Just ask your chapter president to schedule a presentation at your next monthly meeting to review all the new information in the 2016 edition of the IPSSA **BASIC TRAINING MANUAL**. Call Eric Nielson at (800) 746-9772 or email: info@westernshow.com

3rd Annual Tri-Valley IPSSA Golf Tournament
Fri. September 15, 2017
Callippe Preserve Golf Course
8500 Clubhouse Dr., Pleasanton, CA

Join us for a **GOLF Scramble & Dinner**
Fun, Prizes, & More!
2-Man Scramble Format
Shotgun Start at 1:00pm
All proceeds go to a great cause **"Josh the Otter Water Safety"**

Registration starts at noon

ENTRY FEE INCLUDES: Golf at Championship course, cart, range balls, gift bag, BBQ dinner. Hole in One Prize is Trip for 2 to Pebble Beach! Prizes for Longest drive, Closest to the pin, and Straightest drive. 50/50 Cash raffle. Big raffle for fabulous prizes and equipment. Silent Auction. If you don't GOLF, you can join in for the fun, dinner, and drinks afterward!

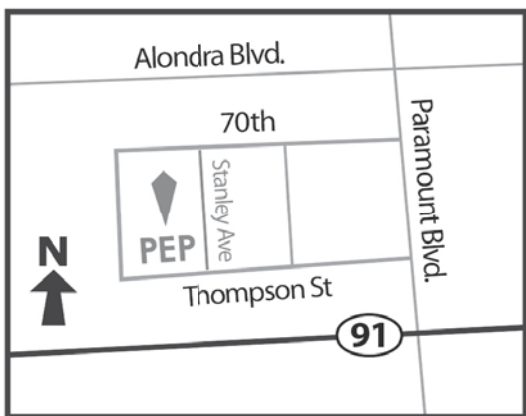
Sponsored by:
DIABLO SOLAR SERVICES, HESA, PENTAIR, HAYWARD, UNITED CHEMICAL, ZODIAC

EXPANSION ANNOUNCEMENT

PEP is growing in Los Angeles County with 2 new locations for you to choose from!

PEP LONG BEACH

Borderline Paramount

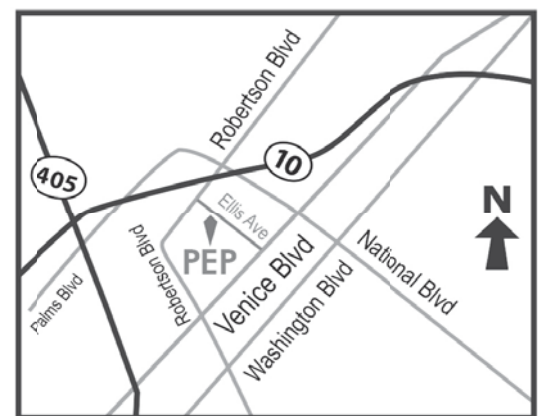


6979 Stanley Ave., Long Beach, CA 90805
562-333-4989



PEP LOS ANGELES

by the 10 Freeway & Robertson



8970 Ellis Ave., Los Angeles, CA 90034
310-945-4601

PEP BRANCHES

ANAHEIM 714-738-9038	AUSTIN 512-707-0109	BAKERSFIELD 661-679-1193	CATHEDRAL CITY 760-202-9075	CORONA 951-479-4670	DUARTE 626-359-1918	EL CAJON 619-562-0313	HOUSTON 281-568-1113	
INDIO 760-776-1366	LIVERMORE 925-449-4259	LONG BEACH 562-333-4989	LOS ANGELES 310-945-4601	MURRIETA 951-600-7180	N. AUSTIN 512-251-0400	ONTARIO 909-969-2260	OXNARD 805-288-5226	PALM DESERT 760-601-3400
PALM SPRINGS 760-969-7378	RIVERSIDE 951-653-1490	SAN ANTONIO 210-479-0032	SAN DIMAS 909-305-9839	SAN FERNANDO 818-365-8481	SAN JUAN CAPISTRANO 949-373-0010	VISALIA 559-297-7500	VISTA 760-477-1477	YUCAIPA 909-794-8340

www.poolectricalproducts.com • 909-212-8282

Join the Largest Pool Service Association in the USA Providing benefits to members since 1988

Sick Route Coverage

- Route Coverage If You Are Sick or Injured

Water Chemistry Certification

- Learn to Maintain Pools Correctly

Mentoring and Networking

Opportunities at Over 90 Chapters in

- California
- Arizona
- Nevada
- Texas
- Florida
- Georgia
- Affiliate Memberships Available in Most States

Scholarship Program for Tech Training

- Including CPO/NSPF, APSP, FPSIE & CPR Courses

Discounts on Technical Training Courses

- Aquatics
- Electrical
- Occupational Safety
- Environmental Management
- Courses Available in Spanish



The Best Insurance Program

Group General Liability, Including Coverage for

- Chemical Damage / Injury
- Haz Mat Clean-Up
- Workmanship
- Popped Pools
- Low Deductible
- Limits to \$3m / \$5m
- Optional Coverage for
 - Remodeling
 - Stores, Offices, Warehouses
 - Business Contents
 - Mold Coverage
 - Lost Keys
- "A" Rated Carrier
- Certificates / Endorsements at No Cost

Group Life Insurance

Medical Coverage for Accidental Injury to Members

www.IPSSA.com | 888.360.9505



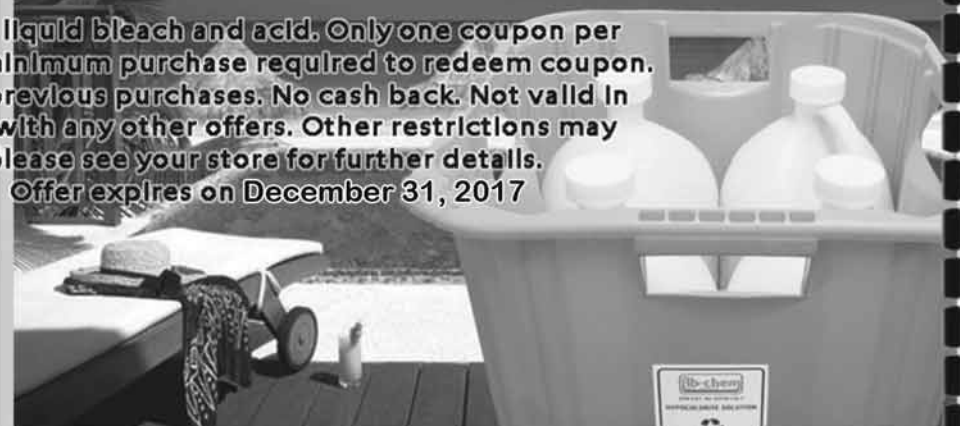
Stop asking yourself WHY and try Ab-Chem Chlor.



Receive \$5.00 off your next purchase of Abcana products



Valid only on liquid bleach and acid. Only one coupon per customer. No minimum purchase required to redeem coupon. Not valid on previous purchases. No cash back. Not valid in conjunction with any other offers. Other restrictions may apply, please see your store for further details. Offer expires on December 31, 2017



Contact us and ask us where you can find our product
 Abcana Industries, Inc. • 545 W Bradley Ave. • El Cajon, CA 92020
 PH: (619)444.9900 • FX: (619)444.9804 • sales@abcaindustries.com

In Memory – Patricia Sandholm

By Linda Cross

Linda Cross is the President of the Western Las Vegas chapter.

Our dear friend and colleague, Patricia (Pat) Sandholm, passed away unexpectedly on May 19, 2017. She had been in the pool service industry for over twenty-five years and was an active member in the Western Las Vegas chapter of IPSSA.

Pat made her way to Las Vegas from Kansas as a teenager and worked as a cocktail waitress and dealer on the strip; she purchased two houses next door to each other

so she could bring her mother and siblings to live here. It wasn't until she bought a doughboy pool for her kids that she discovered she enjoyed pool cleaning; she liked it so much that she decided to do pool service for a living.

Pat and her partner, Jim, owned and operated Jim's Pool Service until his passing in 2007. (Jim is best remembered as the pool guy with the parrot, as his parrot went everywhere with him on his shoulder.) Pat literally started anew from "day one" and named her company Day One Pool Service. She truly

loved doing pool service – working seven days a week – and treated every customer as her best friend.

An accomplished flautist, Pat performed as first chair with the College of Southern Nevada Concert band for years. She was an avid skier and looked forward to putting her customers on winter service so she could go on trips with her local ski club. During the

fall months Pat hiked the trails in Zion to stay in shape! Pat was also a feline fanatic and partnered with the local animal shelter to capture feral cats for sterilization.

Pat was dearly loved by her sons Chuck (deceased), Martin, and Russell, her grandchildren and great-grandchildren, and her dear niece Connie. She left us with many happy memories.



CPO Class

To find a CPO Class near you visit
www.anotherperfectpoolnews.com/cpo

County Leak Services



A division of The Pool Center Inc. "The Leak Detective"
Contractors License 736686

- Expert leak detection & repair
- Serving L.A. O.C. & adjacent area
- Gunite pools & spas only
- Guaranteed to find the leak

Referral commissions on prearranged jobs

714-632-0117
818-886-2111


CountyLeakServices@gmail.com

deck-o-seal
A COMPLETE LINE OF POOL DECK PRODUCTS

HS-1 SL

One-Part, Self-Leveling Sealant

DECK-O-SEAL is Proud to Introduce HS-1 SL: One-Part, Self-Leveling Hybrid Polymer Sealant



- One part – no mixing
- Self-leveling – no tooling
- Pouch can be resealed
- Apply to green concrete or damp surfaces
- Bubble-free curing
- Non-gassing
- Tack-free in 50 minutes
- Easy to use 62 oz. foil pouch – no tools or caulking gun needed
- Available in tan and grey
- Twelve month shelf life
- VOC compliant

A Division of **W. R. MEADOWS, INC.**
P. O. BOX 337 - Hampshire, IL 60140
Phone: 800-542-POOL
Fax: 847-214-2268
Email: sales@deckoseal.com
@deckoseal

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



www.springboardprb.com

WANT TO SELL YOUR POOL ROUTE?

We put cash in your pocket!



- ✓ Fast results
- ✓ Easy transactions
- ✓ Qualified buyers

Call us Today for a FREE Route Appraisal

1-888-998-7665

Paying it Forward

By Ray Arouesty

Ray Arouesty is a Senior Vice President of Arrow Insurance Service, a division of Hub International. He is an attorney at law, former pool service contractor and the exclusive insurance broker to The Independent Pool and Spa

Service (IPSSA) Association and the Swimming Pool Associate of Hawaii (SPAHI). He has handled over 2000 swimming pool related claims and lawsuits since 1982.

In a study published this February by Japanese scientists, a type of altruism was reported in bottle

nose dolphins. In the experiment, the dolphins were given the choice between providing help to another dolphin, or doing nothing at all. It was observed that the dolphins spontaneously chose a course of action that benefitted their fellow dolphin, indicating a preference for other-regarding behavior.

Nature abounds with examples of what is called reciprocal altruism, or sometimes pro-social behavior. In evolutionary biology, reciprocal altruism is a behavior where an organism acts in a manner that temporarily reduces its own fitness for another, with the expectation that the other organism may later return the favor. Humans call this paying it forward.

Numerous recent studies have demonstrated reciprocal altruism in other animals as well, notably bees, vampire bats, and chimpanzees. Altruism has long confounded scientists, going all the way back to Darwin, who found it difficult to explain why a system like natural selection would allow an individual to behave in a way that benefits others at personal cost to the self.

Which probably explains why altruism, in the animal world or in human beings, is not very common.

But studies have shown that altruism is far more likely between animals that are related to one another in some way. Indeed, oftentimes organizations and associations are formed simply to

encourage or promote reciprocal altruism.

We ponder these ideas as we consider the one of the most important benefits of belonging to the Independent Pool and Spa Service Association: Sick Route Coverage.

IPSSA started in the 1960s when a handful of service pros started meeting at a local coffee shop. This group of pros worked alone on their routes but found it enjoyable to share a coffee break with their peers, talking about what was happening in their area, or sharing tips on fixing pumps and treating cloudy water. Then, one of the guys heard of a service pro that was in an accident. His truck was filled with glass bottles of chemicals that broke in the crash and burned him. Even though the men were competitors, the group quickly realized this kind of thing could happen to any one of them.

They kept asking themselves the same questions: "What is this guy going to do? He can't work. How is he going to support his family?"

So they decided to work together to cover the injured service pro's route until he could return to work. Together these 'single-polers' united to save the livelihood of their colleague.

Sick Route Coverage is for service professionals that run their entire operation single-handedly and who, through no fault of their own, are suddenly not able to cover the pools and spas they maintain. When a pool professional is unable to take care of their

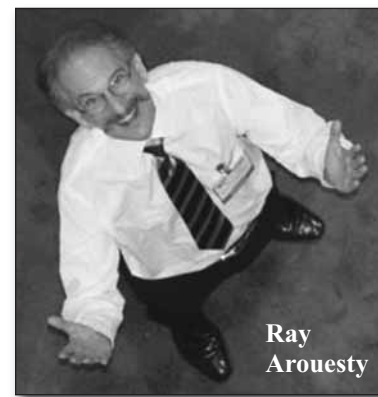


Photo Courtesy Service Industry News

route, pool owners are forced to start looking for a replacement service company as they cannot wait weeks or months for their pool guy to return. The program is structured to have all other chapter members collectively share and cover the sick member's route. The program has a sick route chair for each chapter who coordinates coverage and works hard to ensure that members are given the additional pools with minimal stress to all members. The sick or injured service pro keeps from losing their business because other IPSSA members service the pools and pledge not to solicit the pool for their own business gain (if this happens, you are expelled from IPSSA).

Sometimes, IPSSA members use sick route because of planned surgeries. One of the most common is knee surgery. Many service pros wear out their knees after years of servicing pools. "Planned surgeries, such as knee replacements, make up at least 50% of the instances in which Sick Route Coverage is used," said past Sick

Continued on page 9



200,000 HOTELS • 38,000 DESTINATIONS • 6 CONTINENTS

WELCOME TO TREBECA TRAVEL! IPSSA members now have access to exclusive discounts on popular hotels, top car rental companies, and major cruise lines. **Our rates are proven to be, on average, at least 20% lower than other online travel sites.**

No membership or booking fees.

DON'T FORGET, YOU CAN BOOK FOR FRIENDS AND FAMILY!

SAVE ON TRAVEL TODAY

1. VISIT IPSSA.TREBECA.COM
2. First time users click "Join" and returning users "Log In"
3. Start booking exclusive deals for your next adventure!



Got Protection?

Use Beautec® - The Strongest Scale-Stain-Salt Cell and Surface Cleaner / Preventive . . . Ever Developed.

Beautec® is the only product in the pool industry that provides total scale control - calcium and hard silicates. Beautec® also prevents iron, copper and manganese metal stains and helps remove existing buildup.

- Maintains tile surfaces continuously clean and scale-free.
- Cleans and protects pool filter, piping, heater tube bundle, valves, auto-leveler unit, moving parts, and salt generator cell.
- Controls calcium levels to 1,000 ppm and silica up to 300 ppm.
- Advanced industrial formula - without phosphates and acids.
- Upgrade your customers to a total water and surface care system.
- Average monthly cost of \$2.50 (per 10,000 gals) per pool.
- Let Beautec® be your new profit center.



Initial dosage: 64 oz. per 20,000 gals.



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

Tel: 1-800-289-7660 Fax: 1-800-440-7660 www.easycarewater.com

Beautec™ are trademarks of McGrayel Company, Inc. Beautec™ is manufactured with components that are made in the U.S.

Made In U.S.A.

Paying it Forwrd

Continued from page 8

Route Chairman and past BORD member Scott Peterson of Peterson Pools in California.

Knees, hips and back injuries are common, but there are always the unexpected accidents as well. Automobile accidents, heart attacks and accidents that happen on the job, are more common than one might expect. But whether the incident is an accidental injury, or planned surgery, the potential for financial catastrophe is the same.

Todd Starner, former Region 11 Director in Florida, said that one of their sick route cases involved a member who was trimming trees around the pool and fell off his ladder. "He fell off his ladder and damaged his shoulder. This is the kind of accident that could happen to anyone. We only had to cover him for 2 weeks, but he really appreciated it," Starner said.

There are some who have voiced concern that IPSSA's aging membership puts hardship on some of its younger members. But that is exactly why Sick Route Coverage exists.

Young guys turn into old guys and parts wear out. Nothing in life comes free. We have to pay our dues and that's what these younger guys are doing.

Furthermore, the assumption that younger service techs are not at risk, isn't true.

Young people are greater risk takers. They have motorcycle and snowboarding accidents. They drive fast, and they text when they are driving. The insurance industry agrees, as evidenced by the higher insurance rates paid by these youthful operators. The consequences for them, however, are just as devastating as for the veteran service tech who needs a knee replacement surgery: the loss of their business and financial catastrophe.

And Sick Route Coverage often provides benefits that far outreach a single sickness or accident benefit.

Todd Starner said that his chapter recently used Sick Route Coverage as a wedding gift.

"One of our members got married and we decided to cover his pools so he could take a honeymoon. It makes our 1-person business able to act like larger compa-

nies," Starner said.

IPSSA is an association that was specifically formed to achieve reciprocal altruism. The famous philosopher Thomas Nagel once

said, "by altruism I mean not abject self-sacrifice, but merely a willingness to act in the consideration of

the interests of other persons..."
Reprinted with permission from Service Industry News.

IS YOUR POOL BUSINESS DROWNING IN PAPERWORK?
QUICKBOOKS™ slowing you down?

Well...

THERE IS A BETTER WAY
to organize, automate and grow your pool business.

visit: HYDROSCRIBE.COM
Work anywhere. Succeed everywhere!™

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.

National Pool Route Sales LLC
 Licensed Real Estate Broker CA # 01355049 FL # CQ1027581

Don't Lose Money!
 Selling Your Route!

Get Top Dollar!

Pre-qualified buyers
 Lowest escrow fees
 Multiple source advertising

1-877-766-5757
 www.poolroutesales.com

ONLINE TRAINING

Go to
 ipssa.com under
 'Resources'
 to find online
 training courses.

POOL COVERS, INC.

Since 1984 — Employee Owned
 Specialists in Swimming Pool Safety Products

The employee owners at **Pool Covers, Inc.** are committed to great customer service for you and your clients!

Know that when you refer your clients to us they do not need to shop anywhere else. Pool Covers, Inc. employee owners will not only provide **superior customer service** but will provide you with the most innovative products to make your clients pool safe. We offer child safety fencing as well as safety swimming pool covers. Our style of "one stop shopping" makes it faster and more convenient for you and your clients.

Remember, for every client you refer that purchases a safety product from Pool Covers Inc., you will receive a referral check. We here at Pool Covers, Inc. appreciate you and your business!

Pool Covers Inc. providing quality safety products and service in Northern California for over 30 years.

Call us at 800-662-7665 with your referrals!

Save Lives, Save Water, Save Heat, Save Money!

ALAN SMITH POOLS
 Plastering Remodeling Design

Partnering with IPSSA members since 1988

Call for a free estimate! 714-628-9494
 Serving most of Southern California

"I got my referral fee. I installed the equipment. The pebble looks fantastic. My customer is thrilled. Nicely done Alan Smith Pools!"
Anthony Lopiccolo, 15 years in the pool industry — North OC IPSSA Member

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

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

POOL & SPA LEAKS?

WE LOCATE & REPAIR LEAKS IN:
 POOLS • SPAS • PONDS & FOUNTAINS

SONAR • ULTRA-SONIC FIELD TESTING

• Ask about our guarantee warranty. • Senior Citizen discount.

LEAK DETECTION USA

(888) 889-8858
 State License #652030

CPSA attends drowning awareness events

Last week, the California Coalition of Children's Safety and Health hosted a display in the Capitol building that told the stories of six children who lost their lives to drowning in residential swimming pools. The display was intended to emphasize the importance of safety procedures and vigilance around swimming pools for the parents of young children, and to support their sponsored safety bill SB 442. The bill, which is a reintroduction of last year's SB 470, would increase the number of required safety features for residential pools from one to two, and require that a note of those features be made in the inspection report when a home is sold. While last year's bill was vetoed by the Governor after making its way through the Legislature, the Coalition hopes that this year a more concerted effort to tell the stories of families who have lost children to drowning will change its outcome.

both the Coalition and legislators to create a bill that both protects the health and safety of children and creates a safety standard that is reasonable and practical to uphold. As it currently stands, while only one out of a list of seven safety features is required by state law, local jurisdictions can arbitrarily require as many as they want, often making it difficult for both homeowners and pool professionals to know whether or not they are in compliance with the law. SB 442 would ensure that local jurisdictions comply with the 2 features that required statewide, ensuring that the law is clear and encouraging compliance in all jurisdictions. The inclusion of the safety features in the home inspection report also ensures that homeowners know what is required of them, preparing them ahead of time instead of after a tragedy has occurred.

The CPSA's Executive Director John Norwood attended the unveiling of the display in the capitol this

The CPSA has worked with



week and was interviewed by the press in attendance. "California Pool & Spa Association is pleased to support SB 442", said Norwood. "All segments of the swimming pool and spa industry are cognizant of the dangers for children associated with being around any kind of water, whether it be a pool, river, lake or bathtub. We believe this bill will set a strong stand for child safety throughout California"

There was a second event to unveil a similar display in Orange County as well on Friday. At that event Senator Josh Newman, author of SB 442, was in attendance along with representatives of several child safety groups, first responders, and

law enforcement. Terry Snow (pictured above), CPSA board member and IPSSA BORD member attended for the association. SB 442 has

passed the state Senate and will be heard in two policy committee in the Assembly. We will keep you informed as new updates occur.



HASA
WORLD
KEEPING YOUR WATER SAFE AND CLEAN SINCE 1964

Make Your Pool Great Again With HASA!

PYRIGINfree™ HASA Sani-Clor
HASA Sani-Clor Stays Stronger Longer

There are other liquid chlorine products available but only one Hasa Sani-Clor!

For The Nearest HASA Distributor Location
Please Contact Us At 661-259-5848
HASA HAS ALL THE PRODUCTS YOU NEED
VISIT HASAPOOL.COM TO VIEW OUR FULL LINE OF PRODUCTS

HasaPool hasapool.com



TRADEGRADE
BY PENTAIR

INTRODUCING INTELLIFLO® VSF PUMP
THE FIRST PUMP TO COMBINE

SPEED
& FLOW



TAKE THE GUESSWORK OUT OF POOL WORK



Introducing precision and flow control so pool pros and owners can set it and forget it...even as pool conditions change. It's like having cruise control for the pump.

Go with the flow. Contact your Pentair distributor today.

For more details on this generous offer, go to pentairpool.com/PumpRebate.



A PUMPED UP OFFER TO MAKE YOUR CUSTOMERS HAPPY!

\$100* CONSUMER REBATE

*Offer good on qualifying retailer, pool builder or pool professional purchases only. Online sales do not qualify for \$100 rebate. For complete details, visit pentairpool.com/PumpRebate.

INTERNATIONAL POOL | SPA | PATIO EXPO

Orlando 2017

EXPO: NOV. 1-3, 2017

CONFERENCE: OCT. 29-NOV. 3, 2017

ORANGE COUNTY CONVENTION CENTER, ORLANDO, FL

SPONSORED BY  APSP

www.PoolSpaPatio.com

Show Sponsor:  APSP
The Association of Pool & Spa Professionals®

Show Publication:  PSN
POOL AND SPA NEWS

Show Endorser:  GENESIS

BUILD

deeper connections

The International Pool | Spa | Patio Expo brings all of the segments of the pool, spa, and outdoor living industry together for three days of face-to-face interaction, product review, education, and networking.

Featuring a Complete Educational Track Designed for Service Pros

Courses include advanced pool filtration, pricing strategies, ways to transition from service to installer, elements of successful service agreements, building a strong network, and more!

Additional Programs Offered by PSP Expo Partners Include:



APSP Certified Service Technician® (CST)



NSPF Certified Pool-Spa Operator® (CPO®)



NSPF Advanced Service Technician™

- 10,000 Attendees
- 525 Exhibitors
- 45 Conference Sessions
- 80 Countries Represented
- Unlimited Possibilities!

Claim Your Free Expo Pass*
Discount Code: AD72

www.PoolSpaPatio.com

Toll-Free: 1-888-869-8522
Outside USA: +1 972-536-6350

*Discount not applicable to MA or NEM registrations. Discounts apply to new registration only; no refunds issued for pre-existing registrations.

Western Las Vegas chapter supports county wide drowning prevention event



By Linda Cross
Linda Cross is the President of the Western Las Vegas chapter.
On June 11, 2017 Western Las Vegas chapter members volunteered at five public water recreation venues to help assist the city and county in their efforts to prevent drowning. Each year, the City

of Las Vegas, The City of North Las Vegas, The City of Henderson and Clark County join forces on the same day to teach families about the importance of knowing CPR and how to properly fit a life vest. IPSSA members shared information one on one with swimmers on the importance of having

multiple barriers between children and the pool, as well as the importance of having eyes on the pool at all times with our water watcher tags. Children enjoyed coloring in the IPSSA water safety coloring books while at the same time learning how they can be safe around the pool.



Accuracy...NSF CERTIFIED!
Reproducibility...NSF CERTIFIED!
eXact...CONFIDENCE!

NSF
 Certified to NSF/ANSI Standard 50

USEPA HEALTH DEPT COMPLIANT FOR FREE & TOTAL CHLORINE CHLORINE DIOXIDE

waterproof IP67 ©

Call 800-861-9712 to learn how NSF Certified water testers can improve your Pool & Spa Service
 Or visit www.sensafe.com/nsf-certified/



Step Into Swim™ Campaign gains large donations in 2017

Industry Leaders are stepping up to support learn to swim campaign

The National Swimming Pool Foundation®'s (NSPF®) Step Into Swim™ Campaign would like to thank recent donors whose contributions have furthered the campaign's mission of creating 1

million more swimmers. SIS enables underprivileged children across the country to learn the life-saving skill of swimming.

A large donation from the Master Pools Guild of \$40,000, a

sum also donated by MPG in May 2016, kick-started a giving trend for 2017. Other individuals' and organizations' donations further supported the vision of creating happier and healthier lives by preventing drowning while creating more swimmers, and recognized the resulting effect of building demand for swimming pools, hot tubs, and aquatic facilities. "How often does one dollar do three great things: prevent drowning, create more swimmers, and increase demand for water-based activity?" asked Thomas Lachocki, Ph. D., CEO of NSPF. "When we open our wallet to fund swim lessons, we open the door to brighter futures."

Between the recognized donors, NSPF Instructors, and other individual donations, Step Into Swim has raised \$65,790 in 2017. Below we recognize the contributors and the monetary value of their donations to Step Into Swim.

The American Chemistry Council (ACC) donated \$5,000, a repeat of their 2016 donation of the same amount. The ACC represents a diverse set of companies that invest tens of millions of dollars to ensure modern day products are safe for both communities and the environment.

NSPF Board Member Anita Sayed, Ph. D. donated \$5,000, and has now contributed more than \$20,000 to the campaign. Ms. Sayed stated, "Step Into Swim resonates with me because it offers swim lessons to families who do not have the financial means for swim classes. Through SIS we help prevent drowning and improve people's lives by introducing them to a healthy activity, while giving them the added bonus of experiencing fun with water."

The National Plasterers Council contributed \$5,000. NPC has been active in the pool industry for decades, focusing on pool surface research and educational programs for pool surface applicators.

The Bill Kent Family Foundation donated \$5,000. The Foundation seeks to contribute to building a socially and economically just society that values nature and protects the ecological balance for future generations; promotes humane health care; and fosters educational programs, art, and culture that enrich communities.

Donald Sussman, American financier, and philanthropist donated \$2,500. In addition to his generosity toward educational, charitable, community, and political organizations, Sussman is a lover of swimming pools.

Genesis 3 co-founder Skip Phillips' Questar Pools donated \$1,000. Questar creates signature waterscape designs that complement a home's architecture and conform to the natural environment.

Every dollar collected for Step Into Swim goes directly toward the sponsored learn to swim programs. Later this summer, learn which organizations received 2017 grants and how they used the funds. To help change the world, one swimmer at a time, and to learn more about Step Into Swim, visit www.stepintoswim.org.

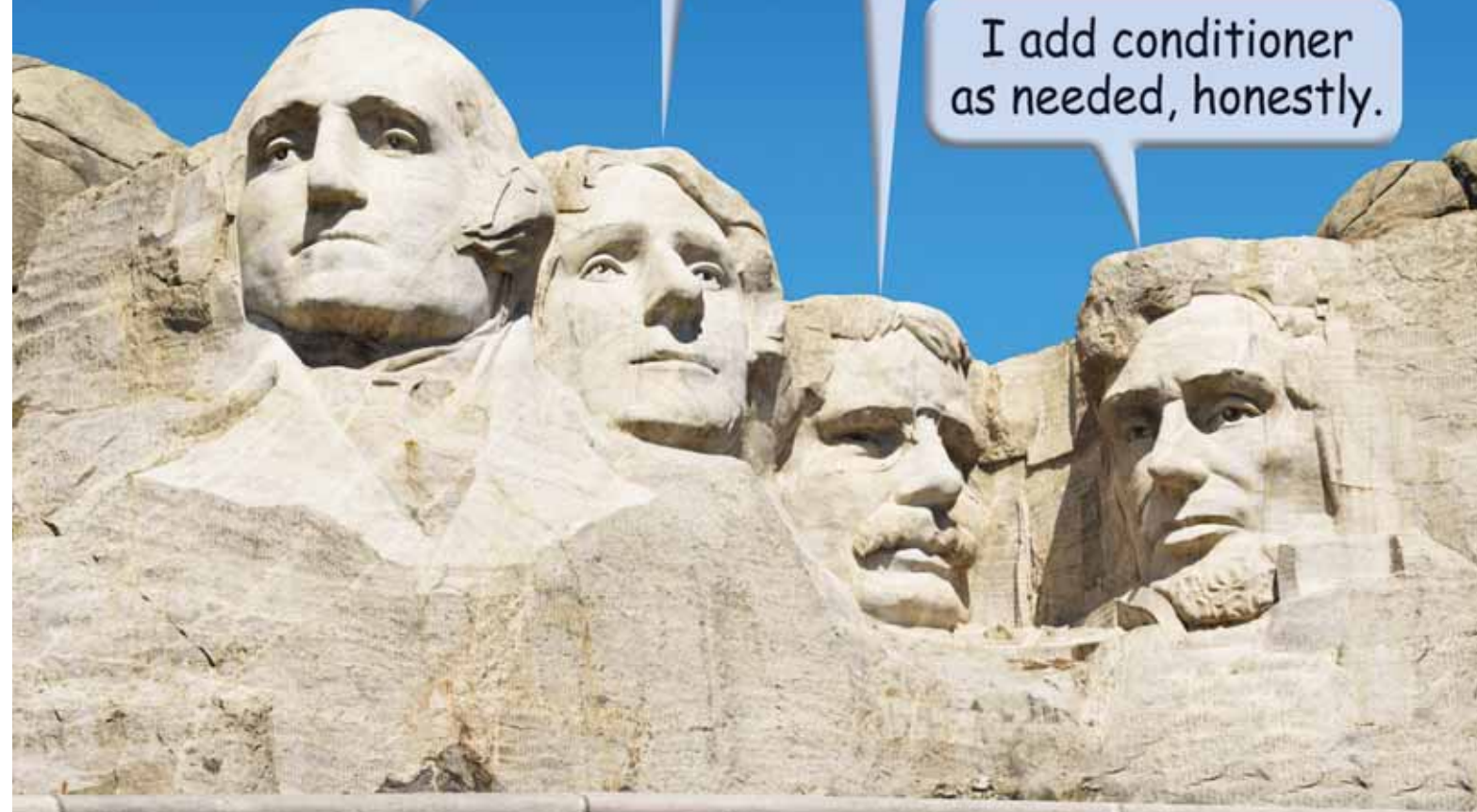
What might be heard at Mount Rushmore about Salt Water Pools...

I check the salt level and only use **AQUASALT**.

I keep the pH in the correct range.

I clean the cell every 2 to 3 months of use.

I add conditioner as needed, honestly.



AQUASALT®

www.aquasalt.com

George Washington
1st President

Thomas Jefferson
3rd President

Theodore Roosevelt
26th President

Abraham Lincoln
16th President

Waterway

OASIS Pool & Spa Control



Complies to
UL & CE requirements

The advanced Pool & Spa Control System that communicates with Waterway and many major pump and lighting systems!

- 3.2" Color Screen
- Variable, 1 or 2 Speed Pump Control
- 6 Standard Relays
- Controls up to 4 Valve Actuators
- Wi-Fi option – control with free OASIS app from any smart phone, tablet or web device



POWER Defender VARIABLE SPEED PUMP

Smart **energy solutions** for the Pool & Spa industry.



Power Defender 165
1.65 HP Variable Speed



Power Defender 270
2.7 HP Variable Speed



Power Defender 300
3.0 HP Variable Speed

Waterway



2200 E. Sturgis Rd., Oxnard CA 93030
Phone 805.981.0262 • Fax 805.981.9403
waterway@waterwayplastics.com • www.waterwayplastics.com



Designed,
Engineered &
Manufactured
in the USA.

The International Swimming Hall of Fame announces the 2017 Paragon Award Recipients

Presented by Pentair Aquatic Systems

Sponsored by Pentair Aquatic Systems, the International Swimming Hall of Fame (ISHOF) announced the recipients of the 22nd

Annual Paragon Awards. The Paragon Awards are presented annually to individuals or organizations for outstanding contributions to aquatics in six categories. This year's recipients are Ron Van Pool for

Competitive Swimming; Terry Saying for Water Polo, Linda Paul for Competitive Diving; the National Swimming Pool Foundation for Aquatic Safety; Stefania Tudini (ITA) for Synchronized Swimming and Juliene Hefter for Recreational Swimming. This year's awards will be presented on Friday evening August 25, 2017, in ceremonies at the International Swimming Hall of Fame, in Fort Lauderdale, Florida, USA.

"Pentair is honored to be associated with the International Swimming Hall of Fame and to recognize leaders in the aquatic industry who play a prominent role in the promotion of aquatics", said Jim Drozdowski, Institutional Aquatics Sales Manager for Pentair Aquatic Systems.

"The annual Paragon Awards bring some of the most interesting



and fascinating people each year to the Hall of Fame," said ISHOF President/CEO Bruce Wigo. "These are the unsung heroes who make

competitive and recreational aquatics possible, who save lives, who promote water safety and further aquatic education."

For ticket information visit www.ishof.org or call 954-462-6536. For more information about the Paragon Awards, see: <http://www.ishof.org/awards/paragon.html>.

The Paragon Awards are part of ISHOF's 53rd Annual Hall of Fame Honoree Weekend, August 25-27.

About this year's Paragon Award Recipients:

Competitive Diving
Linda Paul (USA)

Linda Paul has been a part of USA Diving for more than 16 years. She joined the organization

Continued on page 17

COMMERCIAL TRUCK INSURANCE

Now Available to CA, TX & FL
IPSSA Members.

CALL US FOR A PREMIUM QUOTE
Arrow Insurance Service

arrow insurance service
Swimming Pool Insurance Specialists Since 1982

(800) 833-3433
DOI License No. 0510559

Got Algae?

Use Algatec® . . . The Green, Yellow (Mustard), and Black Synergistic Algaecide.
Kills green and yellow algae in just 4 to 24 hours!
Powerful algae removal with NO chlorine loss.

Algatec® provides superior cleanup; especially in chlorine and salt cell pools, due to its powerful killing action with chlorine products. Algatec® outperforms other algaecides, enzymes, and costly phosphate removers that seek only to control algae growths.

- Kills green and yellow algae with minimal brushing.
- Eradicates black algae (fungi) within 7 to 10 days.
- Fast cleanup action with chlorine . . . without chlorine loss.
- Salt cell chlorinator friendly - will not interfere.
- Swimmers can use pool immediately.
- Algatec® is FREE of copper, sodium bromide, quats, silver and ammonia that may stain or consume chlorine.

Chlorella - green algae

Anabaena blue-green algae

Oscillatoria blue-green algae

EPA registered number 46978-01-CA

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

Tel: 1-800-289-7660 Fax: 1-800-440-7660 www.easycarewater.com

Made in U.S.A.

Algatec™ is a trademark of McGrayel Company, Inc. Algatec™ is manufactured with components that are made in the U.S.

2017 Paragon Award Recipients

Continued from page 16

as Director of Business Development in 2001 and since has been involved in nearly every aspect of the organization, from managing USA diving teams in international competitions and events, to coordinating sponsorship services and serving as a liaison between the national office and the U.S. Olympic Committee. In 2010 she was named President and CEO of the organization, leading a return to the podium in both the 2012 and 2016 Olympic Games. She announced her retirement in 2017, and will be remembered for assisting in the growth and success of the organization through many challenges.

Synchronized Swimming Stefania Tudini (ITA)

Stefania Tudini has served on the FINA Technical Synchronized Swimming Committee (TSSC) since 1992 and has been their chairman since 2009. She was also the chairman of the LEN TSSC and was honored by them for her years of service. "Cicci" is the director of

Synchronized Swimming for the Italian Swimming Federation. Participation in the sport has grown exponentially in Italy under her leadership.

Water Polo Terry Saylor (USA)

Terry started officiating Water Polo in 1963 and has officiated over 6,000 games, including FINA World Championships, FINA World Cups, FINA Jr. World Championships,

Pan American Games, NCAA Championships and AAU National Championships. He was the manager of the 1980 and 1984 USA Water Polo Olympic Teams and was the competition manager for the 1996 Olympic Games. He was elected into the USA Water Polo Hall of Fame in 1986 and received the USA Water Polo Award in 1988, the organization's highest honor. In 2015, he founded American Water

Polo Collections, Inc. a California non-profit dedicated to preserve the history of water polo in America.

Competitive Swimming Ron Van Pool (USA)

Ron Van Pool has been a volunteer for USA Swimming for the past 30 years, serving as an official at high level meets such as the 1996 and 2000 Olympic Trials. He was elected to the USA Swimming Board of Directors in 1998 and

served as President from 2002-2006. Ron also served as the USA Swimming representative to the USOC and the National Governing Body Council for over 10 years. He was also a member of the USSIC Board of Directors from 2002 to 2014. He was the founding director of USA Swimming Foundation in 2004 and has served on the Foundation BOD since 2010. In

Continued on page 18

IPSSA members eligible for 35% rebate on online education at ipssa.com

Through a partnership with the National Swimming Pool Foundation, IPSSA is pleased to offer online education through the IPSSA website. And, IPSSA members who complete classes through this online portal are eligible for 35% rebates!

There are dozens of courses available, in the following categories:

- Aquatic courses
- Electrical safety courses
- Occupational safety courses
- Environmental management courses
- Depart of Transportation courses
- Healthcare courses
- Employment law courses

Plus three courses are available in Spanish.

It's easy to enroll. Visit www.ipssa.com and under the Resources tab click on Online Training Store to see all that is offered.

Once you have purchased your online training course, within one business day you will be emailed a link to the IPSSA training portal and an access code to activate your online class.

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



Two NEW Convenient Locations



Oxnard CA

311 Kinetic Dr.
Oxnard CA. 93030
(805) 288-6006

Palm Desert CA

77810 Las Montanas Rd.
Palm Desert CA. 92211
(760) 349-0160

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

International Pool | Spa | Patio Expo

Continued from page 18

- DESIGN 202: SketchUp
 - DESIGN 311: Creating a Cohesive Design Aesthetic: Materials, Details, and Style
 - ENGINEERING 311: Advanced Fluid Engineering
- Additional educational offerings and certification programs include:
- APSP Retail Council Course: Marketing, Merchandising & HR Best Practices for 21st Century Retail
 - NSPF Certified Pool-Spa Operator® (CPO) Certification
 - NSPF Advanced Service

- Technician (AST) Certification
- National Plasterers Council Start-Up Certification Program (NPC)
 - NPC Start-Up Recertification Class (NPCR)
 - ASA Shotcrete Nozzleman Education
- All above-mentioned APSP,

Genesis, and additional educational programs include a Conference Super Pass, access to the expo hall and the Welcome Party, held November 1, except for the APSP Retail Council Course and ASA Shotcrete Nozzleman Education. Pre-registration for conference sessions and events is required.

The only overlap between exhibits and education will be the several free seminars on the show floor including the Hayward School of Business, Genesis Lifestyle Program, Commercial Education, and Splash Talks. Descriptions for each program are available at www.poolspapatio.com.

Registration for show floor education is highly recommended but not required and seating is available on a first-come, first-serve basis.

To register, please visit www.poolspapatio.com/register. Companies looking to exhibit should contact sales@poolspapatio.com.



IPSSA Board of Regional Directors Meeting
August 5, 2017
 Mission Inn
 Riverside, CA / 10 a.m.
info@ipssa.com
Save the Date!

POOL ROUTE SALES
 The LICENSED BROKER with "HANDS-ON" service and repair experience

Looking to Sell Your Pool Route? Want to Buy or Add to Your Route?



Professional • Confidential • Reliable • Consulting

OVER 35+ YEARS EXPERIENCE Just call or email us with any of your questions!
 Contact: Tommy Falvai Owner Jansen Falvai Sales MGR

Office: 714.970.7767 • Fax: 714.970.9822 • Text: 714.926.9965
Email: info@poolroutepros.com

CALL FOR A FREE APPRAISAL Experience the difference by Choosing
714.970.PROS (7767)

POOLROUTEPROS.COM

WATER SAVERS COMPANY

A DIVISION OF DIRKAND, INC.
SPECIALIZES IN REPAIRING AND LOCATING POOL AND SPA LEAKS
PERSONALIZED, FRIENDLY SERVICE

- Family Owned •
- Satisfaction Guaranteed •

Serving Orange County, Inland Empire, South Bay and the Long Beach area
Call Steve or Andi at
1(800) 543-0979 or
(949) 955-1233
 Lic. 561852

The insurance policy you want!

INSTANT FROG®
 uses minerals to keep pools clean and clear between service visits.

LEARN MORE AT FrogProducts.com



Place in skimmer
Lasts 6 full months!



NC Brands on the acquisition trail

NC Brands L.P. (manufacturer of Natural Chemistry®, SeaKlear®, and Red Leopard® products) has reached an agreement for it to acquire the assets of Coral Seas®, a division of Coral Chemical Company. Subject to due diligence and the parties entering into a formal purchase agreement, the acquisition is targeted to close around the end of June. This acquisition follows NC Brands L.P.'s acquisition of the assets of Red Leopard LLC in October 2015, HaloSource's SeaKlear product line in May 2016 and Aqualus's water soluble pouch technology in April 2017.

CEO Mark Munford believes adding products such as Green to Clean® and Yellow Out® to the

NC Brands' range is a perfect fit. Mark points out "Our companies have been working together for years as NC Brands and Coral Seas® products work as perfect partners. In fact, many of our dealers promote the products together. Like our Natural Chemistry and SeaKlear products, Green to Clean and Yellow Out are products you can rely on to do the job. Within a few hours these products will transform a green pool to sparkling blue and NC Brands' products will keep it that way."

John Schueneman, President and CEO of Coral Chemical Company echoes Mark Munford's words saying, "We couldn't have found a better home for our products and know they will grow and

flourish as part of the NC Brands sales structure."

Kate Thielscher, President of NC Brands adds, "Our Company has been growing strongly, organically and through acquisition. We are delighted to add brands such as Green to Clean and Yellow Out, which are synergistic to our existing brands, without any overlap or cannibalization of business. It is all incremental business that will flourish with our sales and distribution reach."

NC Brands has been in business since the late 1980s when it pioneered the use of naturally based enzymes and phosphate removal in swimming pools and spas. As a leader in specialty pool water care, NC Brands' mission is



to create, develop and deliver exceptional products to improve the swimming pool experience. NC Brands is committed to pro-

viding cutting edge technology, leading the way in growth and innovation with high performance products.

DON'T BE REACTIVE. BE PROACTIVE.

Tired of reacting to problematic pool water? Put your pools on cruise control with Natural Chemistry's Pro Blend™!

- ✓ SAVE TIME & MONEY
- ✓ REDUCE SCRUBBING & SCUM LINES
- ✓ REMOVE PHOSPHATES

Pro Blend reduces time and effort to maintain crystal clear water. Available in 1 & 5 gallons.

ONLINE TRAINING

Go to ipssa.com under 'Resources' to find online training courses.

THE BLOG IS BACK

arrow insurance service
Swimming Pool Insurance Specialists Since 1982

Check out the latest horror stories from Ray's blog "Blame it on the Pool Tech" at www.ArrowInsuranceService.com

Arrow Insurance Service, Inc ♦ (800)833-3433

AQUASTAR® INNOVATING SAFE SOLUTIONS

SPA JETS AND FITTINGS + VGB DRAINS & RETROFIT DRAINS + SKIMMERS + CHLORINATORS + POOL CLEANER, PUMP & FILTER REPLACEMENT PARTS

You can trust AquaStar for a complete selection of pool parts and supplies, including a wide variety of returns, chlorinators, skimmers, VGB-compliant drains, spa jets and StarzTruck™, our newest pool cleaner. We also offer a wide range of replacement parts specifically designed for automatic pool cleaners through our ProStar™ line. Each part is quality made in the U.S. and ready for fast delivery anywhere in the world. Safe, innovative and immediately available. No wonder AquaStar is the number-one choice for consumers and builders.

PLEASE CALL OR VISIT OUR WEBSITE FOR ADDITIONAL INFORMATION:

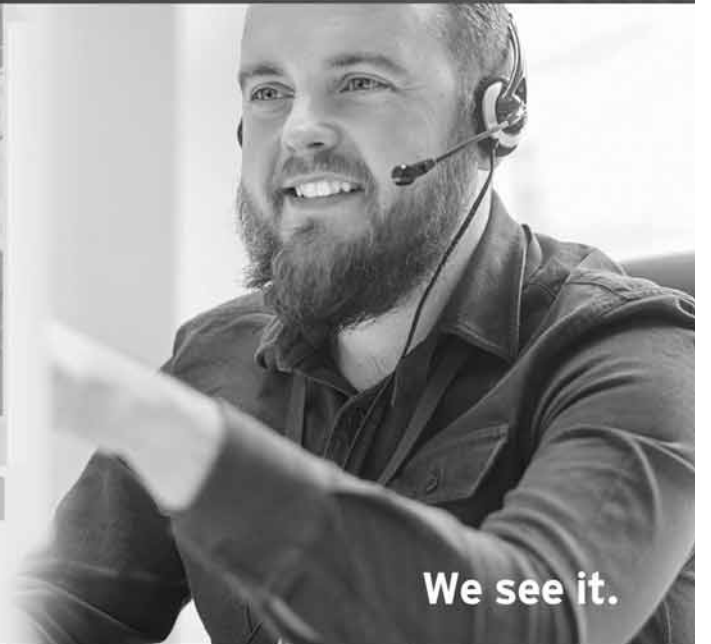
877-768-2717 +1-805-620-5060 (outside the U.S.) www.aquastarpoolproducts.com





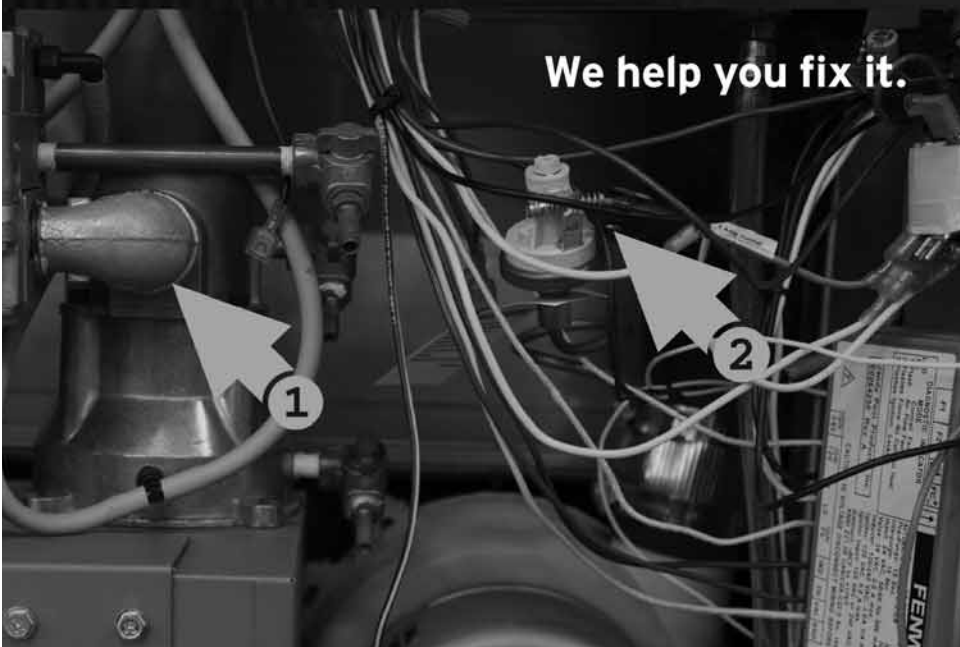
TECHNICAL SUPPORT YOU HAVE TO SEE TO BELIEVE

You show us.



We see it.

We help you fix it.



INTRODUCING LIVE VIDEO SHARING

Perfect for issues that aren't easily explained, this new service allows you to simply open an app and point your smart device at what you're looking at so our reps can see what you see for quicker resolution.



Protect pool decks, waterfalls, natural stones and more with Deck-O-Shield

Deck-O-Seal, a division of W. R. Meadows, offers Deck-O-Shield and Deck-O-Shield Plus as a complete line of pool deck products to protect even the most porous outdoor surfaces.

Deck-O-Shield is a ready to use, water-based sealer and water repellent for natural stone, concrete, and masonry surfaces. VOC compliant Deck-O-Shield is spe-

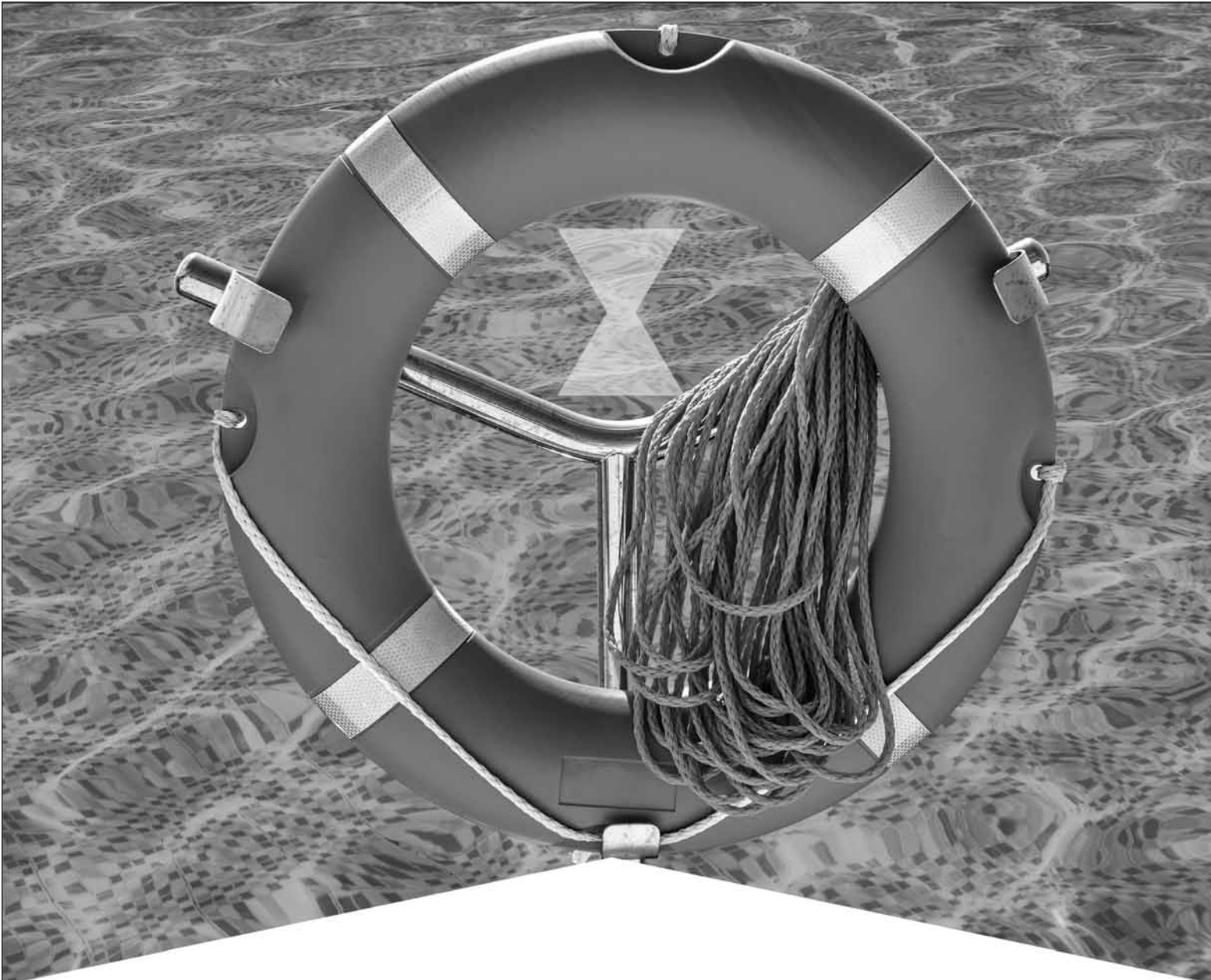
cially designed for use on surfaces around pool decks and waterfalls. Apply ready to use Deck-O-Shield easily by brushing or spraying. Surfaces appear virtually unchanged after application and drying while protecting against rust staining, spills, and damage caused by salt in water.

Premium-grade Deck-O-Shield Plus protects porous surfaces such

as tile, concrete, pavers, mortar joints, stucco and grout around pools. Deck-O-Shield Plus provides increased resistance to spalling and pitting of porous stone and concrete surfaces caused by salt penetration and freeze-thaw cycles. Deck-O-Shield Plus is ideal for weatherproofing and protecting virtually all porous surfaces without altering the original color or tint. Deck-O-Shield Plus is also water-based and VOC compliant.

“Deck-O-Shield is easy to use and protects all of the various materials used In and around swimming pools without changing the natural appearance,” said Jim Dill, Division Manager of Deck-O-Seal.

Free product samples of Deck-O-Shield in both bottle and tile form as well as Deck-O-Shield Plus are available by request at deckoseal.com/literature-request.



A real lifesaver when the clock is ticking.

Speed up installations with simple and affordable controls from Intermatic. We've been a trusted source for safe and reliable pool and spa solutions for over 50 years. And when you need to float a question by us, our best-in-the-business customer support team is just a phone call away at +1 815 675 7000.

Install peace-of-mind with Intermatic. **Contact us by phone or online today!**



Intermatic.com



It pays to designate beneficiaries

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

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

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

Call the financial office (888-391-6012) if you are not sure whether or not your Beneficiary Designation Form has been filed or if you want to change your beneficiary.

Don't neglect this small but important detail which could prevent headaches for those you love.

Education Quiz

Try the Education Quiz on page 2 and challenge your knowledge!

IPSSA CHAPTER LISTINGS

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

For insurance information: call Arrow Insurance (800) 833-3433 / Fax (805) 870-7625 / 2393 Townsgate Rd., Suite 101, Westlake Village, CA 91361, E-mail: ray@arrowinsuranceservice.com

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

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

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

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

EAST CONTRA COSTA
 Fourth Tues., 6:00 p.m., La Fuente Mexican Restaurant,
 642 1st Street, Brentwood
 Pres. Dale Vaughn (925) 759-3819
 dalevaughn1176@comcast.net

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

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

GOLD COUNTRY
 First Mon., 6:00 p.m., Max's Restaurant
 110 Grass Valley Hwy, Auburn
 Pres. Ryan Ruminson (530) 401-7346
 ryanruminson@sbcglobal.net

MODESTO CENTRAL VALLEY:
 Third Tues., 6 p.m.
 Perkos Restaurant, Kiernand Road & 99, Salida
 Pres. Albert Camarillo (206) 628-2717
 acspoolserv@yahoo.com

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

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

WEST PLACER: First Thurs., 5:30 p.m., Strikes
 Bowling Alley, 5681 Lonetree Blvd., Rocklin CA 95765
 Pres. Kyle Bridgman (916) 801-9155
 jkpoolservices@gmail.com

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

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

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

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

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

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

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

VENTURA: Third Tues., 7 p.m.
 Poinsettia Pavilion, 3451 Foothill Rd, Ventura
 Pres. Max O'Brien (805) 794-6270
 gotomax@att.net

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

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

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

DIAMOND BAR
 First Thurs., 7:30 p.m., Oak Tree Lanes, Diamond Bar
 Pres. Johnny Hernandez (626) 833-7456
 justpools626@yahoo.com

FOOTHILL: Third Thurs., 7:00 p.m.
 849 Foothill Blvd. #4, La Cañada
 Pres. Raul Fernandez (818) 378-9231

SAN FERNANDO VALLEY
 Third Wed., 7:30 p.m., Canoga Bowl
 20122 Vanowen, Canoga Park
 Pres. Blaine Enbody (805) 529-7562

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

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

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

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

CENTRAL LOS ANGELES
 Second Mon., 6:30 p.m., Han Woo Ri Presbyterian
 Church, 1932 S. 10th Ave, Los Angeles
 Pres. 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., Carrow's Restaurant
 Warner & Magnolia, Huntington Beach
 Pres. Tom Honrath (714) 848-3580
 thonrath@hotmail.com

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

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

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

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

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

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

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

REGION 6 (INLAND EMPIRE)
B.O.R.D. Member: 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. Dave Berg (909) 674-1556 / djpoolguy@msn.com

Hemet: Third Wed., 6:00 p.m.
 Shooters, 121 E. Florida Ave, Hemet
 Pres. John Bettencourt (951) 925-2442
 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., Carrows Restaurant
 11669 Foothill Blvd., Rancho Cucamonga
 Pres. Ron Goodwin (909) 989-0406
 good2win@msn.com

PALM DESERT
 Third Thurs., 6 p.m./7 p.m., please check with pres.
 Sloan's, 81539 US Hwy 111, Indio CA
 Pres. Matt Kauber (760) 702-0160
 salernopools@yahoo.com

PALM SPRINGS
 First Wed., 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. Jack Delaney (951) 674-6318

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

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

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

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

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

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

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

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

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

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

IPSSA VIPS: Third Wed., 7:00 p.m.
 Elk's Lodge #335, 14424 N. 32nd St., Phoenix
 Pres. Joe Mischik (602) 290-5547

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

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

SCOTTSDALE
 Third Mon., 6:00 p.m., Pool Water Products,
 20810 N. 25th Place, Phoenix
 Pres. Kurt Schuster (602) 488-7335

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. Patrick Pace (623) 853-6859

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

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

AUSTIN: First Tues., 6 p.m., Cherry Creek Catfish Co.
 5712 Manchaca Rd, Austin
 Pres. Keith Timm (512) 636-3750
 keith@acuaticoinc.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., Schlitterbahn Upper Padre
 14353 Commodores Drive, Corpus Christi
 Pres. Michael Baker (361) 563-7655

HILL COUNTRY: Third Tues. Logan's Roadhouse,
 1141 Interstate 35 Frontage Rd, San Marcos
 Pres. Jim Stearns (832) 278-9192
 stearns_pools@aol.com

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 Burreington (512) 673-6701
 aqualinepoolservice@gmail.com

NORTH HOUSTON: Third Tues., 7 p.m., IHop
 25619 Interstate 45, Spring
 Pres. David Harling (281) 256-7886
 bigstatepools@sbcglobal.net

SAN ANTONIO: First Mon., 6:30 p.m.
 Palenque Grill, 389 North Loop 1604 W, San Antonio
 Pres. Flash Rose (210) 241-7548
 flashpoolservice@sbcglobal.net

WEST HOUSTON: Second Mon., 7 p.m.
 Spring Creek BBQ, 21000 Katy Freeway, Katy
 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.,
 El Patio Restaurant, 37311 Fremont Blvd., Fremont
 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.,
 Holiday Inn Express, 1855 Main Street, Watsonville
 Pres. Terry Page (831) 297-2215
 pinnaclepools@sbcglobal.net

REDWOOD EMPIRE (Marin Co.)
 Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,
 320 N. McDowell Valley, Petaluma
 Pres. Darrell O'Neal (707) 544-3060
 dandmpool@aol.com

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

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

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

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

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

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

NORTH GEORGIA
 Pres. Benjamin Decker (404) 405-0197
 ben@classicpoolsvc.com

OSCEOLA (Kissimmee/Orlando)
 Second Wed., 6:30 p.m.
 Fat Boy's Restaurant, 2512 13th Street, St. Cloud
 Pres. Diane Fowler (407) 460-6680
 poolady2001@gmail.com

PORT CHARLOTTE: Fourth Monday, 6:30 p.m.,
 Buffalo Wings & Rings, 1081 W. Price Blvd, North Port
 Pres. Ray Kurilivicius, (941) 743-2010
 ray@dartpoolsolutions.com

SARASOTA: First Tues., 6:30 pm
 Gecko's Grill & Pub, 351 N Cattleman Road, Sarasota
 Pres. Andy Homner (941) 330-5757
 andy@clearwavepoolcare.com

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

REGION 12
B.O.R.D. Member: Neal Holt
 (972) 617-9877
 E-mail: poolguy713@gmail.com

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

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

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

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

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

Associate Members

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

TITANIUM PARTNERS



HASA INC.*
www.hasapool.com
Mary Flynn / maryflynn@hasapool.com
818-361-1258 / 661-259-5848
Liquid swimming pool chemicals, dry chemicals, pool and spa specialty products.

PLATINUM PARTNERS



HAYWARD POOL PRODUCTS INC.*
www.haywardnet.com / 909-594-1600
Fred Manno / fmanno@haywardnet.com
John Rodriguez / jrodriguez@haywardnet.com
Bob Seward / bseward@haywardnet.com
Manufacturer of swimming pool equipment.



PLEATCO LLC
www.pleatco.com
Battista Remati
516-609-0200
pleatco@gmail.com
Pool & spa filter products/manufacture.



SCP/SUPERIOR/NPT*
www.poolcorp.com / 818-645-8479
Danny Cervantez
daniel.cervantez@poolcorp.com
Service industry related



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

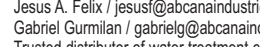
GOLD PARTNERS




ABCANA INDUSTRIES
www.abcanaindustries.com / 619-444-9900
Jesus A. Felix / jesusf@abcanaindustries.com
Gabriel Gurmilan / gabrielg@abcanaindustries.com
Trusted distributor of water treatment chemicals in Southern California.



AQUASALT LLC
www.aquasalt.com / 713-877-2616
Susan Flowers / 866-549-POOL x7665
sflowers@aquasalt.com
Salt for chlorine generators.



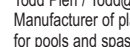
AQUASTAR POOL PRODUCTS
www.aquastarpoolproducts.com / 877-768-2717
Todd Pieri / Todd@aquastarpoolproducts.com
Manufacturer of plastic injection molded parts for pools and spas.



ARROW INSURANCE SERVICE*
www.arrowinsuranceservice.com
Ray Arouesty / ray@arrowinsuranceservice.com
800-833-3433 / 805-870-7625
Insurance issues



BIO-DEX
www.bio-dex.com, (623) 582-2400
Lori Brumagin / lori.brumagin@bio-dex.com
Paul Matthews / pmatthews@bio-dex.com
Manufacturer of professional strength pool and spa chemicals.




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



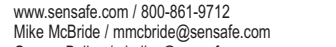
KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



PERIODIC PRODUCTS,
www.periodicproducts.com / (954) 764-7654
Joseph Laurino / jlaurino@periodicproducts.com
David McLaren / dmclaren@periodicproducts.com
Manufacturer of CuLator products.



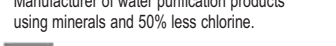
KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



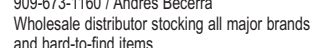
KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



KING TECHNOLOGY
www.kingtechnology.com / 952-933-6118
Lynn Nord / lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine.



WATERWAY INC.
www.waterwayplastics.com / 805-981-0262
Richard Howell / richardh@waterwayplastics.com
Good quality, good services, outstanding manufacturer of pool and spa equipment, valves, fitting and custom OEM spa parts.

SILVER PARTNERS



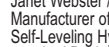
ALAN SMITH POOL PLASTERING INC.
www.alansmithpools.com
Alan Smith / alan@alansmithpools.com
Dave Huiberts / 714-628-9494
Pool and backyard remodeling.




DECK-O-SEAL
A COMPLETE LINE OF POOL DECK PRODUCTS
Jim Dill / jdill@deckoseal.com
Janet Webster / 817-598-1969 / www.deckoseal.com
Manufacturer of the new HS-1 SL One-Part, Self-Leveling Hybrid Polymer Sealant, and the industry standard Deck-O-Seal Two-Part Polysulfide Sealant for expansion joints.



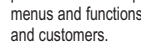
HYDROSCRIBE
www.hydroscribe.com / 760-889-6268
Vernon Thomas / hydroscribe.info@gmail.com
Complete cloud-based software and apps for managing pool service and repair companies. Includes separate menus and functions for pool techs, administrative staff, and customers.



NC BRANDS L.P.
www.ncbrands.com / (203) 295-2300
Jay Bertschy / jay@ncbrands.com
Jamie Novak / jamie@ncbrands.com
Chemical manufacturer.



POOLCOVERS INC.
www.poolcoversinc.com / 800-662-7665
Cheryl MacLennan / cmaclennan@poolcoversinc.com
Claire King / cking@poolcoversinc.com
Sales, service and installation of safety swimming pool covers and safety spa covers.



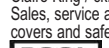
POOL ROUTE PROS INC.
www.poolroutepros.com / 714-974-1968
Tom Falvai / tommy@poolroutepros.com
Tommy has been in the pool business since 1980 with hands-on experience in service and repairs, specializing since 1995 in pool route sales and consulting.



POOLRX WORLDWIDE
www.poolrx.com, (949) 502-5851
Fred Schweer / fred@poolrx.com
Pete Ashby / pete@poolrx.com
Manufacturer of algaeacide.



TREBECA TRAVEL
www.trebeca.com / 817-528-9090
Mike Bonser / mike.bonser@trebeca.com
Debbie Ramsay / debbie.ramsay@trebeca.com
An online member discount travel and leisure site that provides members access to the best travel rates on hotels, auto rentals and cruises.



WESTERN HYDRO CORPORATION
www.whcpools.com / 510-783-9166
Nick Haderer / nhaderer@westernhydro.com
Distributor of solar pool pumps and accessories

ASSOCIATE MEMBERS

A. O. SMITH - REGAL BELOIT
www.regalbeloit.com / 937-667-2431
Heather Scaggs / heather.scaggs@regalbeloit.com
Jim Mosman
Bill DeCorrevont / bill.decorrevont@aosepc.com
Application & repair of pump motors

ALL SAFE POOL FENCES AND COVERS
www.allsafepool.com / 714-712-6233
Reed Hauge / reed@allsafepool.com
We save lives: Manufacturing, sales and installation of removable pool fences, safety nets and pool covers.

ALPHAWATER SYSTEMS
www.awspoolsupply.com / 562-408-6447
Henry Cota/henry.alphawatersystems@gmail.com
Proud supplier of wholesale pool supplies to the pool professional.

AMERICAN LEAK DETECTION
www.americanleakdetection.com / 800-755-6697
Adam Gray / agray@americanleakdetection.com
American Leak Detection specialists use state-of-the-art equipment and methodology to locate hidden water and sewer leaks from swimming pool cracks to concealed plumbing systems

ANNUAL WESTERN POOL & SPA SHOW
www.westernshow.com / 800-787-7727
info@westernshow.com
800-746-9772 / exhibitsales@westernshow.com
Annual pool industry convention and symposium

APPLIED MATERIALS
602-348-0257
Greg Garrett / greggarrett@hotmail.com
Education, consulting, manufacturing, and repairs of surfaces.

AQUA CREATIONS
www.aquacreations.com / 805-672-1695
Richard Dietz / rsdietz@aol.com
Aqua-Glass resurfacing of swimming pools and

spas, and coping, tile, lights and below-ground plumbing installations.

AQUA NOVUS
www.aquanovus.com / 972-325-1010
Kermit Monzingo / k.monzingo@aquanovus.com
Pool filtration

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

AQUATHERM INDUSTRIES
www.aquathermsolar.com / 732-905-9002
Molly Friar / mfrnar@warmwater.com
Dave Szelove / dszelove@warmwater.com
Solar pool heaters and heat pumps.

B'S POOL SUPPLIES
www.bpspool.com / 951-274-0964
Andrew Macmillan / chlorb@hotmail.com
Wholesale pool supply distributor, specializing in chemical delivery.

BIO ACTIVE
www.solarsunrings.com / 951-296-6502
Georgina Miramontes / info@solarsunrings.com
Solar covers and cyanuric acid reducer.

BLAKE SALES ASSOCIATES*
www.blakesales.net / 800-748-5756
Mike Ramey / mjrmeay@blakesales.net
John Grucky / john.grucky@blakesales.net
Products which we represent

CHEM QUIP INC.
www.chemquip.com
Greg Durkee / gdurkee@chemquip.com
Pool & Spa Distributor

CHEMLINK PRODUCTS INC.
www.chemlink.com / 909-260-9446
Dale Cisco / dcisco@chemlink.com
Manufacturer of solvent free, 1-part horizontal and vertical joint sealants and adhesives.

COMPASS MINERALS
www.compassminerals.com / 913-344-9100
Lauren Fallon / fallonl@compassminerals.com
Manufacturer of Sure Soft® Pool Salt. Designed specifically for use with electrolytic chlorine generators. Contains high purity, extra fine crystals that dissolve rapidly.

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

CRAMER & ASSOCIATES
www.cramercpa.com
Clint Cramer / clint@cramercpa.com
Jay Lang / 916-864-4272
Accounting and tax planning.

D&D TECHNOLOGIES (USA)
www.dtechusa.com / 800-716-0888
Pool safety gate hardware manufacturer. Key products: Magna-Latch® self-latching gate latch and Tru-Close® self-closing hinges.

DISCOUNT POOL SUPPLY
www.dpspoolsupply.com / 310-530-3393
Jeff Berson / dpspb@aol.com
Supplier of all pool and spa equipment, parts, chemicals and maintenance items.

EASY CARE PRODUCTS
www.easycarewater.com / 559-299-7660
Todd Wilson / twilson@easycarewater.com
Jan Dill / jdill@easycarewater.com
Rosemarie Arenas / rarenas@easycarewater.com
Manufacturer of water treatment chemicals

ENGLISH POOL CONSULTING
www.poolinspections.com / 619-338-9197
Rick English / rick@english.net
Cindy English / cindy@english.net
Expert witness, pool inspection.

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

GARDNER POOL PLASTERING
www.gardnerpoolplastering.com / 619-593-8880
Scott McKenna
scottm@gardnerpoolplastering.com
Pool remodeling and pool plastering of any size or scope. Full service offices in San Diego, Orange, Southern L.A. and Riverside counties.

GUARDIAN POOL FENCE
www.guardianpoolfence.com
800-366-7233 / Steve Sadinsky
info@guardianpoolfence.com
Pool fence manufacturer and supplier.

H2FLOW CONTROLS INC.
www.h2flow.net / 419-841-7774
Carol McKenzie / carol.mckenzie@h2flow.net
Gavin Hackett / gavin.hackett@h2flow.net
H2flow solutions for pools, spas, and water features include VFDs for energy reduction, accurate Flow Meters, wireless AutoFill Systems, and intelligent VGB Anti-entrapment devices.

HORIZON SPA & POOL PARTS
www.horizonparts.com / 520-295-9750
Raymond Thibault / ray@horizonparts.com
Bruce Johnson / bruce@horizonparts.com
Wholesale distributor of pool parts, spa parts, business education.

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

J&J ELECTRONICS INC.
www.jandjelectronics.com / 949-455-4460
Susan Bloom / sbloom@jandjelectronics.com
Provides LED lighting products for the pool and spa industry.

KELLEY TECHNICAL COATINGS
www.kelleytech.com
Brink Spruill / brink@kelleytech.com
John R. Kelley Jr. / 502-636-2561
Manufacturer of Olympic pool and deck coatings.

LEAK DETECTION USA
www.leakdetectionusa.com
800-652-9062 / Fax 760-814-8051
Michael Mamula / michael@leakdetectionusa.com
Ed Mumford / ed@leakdetectionusa.com
Leak detection solutions for pools and spas, fountains and ponds, waterfalls, domestic water.

LEAK SPECIALISTS
www.leakspecialists.com
Orange & Los Angeles Counties:
Luis Perez / 800-996-5325
San Bernardino & Riverside Counties:
Derek O'Hanlon, 888-522-5325
Leak detection and underwater repair.

LESLIE'S POOLMART
www.lesliespool.com / 800-537-5437
Sean Murphy / smurphy@lesl.com
Pool supplies

LESLIE'S PRO
Jeff Manno / 702-496-2980
jmanno@lesl.com
Supplier of all pool and spa equipment, parts, chemicals and maintenance items.

LOWRY CONSULTING GROUP LLC
www.lowrycg.com / 678-648-8550
Robert Lowry / rlowry@lowrycg.com
Chemical consulting, product formulation, education and technical writing.

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

NATIONAL POOL ROUTE SALES
www.poolroutesales.com / 877-766-5757
Charles Baird / cbaird@poolroutesales.com
How to improve route profitability and earn more on a sale

NORTHERN FILTER MEDIA
www.nfmpools.com / 563-263-2711
Dave Reusswig / dave@northernfiltermedia.com
Manufacturers of filter media and antimicrobial filter media.

NORWOOD & ASSOCIATES
www.nalobby.net
916-447-5053
John Norwood / jnorwood@nalobby.net
Lobbying firm for pool and spa industry, representing CPSA (California Pool & Spa Association).

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

OREQ CORP
www.oreqcorp.com / 800-420-3255
Sales Program Manager / sales@oreqcorp.com
Ornamental and recreational water products; treatment, features, activities, maintenance and custom fabrications.

PENTAIR AQUATIC SYSTEMS
www.pentairpool.com / www.poolprofi.com
800-831-7133
Steve Zom / 760-431-8218 / steve.zom@pentair.com
Pentair Aquatic Systems is the world's leading manufacturer of pumps, filters, heaters, automation, lighting, cleaners, sanitizers, water features, and maintenance products for pools and spas.

PLASTIFLEX
www.plastiflex.com
704-871-8448
Mike Schutte / mike.schutte@plastiflex.com
(704) 200-8127
Manufacture vacuum and filter hoses for the pool industry. Robust vacuum hoses for the commercial service trade.

POOL BUSINESS ACADEMY
www.poolbusinessacademy.com
714-319-6584
Brett Gereau / brett@poolbusinessacademy.com
Business coaching and training for pool service owners.

POOL INDUSTRY EXPO
www.poolindustryexpo.com
650-323-7743
Don Koss / Bill Hoy
info@poolindustryexpo.com

POOL ROUTE ADVISORS
www.poolrouteadvisors.com
877-455-7665
Blake Farris / blake@poolrouteadvisors.com
Brad Schulte / brad@poolrouteadvisors.com
Broker and pool route advisors.

POOL SAFE INC
www.poolsafe.com
John Moss/760-580-4640, john@poolsafe.com
Dan Newbold/949-689-7085, dan@poolsafe.com
Devin Callahan/925-698-9839, devin@poolsafe.com
Automatic pool covers and removable fences: installation and repair.

POOL TRAC
www.pooltrac.com / 317-418-4777
John Pyle / john@pooltrac.com
Providers of mobile and web-based applications for all aspects of pool and spa service, including detailed recordkeeping.

POOL WATER PRODUCTS*
www.poolwaterproducts.com
James Bledsoe / jbledsoe@poolwater.com
Richard Holtzworth / 949-756-1666
Wholesale distributor of swimming pool and spa chemicals and accessories, equipment and parts, electrical and plumbing supplies.

POOL WORKS LLC
www.houstonpoolrenovations.com / 713-466-3300
Alan Williams / alan@poolworksbx.com
Kevin Williams / kevin@poolworksbx.com
Pool plastering, deck coatings and complete renovations.

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

PROFLUENT MEDIA INC.
www.profluentmedia.com / 949-891-7398
Will Boslavizki / will@profluentmedia.com
Profluent Media is a digital marketing firm that combines technical knowledge with creative thinking to help you achieve the best internet marketing results. By optimizing our client's digital presence, we are able to create digital visibility as well as a broader customer base.

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

Develops and produces the most advanced pool and deck coating in the U.S. Pool paint and sundries.

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

RDS UNDERWATER WORKS
www.rdservices.com
714-421-4160
Ron Zwicky / Dana Zwicky / dana@rdservices.com
Pool remodeling and underwater structural repairs.

REVO SOLAR ENGINEERING
www.revosolar.com
949-367-0740
Chrissy Murillo / Chrissy@revosolar.com
FAFCO solar distributor. Design, sales, installation and service of solar thermal and solar electric residential and commercial.

SEALEY BUSINESS BROKERS
www.sealeybb.com
844-766-5783
Arif Sealey / asealey@sealeybb.com
Assist pool service companies in selling their route.

SGS INDUSTRIES
www.sgschlorinators.com
480-385-3052
Cary Tenenbaum / caryt@sgschlorinators.com
Bob Trepp, bobt@sgschlorinators.com
Develop and manufacture salt water chlorinators and water meters for residential and community swimming pools.

SOLAR HEATING SPECIALISTS
www.warmpools.com
Chrissy Murillo, 949-367-0740 X100
chrissy@revcosolar.com
OC, SD, Riverside & Coachella Valley. FAFCO solar distributor. Design, installation and service of solar thermal and solar electric for residential and commercial.

SOLAR UNLIMITED, INC.
www.solarunlimited.com / 818-843-1633
Bob Irwin / bob4solar41@yahoo.com
Southern California's exclusive FAFCO solar dealer / installer. Specializing in design, sales, installation and service of commercial and residential thermal pool heating and residential solar electric systems

SPECK PUMPS-POOL PRODUCTS
www.usa.speck-pumps.com
904-739-2626 / 800-223-8538
Joe Valentino / j.valentino@speck-pumps.com
Carlos Castro / c.castro@speck-pumps.com
Speck offers swim jet systems, filters, filter systems, and pumps for in-ground, above ground pools, spas and pools with vanishing edges, waterfalls, fountains or waterslides.

SPRINGBOARD POOL ROUTE BROKERS
www.springboardprb.com / 888-998-7665
Cory Mouillesseaux
Pool route broker.

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

SUTRO
www.mysutro.com / 415-501-0029
Ravi Kurani / ravi@mysutro.com
Remote water monitor to measure pool chemistry.

TAYLOR TECHNOLOGIES INC.
www.taylor technologies.com / 410-472-4340
Jody O'Grady / jody@taylor technologies.com
Manufactures water-testing supplies geared to the needs of service professionals, including the TTI 2000 Colorimeter. Renowned for accuracy, simplicity, durability and tech support from real chemists.

TRIVITRO
www.vitroclean.com
425-251-8340
Jeff Freas / jcfreas@trivitro.com
Chris Freas / cfreas@trivitro.com
Manufacturer and distributor of Vitroclean filter media.

TSYS MERCHANT SOLUTIONS
www.tsysmerchantsolutions.com
(402) 574-7045
Jason Carpenter / jcarpenter@tsys.com
TSYS offers an exclusive payment acceptance program to the pool and spa industry.

UNICEL
www.unicelfilters.com
Scott Gleason / spgleason@unicelfilters.com
Derek Podesbarac / 818-678-0400
The industry's most complete line of replacement filter cartridges and DE grids. When quality and service count - Unicel - clearly the best.

UNITED CHEMICAL CORP.*
www.unitedchemicalcorp.com / 800-824-5550
admin@unitedchemicalcorp.com
Rescue treatments for swimming pools.

US MOTORS / NIDEC
www.nidec-motor.com / 262-692-2001
Jim D'Angelo / jim.dangelo@nidec-motor.com
Pat Shadrach / pat.shadrach@emotors.com
Nidec Motor Corporation, under the US Motors® brand, produces the most service friendly, energy efficient pool and spa replacement motors in the industry.

VACLESS SYSTEMS, INC.
www.vacless.com
818-701-6200
Samar Hamza / samar@vacless.com
Bevin Coen / bevin@vacless.com
Manufacturer of pool and spa safety products.